050
8P49
v.33
LIBRARY
NORTH DAKOTA AGRICULTURAL
COLLEGE AND EXPERI-
MENT STATION
No. 31034
CHEM.

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO.

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO.

RS
1
07532
v. 33

INDEX TO THE PHARMACEUTICAL ERA

VOLUME XXXIII.

JANUARY 5 TO JUNE 29, 1905

EDITED BY

EZRA J. KENNEDY, Ph.C.

21939
ONTARIO COLLEGE OF PHARMACY
129 GERRARD ST. E.
TORONTO.
UNIVERSITY OF TORONTO
MAY 24 1906

A

Acetyl-Para-Oxy-Phenyl-Urethane, 706.
Acetylene, New Uses, 608.
Acid, Salicylic, Food Stuffs, 682.
Carbolic, 263.
Sale, 406.
Formic, 421.
Hypophosphorous, 40.
Nitric, Absolute, 328.
Salicylic, Natural, 39.
Phosphoric, Free, 390.
Aconitine, Reaction, New, 682.
Andrenalin, Physical Properties, 296.
Synthetic, 547.
Adulteration, Drugs, New York, 239.
North Dakota, 92.
Advertising, 124.
Commentary, 152.
Convincing, 185.
Direct, 388.
Druggists', 24.
Drug Store, 337.
Enthusiasm, 248.
Ethical, 222.
Knapp's Announcement, 283.
Retail Druggists', 56.
Retailers', 94.
Agar-Agar, 156.
Alcohol and CO_2 in Fermentation, 474.
Consumption, Germany, 279.
Denaturing, 325, 635.
Use, 473.
Formaldehyde Detection, 552.
Free, 318.
Methyl, 262.
France, 352.
Rebate, 41.
Tax Reduction, 279.
Wood, Effects, 168.
New York, 356.
Russia, 53.
Tax, 16, 175.
Aldehyde, Ethylic, Concentrated, 285.
Allspice, Demand, 231.
Almond Meal, 106.
Aloes, Cape, Assay, 706.
Valuation, 266.
Alpers' Soda Fountain, 280.
Amandine, 105.
Ammonia, Perfumed, 233.
Plant, 205.
Test, 635.
Amyl Acetate, Dutiable, 541.
Aniline Colors, Toxic, 200.
Fat Soluble, 170.
Anise, Defined, 231.
Anogeissus, Gum, 325.
Anthrapurpurin Diacetate, 707.
Antidol, 102.
Antiseptics, Telegraph Poles, 8.
Antitoxins, Artificial, 495.
Antitoxin, New Jersey, 354.
A. Ph. A., Membership, 35.
Aqua Laurocerasi, 683.
Argols, No. 30, 155.
Aristol, Patent, 101, 174, 235.
Aristochin, Medicinal, 285.
Arithmetic, Pharmaceutical, 34, 36, 227, 261.
Arnica, Pure, Scarce, 591.
Aspirin, 200.
ASSOCIATIONS, PHARMACEUTICAL—(Clubs, Societies, Drug Clerks, Alumni, Etc.)—
Alabama Pharmaceutical, 405.
Alton, Ill., Druggists, 664.
American Chemical Society, 529, 661, 710.
American Chemical Society, N. Y. Section, 14, 173, 402, 501, 555.
American Conference of Pharmaceutical Faculties, 346.
American for Advancement of Science, 47.
American Medical, 583.
American Pharmaceutical Association, 35, 43, 143, 239, 350, 421, 475, 601, 710.

ASSOCIATIONS, Etc.—Continued.
Anti-Adulteration Society, 583.
Antiseptic Club, 685.
Apothecaries' Bicycle Club, 402, 450, 529, 555, 582, 611, 622.
Arkansas Pharmacists, 618.
Baltimore Retail Druggists, 15, 145, 333, 429, 452, 532.
Boston Retail Druggists, 112, 144, 479, 586.
Camden Co. (N. J.) Retail Druggists, 312, 451, 478, 531.
Canadian Wholesale Druggists, 716.
Carroll Co. (Ind.) Druggists, 665.
Chicago Social Drug Club, 147, 357, 559, 614.
Chicago Retail Druggists, 83, 453, 491, 533.
Chicago Veteran Druggists, 275, 615, 712.
Cinchona Club, 50.
Colorado Pharmacal, 612.
Columbia Co. (N. Y.), Retail Druggists, 501, 583.
Connecticut Pharmaceutical, 715.
Cumberland Co. (Me.), Pharmaceutical, 177.
Delaware Co. (Pa.), Druggists, 557.
Delaware Pharmaceutical, 692.
Denver (Colo.), Pharmaceutical Society, 148.
Department of Agriculture Seminar, 686.
Drug Clerks' Circle, 12, 108, 355, 402, 445, 581, 601, 662.
Drug Merchants, 393.
Erie Co. (N. Y.), Pharmaceutical, 610.
Fall River (Mass.), Druggists, 271.
Florida Pharmaceutical, 477, 716.
Fort Wayne (Ind.) Drug Clerks, 330, 417.
Fulton Co. (Ill.), Druggists, 712.
French N. A. R. D., 444.
German Apothecaries, 44, 45, 175, 299, 403, 425, 475, 529, 609, 637, 662.
Grand Rapids Drug Clerks, 615.
Grand Forks Co. (N. D.), Druggists, 713.
Grant Co. (Ind.), Retail Druggists, 146.
Hyde Park Druggists' Club, 559.
Holyoke (Mass.), Druggists, 271.
Illinois Pharmaceutical, 22, 430, 614.
Illinois Pharmaceutical Travelers, 614.
Indian Territory Pharmaceutical, 617.
Indiana Pharmaceutical, 665.
Interborough Pharmaceutical, 638.
Italian Pharmaceutical, 300, 331, 451, 557, 574.
Iowa Pharmaceutical, 679.
Jersey City Druggists, 110.
Kansas City Retail Druggists, 16, 84, 306, 454.
Kansas Pharmaceutical, 385, 617.
Kings Co. Pharmaceutical Society, 43, 207, 354, 426, 554, 685.
Knox Co. (Me.), Retail Druggists, 13.
La Crosse (Wis.), Retail Druggists, 84.
Lebanon Co. (Pa.), Retail Druggists, 451.
Lehigh Valley Retail Druggists, 478.
Louisiana Drug Clerks, 617.
Louisiana Pharmaceutical, 617.
Louisville (Ky.), Retail Druggists, 405.
Macomb Co. (Mich.), Druggists, 19.
McKesson & Robbins Mutual Benefit Association, 109.
Manhattan Pharmaceutical, 77, 239, 353, 426, 450, 556.
Maine Pharmaceutical, 643.
Manchester (N. H.), Druggists, 332.
Manufacturing Perfumers, 162, 173, 528.

ASSOCIATIONS, Etc.—Continued.
Marlboro (Mass.), Retail Druggists, 112.
Maryland Pharmaceutical, 242, 532, 613, 688, 716.
Mercer Co. (N. J.), Druggists, 479.
Metropolitan Retail Druggists, 11, 79, 108, 205, 225, 237, 267, 321, 329, 353, 369, 377, 393, 403, 417, 426, 427, 465, 475, 500, 528, 547, 555, 581.
Michigan Retail Drug Clerks, 82, 333, 357, 453, 666.
Milford (Mass.), Pharmaceutical, 177.
Milwaukee Pharmaceutical, 305.
Minneapolis Retail Druggists, 16, 454, 616.
Minnesota Drug Clerks, 84, 115, 210, 481, 560.
Minnesota Pharmaceutical, 407, 713.
Mississippi Pharmaceutical, 715.
Missouri Jobbers' Social Club, 211.
Missouri Pharmaceutical, 560, 692.
Montcalm (Mich.), Druggists, 688.
Montreal Drug Club, 276.
Montreal Druggists, 116.
Murray Hill (N. Y.), Retail Druggists, 269.
Nashville Retail Druggists, 115.
National Association of Manufacturers of Soda Fountain Supplies, 530.
National Boards of Pharmacy, 161, 166.
National Food Manufacturers, 701, 709.
National Pure Food & Drug League, 710.
National Retail Druggists, 11, 37, 49, 65, 75, 101, 107, 141, 273, 355, 532, 685.
National Wholesale Druggists, 401, 638.
Nebraska Pharmaceutical 689.
Newburgh (N. Y.), Druggists, 111, 176.
New Jersey Pharmaceutical, 528, 612, 690.
New Jersey Pharmaceutical Travelers, 476, 691.
New Haven (Conn.), Retail Druggists, 271.
New York Board of Trade & Transportation Drug Section, 110, 236, 241, 268, 300, 331, 379, 401, 478, 583, 663.
New York College of Pharmacy Alumni, 45, 206, 246, 449.
New York Drug Trade Club, 238, 640, 654.
New York Ginseng Growers, 46.
New York State Pharmaceutical, 173, 268, 554, 638.
New York Retail Druggists, 141, 268, 301, 402, 611, 709.
North Carolina Pharmaceutical, 643.
Ohio, Kentucky, Indiana and Michigan Druggists, 146.
Ohio Pharmaceutical, 452, 588.
Ohio Physicians, Surgeons, Dentists and Pharmacists, 614.
Oklahoma Pharmaceutical, 406, 618.
Ohio Valley Druggists, 15, 49, 179, 242, 273, 406, 429, 480, 614, 666, 688.
Outagamie Co. (Wis.), Retail Druggists, 305.
Pennsylvania Pharmaceutical, 531, 663, 664, 715.
Pennsylvania Travelers' Protective, 478.
Pharmaceutical Club, 503.
Pharmaceutical Journal Club, 397.
Phi Chi, Gamma Chapter, 384.
Phi Gamma Fraternity, Alpha Chapter, 533.
Philadelphia College of Pharmacy Alumni, 531.

31034

BALDORF BINDERY COMPANY LIBRARY BINDERS SAINT PAUL, MINN.

050
P4 9
V33

ASSOCIATIONS, Etc.—Concluded.
Philadelphia Drug Athletic, 404, 532, 641, 687.
Philadelphia Drug Clerks, 303, 429, 531 664.
Philadelphia Retail Druggists, 112, 113, 177, 178, 246, 302, 531, 640.
Proprietary Association, 267, 380, 425, 465, 476, 492, 496, 517, 525.
Rochester Ph. A., 13, 14, 47, 176, 427, 530, 663.
Rhode Island Pharmaceutical, 111.
San Francisco Drug Clerks, 454.
St. Louis Drug Clerks, 116.
St. Louis Retail Druggists, 383, 504, 560, 584, 714.
St. Paul Retail Druggists, 84.
Society Chemical Industry, New England, 380.
Society of Chemical Industry, N. Y. Section, 80, 238, 355, 451, 555, 686.
Southern Alabama Retail Druggists, 146.
South Atlantic Drug Club, 308.
South Bend Retail Druggists, 242.
South Dakota Pharmaceutical, 689.
Springfield (Mass.), Druggists, 332.
Staten Island Branch N. A. R. D., 530.
Syracuse Druggists, 143, 269, 270, 331, 427, 557.
Tennessee Pharmaceutical, 558.
Texas Pharmaceutical, 715.
Torrington (Conn.), Druggists, 13.
Toronto Druggists, 246, 305.
Trenton (N. J.), Druggists, 178.
Troy Retail Druggists, 268.
Wabasha Co. (Minn.), Druggists, 147.
Wedgewood Club, 272, 357, 479, 503, 664.
Westchester Co. (N. Y.), Pharmaceutical, 111, 449.
Western Pennsylvania Retail Druggists, 75, 114, 178, 301, 381, 478, 641, 688.
Wheeling (W. Va.), Druggists, 114, 301, 556, 588.
Wisconsin Pharmaceutical, 147, 275, 590.
Worcester Co. (Mass.), Pharmaceutical, 81, 241.
Asthma, Mixture, 7.
Atomizers, New, 459.

B

Bacteria, Staining, 8.
Baking Powder, 40, 399.
History, 421.
Balsam, Cough, Linseed, 137.
Pectoral, 137.
Peru, 445.
Baltimore Cutters Combine, 587.
Bandage, Suprarenal Gland, 327.
Barometer, Weather, 73, 684
Batnacetina, 131.
Batteries, Storage, Paste, 74.
Bay Leaf, Defined, 231.
Be a Pharmacist, 494.
Beatin, 138.
Benolgur Capsules, 222.
Benzinoform, 551.
Betain, 73.
Betin, 73.
Bilz Seed, 156.
Bismuth Agaricinate, 168.
Bitters, Angostura, 608.
Black-no-More, 687.
Blacking, French, 400.
Shoe, 400.
Blackmailing Druggists, 25.
Blanc, Joel, Remorse, 196.
Blue, Bleachers', 155.
Bluing, Laundry, 474.
Blood, Human, Test, 138, 495.
Board of Pharmacy Questions Do Not Help, 228.
BOARDS OF PHARMACY—
Arkansas, 227.
California, 50, 478.
Colorado, 18, 148, 454.
Connecticut, 580.
District of Columbia, 113, 356.
Georgia, 146, 404, 482.
Idaho, 245.
Illinois, 17, 83, 146, 180, 303, 334, 335, 480, 481, 588.
Iowa, 17, 19, 50, 499, 534.
Kansas, 307, 617.
Kentucky, 243, 404, 583.
Maryland, 82, 273, 429, 479, 532, 613, 664.
Massachusetts, 47, 177, 270.
Michigan, 15, 82, 114, 430, 454, 481.
Minnesota, 210, 276, 499, 560, 616, 713.
Mississippi, 303.
Montana, 294.
Nebraska, 306.
Nevada, 643.
New Hampshire, 177.
New Jersey, 242, 584.
New York (State), 33, 46, 174, 239, 378, 491, 601.

BOARD OF PHARMACY—Concluded.
New York (Eastern Branch), 78, 111, 143, 212, 267, 478, 583, 611, 638, 685.
New York (Western Branch), 81, 530, 610.
North Carolina, 1, 7, 612.
North Dakota, 149, 668.
Ohio, 210, 468, 588.
Oklahoma, 149, 261.
Oregon, 261, 430.
Pennsylvania, 307, 442, 557, 618, 641.
Rhode Island, 113, 177, 228, 586.
South Dakota, 454.
Utah, 506.
Vermont, 112, 241, 662.
Virginia, 407.
Wisconsin, 16, 275, 453, 517, 520, 688.
"Bond Issue," Delibie's, 328.

BOOK REVIEWS—
Ayer's Newspaper Annual, 1905, 157.
Autenrieth, Detection of Poisons and Strong Drugs, 562.
Balfour, Report Wellcome Research Laboratories at Gordon Memorial College, 202.
Beal, Notes on Equation Writing, 42.
Bolton, Follies of Science at the Court of Rudolph II., 202.
Chemist & Druggist, Winter Issue, 216.
Conyngton, Manual of Corporate Organization, 202.
Cutter, Vegetable Productions of America, 660.
Eccles, Food Preservatives, Their Advantages and Proper Use, 468.
Era Druggists' Directory, 99.
Fish, Exercises for Students in Materia Medica and Pharmacy, 202.
Green and Vanderkleed, Course in Qualitative Inorganic Chemistry, 42.
Hatcher and Sollman, Text-Book of Materia Medica, 42.
International Medical Annual, 1905, 562.
Lewis, Credit Man and His Work, 120.
Lilly & Co.'s Price List for 1905, 462.
Lloyd Library Bulletin No. 4, Reproduction Series, 660.
Lloyd, Mycological Series No. 3, 636.
Mallinckrodt Chemical Works' Price List, 652.
Memminger, Qualitative Analysis Brief, 42.
Merck's 1905 Manual of Materia Medica, 636.
Mineral Resources of the U. S., 1903, 286.
Olsen, Quantitative Chemical Analysis, 408.
Pharmaceutical Formulas, Vol. II., 42.
Pharmaceutical Journal Formulary, 42.
Proceedings of the A. Ph. A. General Index, 1852-1902, 408.
Proceedings of the American Pharmaceutical Association, 1904, 562.
Proceedings of the Manufacturing Perfumers' Association of the U. S., 1905, 580.
Proceedings of the National Wholesale Druggists' Association, 1904, 580.
Scoville, Art of Compounding, 202.
Shimer, Pennsylvania Pharmacy Law, 636.
Sturmer, Course in Pharmaceutical Arithmetic, 42.
Von Noorden, Clinical Treatise on the Pathology and Therapy of Disorders of Metabolism and Nutrition, 562, 660.
Waugh and Abbott, Text-Book of Alkaloidal Therapeutics, 42.
White, Spatula Soda Water Guide, 636.
Wiley, Treatise on Pharmacal Jurisprudence, 562.
Wright, Pharmacology of the Fluid Extracts in Common Use, 562.
Year Book, U. S. Department of Agriculture, 1904, 682.
Books, Essential Oils, 684.
Extracts, 376, 708
Fluid Extracts and Tablets, 105.
Formulas, etc., 684.
New, 660, 682.
Soaps, 266.
Bottles, Fittings, 566.
Syrup, Air-Tight, 473.

BOWLING, DRUG TRADE—
Baltimore, 86, 150, 182, 214, 246, 278, 309.
Chicago, 22.
Cincinnati, 588.
Detroit, 86, 118, 150, 182, 214, 278, 309, 382, 407, 427, 468.

BOWLING, Drug Trade—Concluded.
New York, 54, 86, 118, 150, 182, 214, 246, 278, 309, 377, 582, 611, 612.
Philadelphia, 22, 86, 118, 246, 278, 64.
Rochester, 86, 182, 214.
St. Louis, 118, 278, 534.
St. Paul, 22, 54, 86, 118, 150, 182, 214, 246, 278, 309.
Brandy, 707.
Briquette Binder, 266.
Bromides, Prices, 174, 207, 225, 238, 269, 516, 628.
Bromine Statistics, 248.
Bromo Diethylacetamide, 448.
Butter Color, 74.
BUSINESS RECORD, 126, 158, 190, 222, 254, 286, 318, 342, 366, 390, 414, 438, 462, 486, 514, 542, 570, 598, 626, 650, 674, 698, 722.
Buttermilk, 472.

C

Calabar Bean, Alkaloid, 398.
Calamine, 569.
Calcium Fluoride, 40.
Calomelol, 372.
Camphor, Artificial, 348.
Chinese, 122.
Snow, 523.
Canaigre, Tannin, Estimating, 375.
Capers, Defined, 231.
Caraway, Defined, 231.
Carbon Tetrabromide, 635.
Tetrachloride, Manufacturers, 376.
Cardamoms, Ceylon, 187.
Carminative, Mixture, 7.
Corydalis Cave, 68.
Cassia, Defined, 231.
Catarrh Snuffs, Cocaine, 583.
Catgut, Disinfecting, 682.
Catgut, Sterilizing, 682.
Cayenne, Defined, 231.
Celery Seed, Defined, 231.
Cement, Acid Proof, 266.
Chlorine Resistant, 266
China, 580.
Elastic, 266.
Gas Resisting, 266.
Hart's India Rubber, 266
Iron, 266.
Leather Belting, 266.
Machinists', 266.
Mending Pestles, 424.
Oil Proof, 266.
Porcelain, 580.
Stone, 266.
Waterproof, 266.
Census Interrogatories, Protests, 583, 604, 611.
Centrifugal, Koesner's, 328.
Cephalopin, 548.
Cerate, Galen's, 471.
Ceresin, Preparation, 659.
Certificates, Medical, to Pharmacists, 579.
Charcoal Dressings, 423.
Chattanooga Water Power, 693.
Chemical Industry, Advances, 5.
American, 167.
Chemicals and Drugs, Value of German Exports to U. S., 580.
Chicago Drug Trade, History, 303.
Chicle, Cleaner, 90.
Chloroform, Combine, 709.
Preserving, 260.
Chondrus Crispus, 328
Cider, Orange, Artificial, 551.
Preserving, 578.
Production, France, 1904, 535.
Cigar Boxes, Branded, Unlawful, 361.
Cigars, Care, 29.
Cinchona, African, 120.
Alkaloids, Reactions, 135.
Assay, 607.
Bark, Statistics, 93.
Java, 412.
Salts, Duty Free, 437.
Cinnamon, Defined, 231.
Citronal Pills, 201.
Cleaning, "Dry," 101.
Clerk's Side of the Case, 563.
Clerks, Scarcity, Mr. Eliel's Remedy, 133.
Cloves, Defined, 232.
Cobalt Oxide, 285.
Cobra Den, 4.
Cocaine Bill, Minnesota, 357.
Catarrh Snuffs, 583.
Consumption, 381.
Crusade, Cincinnati, 480.
Newark, 299.
Identification, 606.
Legislation, 114.
Minnesota, 244.
Prescription Refills, Minnesota, 533.
Cocoa and Cocoa Products, 232.
Cold Cream, 471.
Colleges and Druggists, 656, 679, 703.
Chicago, Consolidation, 275, 292, 334, 347.
Pharmacy Registered in N. Y., 46.
COLLEGES OF PHARMACY—
Albany, 483,

COLLEGES OF PHARMACY—Concluded.
Atlanta, 85, 432, 643.
Barnes, 85.
Baylor University, 181.
Brooklyn, 20, 21, 109, 432, 456, 534, 554, 590, 640, 663.
Brooklyn University, 710.
Buffalo, 52, 85, 561.
California, 20.
Chicago, 20, 117, 245, 336, 432, 483, 504, 689.
Cincinnati, 21, 480, 667.
Cleveland, 335, 483, 561.
Detroit, 688.
Ferris Institute, 21, 85, 245, 408, 590.
Howard University, 117, 408.
Illinois Medical College, 85.
Iowa University, 20, 245, 408, 644.
Kansas City, 21, 53, 308, 408.
Kansas University, 181, 214, 533.
Maine University, 149.
Maryland, 146, 245, 359, 479, 558, 561.
Massachusetts, 586.
Medico-Chirurgical, 117, 182, 213, 277, 483, 534, 557, 644.
Meharry, 85.
Michigan College of Medicine, 666.
Michigan University, 20, 85, 278, 359, 456, 561, 590.
Milwaukee Medical College, 590.
Minnesota University, 20, 53, 213, 454, 455, 667.
National, 613.
New Jersey, 335, 506.
New Orleans, 53.
New York, 80, 110, 117, 300, 301, 432, 477, 478, 499, 502, 677, 685, 686.
North Dakota Agricultural, 21, 53, 150, 432, 505, 668.
Northern Illinois College of O. & O., 315, 363.
Northwestern, 83, 277, 483, 505, 590.
Notre Dame, 245.
Omaha, 20, 149, 336, 644.
Ontario, 246, 308.
Philadelphia, 21, 117, 181, 213, 277, 308, 336, 383, 455, 585.
Pittsburg, 52, 149, 383, 455.
Purdue University, 118, 384.
Rhode Island, 118.
St. Louis, 84, 85, 146, 277, 432, 455, 483, 504, 714.
Scio, O., 85, 213, 336.
Southern, 21, 149, 483.
Temple College, 117, 689.
Vanderbilt University, 21, 149.
Washington State College, 53, 277, 432, 689, 716.
Washington State University, 20, 150, 359, 668.
Winona Technical Institute, 20, 52, 213, 667.
Wisconsin College of Physicians & Surgeons, 643.
Wisconsin University, 181.
Collodion, Coloring, 298.
Color, Violet, 552.
Coloring, Green, 376.
Combine Plan, San Francisco, 589.
Commendable Enterprise, 704.
Communion Cup Infection, 635.
Condition Powder, 9.
Consulate Business, 390.
Contract Plan, Argument for, 89.
Discussed, 108, 497.
New York, 143, 171, 172, 178, 206.
Organization, 37.
Philadelphia, 134.
Copper Sulphate with Sodium Iodide, 376.
Cordial, Blackberry, 659.
Coriander, Defined, 232.
Corn Cure, 266.
Coryza, Remedies, 164.
Cosmopolitanism of Science, 418.
Court Plaster, Liquid, 298.
Craig Colony for Epileptics, 13.
Crataegutis Oxycantha, 551.
Cream, Almond, 138.
Benzoinated, 105.
Casein, 659.
Face, 634.
Crushed Fruits, 448.
Cumarin, 436, 696.
Cumin Seed, Defined, 232.
CURB PHILOSOPHER'S Emanations, 68, 100, 132, 164, 217, 260, 293, 324, 348, 372, 444
Cut-off Lists and N. A. R. D. 107.
Cutter, Successful, 37.

D

DeCandolle Prize, 635.
Deep Rock Water, Artificial, 552.
Dentifrice, Hugenschmidt's, 72.
Depilatory, 7, 105.
Liquid, 297.
Dextrin, Commercial, 242.
White, 188.
Digalen, 132, 706.
Digitoxin, Soluble, 132.
Dill Seed, Defined, 232.
Diploma as Pre-requisite, 605.
Directory and Drug Stores, 228.
Dispensers' Rules, 386.
Soda, 338.
Dispensing Memoranda, 446.
Dhatoora, 253.
Djamboe Leaves, 138.
"Doctor," now "Physician," 11.
"Doctor," Title for Pharmacists, 293, 396, 522.
Dogs, Treatment for Eczema, 656.
Worms, 656.
Doppelte Malurt Droppar, 684, 708.
Dow Suit, 425, 588, 614, 688.
Drug Addiction a Disease, 296.
Standards, Ireland, 295.
Stores, The Pathetic Side, 374.
Druggist, Plea, 657.
as Veterinarian, 577, 634, 656.
Faults and How He Erred, 619.
Reasons Why I Am, 215.
Druggists Should Advertise, 396.
West Africa, 535.
Drugs, Adulterated, 549.
Classes, 617.
Collecting, 681.
Fake, and Postoffice Department, 43.
Imported, Testing, 397.
Inspection, U. S. Customs, 18.
Native, Scarcity, 23.
Pure, How Insure, 49.
New Jersey, 555.
Vegetable, California, 540.
Drumming Up Trade, 520.
Drumelzier, Drugs Lost, 61.
Drunkeness Cures, 447.
Duran, 168.
Dubla Malorts Droppar, 684, 708.

E

Economy in Drug Business, 51.
Eczema, Lotion, 7.
EDITORIALS, 1, 33, 65, 97, 129, 161, 193, 225, 257, 289, 321, 345, 369, 393, 417, 441, 463, 489, 517, 545, 573, 601, 629, 653, 677, 701.
A Greater New York Retail Druggists' Association, 225.
A Harmonious Election, 491.
A Secretary's Ideas, 701.
A Wise Decision, 465.
Advertisement, Not the Effect Intended, 371.
Advertising Essentially Honest, 370.
Advertising the A. Ph. A., 346, 547.
Advice and Action, 490.
Adulteration, Where Is the Remedy? 2.
Albert B. Prescott, 259.
Altering Prescriptions, 678.
Americanization of Trade, 35.
American Conference of Pharmaceutical Faculties, 346.
An Attractive Package, 442.
Anti-Narcotic Law in Rhode Island, 371.
Anti-proprietary Bills, 193.
Antitoxin in New Jersey, 291.
Anonymous Complaints, 654.
Another Honor Roll, 574.
Another Prerequisite Bill, 323.
Are the Mighty Vanished? 163.
Aristol Patent, 371.
Association Dues, 162.
Basis for the Contract Plan, 653.
Beauty and a Porous Plaster, 654.
Beer of Great Strength, 631.
Between Two Fires, 290.
Bills Pending in Pennsylvania, 370.
Blazing a Trail, 418.
Blondlot's Rays, 67.
Blue Laws in New Jersey, 703.
Board of Pharmacy Inspectors, 1.
Boundaries of the Drug Business, 394.
Bromine War, 225.
Buy on the Breaks, 547.
Canadian Formulary, 465.
Cannot or Will Not Understand, 98.
Care for Show Windows, 518.
Carrying the War Into Africa, 603.
Colleges of Pharmacy, 630.
Caspari, Chas., Jr., 518.
Causes of Failure in Clerks, 575.
Cerebro-Spinal Meningitis, Epidemic, 347.
Chance in Securing a Drug Store, 292.
Chinamen Among Us, 466.
Christian Science, Test, 162.
Cigarettes and Druggists, 547.
Cinematograph in Botany, 442.
Clerks, Scarcity, Mr. Eliel's Remedy, 130.
Cocaine, Less Consumed, 417.
College Libraries, 630.
College Spirit, 467.
Colleges, Chicago, Consolidation, 292.
Combination Ownership, 572.
Common Sense Health Laws, 572.
Consolidation of Chicago Schools, 347.
Contract Plan Wins Again, 442.
Creditable to the Profession, 370.
EDITORIALS—Continued.
Criticize Contract Proprietors, 34.
Death of E. Abbe, 259.
Decent and Indecent Language, 371.
Designing Tattlers, 98.
Decline in Quinine, 418.
Delay Is Dangerous, 417.
Demand for Libraries Falling Off, 394.
Doctors and Anti-Trust Laws, 194.
Doctors and N. F. Preparations, 345.
Doctors and Prescriptions, 65.
Dr. Noel in New York, 574.
Dr. Rusby's Remarks, 545.
Dr. Wiley's Prescription, 370.
Does He Figure Correctly, 394.
Double Trouble, 678.
Dreams of Conquest, 466.
Dress Suits for Commencements, 258, 371.
Druggists in U. S., 99.
Druggist as an Investor, 631.
Druggist and the Newspaper, 66.
Druggist and Physician Must Work Together, 702.
Druggist Who Does Not Sell Liquor the Exception, 346.
Drug Clerks' Journal, 322.
Drug Clerks' Shorter Hours Bill, 258.
"Drug," Dr. Wiley's Definition, 35.
Drug Plants in Texas, 575.
Drug Store Sanitation in Mexico, 292.
Early Rising Bubble, 442.
Eighteen Years Old, 1.
End of a Scandal, 67.
End of Pennsylvania Syrup Bill, 321.
Enterprising Druggists, 631.
Ethical Proprietaries, 467.
Florida Code of Ethics, 465.
Formula Bill in Maine, 321.
Formula Bill in Wisconsin, 489, 546.
Frenzied Science, 35.
Fundamental Principles Recognized, 574.
Gift Enterprise Schemes, 653.
Good Advice for Advertisers, 131.
Grady Bill, 345.
Great Gain in New York, 369.
Hepburn Pure Food Bill, 291.
Higher Education, 545.
History of Contracts, 653.
Hyde Park Druggists and Friendly Discussion, 703.
Idaho Pharmacy Law, 545.
Illegal Dispensing, 574.
Illegible Prescriptions, 630.
Individual Responsibility, 225.
Insurance and Federal Control, 2.
Judge Tuley's Decision, 161.
Keeping an Ear to the Ground, 440.
Keep Out of the Rut, 703.
Legitimate Trade Getting, 490.
Life, Artificial, 293.
Liquor Legislation, 441.
Liquor Sales, New York, 194.
Local Physicians' Associations, 370.
Louisville Decision, 291.
Mann Bill, 2, 193.
M. A. R. D.'s Call for Volunteers, 518.
Mark Twain and an Advertisement, 371.
Marwin, Kin Talyen, 654.
Message of Byrne, 702.
Michigan Pharmacy Bill, 291.
Mind and Medicine, 163.
Mr. Bok's Latest, 289.
Morals of the Chicago Episode, 1.
More Anti-proprietary Agitation, 441.
More Lime Light Threatened, 546.
More Prerequisite Requirements, 517.
More Publicity, 35.
Multum Better Than Multa, 370.
Municipal Ownership, 602.
Must Guard Their Rights, 66.
Must Work Together, 702.
N. A. R. D. in Pittsburg, 65.
Negligent Prescribing, 601.
New Drug Store, New Booze, 678.
New Hopes, New Responsibilities, 321.
New Jersey's Affiliation, 677.
New Pharmacopoeia, 630.
New Pharmacy Laws, 67.
New Reason for Joining N. A. R. D., 226.
New Trade Mark Law, 369.
New York C. P. Alumni Ball, 194.
New York Liquor Law, 129.
New York Prerequisite Law, 677.
New York State Ph. A. Convention, 678.
Newspaper Mixers, 67.
Newspapers to the Rescue, 257.
No More Cut-off Lists, 34.
North Carolina Pharmacy Law, 655.
Not All Disapproval, 394.
Notes on the Shrimp, 322.
Notoriety at the Druggists' Expense, 490.
Novel Advertising for a College, 347.
Now a University School, 677.
Objectionable Show Windows, 575.
One Cent Telephones, 601.

EDITORIALS—Continued.
One Law for the Druggist, 602.
Organization in New York, 83.
Osler on Aged Men, 258.
Our Business Record, 602.
Our College News, 66, 258.
Ownership of the Prescription, 654.
Parks, Churches and Trade, 602.
Pennsylvania Prerequisite Law, 417.
Pharmaceutical Arithmetic, 34, 98, 196.
Pharmacists in Great Britain, 226.
Pharmacists in the Navy, 35.
Pharmacists and Holidays, 703.
Pharmacists' Meeting Time, 703.
Pharmacy in Rhode Island, 443.
Pharmacy in Russia, 194.
Pharmacy in the Vatican, 371.
Phenacetine Patent Unhurt, 2.
Phone Question in New York, 346.
Physician's Advertisement, 194.
Platt Decision, 129.
Plea for the Druggist, 702.
Poison, Caution in Handling, 290.
Poisons and Labels, 629.
"Post Hoc, Ergo Propter Hoc," 701.
Practical Chemistry, 292.
Prescribing, Newspaper, 130.
Prescriptions by Telephone, 602.
Prejudice Against Druggists, 629.
Prerequisite Law, Pennsylvania, 491, 546.
Prerequisite Law in New York, 34.
President Wm. C. Anderson, 393.
Price List, Usefulness, 466.
Professionalism vs. Commercialism, 369.
Professor Good Honored, 574.
Property Rights in a Formula, 322.
Proprietaries in Cuba, 258.
Proprietaries in Idaho, 546.
Proprietary Medicines, 419.
Proprietary Remedies in Illinois, 418.
Proprietary Remedies, New Zealand, 130.
Proprietors, Managers and Men, 226.
Proprietors' Meeting, 465, 517.
Proprietary vs. "Own Make" Preparations, 65.
Publicity and Corruption, 702.
Publish the Formula, 289.
Pure Drug Bill in New York, 257.
Pure Food Laws, 701.
Question of Exports, 575.
Question of Salvage, 67.
Question of Self-Respect, 678.
Radium at Work, 163.
Rather Cool, 491.
Read Before You Sign, 489.
Real Estate and Druggists, 490.
Reregistration in North Carolina, 655.
Responsibility for Quality, 33.
Results from Old Fountains, 490.
Revile Not Thy Neighbor, 131.
Right to Fix Prices, 162.
Right to Refuse Goods, 162.
Roosevelt on Success, 290.
Sales of Poisons in New York, 678.
Sanitation and Red Tape, 393.
Scarcity of Good Clerks, 546.
Schedule or Contract Plan, 66.
Season of State Meetings, 489.
Self-Protection Against Hold-Ups, 602.
Sentiment in Business World, 67.
Should Have Been "Dined," Not "Died," 98.
Sign the Contract, 96.
Signs of Improvement, 323.
Simplon Tunnel, 292.
Situation in New York, 162.
Small Man's Real Worth, 631.
Social Consciences, 226.
Soda Fountain, 1905, 257.
Soda Fountain Attracts Trade, 345.
Soda Syrup Investigations, 346.
South Dakota and Unregistered Pharmacists, 702.
Stearns & Co.'s Semi-Centennial, 347.
Success, Formulas, 194.
Successful Down Town Club, 654.
Swapping Professors, 162.
Synthetic Adrenalin, 547.
Syrups, Fruit, Pennsylvania, 96, 131.
System and Economy, 370, 653.
Telephone Rates, Two Methods, 291.
Telephone Tolls Lower, 417.
Title for Druggists, 290.
The Chicago Retail Druggists, 491.
The Drug Trade Press, 595.
The Friday Question Answered, 394.
The Park Suit, 601.
The Permanent Job, 346.
The U. S. Pharmacopœia, 289.
Those Liquor Stamps, 702.
Two Kinds of Enemies, 546.
Unregistered Pharmacists Conducting Drug Store, 702.
Uses of the Telephone Booth, 518.
Whiskers Unsanitary, 575.
Wholesale Druggists, 443.
Who Supports the N. A. R. D., 519.

EDITORIALS—Concluded.
Why Clerks Do Not Remain Clerks, 323.
Why Not Examine Legislators? 418.
Why the "Giants" Hold Aloof, 393.
Window Cards Are Effective, 323.
Windows, Why Cleaned on Friday, 347.
Women in Colleges, 630.
Wood Alcohol Legislation, 162.
World's Trade, 442.
Your Customer's Convenience, 547.
You're Another, 323.
Education, Higher, 492.
Pharmaceutical, Holland, 39.
the Remedy, 69.
Elixir Glycerophosphates, 424.
Compound, 578.
Iron, Quinine and Strychnine, 375.
Pepsin, Lactated, 74, 708.
with Iron, Quinine and Strychnine, 298.
Salol and Acetanilide, 400.
Simple, Without Sugar, 577.
Terpin Hydrate, 138, 375.
and Codeine, 471.
and Heroin, 471.
and Wild Cherry, 496.
and Codein, 496.
and Heroin, 496.
Empyroform, 310.
Emulgen, 682.
Emulsion, 50 Per Cent., 400.
Cod Liver Oil, 8.
Enfleurage Grease, 459, 542, 569.
Process, 485.
Enusol, 167.
Era Course in Pharmacy, Graduates, 38, 196, 324, 420, 518, 655.
Era in Egypt, 703.
Essence, Apple, 552.
Cider, 552.
Essence Lemon, 579.
Maltrank, 541.
Pepsin, 73, 374, 471.
Eserinol, 635.
Ethics, Florida Code, 465, 470.
Ethyliden Chloride, 325.
Euquinine, 285.
Explosives, Sale, 452, 664.
Extract Archilla Weeds, 672.
Banana, 234.
Cascara Sagrada, Fluid, Aromatic, 471.
Champagne Cider, 552.
d'Orseille B. Crist, 672.
Peach, 234.
Pineapple, 234.
Raspberry, 233.
Strawberry, 233.
Eye Dropper, Standard, 327.
Drops, Alum and Zinc, 7.
Tannin, 8.
Tonic, Mixter's, 156.

F

Face Powder, 447.
Feathers, Cleaning, 424.
Fennel Seed, Defined, 232.
Ferric Sulphate, Antiseptic, 447.
Ferrocolin, 706.
Ferrone, 168.
Fibers, Detection, 399.
Fibrolysin, 296, 578.
Filling Device, 608.
"Fire Dust," 106.
Fire Extinguishing Powder, 106.
Fireproofing Curtains, 201.
Wood, 491.
Fireworks, Classification, 220.
Flag Bill, New York, 379.
Flats, Childless, 576.
Flim Flam Game, 503, 612.
Flour, Bleaching, 105.
Fluorescein Resorcinolphthalein, 398.
Fluorides, Test, 495.
Foam, Soda Water, 328, 524, 607.
Food, Imported, Analysis, 301.
Preservation and Adulteration, 125.
Foods, Labeling, 93.
Formaldehyde, Disinfection, 40, 495.
Manufacture, 424.
Tests, 74.
Formane, 70.
Formula Bill, Maine, 321.
Michigan, 406.
New York, 426, 450.
Texas, 303.
Wisconsin, 274, 304, 431, 445, 489, 500, 559.
Formulas, Furnishing, 196.
Labels, 81.
Private Property, 15.
Publication, W. Va., 211.
Cuba, 54.
Responsibility, 100.
Fountain or Pharmacy? 373.
Fruits for Fountain, Preparing, 509.
Fucol, 444.
Fuller's Leg Wash, 496.

G

Gaduol, 154, 317.
Galalith, 444.
Galmei, 569.
Gauze, Iodoform, Assay, 234, 547.
Gease, New Enzyme, 704.
Geine, 704.
Ginger Ale, Bottling, 200.
Bleached, Defined, 232.
Spent, 186, 460.
Ginseng, Acreage, 582.
Supply, 584.
Glue, Marine, 266.
Gloves, Leather, Cleansing, 706.
Gloy, 155.
Glycerin, English, 311.
Glycerite Heroin, Compound, 471.
Slippery Elm, 705.
Glycerole, Pepsin, Acid, 374.
Glyco-Heroin, 298.
Golden Seal, Cultivation, 23, 153.
Golden Spike, 445.
Grady Bill, 355.
Great Britain, Number of Pharmacists, 226.
Green Earth, 696.
Mountain Oil, 608.
Griserin, 543.
Guacamphol, 707.
Guaiacol Camphorate, 707.
Guaiaperol, 707.
Guiancha, 707.
Gum, Indian, New, 325.

H

Hair Dye, 6, 10, 73.
Paraphenylene, 524.
Vegetable, 447.
Oil, 169.
Restorer, 6.
Stimulant, 6.
Tonic, Quinine, 708.
Vigor, 6.
Wash, 7.
Whitening, 659.
Harness Dressing, 106.
Hawthorn Bark, 551.
Hectograph, Removing Writing, 496.
Hedonal, 707.
Helping the Graduate, 520.
Hemp Fiber, 184.
Hexamethylentetramin, 220.
High School Students, 195.
Hill Bill, N. Y., 142, 204, 450, 583, 678.
Hoff's Consumption Cure, 138.
Honey, Defined, 231.
Horology, Problem, 496.
Horse-radish, Defined, 232.
Huckleberry Phosphate, 74.
Hydrochlorate dimethylphenyl-ammonium-oxy-napthoxazine, 707.
Hydrogen Peroxide, Combustion, 421.
Stability, 311.
Valuation, 167.
Hyoscyamus Muticus, 424.

I

Ice Cream, 387, 683.
Gelatin, 683.
Prices in Dixie, 623.
Ignorance or Enterprise, 90.
Importations, Abandoned Goods, 672.
Examination, 152.
Protests and Reappraisements, 220.
Imports, Fire After Arrival, 317.
In Breadth of Bond, 265.
Incompatibility in Theory and Practice, 298.
Index, Card, 420.
Indigo, Production in India, 1904, 568.
Ink, Blue Black, 524.
Eraser, 424.
Marking, Waterproof, 201.
Red, 376.
Rubber Stamps, 400.
Show Cards, 201.
Sympathetic, 41.
Typewriter, 266.
U. S. Treasury, 266.
Inkstands, Care, 266.
Inodorousness, Sensation, 3.
Insurance, Drug, Delay, 401.
Fire, Druggists, 324.
Importance to Pharmacists, 503.
Iodantipyrin, 706.
Iodlecithin, 41.
Iodine, Commercial, Testing, 231.
Crude, Sharp Advance, 203.
Iodomenthol, 707.
Iodopyrin, 706.
Iodothyron, 706.
Ipecacuanha, Brazilian, 253.
Irish Moss, Mucilage, 169.
Iron Oxide, Paint, 569.

J

Japanese Grass, Roots, 156.
Jelly, Witch Hazel, 328.
Jewelry Contracts and Litigation, 184, 207, 311, 353, 381, 501.

Joss Sticks, 188.
Journals, House Organs, 581.
Some Criticisms, 397.
Jujubes, Medicinal, 459.
"Just Out," 433.

K

Kefir Grains, 8, 473.
Kin Talyen, 654.
Kola, Granulated, 547.
Syrups for Soda Fountain, 608.
Kumyss, 473.

L

Laboratory Tables, Acid-Proof Finish, 167.
Work, Clinical, 361.
Lanolin, 62.
Lapis Divine, 7.
Hibernicus, 399.
Lamp Globes, Coloring, 201.
Law, Anti-Narcotic, Rhode Island, 371.
North Carolina, 655.
Cocaine, New York, 140.
Liquor, New York, 129, 379.
Pharmacy, California, 180.
Idaho, 545.
North Carolina, 655.
Poison, Indiana, 304.
Prerequisite, Pennsylvania, 381, 417, 517.
Wisconsin, 520.
Sunday, Pennsylvania, 82.
Trade Mark, 409.
Recording. See page 1, Price List Ed., April 27.
Laws, Blue, St. Louis, 482.
Laundry Gloss, 496, 608.
Lecithin, Granulated, 706.
Legislation, Anti-Narcotic, Illinois, 334, 382.
Liquor, Michigan, 82.
National, 556.
Pharmacy, California, 245.
Illinois, 533.
Massachusetts, 241.
Michigan, 274, 291, 503.
Minnesota, 305, 358, 431, 453.
Missouri, 276, 335.
Nebraska, 243.
New Hampshire, 270.
Oklahoma, 714.
Pennsylvania, 271.
Texas, 291.
Wisconsin, 333, 431, 689.
Poisons, Indiana, 274.
Pure Food, New York, 268.
North Dakota, 275.
Leg Wash, Fuller's, 496.
Lentin, 707.
Leprosy, New Treatment, 420.
Lichen, Colors, 199.
Licorice, Wild, 29.
Light Phenomena, 547.
Lime Proof Greens, 696.
Linim, 421.
Liniment Ammonium Iodide, 471.
Cram, 351.
Family, 474.
Immiscible, 297.
White, 41.
Liquor Cure, Powder, 447.
Legislation, Michigan, 147.
Prosecutions, Kansas City, 430.
Muncie, Ind., 559.
Sales by Druggists, 556.
Michigan, 210.
Minnesota, 693.
Prosecutions, 306.
Lime, Solubility, 234.
Loder Suit, 236, 358.
Lotion, Eczema, 7.
Evaporating, 7.
Startin's, 8.
Louisville N. A. R. D. Suit, 267, 291.
Lozenges, Throat, 636.
Luprol, 168.
Lutes, 266.

M

Mace, Defined, 232.
Mailability of Proprietary Articles, 114.
Mail Order Business, 57.
Magnesia Magma, 234.
Manager, Qualities, 247.
Manganese Albuminate, 492.
Oxide, White, 155.
Mange, Cure, 137.
Manicure and Massage, 340.
Manila Fiber, 184.
Mann Bill, 69, 109, 139, 205, 238, 272, 299, 377, 687.
Maple Sugar Industry, 457.
Marjoram Flowers, 696.
MARKET REPORT, 32, 64, 96, 128, 160, 192, 224, 256, 289, 320, 344, 368, 392, 416, 440, 464, 488, 516, 544, 570, 600, 628, 652, 676, 700, 724.
Marwin, 654.
Massage Cosmetic, 298.
Cream, 524.
Casein, 659.
Emollient, 94.
Marjoram, Defined, 232.
Matrin, 167.
Matzoon, 473.
Medicine Chests, Merchantman, 151.
Drinks, 282.
Medicines, Indians', 693.
Medicinal Plants, 311, 540, 550, 680, 707.
Meerschaum, To Color, 169.
Mercaptan, 253.
Mercury Bichloride, Disinfectant, 104.
Chloride, Volatile, 398.
Methide, 253.
Salicyl-arsenate, 167.
Vapor Poisoning, Antidote, 421.
Mesotan, 495.
Methyl-Propyl-Carbinol-Urethane, 707.
Metric System Favored, 54.
Mexico, Drug Trade, 86.
Microscopic Slides, Cleaning, 399.
Miles Plan, 27, 242.
Milk, Fermented, 9.
Malted, 473.
Peptonized, 473.
Powdered, 578.
Preparations, 473.
Preservation, 635.
Milwaukee Conspiracy Suit, 16, 115, 449.
Mineral Waters, Examination, 26.
Mixture, Saline, 7.
Morphine Necomate, 273.
Test, 635.
Moxocolo Extract, 474.
Mukogen, 707.
Music as Medicine, 80.
Musk, Artificial, 58.
Mustard Dross, 459.
Seed, Defined, 232.

N

Napthalene Tetrachloride, 707.
Nargol, 707.
Nectandra Bark, 706.
Nervocidine, 707.
Neurodin, 706.
Neurogene, 468.
Neuronal, 448.
New Corporations, 54, 214.
News and Honest News, 291.
NEWS SECTION, 11, 43, 75, 107, 139, 171, 203, 235, 267, 299, 329, 353, 377, 401, 425, 449, 475, 497, 525, 553, 581, 609, 637, 661, 685, 709.
Albany, 80, 268, 270.
Atlanta, 405.
Baltimore, 15, 18, 51, 113, 145, 179, 242, 272, 303, 356, 381, 404, 429, 503, 532, 558, 587, 613, 642, 664, 687, 711, 716.
Boston, 17, 112, 144, 177, 241, 271, 380, 405, 429, 530, 556, 586.
Buffalo, 47, 81, 530.
Chicago, 49, 83, 107, 115, 147, 180, 236, 275, 303, 304, 382, 533, 559, 614, 642, 666, 712, 717.
Cincinnati, 48, 146, 273, 406, 425, 429, 588, 614, 639, 666, 688.
Concord, N. H., 270.
Des Moines, 17, 50, 358.
Detroit, 19, 82, 114, 210, 274, 357, 382, 407, 430, 614, 688, 713.
Grand Rapids, Mich., 304, 406, 503, 559, 614, 688.
Havana, Cuba, 149.
Indianapolis, 83, 114, 273, 358, 559, 665.
Kansas City, Mo., 84, 211, 306, 504, 533, 617, 689.
Louisville, 83, 114, 211, 243, 356, 405.
Madison, Wis., 406.
Milwaukee, 16, 50, 84, 115, 147, 243, 275, 304, 406, 430, 500, 559, 584, 589, 643.
Minneapolis 16, 116, 244, 305, 534, 616, 713.
Los Angeles, Cal., 244.
Montreal, 276.
Nashville, Tenn., 115.
New Haven, Conn., 271, 715.
New Orleans, 613.
New York, 1, 43, 51, 77, 139, 171, 201, 235, 267, 299, 354, 377, 401, 425, 497, 526, 553, 581, 609, 637, 661, 685, 709.
Omaha, 211.
Philadelphia, 51, 82, 112, 177, 272, 302, 356, 381, 404, 428, 502, 531, 557, 585, 612, 640, 664, 687, 711.
Pittsburg, 22, 113, 144, 243, 302, 380, 428, 641, 663, 715.
Rhode Island, 380.
Rochester, N. Y., 13, 46, 143, 170, 304, 403, 427, 530, 663.
St. Louis, 50, 84, 107, 115, 116, 146, 276, 383, 504, 560, 581, 616, 642, 667, 714.
St. Paul, 84, 141, 147, 180, 244, 275, 304, 357, 407, 431, 498, 499, 533, 560, 713.
San Francisco, 148, 587.
Syracuse, N. Y., 81, 144, 174, 206, 238, 270, 355, 380, 427, 555, 557, 584, 712.
NEWS.—Concluded.
Trenton, N. J., 584.
Washington, D. C., 113, 114, 238, 240, 587, 686.
Nicotine, Antidotes, 520.
Nobel Prizes, 40.
Novargan, 548.
Nutmeg, Defined, 232.

O

Ocher, Absorption of Moisture, 460.
Odor, Tests, 104.
Oenotannin, 156.
Office Boy's Contributions, 608, 632, 656, 704.
Oil Almond, Sweet, Substitutes, 327.
Apricot Seeds, 327.
Baobab Seeds, 170.
Birch, 551.
Buds, 708.
Mill, 368.
Cajeput, Green Color, 328.
Camphorated, 325.
Cananga, 658.
Castor, Industry, 719.
Manufacture, 719.
Citral, 181.
Cod Liver, Ferrated, 201.
Iodized, 201.
Cupressus Lambertiana, 658.
Elaine, 659, 708.
Eserine, 550.
Eucalyptus, Adulterated, 348.
Floors, 424.
Furniture, 73.
Geranium, Solubility, 13.
Ginger, 658.
Green Mountain, 608.
Gurjun Balsam, 684.
Haarlem, Genuine, 597.
Kerosene, Marking Odor, 137.
Lavender, Spike, 168.
Limeseed, 684.
Niger Seed, 459.
Nickel, 6.
Olive, Malagu, 659.
Orange, Mandarin, 658.
Orris an Essential Oil, 569.
Peppermint, Japanese, 658.
Java, 491.
Pine Tar, 658.
Rose, Constituents, 635.
Artificial, Free, 594.
Distilling on Vanderbilt Estate, 487.
Sandarach Wood, 297.
Savin, 658.
Swallows, 424.
Oils, Essential, in Annuals, 261.
German Trade, 669.
Ointment Conium, 578.
Dispensing by Volume or Weight, 41, 579.
Slab, Placing, 552.
Soothing, 298.
Resorcin, Compound, 471.
Old and the New, 548.
Opium, Culture, 606.
Decline, 407.
Formosa, 187.
Philippines, 114, 330.
Turkish, Frost Injures, 203.
Orders, Taking, Swann's Method, 537.
Orexin, 706.
Organization, Benefits, 373.
First Step, 36.
Osler's Book, 444.
Dr., Welcome, 397.
Oslerettes, 603.
Osteopath as a Prescriber, 71.
OUR LETTER BOX, 8, 36, 69, 101, 133, 165, 195, 227, 260, 293, 324, 348, 372, 396, 420, 444, 468, 492, 520, 548, 576, 604, 656, 679, 703.
Oxygen, Food Preservative, 398.
Oxylupanine, 170.

P

Paint, Removing, 524.
Pakoin, 138.
Panama Service, Examination, 76.
Pancreatin, 473.
Paprica, Defined, 232.
Paraffin Compound, Liquid, 578.
Parcels Post, 173, 235.
Park Suit, 609.
Paste, Dextrin, 399.
Flour, 399.
Grease Extracting, 683.
Ihle's, 167.
Labels on Tin, 106.
Lassar's, 167.
Morris', 167.
Phosphorus, 40.
Photographic, 328, 474.
Propert's, 459.
Razor, 298.
Shampoo, 375.
Tooth, for Collapsible Tubes, 233.
Rose, 233.
Pastilles, Throat, 636.
Patent, First China, 604.

Patent Medicines in Cuba, 149.
Office, Income, 167.
PATENTS, TRADEMARKS, ETC., 31, 63, 95, 127, 159, 191, 223, 255, 287, 319, 343, 367, 391, 415, 439, 463, 487, 515, 543, 571, 599, 627, 651, 675, 679, 723.
Pectoral Paste, 137.
Pelitots, 317.
Pepper, Black, 232.
Cayenne, Defined, 231.
Soda Beverage, 708.
Shells, 695.
White, 232.
Percentage Solutions, 8.
Perborate Solutions, 606.
Perfume, Bulk, Trade, 121, 165, 576, 704.
Perfumed Sticks, 32.
PERSONALS — (Including Obituaries, Items of Personal Interest Regarding Firms, Drug Trade Swindlers, Etc.)—
Abbe, E., 259.
Adams, Thomas, 206.
Adler, Dr., 501.
Albert, Edward F., 587.
Alexander, Otto, 80.
Allaire, Woodward & Co., 559.
Allen, Trigg T., 334.
Alpers, Dr. Wm. C., 293, 556, 640.
Ambrose, C. B., 373.
American Selling Co., 396.
American Witch Hazel Co., 379, 451, 584.
Ammen Co., Ltd., Charles, 666.
Anderson, Prof. Wm. C., 393.
Andrus & Co., A. V., 236.
Anthony Co., E. S., 92
Apprentices, Registration, Illinois, 480.
Armsby, E. G., 334.
Armstrong, James, 333.
Atkins, Martha, 432.
Avery, Charles H., 163.
Bailey, Clifford L., 355.
Baily & Son, James, 51, 357.
Bain, Andrew, 480.
Baird, William J., 18.
Ball, Charles Z., 404.
Barnes Drug Co., 718.
Barnett, Dr. Joel, 289.
Batt, Bruno, 468, 643, 688.
Beall, W. E., 280.
Belt, Z. James, 694.
Benedict & Macfarlane Co., 476, 480, 662.
Bennett, Dr. L. M., 663.
Bergen Drug Co., 139.
Best Chemical Co., 611.
Beyer, Peter, 582.
Bioplasm Co., 463.
Blanc, Joel, 196.
Boberg, O. B., 431.
Bogert & Hopper, 176.
"Borax Bill," 714.
Borden, Charles F., 112.
Borden Condensed Milk Co., 243.
Borgfeldt & Co., Geo., 59.
Bottle Bill, Minnesota, 382.
Boyden, W. S., 401.
Brendecke, Adolphe C., 147.
Bromonia Co., 267, 355.
Brouiers, John, 502.
Brown, Atherton T., 380, 405.
Brown, William, 175.
Brundage, Dr. Amos H., 427.
Brundage, Dr. Albert H., 663.
Bryan, Dr. Walter, 711.
Bucher, W. C., 434.
Buck & Raynor, 334.
Buell, H. L., 693.
Burns, William, 478.
Burk, A. G., 593.
Burke, W. H., 537.
Burroughs, Williams & Co., 285.
Byrne, John, 666.
Calana, Dr. Louis V., 53.
Catol Drug Co., 611.
Calvin, John, 531.
Canadian Electro-Chemical Co., 15.
Cameo Chemical Co., 587.
Carr & Co., F. H., 476.
Carter Medicine Co., 625.
Caruthers, Mrs. Abe., 305.
Caspari, Dr. Charles A., 47.
Caspari, Charles, Jr., 503, 532, 558.
Centaur Co., 666.
Central Drug Co., 536, 712.
Chatham, John E., 332.
Chamberlain, D. G., 17.
Chemical Products Co., 152.
Cheney, Frank J., 662.
Chlorine Products Co., 709.
Churchill Drug Co., 275, 511.
Cincinnati Fruit Refining Co., 480.
Cirkler, C. H., 565.
Citro, Giuseppe, 44.
Cluff, Bernard, 141.
Cocke, James W., 688.
Corcoran, Albert P., 312.
Cornelison & Cook, 565.
Columbus Pharmacal Co., 259.
PERSONALS, Etc.—Continued.
College Hill Pharmacy, 303.
Collins, W. E., 114.
Crews, Dr. C. F., 249.
Criss, George J., 558.
Crobaugh, Franklin, 240.
Crosher, Henry P., 300.
Cuban Medicine Co., 425.
Cut Rate Drug Co., 174.
Cuykendall, J. B., 276.
Daggett & Ramsdell, 403.
Davidson & Co., Clarence A., 49.
Davis, William H., 668.
Davis, W. M., 711.
Dean, Charles L., 271.
Dean, Frank W., 452.
Delmont, Frank C., 476.
Denman, Charles, 241.
Dent & Co., C. S., 143.
Derby, Myron L., 621.
Dey, William F., 410.
Diehl, C. Lewis, 69.
Diekman, Dr. Geo. C., 477.
Dodge & Olcott, 13.
Dohme, Charles E., 642, 687.
Donavin, Dr. M. W., 664.
Douglas, Wm. S., 526.
Dow, Cora M., 425, 614, 688.
Downes, Edwin R., 711.
Du Bois, William L., 566.
Duffie, B. C., 245.
Dunlap Drug Co., 243.
Dyger, James W., 86.
Eberle, E. G., 229.
Ebert, Albert E., 17, 131, 373.
Ehlbert-Courtney Chemical Co., 429.
Eimer & Amend, 301.
Eliel-Jerman Drug Co., 616, 667.
Eliel, Leo, 133.
Elk Drug Co., 638.
Emerson, Mrs. I. E., 113.
Engel, Carl, 632.
Ephraim, G., 666.
Erwin, Sid. A., 713.
Evans, Geo. B., 338.
Eycleshymer, Fred. B., 382, 449.
Fahrney, Dr. Daniel P., 333.
Fahrney, Dr. Peter, 333.
Fairchild Bros. & Foster, 451.
Faulkner-Webb Co., 358.
Faulkner, James, 36.
Federal News Co., 405.
Federmann, Wm. M., 362.
Field, A. C., 366.
Finna, Peter, 642.
Forhl, Edward J., 711.
Fort Wayne Drug Co., 304.
Foster, H. R., 331.
Fowler Drug Co., J. W., 429.
Fowler, Dr. J. W., 356.
Fowne Drug Co, 331.
Frailey, W. O., 101.
Fraley & Carey, 476.
Frasch, Herman, 87.
Frostenson, G. W., 244.
French Drug Co., 148.
French, Charles E., 13.
Freeman Co., Glenn S., 614.
Fritzsche, Karl, 710.
Fuller, George W., 14.
Gabay, David A., 108.
Gaffin, Dr. C. L., 686.
Gardener, Frederick W., 501.
Gardner, Frederick M., 686.
Gauld, Gordon R., 665.
Gehlbach, Louis B., 306.
Gerson, L. Jay, 598.
Gibson, Charles, 172.
Gilchrist Co., 410.
Gilmore, Dr. William, 110.
Glatz, Joseph, 140.
Gledhill, Robert A., 22.
Goldberg, Edward, 714.
Good, Brent, 645.
Good, Harry H., 526.
Good, Prof. J. M., 560, 574, 589.
Goodell, Jesse M., 642.
Goodyear, W. H., 666.
Gould, Charles R., 663.
Gould, M. P., 337, 388.
Goss, Joseph S., 499.
Gottschalk, Albert, 358.
Grafton Drug Co., C. E., 333.
Graul, Mrs. Kathinka Pauline, 303.
Graul, W. G., 484.
Gray & Co., Wm. S., 22.
Graydon, George H., 623.
Gregory, Frances Beach, 306.
Grier, Robert S., 559.
Griffith, E. H., 306.
Greene, Howard, 431.
Greene Nervura Co., 637.
Haarer, Jacob J., 430.
Hablisten-Brickman Co., 124.
Hagan, John L., 714.
Hage Sons, F. J., 529.
Hale, Dr. William H., 379.
Hall & Lyon, 380, 392.
Hamilton Medical Co., 665.
Hammond, Samuel K., 113.
Hammond, Charles M., 113.
Hance Bros. & White, 51.
PERSONALS, Etc.—Continued.
Hanrath, F. R., 86.
Harding, George H., 449.
Harding, Herbert B., 639.
Harlow, James W., 276.
Harris, Ernest, 249.
Harris, Simon B., 17, 48.
Harris & Mosby, 249.
Harrison, William, 270, 334.
Hasenmiller, James J., 243.
Haugen, C. J., 431.
Haworth, William H., 420.
Hayes, Dr. G. M., 711.
Hegeman Corporation, 238, 387.
Henotte, Dr. Constant, 557.
Henry, Samuel F., 333.
Herbst, Wm. P., 587.
Hereth, Frank S., 502.
Herfuth, Charles, 615.
Herlihy, Dr. James A., 687.
Herold, Hieronimus A., 14.
Herriott, Hon. John, 116.
Heupschmann, John, 501.
Heuseler, Anton, 207.
Heuser, Dr. Henry, 405.
Higgins, Albert W., 144.
Hoagland & Mansfield, 405, 556.
Hoffmann, Dr. Frederick, 3, 22, 49.
Hollander, Joseph M., 302.
Holton, M. L., 18.
Hovercamp, Joseph, 406.
Howard, Dr. Fletcher, 358.
Howarth & Ballard, 110, 553, 582.
Hoyt, George M., 271.
Hubbard, Alonzo B., 712.
Hucke, William P., 689.
Huder, H. J., 484.
Hudnall, William, 210.
Hughes, Mrs. Helen, 499.
Hummer, Dr. Jas. C., 712.
Hunt, A. O., 688.
Huntley, J. W., 612.
Hutchins, Lee M., 82.
Iowa Drug Co., 50.
Imperial Drug Co., 381.
Indiana Glycerin Co., 284.
Index System, Dows', 309.
Ineeda Coppho Co., 334.
International Drug Co., 406.
Jackson (Miss.) Drug Co., 406
Jacob's Pharmacy, 451.
Jaeger, Charles, 305.
Jantzen, J., 718.
Jelliff, G. E., 356.
Jerman, Charles A., 292, 304, 453, 589.
Jerman, Pflueger & Kuehuested Co., 482.
Jennings Perfumery Co., 481.
Jennings, Thomas A., 717.
Johnson & Johnson, 331, 583, 638, 661.
Johnson-Richardson Co., 14.
Jones, Mrs. John Paul, 22.
Jones, Simon N., 36.
Jonesville (B. C.) Drug Co., 305.
Jordan, A. Frank, 334.
Jordan, James O., 81.
Judge & Dolph, 86.
Kach, August, 532.
Kalbfleisch, Edward L., 206.
Kalish, Charles A., 530.
Kane, Dr. Henry H., 111, 379.
Kantner, H. R., 207.
Kaut, Philip, 246.
Keith & Co., B., 663.
Keeler, Dr. Elmer E., 238.
Kelley, Dr. Michael J., 271.
Kellenberger, Frederick J., 306.
Kendig, Tarvey E., 404.
Kennedy, Alexander, 144.
Kerr, Dr. John, 53.
Kerr, R. A., 685.
Kessler, George W., 611.
Keyser, Dr. Louis, 236.
Kiefer Drug Co., A., 235, 273.
King, R. B., 133.
Kinney, O. S., 330.
Kirkland, Howard McKesson, 477.
Kirtland, Dr. J. W., 589.
Klingel Pharmacy, 381, 503, 661.
Kneuper, George, Jr., 508.
Knickerbocker Drug Co., 240, 381, 434, 500.
Knoebel, Thomas, 594.
Knoefel, Charles D., 83.
Knoth, B. G., 358.
Kovar, Harry S., 610.
Kregel, William C., 305.
Krenser Drug Co., 530.
Krimmell, John L., 306, 333.
Krug, William H., 176.
Kuhn, Norman A., 148, 228.
Kunkel, Alice J., 554.
Lalor, F. H., 178.
Lostutter, Robert, 452.
Lauda, Dr. Don Gabriel A. Romero, 150.
Lawrence, H. J., 407.
Laxol Drug Co., 611.
Laxacola Co., 240.
Lazell, Dalley & Co., 637.

PERSONALS, Etc.—Continued.
Leach, Leamon W., 178.
Lee Co., J. Ellwood, 331.
Leeming, Joseph, 355.
Leister, Otto A., 45.
Le Mario Perfume Co., 306.
Lenhart, A. P., 307.
Lessick, Fred., 644.
Lewis Mail Order Bank, 667.
Lindell Hotel Pharmacy, 589.
Liquozone Co., 686.
Loder, C. G. A., 236, 358.
Lopard & Co., N., 270, 379.
Love Drug Co., 77, 174, 300, 476.
Loveland, C. H., 475, 639.
Lowrie, William, 416.
Ludwig, A. H., 407.
Luclytic Serum Co., 612.
Lyons Drug Co., I. L., 613.
Lyon-Taylor Co., 184, 548.
Lyman-Elbel Drug Co., 84.
Macy & Co., 609.
MacDonald, J. N., 407.
Manhattan Drug Co., 22.
Mannel, Gustav, 403.
Manning, Capt. A. B., 273.
Mansur Drug Co., 282, 560, 620.
Markle & Harmering, 479.
Matthews, W. R., 452.
May, James Oscar, 13.
McCord, Allen, 431, 481.
McClure, William H., 175.
McCormick & Co., 587.
McDuffie, E. B., 172.
McGarr, William L., 586.
McKesson & Robbins, 475, 530, 610, 639.
McKinley, J. C., 205.
McKimmie, Dr. Charles R., 429.
Meinecke & Co., 403.
Medlock, James Upton, 331.
Mellins Food Co., 144.
Merck, Willy, 323.
Meredith, Harvey, 145.
Meyers, Geo. E., 179.
Merz, Henry, 556.
Miehling, Charles, Jr., 355.
Milan, Dr. M. G., 243
Miles Medicine Co., 242, 334.
Milhau's Son, J., 456.
Millard, David R., 452, 613, 664, 679.
Minden, Dr. Simeon B., 331.
Miner Manufacturing, 711
Minnesota Pharmaceutical Manufacturing Co., 435.
Minnich, J. S., 335.
Minsterketter, H. J., 711.
Mitchell, George A., 53.
Mittenzweig, Carl, 529.
Miranda, Dr. J. C., 380.
Monteith, William, 404.
Moore, B. W., 560.
Moore, Dr. Russel W., 397.
Morgen & Dickey, 243.
Morrisson, Plummer & Co., 304.
Morrison & Turlington, 479.
Morrow Drug Co., 614.
Mueller, Clemens M., 14, 43.
Muchmore, W. F., 553.
Munyon, James M., 356.
Murray, John, 180.
Muster, Joseph, 246.
Muth Bros., 51, 381.
Muth, Geo. L., 558.
National Cash Register Co., 59, 622.
Nattans, Arthur H., 479, 613.
Neldon Drug Co., W. A., 612.
Neldon, William A., 273, 306.
Newell, Lemuel W., 637.
Newman, Victor, 709.
New York Aluminum Co., 331.
New York Consolidated Drug Co., 110, 270.
Nietsch, Adolph F. W., 140.
Noyes, Daniel R., 16, 431, 616.
Oehler, John, 403.
Off & Vaughn Drug Co., 673.
O'Donnell, James, 587.
Oldham, Lloyd, 642.
Owl Drug Co., 148.
Owens, Richard Jackson, 126.
Oxygn Manufacturing Co., 451.
Paris Medicine Co., 77.
Parchen Drug Co., 353.
Park, Ambro R., 639.
Park & Sons Co., John D., 601, 609
Parke, Davis & Co., 48, 51, 337, 381, 662.
Parker-Blake Co., 48.
Parkinson, William, 714.
Parr, Oscar C., 272.
Parrett, Edward L., 241.
Parsons, John, 559
Pembroke Co., Geo. H., 304.
Perkins, Miss Jessie T., 270.
Perry, H. E., 407.
Pettitt, Edward, 688.
Peruna Drug Manufacturing Co., 475, 559, 613, 639.
Pierce, Dr. V. Mott, 111, 195.
Pinckney, Orient C., 526.

PERSONALS, Etc.—Continued.
Piso Co., 666.
Planten & Son, H., 111, 598.
Plasmon Co., 203.
Platt, Isaac, 480.
Plant, Albert, 640.
Pond, William, 246.
Porter-Ryerson-Hoobler Co., 211.
Potter Drug and Chemical Corporation, 144.
Potter, Mrs. Sarah E., 177.
Powell Bros. & Co., 476.
Powell, J. B., 300, 476.
Powell, B. F., 301.
Powers Weightman Rosengarten Co., 43, 79, 475.
Prescott, Dr. Albert B., 259, 244, 274, 294, 326, 348.
Preston, Harry, 244.
Prince Medicine Co., 402, 453.
Proctor, Mrs. H. M., 587.
Pue, Charles R., 272.
Pulford, Bothwell, 643.
Puritan Manufacturing Co., 184, 207, 501.
Pyranzine Co., 379.
Quandt, Edward, 503.
Randall, F. M., 219.
Randall, F. N., 219.
Randall's Grape Juice Co., 219.
Re, Louis, 303.
Redengton, Mrs. Julia, 148.
Reeds, Thomas Craig, 391.
Reese, Edgar Poe, 427.
Reid, Yeomans & Cubit, 536.
Remus, Wm. J., 559, 641.
Remington & Co., P. C., 307.
Reynolds, A. G., 665.
Rheinfrank, John P., 713.
Richardson, James, 243.
Richardson & Co., F. R., 587.
Richter, A., 140.
Riker & Sons Co., William B., 312, 340, 645.
Roberts, T. M., 431.
Robb, Dr. J. W., 243.
Robinson Drug Co., 566.
Robinson, J. H., 304.
Rogers, R. F., 304.
Rogers, W. H., 300.
Rockey, Walter S., 25, 77.
Sargent, E. H., 83, 717.
Sastron, Don Jose Paudo, 150.
Sayman, T. M., 482.
Scannell, T. J., 253.
Schanze, F. W., 687.
Schieffelin & Co., 207.
Scheffman, Fred., 498.
Schindler, Louis, 713.
Schmidt, Harry W., 53.
Schneider & Macy Drug Co., 109, 355.
Schultz, H., 109, 450.
Schwartz, Bernard, Sr., 453.
Schwarz, M., 648.
Scott, A. J., 304
Scott, George, 482.
Scott, Thomas, 709.
Seabury & Johnson, 583, 638, 661.
Seely, F. L., 525.
Septicide Co., 180.
Shiohara, Matasuka, 307.
Smith, Elmer, 335.
Smith, E. Knott, 53.
Smith, F. M., 559.
Smith, Howard D., 566.
Smith, James A., 382.
Smith, J. Hungerford, 622.
Spence-McCord Drug Co., 147, 180, 559
Spiegel Drug Co., A., 431.
Spiller, F. M., 663.
Sprague, John Cromwell, 380.
Squibb & Sons, E. R., 139, 270, 450.
Squibb, Miss E. R., 685.
Stallman, Mrs. J. H., 22.
Stark, James, 335.
Stearns & Co., Frederick, 347, 360.
Stearns, Frederick K., 359, 610.
Stearns, Frederick, 360.
Stein-Gray Co., 499.
Stevenson & Co., Robert, 415, 480.
Stoddart, Thomas, 47, 323, 427, 640.
Stoever, J. M., 592.
Stolle, Henry J., 276.
Stone & Son, H. S., 533.
Stone, Horace, 688.
Strasburger, Melville, 665.
Stratton, Oliver H., 243.
Stuart, George H., 503.
Summers, F. G., 689.
Sun Drug Co., 244.
Swann, S. V. B., 107, 537.
Swift Chemical Co., 611.
Tabard Inn Corporation, 404, 452.
Tabor, N. A., 536.
Talbott, W. A., 527.
Taylor, George R., 15.
Taylor-Bayne Drug Co., 305.
Tea, Annual Consumption, 623.
Thomas & Thompson, 124, 558.
Thompson, A. G., 407.

PERSONALS, Etc.—Concluded.
Thompson, Edward W., 665.
Thompson, Frederick B., 14.
Thompson, John R., 445.
Thorpe, George E., 478, 537.
Todd, Judson B., 165, 217.
Trau, Frederick, 80.
Trent, L. E., 273.
Treporten, Frank, 588.
Trinidad Bitters Co., 270, 379.
Tripp & Braswell, 565
Tuttle, Thomas B., 477
United Cigar Stores Co., 12, 13, 15, 16, 50, 81, 331
Van Deuzer, William A., 174.
Van Schaack, Peter, 49
Voegeli Bros., 454, 513, 534, 560.
Voegeli, Thos., 305, 616.
Voepel, E. H., 509.
Voekroth, Emil, 663.
Vogel, W. A., 240.
Vogeler, E. L., 713.
Wagner, George L., 145.
Walding, Kinnan & Marvin, 455.
Wampole & Co., H. K., 503.
Wangler Drug Co., 275.
Warner & Co., William R., 51.
Waterman Drug Co., 300.
Weatherhead, R. H., 48, 458.
Webber, Benjamin, 713.
Weber, Augustus H., 534.
Weed, Henry D., 86.
Weicker Co., Theo., 203.
Weicker, Theodore, 43, 203, 427.
Weightman, William, 641, 711.
Welch Grape Juice Co., 157.
Wellcome, Henry S., 302, 332, 379, 402.
Wells, Frank, 114.
Wells & Richardson Co., 205, 420.
West, Geo. H., 642
Whelpley, Dr. H. M., 383.
Whitall-Tatum Co., 403.
White Diamond Trading Stamp Co., 662.
White, J. Leyden, 12, 196.
White Rock Springs Co., 632.
Whitney, Justin, 241.
Whitney, William, 692.
Wilson, William, 402, 601.
Willits, C. G., 407.
Willoughby, Al., 612.
Williamson, George N., 554.
Wirth, Adam, 356.
Withers, C. A., 334.
Woolner Distilling Co., 460.
Wood, W. H., 430.
Zaegel, M. B., 147.
Zeigler, William, 609.
Zeitfus, Otto P., 380.
Zeller, August, 611.
Zimmerman, E. R., 665.
"Petz" Corner Post, 359.
Pharmacal Jurisprudence, 604.
Pharmaceutical Arithmetic, 98, 102, 195.
Degrees, 521
Pharmacist and Physician, 350.
as Veterinarian, 577, 634, 656.
Pharmacists Naval, 26, 35, 48, 227.
Pharmacy, Civil War, 69.
Ethical 58, 594.
and Its Recompense, 469.
New Zealand, 301.
Russia, 194, 197, 263.
Pharmacology, Origin, 41.
Pharmacopœia, U. S., 642, 705.
Phenacetine, Poisoning, 162.
Phloridzin, 706.
Phlorizin, 706.
Photographic Developer, 496.
Side Lines, 495.
Photographs, Ten Thousand a Second, 293.
Pierce versus Bok, 195.
Pierce's Favorite Prescription, 403.
Golden Medical Discovery, 403.
Window Displays, 502
Pills, Keratin Coating, 264.
Pearl Coating, 200.
Pimples, Remedy, 234.
Piperazine Glycerophosphates, 552.
Piperidine Guaiacolate, 707.
Platinum, Oregon, 72.
Platol, 234.
Platt Bill, New York, 176, 426.
Suit, 17, 49, 129, 139.
Plumcot, 383.
Poison, Definition, 398.
Mystery, 252.
Poisons, Labeling, 76.
Polish, Brass, 201.
Furniture, 73.
Liquid, Shoes, 524.
Silver, 72.
Starch, Liquid, 234.
Stove Paste, 106.
Pomade, Rouge, 170
Porto Rico, List of Druggists, 221
Position of the Fountain, 443.
Potassium Hydrate in Alcohol, 324.
Permanganate Pencils, 100.
Sulpho Guaiacolate, 635.
Poultry Food, 10.

Powder, Anti-perspiration, 683.
Lice, 708.
Seidlitz, for Children, 8.
Pratt Bill, 401.
Prejudice and Dealing, 704.
Prescribing, Modern, 70.
Prescription Books, Special, 616, 632.
Department, Management, 645.
Ownership, 654.
Prices, 123, 165.
PRESCRIPTION DIFFICULTIES
Acid, Formic, Reaction with Sodium Bisulphite, 233.
Acid, Nitric, Incompatibles, 137.
Acid, Uric, Reaction with Tungstic Hydrate, 6.
Aloes and Potassium Nitrate, 297.
Bismuth Subnitrate and Sodium Bicarbonate, 636, 683.
Cannabis Indica in Aqueous Mixture, 474.
Hydrastis, Fluid Extract, in a Prescription, 138
Hydrogen Peroxide and Ammonia, 298.
Mercury Bichloride and Potassium Iodide in Pills, 446.
Oil and Ammonia, 170.
Oil Turpentine and Laudanum, 297.
Ointment, Compounding, 41.
Paraffin and Picric Acid, 496.
Spirit Nitrous Ether and Potassium Iodide, 298.
Present Day Questions, 230.
Preservative, Cider, 551.
Food, 372.
Oxygen, 398
Fruit, 260.
Sodium Benzoate, in Pennsylvania, 119, 134, 145, 166, 178, 227, 261, 272, 302, 332, 372, 404.
Preserving Fruits, 448.
Price Cards, 364.
Mark, N. A. R. D., 349.
Prices and Profits, 471.
Profanity Justified, 349.
Professionalism versus Commercialism, 422.
Profitable Neighbors, 604.
Progression, An Era, 228.
Proprietaries in Cuba, 36, 135.
New Zealand, 187.
Pulmonic Cordial, 636.
Pumice for Ash Determination, 166.
Stone, Dutiable, 459.
Pumpkin Seeds, 3.
Dutiable, 436.
Punk, 188.
Purgatin, 707.
Purgatol, 707.
Pure Food Legislation, 238.
Purgen, 391.
Pyridin, 156.

Q

Quackery, Remedy, 166.
Quebracho Fragments, 156.
QUESTION BOX, 9, 40, 72, 105, 137, 169, 200, 233, 265, 297, 328, 351, 375, 399, 424, 447, 474, 496, 524, 551, 579, 607, 636, 659, 683, 708.
Quinine Derivatives, Toxicity, 4.
Decline, 407.
Hydrochloro-Carbamide, 706.
Hydroferrocyanate, 696.
Reaction, 707.
Salts, Duty Free, 285.
Sulphate, Test, 472.

R

Race Problem, 679.
Radium, Effect on Tissues, 200.
Fake Cure, 111.
Importation, 436.
Railroad Rates, New York, 142.
Raines Bill, New York, 81, 584, 611.
Rats, Poison, 10.
Razor, Paste, 298.
Red Cross, Litigation, 583, 610, 638, 661.
Redo, 660.
Refrigeration Without Ice, 508.
Registration, Interstate, 474, 552.
Reciprocal, 19.
Rent and Values, 468.
Rexotan, 132.
Rheumatism, Remedy, 10.
Rhodinol, 155.
"R. H." Committee, 132, 196.
Roach Exterminator, 351, 580.
Royal Arcanum, Druggists' Council, 204, 401.
Rubber Novelties, 673.
Sundries, Druggists', 252.
Rusby, Dr., Draws a Moral, 8.

S

Saccharin, Drawback, 515.
Test, 296.
Saffron, Adulteration, 679.
St. Louis Club's Prices, 430.
Sandalwood Chips, Crude Drugs, 541, 569.
Saffron, American, 56.
Defined, 232.
Sage, Defined, 232.
Salesman's Cards, 69.
Salesmanship, 183.
Sales, Seasonable, 58.
Saponification Test, 297.
Sargent Memorial, 717.
Savory, Summer, Defined, 232.
Sealing Wax, 607.
Moulding, 683.
Senna, Quality, 605.
Sermon, Sentimental, Joseph Blanc's, 212.
Serums, Bactericidal Property, 552.
Sesame Pulp, 220.
Seed, 721.
Shampoo Cream, 375.
Egg, 106.
Liquid, 73, 106.
Powders, 10.
Shan Dong, 436.
Sheep Skins, Tanning, 265.
Shorter Hours, San Francisco, 454.
Should Print More Don'ts, 520.
SHOW WINDOWS AND FEATURES, 155, 188, 218, 250, 284, 316, 364, 385, 413, 436, 460, 510, 568, 596, 673, 696, 720.
Sheep Dips, British, 230.
Signs, Readable, 284.
Silk, Surgeon's, 317.
Simaba Cedron, 707.
Silver Nucleinate, 707.
Skin Food, 94.
Skinnianin, 70.
Slate, Irish, 390.
Slot Machines Removed, 406.
Soap, Benzine, 62.
Free, Demand, 444.
Fruits, 155.
Gasoline, 105.
Shampooing, 73.
Soda Dispensing, 30
Fountain, How Conducted, 280, 312, 338, 362, 386, 410, 434, 437, 458, 484, 508, 509, 536, 564, 565, 592, 620, 694, 717, 718.
Hot, 314.
Paying, 61.
Trade Winning 55.
Why People Drink, 89.
Sodium Borate, 155.
Boro-benzoate, 496.
Cinnamate, 656.
Formate, 421.
Glycocholate, 706.
Nitrate, Chilian, 535.
Nucleinate, 707.
Perborate, 578.
Silicate, 684.
Taurocholate, 706.
Solution, Antiseptic, 579.
Ferrous Iodide, 9.
Lead Subacetate, Aust. Ph., 138.
Lermoyez, 4.
Iron Peptonate with Manganese, 10.
Paraffin Compound, 578.
Solutions, Saturated and Prices, 72.
Some Causes and Effects, 229.
Spermaceti Refining. See page 2, Price List Ed., April 27.
Spices, Defined, 231.
Spirit from Fruit Taxable, 93.
Nitrous Ether, 315.
Sponge Buying, 538.
Fisheries, Florida, 670.
Sponges, Exhibit, 461.
Foreign, 671.
Growing, 512.
Key West Fisheries, 697.
New Crop, 721.
Rubber, 412.
Scarcity, 29.
Trade Conditions, 412.
West Indian, 187.
Spray Solution, Atomizer, 297.
"Spring," A. L. Wolcott, 306.
Spruce Gum, Gathering, 64.
Stamp Tax on Liquors Repealed (New York), 638, 709.
Starch, Potato, Soluble, 413.
Standards of Purity, U. S. Dept. of Agriculture, 231.
Stearin Pitch, 437.
Stills, Atlambic des Iles, 707.
Stock-Keeping, Hints, 633.
Street Medicine Men, 604.
Strontium Carbonate, 459.
Substitution, 76, 102, 133, 166.
Subway Cigar Stands, 122.
Subway Tavern, 718.
Success in Business, 507.
Sugar, Consumption, 68.
Maple, Adulteration, 457.
Sulphur, American, 87, 409.
Ramona, Cal., 544.
Sicilian, 88.
Situation, 282.
Suppositories, Coating, 659.
Syrup Calcium Lactophosphate, 231.
Camphor, Compound, 7.
Figs, Drawback, 253.
Syrup Iodide of Iron and Chloroform, 446.
Iodotannic, 104.
Iron Iodide and Easton's Syrup, 447.
Moxocolo, 552.
Pineapple, 195.
Tar Co., 169.
Wild Cherry, B. P., 577.
White Pine, Compound, 195.
Syrups, Soda, 196, 326, 352, 400, 448, 552
American Lemonade, 327.
Crushed Cherries, 327, 352.
Loop the Loop, 352.
Moxocolo Extract, 474.
Moxocolo Syrup, 552.
Synthetics Nomenclature, 196.
Systematic Economy, 633.

T

Tablets, Coating, Colors, 521.
Compressed, Coating, 521.
Tachison, 446.
Tannochrome, 132.
Taste and Odor, 104.
Tattoo Marks, Removal, 578.
Teaching Methods, 196.
Telephone Rates, 331.
Boston, 380, 502.
Brooklyn, 8, 354, 426.
New York, 8, 173, 236, 268, 300, 354, 379, 611.
Philadelphia, 428.
Syracuse, 240.
Telephones, One Cent, 588, 601.
Telephoning Doctors, 216.
Thermophors, 188.
Thermite, 607.
Thermometer, Self-Recording, 125.
Thyroiodin, 706.
Timely Topics, 705.
Tincture Avena Sativa, 552.
Celery Seed, 41.
Opium, Improved, 202.
Tinospora, 707.
Tobacco Cigar Leaf, 122.
Cures, 376.
Domestic, 58.
Smoking, Union Labels, 600.
Toddalia, 707.
Toothache Gum, 580.
Decision, 143.
Paste, 636.
Eucalyptus, 298.
Powder Cans, Manufacturers, 74.
TRADE SECTION, 23, 55, 87, 119, 151, 183, 215, 247, 279, 311, 337, 361, 385, 409, 433, 457, 507, 535, 563, 591, 619, 645, 669, 693, 717.
Trademark Bill, Bonynge, 172.
Trademarks, Registration, 424.
Re-registration, 285.
Trading Stamps, 476, 480.
Transvaal Taxes Almanacs, 126.
Tuberculosis Contagious, 406.
Tuklin, 706.
Turicine, 68.

V

Validol, 421.
Varnish, Celluloid, 708.
Label, 579, 683.
Vasenol, 448.
Velox Developer, 496.
Verdigris, Duty Free, 436.
Veterinary Practice, 577.
Vinegar, Standards, 233.
Vioform, 168.

W

Wallpaper, Cleaning, 234.
Water-Drinking, Sterilization, 261.
Bacteria, 576.
Determining Hardness, 105.
Glass, 684.
Rose, Extemporaneous, 448.
Sterilizing, 578.
Wax, Japanese, 317.
Weather Indicator, 73, 684.
Whisker Dye, 7.
Whiskey, Malt, Not a Patent, 144.
Sales by Druggists, 135.
Window Cleaning on Friday, 394, 396.
Demonstration of Proprietaries, 584
Windows, Mysterious, 253.
Offensive Show, 632.
Wine Adulteration, Detection, 578.
Cod Liver Oil, 297.
Defined, 232.
Elderberry, Untaxed, 318.
"Quinined," 156.
Sweet, Fortified, 232.
Test for Fluorides, 495.
Wines, Medicated, Dutiable, 156.
Production, France, 1904, 89, 535.
Production, 1904, Italian, 567.
World's Fair Data, 40.
Writing, Permanence, 266.

Y

Yohimbine, 234.

Z

Zinc Oxide, "Dry," 569.
Zirconium Tetraiodide, 167.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JANUARY 5, 1905. Number 1.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: Room 314, 36 La Salle St.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Era To-day Begins the Nineteenth Year of its Existence.—The Mann Bill.—Chicago Episode.—Dr. Rusby Draws a Moral.—Dr. Edward Kremers on the Late Frederick Hoffmann.—Hair Cosmetics.—Trend of Invention in the Chemical Industry.—Indian Hospital Formulas.—Visit to a Cobra Den.—Notes Relating to Theory and Practice.—Question Box.

NEWS.—Organization Dues of N. A. R. D. to be Collected in New York.—Cutters in Baltimore to Declare War on the Schedule.—Tax on Wood Alcohol Criticised.—Drug Legislation Demanded in Wisconsin.—Cigar Situation in Greater New York.—Clerks in Reunion.

TRADE.—Scarcity of Native Drugs.—How the Druggists May be Blackmailed.—Will Cutters Slash Staple Drugs?—The Lessening Production of American Sponges.—Caring for Cigars in the Store.—The Right Kind of Soda Man.—Advertising Hints.—Appraisers' Decisions.—Market Changes.—Recent Patents.

EDITORIAL COMMENT

Eighteen Years Old.

The beginning of a new year and the completion of another volume reminds us that the Pharmaceutical Era is now eighteen years old. Since our first issue in January, 1887, the drug world has witnessed many changes and those who have followed our pages have, no doubt, seen the gradual passing of the old order reflected there. The years have left their impression upon all of us. We have grown older, and let us hope, also wiser and better.

Eighteen years is not a remarkable age, even for a publication. The Era is not so old as some and not so young as others; it is not so old that its stock of vitality has run down and it is still old enough to be worthy of confidence. Age is not to be reckoned so much by years as by experience, and our journal is certainly rich in experience. We have held our place in the thick of the fight and it would be difficult to name a notable event in the drug world during all these years which has produced no responsive disturbance in our columns.

A journal is extremely sensitive to the impression of those whom it represents, for if it is to hold the interests of its readers it must think their thoughts and record the histories which they are experiencing. In the light of experience, The Era is older than any of its readers. It is also as young as it was the day after birth, for it is quite as eager for new impressions and as ready for new enterprises.

Board of Pharmacy Inspectors.

According to Secretary Hancock, of the North Carolina Pharmacy Board, that is the only body of its kind in the South which employs an inspector. It is only a short time ago since no systematic inspection was carried on in any state, and even at the present time these officials are not many, only the boards of New York, Illinois and a very few other states employing them regularly. Apparently interest in this sort of work is growing, for Mr. Hancock speaks of numerous letters of inquiry about methods and results.

Since pharmacy laws do not enforce themselves, and since evidence of violation does not obtrude itself upon the attention of boards, some form of inspection seems necessary, if the law is to have any effect at all. The average pharmacy law is a dead letter immediately after it has been passed, unless it contains some provision for bringing it home to the trouble which it is intended to correct.

Whether the work of the inspector does any good or not depends entirely upon the inspector himself and upon the law which gives him authority. If the inspector goes about his work in a judicious manner, the result will be beneficial, but if he is permitted to exercise his power arbitrarily, he may cause great harm. Obtaining evidence by unfair means, or inducing violation merely for the sake of securing a conviction, does not increase the respect for law nor greatly reduce the numbers of the violations which it is the purpose of the law to prevent.

In other words, the board of pharmacy inspector should possess the highest moral and intellectual qualities. His work is quite as important as that of the board itself, and his place is most difficult to fill.

Morals of the Chicago Episode.

Professor Rusby has discovered in the Chicago pure synthetic crusade a moral quite different from the one which we abstracted from that disagreeable episode. He sees in it only another proof of the great necessity for the national bureau proposed some time ago, for testing drugs and eliminating the unfit before reaching the retail store. We have been laboring under the impression that a druggist buying only from reputable dealers need have no fear of prosecution for the sale of bogus goods, but Dr. Rusby says we are mistaken. He declares that there are wholesalers who seemingly deserve the trust of the pharmacist, but are in reality no better than they should be.

If what our friend says is true and he

is in a position to know whereof he speaks —the case is even worse than we had supposed. If the pharmacist can not do the necessary testing himself and is unable to trust his wholesaler, who bears all the marks of respectability, what is he going to do? The law holds him entirely responsible and there seems to be no means of escape. This situation is intolerable. The only hope of relief seems to lie in a national pure drug law, or a bureau such as Dr. Rusby advocates, but these measures offer only a faint glimmer of hope; the adoption of either is not even possible.

The Chicago scandal points to still another moral: Laws which induce violation of other laws are vicious. Our curious patent law lays a trap for the pharmacist and we all know how easily he is caught. The prime movers in the more recent campaign admit that they feel sorry for the poor druggist, because conditions are such that frequent violations of the law are inevitable. It is asking too much of human nature, they say, to place temptation in men's way and to expect everyone to resist constantly without taking at least an occasional advantage when the chance of being found out seems so small They profess to deplore the unfortunate condition of affairs quite as much as anybody, but they say: "What would you have us do? Let our dishonest competitors take our business from us without a struggle?"

Since the prime cause of the temptation and the fall of so many druggists is our present patent law, the Chicago disgrace is about as good an argument for the Mann bill as anybody could desire.

Insurance and Federal Control.

In the agitation about corporation rights and government supervision, the life insurance companies are coming in for their portion—for more than their share, many of those directly concerned think. That people should be interested in the discussion is not at all surprising, for life insurance is a form of investment which absorbs the savings of a very large proportion of our population, including druggists. Each owner of a policy finds in the discussion a personal interest when all other talk about trusts and monopoly strikes him as the rain strikes the duck's back.

The part of the discussion most interesting to the policy holder is that concerning the stability of the insurance companies' immense holdings. People are accustomed to look upon life insurance investment as beyond suspicion; banks may fail, but no one thinks of any risk connected with his modest yearly deposit for those dependent upon him. But there have been rude hints about speculation and extravagance in the management of life insurance companies, and demands for more rigid government control.

A few years ago the insurance companies were ready to welcome control by the national government. They were then in controversy with half a dozen western states, and the measures proposed by various legislatures caused a great amount of anxiety and trouble. The advantage of one body with which to deal instead of forty was apparent. Now, however, it seems that views are different; those high in the counsels of the insurance companies see no benefit in federal pilotage. Why opinions have changed has not been explained. Perhaps it is the very natural reluctance to exchange the known for the unknown.

Where Is the Remedy?

The wearisome agitation about adulteration and substitution continues, but some signs of real progress are beginning to appear. A year or two ago speakers and writers merely made a loud outcry and inveighed against the evil; now the same persons are looking for remedies. The public now knows quite enough about the prevalence and dangers of the practice. What the people are anxious to know now is: How can it be cured?

Some moral teachers of the old school shake their heads and declare dismally that the entire moral constitution of the people is going to smash. They look for nothing better until the world suffers a thorough moral awakening, and truth, justice and honor shall again guide the actions of men.

The Wisconsin Board of Pharmacy has petitioned its legislature to enact laws against adulteration, and the careless sale of poisons and narcotics. The members of the board believe that with more stringent measures they can do much to check the evil. Druggists of Kansas City are not only convinced that they can successfully deal with the evil in their own calling, but even claim that they have the matter well in hand.

A speaker at the meeting of the Chemists' Section of the American Association for the Advancement of Science, last week, suggested that the remedy lay in enforcement. "I am not in sympathy with those who continually demand more legislation," he said. "There are sufficient laws upon the statute book of every state in the Union, which, if enforced, will bring about the desired results. The trouble is those laws are not enforced."

We do not believe with the pessimist that falsification and sophistication are more common now than formerly, and that the world is growing worse. Cheating of all kinds is no more prevalent than in any previous period of the history of man. We are simply hearing more about it because the people are inquiring and are demanding greater honesty. Whether the end will be attained by way of a refreshed moral tone, by means of more and better laws, or through more thorough enforcement remains to be seen. We are of the opinion that all three forces are already hard at work.

Protest Against Mann Bill.

Here is a bit of unwelcome news for friends of the Mann bill. At the meeting of the American Association for the Advancement of Science, in Philadelphia, last week, T. J. Parker, in the name of the General Chemical Company, presented a set of resolutions condemning the Mann bill. The resolution was referred to the council of the American Chemical Society, and that body instructed its secretary to send a protest against the passage of that measure to Senator Kittredge, on the ground that it would be inimical to the interest of American inventors and harmful to American chemical industries.

The list of members of the American Chemical Society's council contains such names as Professor Sadtler, Dr. H. W. Wiley, W. J. Schieffelin, Professor McMurtrie, Professor Baskerville, and last, but not least, Professor Virgil Coblentz and that of Mr. Schweitzer himself.

The Patent Unhurt.

Last week we printed a story about the discovery of a supposed flaw in the phenacetine patent. It was an interesting story, although the discovery did look rather doubtful. Alas! Quite as the hopeful discoverers feared, they had been preceded by another Columbus, and the find turned out to be considerable less than a new continent. The identical flaw was explained in the courts by Professor Sadtler about six years ago, and the decision seems to have been uneffected by the discovery, for the patent was sustained in the highest court of the land.

The defenders of the patent explained away the flaw to the entire satisfaction of the court in an ingenious and simple manner. The patent specified that the color of the product was unaltered by acids and alkalis. Prof. Sadtler showed that nitric acid did produce a coloration and certainly nitric acid is an acid. But the chemists on the other side explained that nitric acid had in fact a property dstinct from its acidity, and that the product was not supposed to be proof against nitrification and that the specifications were sufficiently clear on this point. The explanation satisfied the court.

DR. FREDERICK HOFFMANN.

With the death of Frederick Hoffmann, an American pharmacist has passed away, whose position in the history of pharmacy during the second half of the nineteenth century will become more conspicuous as time passes on and a better perspective will be reached by those who look backward. Many names are better known to American druggists at the present time, but not a few of these will fade away with their own time and generation. After the popular and more spectacular characters will have been well nigh forgotten, true merit will have its deserts. It is then when American pharmacy will appreciate more fully the services rendered to our country and profession by the deceased.

Dr. Hoffmann came to this country in 1867, at a time when pharmacists and chemists of university education were rare even as teachers in our colleges of pharmacy. Almost at once he became prominent because of the role he play u in the noted aniline case. While this did not identify him with pharmacy, it was through his position as a retail pharmacist in New York City that this prominence reflected credit upon the profession which he represented.

It was this prominence and later his position as public analyst that enabled him to assume the role of a leader in 1871, when the enforcement of the Irving drug law stirred up the profession in New York City in a way it had possibly never been roused before. Whatever may be said about the virtue or defects of that law, no matter how we may now look upon the attitude of the profession against the law and those who were entrusted with its enforcement, this much seems to be an undisputed fact, that Dr. Hoffmann was one of the few among the retail druggists of that city who had the courage of their convictions. While hosts of others protested yet submitted to what they regarded a degradation of their calling, he boldly refused to submit.

The opposition, of which he was one of the principal leaders, came out ahead, and pharmacy in New York was freed from the domination of the medical profession, and taken out of the clutches of the politician. Not only did New York reap the benefit of this victory, but that it exerted a wholesome influence upon legislation in all of the States that followed with the enactment of pharmacy laws can scarcely be questioned.

While Dr. Hoffmann was a born leader of men, he was not a brilliant public speaker, though whenever he spoke he was listened to with respect. His force lay primarily in his pen and this he wielded as possibly no pharmacist in this country has wielded it before him or since he laid it down as an editor. He wrote with a most fascinating style in German, and the "Pharmaceutische Rundschau" for thirteen years was read by practically all of the better educated German pharmacists who had come to this country in considerable numbers after 1848.

Not afraid to defend his beloved calling against attacks from without, with equal zeal he defended her against what he considered degradation from within. It was this that brought him many enemies. He was decried as a pessimist, while possibly none of his critics were as optimistic in their views as he. Not only because of his high ideals or because he hated sham and pretence, but because he dared work for his ideals without fear was he a true optimist. His activity did not consist in destructive, but in constructive criticism.

No other phase of his activity will possibly better demonstrate this assertion than the role he played in placing the United States Pharmacopoeia on its present footing, not only as a scientific treatise, but as a treatise that is being revised by pharmacists with the co-operation, but without the domination of the medical profession. There is possibly not a single country in which the pharmacist is permitted to play so independent and prominent a role in the revision of the national standard as in this country. Because of this we are the envy of our British brethren.

It was after the defeat of Dr. Squibb by his own colleagues in the American Medical Association that Dr. Hoffmann in 1877 brought about the realization of the present *status quo* of the American pharmacist in the revision of the United States Pharmacopoeia. Dr. Squibb's plan involved the subordination of the pharmacist to the physician and American pharmacy may be thankful that the indifference of the physician prevented the adoption of the plans of Dr. Squibb, many of which it should be added were a decided improvement over the previous method of procedure.

With the capacity for quiet leadership thus displayed, it can surprise no one that Dr. Hoffmann was induced to give up his routine duties as pharmaceutical practitioner and to assume the duties of pharmaceutical editor of a journal published by himself. For thirteen years he helped to mould the opinion of the better educated pharmacists from his editorial study. The power which he wielded is not only attested by those who respected his talents, but also by those who, while they did not love him, feared his pen.

It has become well nigh a commonplace in American public life to say that the man who has made no enemies has never accomplished anything. It is equally true, however that a man's accomplishments are by no means always in proportion to the number of enemies he has made.

EDWARD KREMERS.

Madison, Wis., Dec. 21, 1904.

Pumpkin Seeds.

The use of pumpkin seed in the removal of tapeworm is as effective as it is simple (Journ. Am. Med. Assoc.). Full strength seed are to be employed, two ounces of which should be hulled, thoroughly crushed to a fine powder, mixed with a small amount of honey and spread on a thin piece of bread and eaten as an ordinary sandwich. In one or two hours follow with a cathartic. Infusion of pumpkin seed, recommended by some authors can be given to children in one or two ounce doses. Pumpkin seed is dependent on a resinous principle, peporesin, as supposed by some, but this has not been definitely proved. It may be added that the flesh of the pumpkin has been used in the same disease. Deprived of their hulls and exhausted by ether, pumpkin seeds yield about thirty per cent. of fixed oil.

SENSATION OF INODOROUSNESS.

Absolutely inodorous surroundings are in Zwaardemaker's opinion, like an absolutely dark and noiseless space, of rare occurence, as almost every substance possesses its specific odor. The fact that we do not usually perceive it, depends apart from our carelessness, upon the ventilation which enfeebles the odor, and, perhaps more correctly, produces transitions. If, therefore, we desire to become acquainted with the sensation of inodorousness we have generally to resort to an intentionally produced state of inodorousness. The most suitable arrangement for this purpose is a glass case of 40cc. capacity with an opening for the nose. If this case is carefully freed from adhering odors, the air contained in it will be found nearly odorless.

A different kind of inodorousness which is more often realized, consists of the composition of odors which supplant each other. A complete compensation, however, occurs only in the case of very faint odors, while powerful excitants enter into a contest with one another. A difference between the sensation of this apparent inodorousness and the actual one does not exist. Zwaardemaker also considers a third kind of inodorousness possible. Concentrated solutions of many odorous substances, as compared with dilute ones, have a remarkably faint odor. On repeated observation it becomes more and more faint, and finally disappears almost completely. It is not improbable that this kind of inodorousness also occurs in nature. In the summer, for instance, the terpene odor of a fir-wood is not so striking in the wood itself as when such a wood is passed on an open road and the wind wafts the odor toward one.

So far we have only discussed the question of inodorousness in spaces, or of the air in the open. There is, however, also a condition of inodorousness of bodies. A body is usually understood to be inodorous, if no molecules at all, or only an infinitesimal number, become detached from the body of evaporation. A glass or platinum vessel is for this reason practically odorless. H. Erdmann, however, had come to a different conclusion on the strength of his observations respecting the behavior of odorous substances toward liquid air. Hanny and Horgarths have demonstrated that the capability of dissolving, which liquids possess toward non-volatile bodies, or toward such which only volatilize with difficulty, is also found in gases. Starting from this idea, Erdmann examined liquid air as a solvent, and found that three well-known odorous substances, citral, rose oil, and ionone, show a remarkably strong solubility in liquid air, a characteristic property of odorous substances.

Up to the present it has been accepted that the molecules which volatilize or dissolve in the air, belong to the bodies which chiefly build up the respective substances. In many cases occurring in nature this is not so; for example, in the case of a resin or a wax, in which the odorous particles only represent a small portion. From Erdmann's point of view the separation of odorous molecules is there simply a transition from one solvent into another (Schimmel's Report).

A VISIT TO A COBRA DEN.*

BY NICHOLAS SENN, M.D.

My visit to the research laboratory (Laboratory of the government of India, Parel, Bombay) was made late in the day. It was during the short twilight and in the absence of electric or gas lighting. We had to find our way through the dark halls and rooms of the former palace of the governors of Bombay with the aid of the light of a lantern. Lieut.-Col. Bannerman led the way. We passed through halls and rooms on the first floor between rows of cages containing rabbits, guinea pigs, rats and mice, and the little creatures, scared by the appearance of the late visitors, were roused from their dormant condition and displayed an activity begotten by fear. We finally came to the door of a large room in which darkness was complete. The moment we entered a fearful hissing from every part of the room greeted us, mingled with short raps resembling the tapping sound made by striking a wire screen with a small hammer. I was in a cobra den, in the midst of 150 of these terrible reptiles, imprisoned in cages, it is true, but wide awake and roused to anger by our untimely intrusion. They were assisted in their hissing and striking against the wire screen which guarded the open end of their cages by fifty other snakes still more venomous, Russell's viper (Daboia russellii). Through the meshes of the wire screen shot the forked tongues of 200 of the most venomous reptiles known. Add to the hissing and striking noises the 200 forked red tongues, 400 staring, deceptive and treacherous eyes, the snaky odor that pervaded the atmosphere of their dungeon and you will have a good idea of what is meant by a cobra den. The cobra (Naia tripudians) is about four feet in length, and when angered the flat head and neck expand into wing-like projections on each side, increasing their width to the size of the palm of the hand. The color is almost black, the tail tapering into a sharp point. The viper is of about the same size, but has circular stripes. I know of no more ugly sight than a cobra in striking attitude. Every snake in the room was in a fighting mood, hissing and striking the wire screen with a thud-like noise; at short intervals red forked tongues shot out through the meshes of the wire screen on all sides, and the situation was made more horrible by the revolting snake smell issuing from so many cages.

The snake, the most despised animal in creation, is an object of fear and horror to all who are familiar with his damnable record in the Garden of Eden and with the curses imposed on him by the Almighty. I did not know but some of these terrible reptiles might be at liberty in that large, imperfectly lighted room, and only breathed easy again after we had left the room and the door was shut and securely locked.

It was prearranged that I should become more familiar with the dangerous part of the anatomy of cobra and viper. We ascended the broad staircase leading to the second floor and entered the office of the superintendent of the laboratory, Lieut.-Col. Bannerman, who on this occasion extended so many courtesies to me. He sent for the "snakemen," and in a very short time three coolies made their appearance with so many snakes in their cages, one cobra and two vipers. I was to witness the "milking" of their poison sacs. I begged to be informed beforehand how this was to be done, in order that I might make my own plans of conduct for safety during the ordeal. The superintendent smiled and said: "You must see for yourself." The snakes were in an offensive attitude, as they had undergone this procedure repeatedly and had learned by experience to dread it. I could see no opening in the boxes through which the snakes could be made hors de combat.

The "snakeman" was a very slender coolie with very long, thin arms and legs, and fingers like the claws of a monkey.

The cobra, with its raised, expanded head in striking position, came first. The man held a smooth stick the size of an ordinary cane and about two feet in length in his left hand. Suddenly, standing behind the box with the wire screen directed toward him, he threw open the opposite side with a lightning jerk and out shot the angry monster, and in undulating rapid movements, advanced toward me. A quick retreat on my part behind the table increased the distance between us. Before the snake had advanced three feet the "snakeman" grasped the end of his tail with lightning movement of the right hand, lifted it high in the air, and with the stick passed from tail to neck, preventing a recoil, lowered it to the floor. With the stick, the neck was pressed against the floor, the right hand, quickly substituted for the stick, grasped the neck firmly and with the left hand made traction on the tail, thus straightening out the squirming body. A small goblet, covered drum-like with American adhesive plaster, with adhesive side directed outward, was placed near enough for the snake to strike it. The fangs penetrated the plaster and by pressure against the poison sacs about half a dram of viscid opaque fluid escaped into the sterilized goblet. The cobra was returned into the cage with the same expertness as characterized its liberation. The whole procedure did not occupy more than ten minutes. Snakes refuse all food during confinement, hence they are fed each time the poison is removed, which is done every ten days. The long tip of a small funnel is inserted into the throat and about two ounces of a mixture of egg and milk is poured into the funnel, which enters the alimentary canal without meeting any obstruction. The vipers were then handled in a similar manner, only that in their case the poison was received direct from the fangs into an open goblet by opening the mouth widely with a pair of forceps and steadying the fangs with a thread passed around them and on which traction was made by an assistant, who at the same time held the goblet. I could see distinctly the drops of poison escape through the tiny opening at the very tip of the enormous fangs, which looked like fish hooks without a barb.

The poison is desiccated in the laboratory, under aseptic precautions, and is later sent to another laboratory, where it is used in the preparation of Calmette's antivenene. There is no lack of an adequate supply of cobras and vipers for this laboratory, as they are bought from the natives at from a few annas to one rupee each.

*Portion of a letter from Bombay, India, to the Journal of the American Medical Association.

Toxity of Some Quinine Derivatives.

Some interesting experiments on the toxicity of certain quinine derivatives are reported by Hunt (Arch. Inter. de Pharm. et Ther.). He first refers to the fact that certain compounds possess a double bond between two carbon atoms and at the same time are extremely toxic. Thus neurine is twenty times as toxic as chlorine and allyl alcohol is fifty times more poisonous than propyl alcohol. Quinine, $CH_3OC_9H_5NC_8H_{12}N(OH) + CH - CH_2$, also has such a combination between two carbon atoms. The present experiments were carried out with a view of determining whether it was possible by eliminating the vinyl radcal to form compounds which would retain the specific action of quinine upon the malaria parasites, and at the same time be free from some of the detrimental effects associated with the quinine, or whether some of these derivatives might not have an action upon other diseases, caused by protozoa, similar to the action of quinine upon malaria. The compounds studied were hydroquinine, oxyhydroquinine and hydrochlorquinine. Cinchoquinine was also employed. This substance still contains the vinyl group, but the hydroxyl group has been changed to a ketone group. The experiments were carried out upon mice, guinea-pigs, rabbits, and certain infusoria. The substances were administered either subcutaneously or per os. From the results of the investigation it is seen that the vinyl group has only a slight influence upon the toxicity of the quinine molecule. In certain cases where the vinyl group was eliminated the toxicity of the compound toward mice, rabbits, and guinea-pigs was a little increased, while in one case (hydrochlorquinine) it was significantly reduced, this compound being hardly half as toxic as the quinine. For the infusoria (hay infusions) hydroquinine and oxhydroquinine are less toxic than the quinine itself, but the hydrochlorquinine is much more toxic. Thus the addition of a chlorine atom decreases the toxicity for mammals and increases it for certain protozoa—an observation which may prove of therapeutic value. A mixture of glycerin, water and tragacanth, with 1 to 500 mercury oxycyanate, is recommended as an ideal lubricant for catheters and sounds.

Formaldehyde for Disinfecting.

An improved method of disinfecting is the subject of a recent English patent. One part of paraformaldehyde and six parts of carbon, both in finely powdered condition, are mixed with sufficient gum tragacanth or other suitable gum to form a stiff paste, which is pressed into blocks and dried. When required, the blocks are ignited, formaldehyde vapor being thereby gradually and uniformly disseminated.

Lermoyez' Solution of Coryza.—Carbolic acid, 5 grams; ammonia, 5 grams; alcohol, 90 per cent., 10 grams; distilled water, 15 grams. Every hour pour 10 drops of this solution on some blotting paper and breathe in the vapors produced.

ADVANCES IN CHEMICAL INDUSTRY.*

BY J. FLETCHER MOULTON.

Let me analyze for a moment the forms in which advance may be made in the domain of chemical industry. Like every other department of industry, its province is to satisfy practically the wants of mankind, and the aim of those who direct it is to do this as cheaply and in as efficient a way as possible. Hence, advance may consist in its extending the scope of its manufactures by taking in new products to satisfy new wants, or more effectually to satisfy old ones. But chemical industry must seek somewhere the necessary materials for its manufactures, because chemistry does not create matter, it only rearranges it, and therefore advance may consist in the choice of new sources from which those materials are derived. These are, no doubt, two important types of advance, but at the present moment the main line of advance of chemical industry is not to be sought in the list of its products or the sources from which its materials are derived, but in the improved method by which it works. It is in these three divisions I shall consider the subject, viz., the trend of invention in (1) the product, (2) the source of material, and (3) the processes of chemical industry.

NO EPOCH MAKING MANIFEST

So far as new products are concerned, the present moment is specially characterized by the initiation of a crowd of small manufacturers. No epoch-making change is manifesting itself. This is natural. Some thirty years ago two gigantic chemical industries took their rise, viz., that of modern explosives and that of coal-tar dyes, and the world has ever since been working out in detail the almost revolutionary changes they brought about. I do not suggest that their fertility in new products is checked. New explosives are still being introduced, mainly such as are designed to meet the special difficulties of particular uses, such as the flameless explosives for coal mines, or the almost detonating explosives which can yet stand safely the shock of being fired in shells. New dyes are constantly being invented, and the names of fear which they bear become more terrible each year. But the triumphs of these great industries in the past have been so magnificent that no developments of to-day can overshadow or displace them, and the description of their growth in recent years, however sound and vigorous it may have been, would consist of a detailed list of products wholly beyond the scope, and foreign to the nature of this address.

DOMAINS INTER-DEPENDENT.

One victory, however, of the coal-tar dye industry cannot be passed over, and that is the commercial manufacture of synthetic indigo, which has taken such proportions, that it threatens to supplant the natural product, and produce far-reaching economic consequences in our Indian Empire. It is the greatest industrial triumph of synthetic chemistry, and one hardly sees where it will find another like conquest to make. Its history illustrates well how independent, and yet how interdependent are the domans of chemistry and chemical industry. It is properly classed as an invention of to-day, although the synthesis of indigo has been possible to chemists for some years past, for it did not pass into the domain of chemical industry until a long series of improvements in the processes for its production, made under the stimulus of industrial development, enabled it to compete in cost with the natural dye.

INVENTION IN PHARMACY.

In my opinion, however, there are two departments in chemical industry, which are of great interest at this moment from the inventive development they manifest in their products. The first is that of pharmaceutical products. A field of research and its practical application is here opening out, the importance of which it is difficult to estimate, but which may be very great. I say this, because one can see, though perhaps as yet only dimly, and with little clearness of outline, the rise of great principles such as those which gave birth to the great chemical industries of which I have just spoken. Physiologists are beginning to associate specific effects on the human organism with specific chemical groups. These groups appear in countless combinations in organic chemistry, and their effect may be masked or hindered by the setting in which they are placed. This may arise in many ways. It may be that their effect is produced in the body by their being set free to form new combinations, so that too great stability in the original substances will paralyze them. It may be that their effect is produced by the selective absorption which is so characteristic of the organs and tissues of the human body, and in such cases the overloading of the molecule may render them inert. Again, it may be that the setting of the group, the combination of atoms with which it is associated to form the molecule, may itself be capable of producing conflicting or otherwise deleterious effects. In all such cases the group may be present without producing the characteristic result. But the belief is growing that the tendency of the group to produce its specific effect is real and inherent, and that with a right choice of its setting it will produce it without these extraneous effects. It may well be that we are still in the infancy of pure therapeutics. Few drugs are known which, side by side with the effects they are intended to produce, do not bring with them other consequences, unsought for and often undesirable. So far as these take their rise in the organism as a physiological consequence of the original effect, they must be accepted. But physiologsts are raising the question whether it is certain that they are of physiological and not of pharmaceutical origin. It may well be that many of the forms in which the effective groups have up till now been administered have influenced and distorted the normal action of the group itself, and a line of genuine research and invention is being pressed forward, seeking practical solutions of the problem of the best way to use these operative groups. Taking at hazard a concrete example, let me instance the salicylic group, which is so potent, but the effects of which on the heart are held in many cases to prohibit the use of it in its ordinary forms. It is claimed now that, if, instead of administering it in the shape of salicylic acid, or its salts, you take it in an acetyle setting as salicylic-acetyle, those ill effects are not produced. I am not concerned with the question whether this has or has not yet been demonstrated, but, assuming it to be so, it gives a clear instance of the nature and object of the research to which I am referring. It has already given rise to the discovery and manufacture of a large number of new pharmaceutical products, many of which have been looked for and found by applying the principles I have outlined. Unfortunately it is difficult, progress cannot be at once rapid and certain, and, indeed, the chief difficulty in forming a correct opinion on the subject is that in the case of pharmaceutical products, invention too often does not cease with their manufacture, but extends itself to the results of their administration

WASTE OF NUTRITIOUS MATTER.

The other department of chemical industry to which I wish to refer in this connection is that of foodstuffs. In my opinion the present moment is characterized by a very serious attempt, in a variety of ways, to stop the vast waste of nutritious matter that is going on all around us. There are two forms of this waste. On the one hand, with the exception of cereals, foodstuffs are essentially perishable articles, the preservation of which by existing methods is often more costly than their production, and they are wasted because they cannot be used where and when they are produced. On the other hand, there are many substances treated as waste which would be capable of giving nutrition if they were in a form suitable for assimilation. I would cite milk as an example of the first of these classes, and yeast as an example of the second. Now, it is a very worthy aim of chemical industry to stop this waste. It may be an excellent advertisement for an extract of beef company to represent an ox as squeezed into a small earthenware pot, but to the industrial chemist, the very existence of such a caricature emphasizes the awful waste that is accepted as necessary in order to preserve even any portion of the food. How great would be the consequences of an advance in this department can be measured by the economic value of the system of cold storage at the present time. It would stagger those who have not made a study of the subject to figure out the monetary importance of this system in its present applications, although they are still crude and imperfect in many respects, and need, and will, I think, undergo great improvement.

The past history of this branch of chemical industry has not shown many successes of which we need be proud. Chemical preservatives are loved but little, and enjoy a social status not much above that of the criminal classes. The difficulties of the problems that present themselves are immense but personally I think we are at a moment of real advance. For instance, I believe that milk will soon cease to be a perishable article so far as its substantial use for human food is concerned. I should like to see a substantial part of the ability which is devoted to

*Portion of an address before the London Section, Society of Chemical Industry. Reprinted from the Journal.

the practical solution of difficult chemical questions in our [illegible]ing industries, applied to the preservation of foodstuffs. With one or two [illegible]ptions the men who have best succeeded in this department have done so rather by their practical skill and good sense than by their technical knowledge, but I can myself see a change coming, and I hope that I am not wrong in considering it as one of the directions in which invention is about to be most vigorous. It is the great boast of the leaders of our chemcal industries that waste has been banished from their factories, and I trust that they will not long be content to see going on around them this enormous waste of that which is necessarily in most universal demand.

FRINGE OF CHEMICAL INDUSTRY.

These new manufactures, though important in themselves and still more important in their aggregate, are, after all, in point of scale, only the fringe of chemical industry. The main chemical wants of manklind are almost as stereotyped and unchanging as its staple foodstuffs. The overwhelming importance of the alkali industry or of that of sulphuric acid will not materially alter, whatever be the developments in our industrial products. Hence it is that the list of the great chemical industries is so rarely added to. It is rare to find a new want which gives rise at once to a great manufacture. The only approach to this state of things, at the present time, is the cyanide manufacture, which has grown so suddenly to the proportions of a great industry that it almost merits a place in the list of new products. Before 1895 the annual production of cyanides in the world was below 500 tons. Now it amounts to about 8,000 tons. This is entirely due to the MacArthur-Forrest system of gold extraction, to which the world owes the recovery of some 9,000,000 ounces of gold from its ores, and it is a worthy example of the obligations of chemical industry toward inventors. The demand has been met by the invention and practical introduction of new and ingenious processes of manufacture which have wholly superseded the old methods, and though I do not propose to refer further to them in this connection, they illustrate the abundant resources of chemical industry to deal with newly arising demands.

Oil of Nikkei.

Oil of nikkei obtained from the leaves and young twigs of the Japanese cinnamon or cassia bark tree, Cinnamonum Loureirii Nees, found in the hottest parts of Japan, reminds one of the odor of citral and Ceylon cinnamon oil (Schimmel). The oil, obtained in a yield of 0.2 per cent., has a bright yellow color, and forms a clear solution with an equal volume of more of 80 per cent. alcohol. The oil contains 27 per cent. of aldehydes, chiefly citral. On fractionating the non-aldehydic portions cineol and linalool were found; of the latter at least 40 per cent. is present in the oil.

A French chemist has discovered that the slightest trace of uric acid in the presence of excess of alkali gives a fine blue color with tunstic hydrate, $WO_3 H_2O$ and with phospho-tungstic solution.

HAIR COSMETICS.

BY L. H. TURNER, BROOKLYN, N. Y.

The number of preparations used for the care of the hair and beard is considerable. Many of them, advertised to strengthen the scalp and to stimulate the growth of the hair, are utterly inert. But many of the preparations used as dyes contain substances which would positively injure the hair or impart to it an unnatural color. A well made cosmetic, however, should never produce this effect, and nature must be faithfully imitated if the preparation is to deserve the name. Almost incredible swindles are perpetrated with many so-called hair and beard elixirs, but the practical perfumer cannot always advise against the use of preparations that are in daily demand. The only formulas of practical value are those for preparations which are intended for cleansing and making the hair soft and glossy, and for fixing it in certain positions.

Hair Stimulant.

A perfumed and highly valuable preparation for the hair and scalp. It strengthens the hair and renders it soft and glossy, removes dandruff and imparts to the scalp a refreshing and healthy sensation. The label should bear these directions: Apply to the roots of the hair night and morning, by means of a sponge. Brush the scalp well before using the tonic.

Quinine sulphate	300 grains
Fluid extract of jaborandi	3 fl. ounces
Tincture of cantharides	3 fl. ounces
Glycerin	12 fl. ounces
Alcohol	14 pints
Balsam of Peru	180 minims
Oil of lavender	170 minims
Oil of bergamot	120 minims
Oil of rose geranium	180 minims
Oil of orange	60 minims
Oil of neroli	48 minims
Tincture of vanilla (1 to 64)	12 ounces
Tincture of butter of orris (1 to 20)	10 ounces
Rose water	33 pints
Water, enough to make	63 pints

Tanno-Quinine-Hair Restorer.

Tincture of cinchona	1¾ ounces
Tincture of nutgalls	1¾ ounces
Carmine	150 grains
Oil of neroli	75 grains
Oil of nutmeg	75 grains
Alcohol	3½ ounces
Rose water	1 quart
Orange-flower water	1 quart

The tincture of nutgalls and cinchona are each made by macerating 3½ ounces of the drug in one quart of alcohol.

Quinine and Jaborandi Hair Vigor.

Quinine sulphate	1 ounce
Cologne spirit, 94 per cent.	48 ounces
Fluid extract of jaborandi	6 ounces
Glycerin	48 ounces
Bay rum	24 ounces
Water	48 ounces
Rose water	84 ounces
Vinegar of cantharides	6 ounces

Triturate the quinine sulphate in a mortar with the vinegar of cantharides; add the water and enough acetic acid to entirely dissolve the quinine; add the glycerin, cologne spirit, bay rum, fluid extract of jaborandi and rose water; color red with carmine, and filter.

Hair Wash.

A hair cleansing preparation which presents a peculiar opalescence or irridescence when put up in cut glass bottles. Viewed by transmitted light it appears as an almost transparent, saffron-yellow liquid.

Rose water	5 quarts
Saffron	75 grains
Soap	1 ounce
Alcohol	20½ ounces
Tincture of ambergris	3 drams
Tincture of musk	3 drams
Tincture of vanilla	3 drams
Oil of bergamot	40 minims
Oil of lavender	90 minims
Oil of clove	50 minims
Oil of rose	6 grains

Boil the finely divided soap and the saffron with some distilled water until the soap is completely dissolved; add the other ingredients; mix intimately and let stand for some days to allow the coarser particles of saffron to settle.

Hair Wash.

Potassium carbonate	2½ ounces
Sassafras wood	8 ounces
Rose water	4 quarts
Orange-flower water	4 quarts
Alcohol	1 quart

Macerate the ingredients for one month. The carbonate of potassium and the alcohol cleanse the hair and remove the fat. After using this wash and drying the hair, the gloss should be restored by the application of a suitable preparation.

Hair Cleanser.

Ammonia water	3½ ounces
Tincture of cantharides	3½ ounces
Rosemary water	8 quarts
Glycerin	10½ ounces
Oil of rose	¾ ounce

The tincture of cantharides is made by macerating 1¾ ounces of powdered Spanish flies in one quart of strong alcohol. The caustic ammonia is similar to potassium carbonate in its cleansing effect and the glycerin makes the hair soft.

HAIR DYES.

The custom of dyeing the hair is universal in the Orient; in the Occident also, hair dyes are frequently used, mainly to hide the grayness of the hair, sometimes to give the hair a preferred color. Hair dyes may be divided into those which contain the dye already formed, and those in which the dye is produced in the hair by some chemical process. Some dyes contain substances which are decidedly injurious to the hair, and are liable to cause baldness.

In using hair dyes which consist of two separate portions, it is necessary to remove the fat from the hair before applying the dye. This may be done by washing the hair once or twice with soap and applying the dye when the hair is nearly dry. For this purpose the dye should first be diluted; if the color is not deep enough, the process is repeated. If the preparation is used at once in a concentrated form, a color may result which has no resemblance to any natural tint; hair meant to be black may assume a metallic bluish-black gloss.

Lead Hair Dye.

Oxide of lead	4 pounds
Quicklime	1 pound
Calcined magnesia	1 pound

The ingredients are rubbed to a very

fine powder and for use are mixed with water, applied to the hair and left there from four to twelve hours until the desired tint (light brown to black) is obtained. The powder is then removed by washing. The lime, by its caustic effect, acts destructively on the horny substance of the hair; lead preparations, without exception, are very injurious.

Potassium Permanganate Dye.

Potassium permanganate . 5½ ounces
Distilled water ..... 2 quarts

Crystalline potassium permanganate is soluble in water, forming a dark violet solution. When brought in contact with an organic substance like paper, linen, skin, horn or hair, the solution of permanganate is rapidly decolored and imparts to the substances named a brown tint, due to the formation of hydrated oxide of manganese. For use as a dye the hair is washed to remove the fat, and the dilute permanganate solution applied with a soft brush; the color is produced at once. According to the degree of dilution this solution can be made to give any desired color from blond to very dark brown; it can also be used to dye the beard.

Most all hair dyes stain the skin, hence care should be taken to protect it during their application.

Silver Hair Dye.

Brown Dye.

(1.)

Potassium sulphide ..... 7 ounces
Alcohol .....32 ounces
Preserve in white bottle.

(2.)

Silver nitrate ..... 4¼ ounces
Distilled water .....32 ounces
Preserve in dark bottle.

Black Dye.

(1.)

Potassium sulphide ..... 8 ounces
Alcohol .....32 ounces
Preserve in white bottle.

(2.)

Silver nitrate ..... 5½ ounces
Distilled water .....32 ounces
Preserve in dark bottle.

In the above formulas the silver solution should be kept in a dark amber-colored bottle, or one of black glass, as silver salts are decomposed by light. For use some of the potassium sulphide solution or No. 1 is poured into a cup and the hair is moistened with it by means of a soft brush. The silver solution, or No. 2, is poured into a second cup and applied with another brush.

The sulphide of potassium readily dissolves in water, and the solution must be filtered before it is filled into bottles for sale. The solution should be kept in well-closed bottles. When the two solutions are brought together black sulphide of silver, which darkens the hair, is produced. This preparation gives a disagreeable odor, which may easily be removed by washing the hair with water.

Golden Hair Water.

This is not a dye, but a bleaching agent which changes dark hair to a light blond or golden yellow. The preparation consists of peroxide of hydrogen, a substance possessing marked bleaching properties. It is made on a large scale by many manufacturers, and is readily obtainable. When applied to the hair as a bleaching agent, it must be used in a dilute solution. Those who use it for the first time should always make preliminary trials upon samples of the hair like that which is to be bleached. The hair is first deprived of fat by washing with soap solution, the soap is washed out with water, and the peroxide of hydrogen then applied.

Whisker Dye.

(1.)

Lead acetate ..... 1¾ ounces
Distilled water ..... 1 pint

(2.)

Caustic potassa ..... ¾ ounce
Distilled water ..... 1 quart

Dissolve the acetate of lead in the warm water; filter the solution, and add ammonia water until a precipitate ceases to form. Collect the precipitate on a filter and wash it eight or ten times with distilled water.

DEPILATORIES.

Certain combinations of sulphur with the alkaline metals, calcium, barium and strontium, rapidly destroy the hair, and it is for this reason that tanners use the gas lime from gas works, which contains calcium sulphide, for removing the hair from hides. All the depilatories used for cosmetics, even rhusma, employed in the Orient for removing the beard, owe their activity to the presence of calcium sulphide. The latter substance is not by any means a harmless depilatory, for it has often done serious harm through careless application by persons unfamiliar with its caustic and corrosive properties. It is absolutely necessary to protect the skin against its action; otherwise superficial irritation or even destruction of the skin may result.

Calcium Sulphide Depilatory.

Calcium sulphide ..... 4 ounces
Sugar ..... 2 ounces
Water ..... 2 ounces
Starch powder ..... 2 ounces
Oil of lemon .....30 minims
Oil of peppermint .....10 minims

The resulting mass must be filled at once into an air tight jar, as the calcium sulphide is decomposed by the atmosphere. For use some of the mass is moistened with water, painted on the skin and after thirty or forty minutes washed off with water. This and all other depilatories act only temporarily, that is, they destroy only the hair projecting above the surface, without killing the hair bulbs; after some time the hair grows again and the preparation must be reapplied. Barium sulphide is likewise used as a depilatory, but it decomposes more readily.

Pharmacists in North Carolina.

The North Carolina Board of Pharmacy has issued in printed form its twenty-third annual report, which was submitted to the governor June 1, last. From a personal inspection of drug stores in a large number of towns, Secretary Hancock found many irregularities and violations, but to a large extent, he says, these have now been corrected. North Carolina is the first and only southern state which has an inspector in the field and many letters had been received asking the results of this part of the board's work. During the last fiscal year fifty-two applicants were registered by examination and seventeen physicians living in towns of less than five hundred inhabitants were registered without examination.

INDIAN HOSPITAL FORMULAS.*

Alum and Zinc Eye-Drops.

Alum ..... 2 grains
Zinc sulphate .....12 grains
Glycerin ..... 1 ounce
Distilled water ..... 6 ounces

Alum and Zinc Eye-Drops.

(Lapis Divine.)

Divine stone ..... 8 grains
Wine of opium ..... 1 dram
Distilled water ..... 1 ounce

("Divine stone" is made by fusing in a glazed crucible equal parts of copper sulphate, potassium nitrate and aluminum sulphate, adding 1/50th part of camphor at the end of the process. When cold, break in pieces.)

Carminative Mixture.

Tincture of ginger ..... ½ dram
Tincture of gentian compound ..... ½ dram
Tincture of chloroform, compound ..... ½ dram
Aromatic spirit of ammonia .....20 minims
Oil of cloves ..... 1 minim
Distilled water ..... 1 ounce

Compound Syrup of Camphor.

Camphor ..... 30 grains
Benzoic acid ..... 45 grains
Oil of anise ..... 30 minims
Acetic acid ..... 1½ ounces
Powdered ipecac ..... 2 drams
Dilute alcohol ..... 2½ ounces
Tincture of opium ..... 2½ ounces
Tincture of squills ..... 5 ounces
Syrup, enough to make ..20 ounces

Mixture for Asthma.

Potassium iodide ..... 1 dram
Potassium bromide ..... 4 drams
Ammonium carbonate ..... 1 dram
Tincture of belladonna .... 1 dram
Tincture of lobelia ..... 3 drams
Ether ..... 3 drams
Spirit of chloroform ..... 2 drams
Camphor water to make ...12 ounces
Dose, 1 ounce.

D. T. Mixture.

(Mist. Capsici Comp.)

Solution of strychnine .... 5 minims
Tincture of capsicum .....10 minims
Dilute nitric acid .....15 minims
Compound tincture of cinchona .....20 minims
Water, enough to make .... 1 ounce

Saline Mixture.

Magnesium sulphate ..... 1 dram
Potassium citrate .....10 grains
Solution of ammonium acetate ..... 2 drams
Spirit of ether .....15 minims
Camphor water to make .. 1 ounce

Lotion for Eczema.

Prepared calamine ..... 2 drams
Lead carbonate ..... 1 dram
Zinc oxide ..... 2 drams
Lime water ..... 6 ounces
Water .....20 ounces

Evaporating Lotion.

Ammonium chloride ..... 3 drams
Vinegar ..... 2 ounces
Alcohol ..... 2 ounces
Water ..... 6 ounces

*Selections from the prescriptions used in the Public Hospitals of British India. From Chemists and Druggists Diary 1905.

Startin's Lotion.

Calamine	2 drams
Zinc oxide	2 drams
Sodium bicarbonate	1 dram
Glycerin	2 drams
Lime water to make	8 ounces

Tannin Eye-Drops.

Tannic acid	½ to 1 dram
Glycerin	2 drams
Water	5 drams

Dissolve and filter

Emulsion of Codliver Oil.

Codliver oil	10 ounces
Powdered tragacanth	50 grains
Tincture of benzoin	1 ounce
Spirit of chloroform	1 ounce
Glycerin	4 ounces
Oil of bitter almonds	10 minims
Oil of lemon	10 minims
Distilled water enough to make	20 ounces

Place the oil in a three-pound wide-mouthed bottle; pour into it the tragacanth and tincture and spirit mixed; agitate briskly for a minute; then add, all at once, 5 ounces of water, and again agitate; lastly, add the oils, glycerin and the rest of the water.

Seidlitz Powder for Children.

Sodium bicarbonate	10 grains
Tartrated soda	30 grains

Dissolve in one ounce of water, adding a little syrup and essence of lemon. Then in another glass dissolve eight grains of tartaric acid in one tablespoonful of water. The contents of the glasses should be poured together, and the whole drunk while effervescing. An agreeable mild aperient in the warm weather for strong children, but it is not one which should be frequently used.

Staining Bacteria.

Buerger (Med. News, Jour. Am. Med. Assoc.) describes a new method for staining capsules of bacteria which depends on the rapid fixation of the living bacteria, and which, when spread in a medium, prevents the dissolution of their capsules. The required solutions are: (1) Mueller's fluid with mercury bichloride, about 5 per cent. (2) Beef, human or other blood serum, diluted with an equal amount of normal salt solution; or acetic or pleural fluid. (3) Alcohol, 80-95 per cent. (4) Tincture of iodine, U. S. P. (5) Freshly prepared stain, anilin water gentian violet made as follows: Anilin oil, 10cc.; water, 100cc.; shake, filter and add 5cc. of a saturated solution of gentian violet; or 10 per cent. aqueous fuchsin. (6) Two per cent. aqueous salt solution. The culture is thinly and carefully spread over a perfectly clean slip by means of a drop of diluted serum. Just as the edges begin to dry, the fixing fluid, solution No. 1, is poured on, the cover gently warmed over the flame for about three seconds, rapidly washed with water, flushed once with alcohol and then treated with tincture of iodine for from one to two minutes. The iodine is in turn thoroughly washed off with alcohol and the specimen dried in air. Staining for two to five seconds, and washing with salt solution completes the procedure. The specimen is mounted in salt solution and ringed with vaseline. Sputum and pus can be stained in a similar manner, the addition of serum being unnecessary, except in very mucoid, stringy, purulent exudates.

OUR LETTER BOX

DR. RUSBY DRAWS A MORAL.

New York, Dec. 29, 1904.

Editor Pharmaceutical Era:

Your editorial in the December 22, 1904, Era, page 631, "Has Pharmacy Come to This?" with its conclusions that "108 out of 139 pharmacists in Chicago have purchased dithymol diodide in good faith from irresponsible parties without any test whatever as to its purity," and that "The moral is to purchase only from reputable dealers who accept responsibility for the quality of their goods," is only "fair to medium." Some of the dithymol diiodide to which attention has been recently directed and which has been found more or less seriously impure, has been furnished by parties in whom, if in anyone, the American pharmacist might reasonably confide. Therefore, the moral is not as you state it, but is, "Buy nothing that has not been tested." There is no other rule of safety than this. If it is impossible (as it is) for a pharmacist to test everything, then the only recourse is to organize some sort of a testing bureau. The 139 Chicago pharmacists are but a fraction of those who bought this article. Imagine those thousands making tests when a few tests by a bureau, properly certified, would accomplish the purpose! What a wicked waste of time and material, even if the method were possible. Yet, as you say, "The law holds them entirely responsible."

H. H. RUSBY.

MR. FORBES ON PERCENTAGE SOLUTIONS.

Cincinnati, Dec. 22, 1904.

Editor The Pharmaceutical Era:

I am truly grieved to know that my editorial in the November issue of "Drugs and Sundries" has collided with Brother Hynson's corns (see Era of Dec. 8, 1904, page 576). That editorial dealt with the question of solutions in which the dissolved body has to bear a definite relation of some kind to the amount of solvent, and I had not the slightest idea that he claimed for himself originality for a method which is obvious to every chemist, and which has been practiced ever since the invention of percentage solutions and the subsequent attempts at sitting on two stools of unequal height, by allying weight and volume.

My whole contention in that editorial, was that a simple rational or proportional solution is more easily made and used, than one which requires the consideration of four factors—the volume occupied by a body when in solution; the relation of the weight of the solvent, to its volume; the temperature to which this relation is referred, and the decimal relation of the dose weight to the total weight; these factors, moreover, vary with every different salt and solvent, and I think that common sense votes my ticket.

Our tinctures, volumetric solutions and most of the official liquors, are based upon the principle which I contended for, hence, Mr. Hynson's personal abuse of me bounces from my shoulders onto those of the revisers of the U. S. Pharmacopœia and the editors of the U. S. Dispensatory, one of whom, in the prefatory to the division of liquors, calls attention to the "risk of frequent serious errors, for the sake of an idea."

My position in favor of simplicity as against complexity, receives an unexpected support from the closing paragraph of Mr. Hynson's letter, as 240 grains of argyrol and 378 grains of water will make a rather full-bodied "fluid ounce of" 518 minims; and also from his estimation in a previous paragraph, that one fluid ounce of a fifty per cent. solution will require 310 grains of argyrol, when it really requires but 309.

The inference is plain. No such errors would have crept into his mathematics had he followed the straight and narrow path of the proportional method and eschewed "intricate problems," as advised by Prof. A. B. Stevens in a late paper in Merck's Report, and he would have not fallen a victim to an "idea."

Waiving all consideration of Mr. Hynson's "psychic" vagaries, I will simply say that if he or his "ten-year-old child," can measure six fluid drams of water three times in succession in three separate average one-ounce graduates, and get 342 grains of the liquid each time, I will oblige him and "blush"; but until he can do this, I shall feel justified in wearing my everyday complexion.

J. WINCHELL FORBES,
Editor "Drugs and Sundries."

TELEPHONE SITUATION IN BROOKLYN.

Editor The Pharmaceutical Era:

I liked your "old clothes" much better. Regarding the telephone situation, we in Brooklyn are not at all well off; the corporation here is supposed to be free and independent of the N. Y. Telephone Co., hence we can get no cheap contract rates, and must be content with commissions.

I take great care to note all particulars of my telephone calls; in fact, my cash register throws out a separate slip for them, but never, since I have been here, has the record agreed with the number of calls reported in the bill rendered. When the shortage amounts to three dollars and the commission is only four dollars, one hardly feels repaid by making but one dollar for his month's effort and responsibility.

When are the new N. A. R. D. schedules to go into effect? We have not seen any Peruna contracts over here as yet.

Respectfully,
NELSON S. KIRK.

Antiseptics for Telegraph Poles.

The telephone and telegraph companies have appealed to chemistry for an embalming fluid that will paralyze the forces of decay in their poles. The United States Bureau of Forestry has undertaken the experimental work and has progressed so far as to report upon some results. The experts found that by the treatment of the wood with antiseptics they made it abhorrent to the fungi to which the cedar and chestnut poles have come as a treat. Where the period of usefulness had been fixed at from ten to fifteen years, it is now thought that the working age of any pole may be prolonged indefinitely.

QUESTION BOX

Kefir Grains: Fermented Milk.

(T. L. E.) Kefir, sometimes spelled kaphyr, kefyr or kephir, is a fermented milk, produced by a peculiar fungus, also called kefir, and found in the Asiatic regions, near the Caucasus. The origin of this ferment is unknown. It exists, however, and in the fermentation of the milk, new kefir granules are produced, and the ferment is thus presented in an "undying series of generations." According to Struve the alterations produced in the milk by the ferment, and the manner in which the new kefir is generated is not well understood, but a chemical analysis of the kefir grains has shown them to be composed of:

Water	11.21
Fat	3.99
Pepton-like substance, soluble in water	10.98
Protein substances, soluble in ammonia	10.32
Protein substance, soluble in potash	30.39
Insoluble residue	33.11
	100.00

The insoluble residue, after being soaked in dilute potash solution, is found to consist of the bacterium "Dispora Caucasica" originally described by Kern, mixed with some other, undoubtedly accidental bacterial forms. Hence, it may be concluded that the thirty-three per cent. of ferment bodies constitute the only active part of the granules. Milk which has been fermented in bottles, by means of this kefir, is found to contain but little alcohol after twenty-four hours, and likewise but a small amount of carbonic acid gas. After forty-eight hours these are present in larger quantities, and in still greater ones after seventy-two hours.

Fermented milk from kefir may be prepared by the following process: The dried fungi, or kefir granules, are soaked for three hours in lukewarm water, then washed repeatedly with pure water, placed into fresh milk at a temperature of 30° C. (80° F.), and the latter renewed every day. If occasionally (but gently) agitated, it requires about eight days for the fungi to become enlarged, of a whitish color, and specifically lighter so as to rise to the surface. In this condition they are fit for use. To prepare the "kefir" proper, as it is called among the mountain inhabitants, the fungi prepared as above are covered with six to eight times their volume of fresh, cool skim-milk, the vessel is closed with a cork, and set aside for twenty-four hours at a medium temperature, occasionally agitating. The liquid is then strained off, the fungi washed with cold water, and one or two further quantities of milk treated in the same manner. The resulting liquid is a beverage resembling fresh buttermilk in appearance and taste. Kefirkumyss, or, as it is there called, kapyr, is prepared from the preceding by mixing one part of the kefir with two parts of fresh cool milk, pouring the mixture into champagne bottles, corking well, and setting aside, for 24, 48 or 72 hours, according as a "weak," or "middling strong," or "strong" kapyr is wanted.

Roth ("Modern Materia Medica") states that milk acted upon by kefir seed "is in a state of continuous fermentation, and therefore of constant change as regards both its composition and its medicinal action; so that fresh kefir of the first two days, which is used especially in cases of disease of the thoracic organs, is moderately laxative, while that three or four days old has a binding effect in diseases of the abdominal viscera. But it varies not only according to the duration of the vinous fermentative process, but also according to the kind of cow's milk used, whether raw or boiled, creamy or skimmed, pure or diluted with water. It resembles kumyss in its action, and is to be regarded purely as a dietetic article, like milk itself, only being more easily assimilated than the latter. In kefir the casein is peptonized and dissolved; in kumyss, undissolved.

"Good kefir should foam like beer, should be more acid than thick, fresh milk, should not separate into a clear and a turbid layer, but should for the first few days have the consistence of good cream, and only later begin to grow more fluid."

Solution of Ferrous Iodide.

(Subscriber)—"Please publish a formula for 'Liquor Ferri Iodidi' which may be used for the preparation of syrup of ferrous iodide, U. S. P., one part of liquor to seven parts of syrup. I have tried formula No. 220 of the National Formulary, but the preparation did not stay clear, even when kept in the dark, the solution soon assuming a brown color."

We know of no better formula for the extemporaneous preparation of syrup of iodide of iron than that suggested by the N. F. process, but a syrup so made cannot be called "U. S. P.' In fact, the product is, as the N. F. states, almost practically identical with the official syrup. However, we give two formulas, the first being taken from the Australian Formulary and requiring for the preparation of the syrup one part of solution to seven parts of simple syrup.

(1.)

Iron wire, cut in small pieces	½ ounce
Iodine	726 grains
Hypophosphorous acid	1½ fl. drams
Water, a sufficiency.	

Digest the iron wire (free from oxide) and iodine in a glass flask, loosely stoppered with cotton wool, with two fluid ounces of distilled water; keep gently boiling with continual shaking, controlling the action by means of a cold-water bath until the liquid loses its yellow color. Heat to boiling; allow to cool, filter, add the hypophosphorous acid and pass sufficient recently boiled and cooled water through the filter to make two and a half fluid ounces, sp. gr. 1.63. Preserve in small full bottles, the corks of which have been soaked in melted hard paraffin. Dip cork and neck of bottle in melted paraffin and store away from direct light.

(2.)

The following formula is one proposed by F. E. Niece for the preparation of a solution of ferrous iodide as a stock preparation from which the syrup of ferrous iodide is read. made by mixing three parts (by volume) with fifteen parts (by volume) of syrup. The author states that the formula gives entire satisfaction if carefully carried out.

Glycerin and diluted hypophosphorous acids are recommended as valuable additions for preserving the solution for an indefinite length of time. The iron wire must be carefully cleaned from dust and grease by washing with a 2 per cent. aqueous solution of hydrochloric acid, then with distilled water, and rapidly drying, weighing out the desired quantity and introducing it into a clean, dry, pint flask, together with 3 fl. ounces of distilled water. The proportions of ingredients are as follows:

Iron (clean, dry, bright (and fresh)	5½ drams
Iodine (resublimed and dry)	2½ ounces
Hypophosphorous acid (10 per cent.)	1 fl. dram
Glycerin (previously warmed, sp. gr. 1.25)	1 fl. dram
Water (distilled and ammonia-free) to make	4 fl. ounces

The iodine is added in portions, one-fourth at a time. The flask is heated and the contents boiled for two or three minutes—the liquid having previously assumed a greenish hue; it is then filtered, using a long stemmed funnel, well-covered, and extending into the mixture of glycerin and hypophosphorous acid—the measure being brought to four fluid ounces with the distilled water rinsings of the flask, etc., passed through the same filter. The finished solution is preserved in one-ounce bottles of brown glass, completely filled, with the ground-glass stopper well paraffined, and stored in a cool, dark place. Well-cleaned implements, entirely of glass where they come in direct contact with the solution, must be used invariably throughout the entire process.

Condition Powder.

(H. C. S.)—Try one of the following from The Era Formulary:

(1.) Common salt, 1 part; Glauber salt, 2 parts; sodium bicarbonate, 2 parts; juniper berries, 2 parts; gentian, 2 parts; ginger, 3 parts; linseed, 5 parts; fœnugreek, 10 parts; asæfetida, 8 parts; fennel seed, enough to make, 150 parts. Powder separately and mix thoroughly. Dose, for horse or cow, large teaspoonful administered with the animal's food.

(2.) Alterative or Blood Purifying Powder: Cream of tartar, 5 pounds; sulphur, 5 pounds; white resin, 5 pounds; gum guaiac, 3 pounds; potassium nitrate, 2 pounds; powdered gentian root, 5 pounds; golden sulphuret of antimony, 6 ounces.

(3.) Ground linseed oil cake, 500 pounds; fœnugreek, 50 pounds; anise seed, 10 pounds; African ginger, 5 pounds; common salt, 25 pounds; licorice root, 10 pounds. Reduce the ingredients to a coarse powder and mix. This powder, which has an excellent aroma and will not become "wormy," may be sold as a "stock food."

Linseed meal from the seed would be preferable in condition powder and stock food if for quick sale after mixing, but for a powder that is likely to remain in stock for a long time the presence of a large quantity of oil like that in linseed meal is objectionable, as it will cause a

rancid odor to be emitted from the packages.

Rheumatism Remedies.

(H. C. H.)—The salicylates for many years have been considered standard remedies for rheumatism, sodium salicylate and salol (phenyl salicylate) particularly being extensively employed. Salicin is also recommended, especially in acute rheumatism, to lower temperature, relieve pain, and reduce articular swelling. We give some general formulas:

(1.)

Sodium salicylate	2 drams
Potassium iodide	2 drams
Potassium acetate	2 drams
Fluid extract of cascara sagrada	4 fl. drams
Glycerin	4 fl. drams
Cinnamon water	4 fl. drams
Peppermint water, enough to make	3 fl. ounces

Dose: Teaspoonful every four hours.

(2.)

Potassium iodide	256 grains
Tincture of quassia	4 ounces
Compound syrup of sarsaparilla enough to make .	16 ounces

(3.)

Sodium salicylate	640 grains
Potassium iodide	320 grains
Fluid extract of buchu .	2 ounces
Fluid extract of gelsemium	2 drams
Fluid extract of cimicifuga	4 drams
Fluid extract of pareira brava	2 drams
Alcohol	2 ounces
Glycerin	2 ounces
Syrup of orange, enough to make	16 fl. ounces.

(4.)

Lithium benzoate	80 grains
Potassium iodide	30 grains
Tincture of serpentaria .	2 fl. drams
Wine of colchicum	1 fl. dram
Fluid extract of manaca	1½ fl. drams
Chloroform water, enough to make	8 fl. ounces

Shampoo Powders.

(E. J. C.)—"I have been trying to get a shampoo powder embracing the following points: (1) When dissolved in water there will be produced a generous, foamy shampoo liquid; (2) a powder that will not have to be put up in waxed paper, and can be sent through the mails in paper wrapper; (3) a powder of which ½ ounce or less when dissolved in water will make a quart of shampoo liquid. I have tried a powder composed of borax, 3 ounces; sodium carbonate, dried, 2 ounces, and powdered soap, 2 ounces. Dissolve ½ ounce in a quart of water. It did not work."

Without making a practical test, we should say that the incorporation of a suitable amount of powdered quillaya bark with the other ingredients you have named will probably enable you to secure a preparation which will remain tolerably dry in packages and at the same time one which, when used with water, will produce a satisfactory amount of lather. It is best, however, to be on the safe side and wrap the powders in paraffined or parchment paper to exclude moisture. The following is said to be a good formula, although ammonium carbonate is easily decomposed on exposure to the air:

Ammonium carbonate	1 part
Borax	1 part
Quillaya bark	2 parts

Powder the ingredients, mix and add sufficient oil of bay to give a slight perfume, to which may be added any other desirable perfume. Divide into packages of about ¼ ounce in weight, each of which suffices for one shampoo. Directions to go with the powders: "Put the powder in a mug provided with a cover, pour on about a cupful of boiling water, cover, and let stand for a few moments. (A napkin or towel, wrapped around the vessel, to keep it hot a little longer, is said to improve the infusion of the quillaya.). When cool enough, use as ordinary shampoo liquor."

Hair Dye.

(W. H. P.)—See article by L. H. Turner elsewhere in this journal. Here are two other formulas:

Brown.

(1.)

Pyrogallic acid	½ ounce
Sodium sulphite	½ dram
Rectified spirit	1 ounce
Water	3 ounces

Dissolve the acid in the spirit, the sodium sulphite in the water, and mix.

(2.)

Silver nitrate, crystals.....	70 grains
Stronger water of ammonia, q. s.	
Orange flower water	½ ounce
Glycerin	¼ ounce
Distilled water, to make .	4 ounces

Dissolve the water in two ounces of the water and ammonia water, until the precipitate first formed is dissolved. Then add the other ingredients, making up to 4 ounces with distilled water. Put up in dark glass bottles.

Directions for use: After the hair has been well washed with a little borax and water, apply the dye evenly with a soft brush, night and morning, until the proper tint is obtained. The dye should not be allowed to come in contact with the skin. Oil must not be used on the hair while the dyeing process is being done.

Poultry Food.

(H. C. C.)—Almost every poultry fancier has his own ideas as to what constitutes a good food for fowls. We have seen it stated that sunflower seed constitutes one of the very best and most acceptable foods for poultry of every description; that it not only conduces to the production of eggs, but fowls fed on it are remarkable for the brightness and freshness of their plumage, and for which reason it has been especially commended to raisers of fowls for exhibition. The following are typical formulas for preparations "to make hens lay eggs:"

(1.)

Iron sulphate	1 part
Red pepper pods	1 part
Black pepper	2 parts
Lime phosphate	8 parts
Bread crust or crackers	8 parts
Fœnugreek	4 parts

Powder the ingredients, and add 4 parts of clean white sand. If preferred, well-boiled white beans may be used instead of the bread crust. The beans should be pressed through a colander to remove the hulls, and then worked up with the powders. Label: For every dozen hens, add one level tablespoonful of the powder to the ordinary food, mixing it thoroughly, so that it may be as evenly distributed as possible.

(2.)

Capsicum	2 parts
Fœnugreek	1 part
Allspice	4 parts
Ginger	6 parts

Mix. Directions: One teaspoonful of the powder to every pound of food given to the hens. Use twice a week.

(3.)

Ground bones	4 ounces
Ferrous sulphate	½ ounce
Capsicum	½ ounce
Fœnugreek	2 ounces
Black pepper	1 ounce
Sodium sulphate	1 ounce
Silver sand	2 ounces
Ground dog biscuits	8 ounces

A heaping teaspoonful is to be mixed with the food for twenty fowls.

Solution of Iron Peptonate With Manganese.

(O. W. P. G.)—The following formulas are given in the "Supplement" to the German Pharmacopœia:

Solution of Iron Peptonate.—Dissolve 8 grams of dry peptone in 100 grams of hot water, cool, and add 174 grains of "liquor ferri oxychlorati (G. P., containing about 3.5 per cent. of iron), neutralize exactly with a 10 per cent. solution of caustic soda, collect and wash the precipitate, mix it with 200 grams of simple syrup, warm and add sufficient solution of caustic soda to dissolve it. Cool and add 100 grams of alcohol, 3 grams of tincture of orange, 1½ of aromatic tincture, 1½ of tincture of vanilla, 5 drops of acetic ether, and water to make 1,000 grams.

Solution of Iron Peptonate with Manganese is made in a similar way, but before the addition of the alcohol to solution of iron peptonate, 50 grams of "liquor mangani glycosati" are mixed with it. The latter is made by dissolving 87 parts of potassium permanganate in 5,000 of hot water, cooling to 60° C., adding 50 parts of glucose, collecting the precipitate after an hour, washing, pressing and dissolving with gentle heat in a mixture of 600 parts of glucose, 325 of solution of soda, and sufficient water containing 5 per cent. of alcohol to produce 1,500 parts.

Solution of Saccharated Iron with Manganese is made by dissolving 200 grams of saccharated iron in 644 grams of water, and adding 50 grams of the solution of glucose-manganese (see above), 100 grams of alcohol, 3 grams of tincture of orange, 1½ grams of aromatic tincture, 1½ grams of tincture of vanilla, and 5 drops of acetic ether.

See also this journal for September 10, 1903, page 269.

Fighting a Horde of Rats.

In an attempt to halt the devastation by rats in the Charentes district of France, the Prefectures had posters displayed recommending the use of Danyez virus, supplied by the Pasteur Institute; sulphide of carbon and nux vomica. The virus failed completely, the nux vomica gave good results, but the sulphide of carbon is not yet reported upon.

Don't Disappoint

your Physician when he writes for a drug from which he *must have* definite results.

Call his attention to the positive physiological action of

BURROUGH'S Fluid Extract Digitalis

Fresh leaves, perfect exhaustion by low temperature process, and *drop doses,* make our product a favorite with the skilled practitioner.

Put Burrough's F. E. Digitalis on your order book *now.*

BURROUGH BROS. MFG. CO.

Baltimore, Md.

Chicago. New York. Pittsburgh.

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

Era Key to the U. S. P.

Every druggist and physician should have copies of this valuable little book in their vest pocket.

It contains a complete list of the drugs and preparations of the Pharmacopoeia and gives the official titles, common names and synonyms of the drugs, chemicals and preparations their strength and doses in Apothecaries weights and measures with equivalents in Metric Terms.

As a companion to the U. S. Pharmacopoeia the Era Key gives to the physician and pharmacist an epitome of the contents of the official guide, in convenient shape for every day use and quick reference and in a form that will assist them as prescribers and dispensers.

Imitation Leather Binding, 25 Cents per copy, Postpaid.

D. O. HAYNES & CO., - - New York.

NO GUESSWORK

WHEN YOU SUPPLY

PARKE, DAVIS & CO'S

Antidiphtheritic Serum.

IT IS

ACCURATELY STANDARDIZED

OF UNIFORM THERAPEUTIC ACTIVITY.

IT IS

BACTERIOLOGICALLY AND PHYSIOLOGICALLY TESTED

NO QUESTION OF ITS PURITY AND SAFETY.

IT IS

Supplied in the well-known "P., D. & Co." Piston-Syringe Container (hermetically sealed)

THE MOST PRACTICAL "READY-TO-USE" SERUM SYRINGE EVER DEVISED.

(Bulks of 500, 1000, 2000, 3000 and 4000 units)

NOW IS THE TIME TO SELL IT.

PARKE, DAVIS & COMPANY

PARKE DAVIS & CO'S "READY-TO-USE" SERUM SYRINGE

(S. P. 4)

News Section

FEES TO PAY THE N. A. R. D.

Besides Annual Dues, One for Organization Is Required.

MR. DUBLE TELLS WHAT IT COSTS TO JOIN THE NATIONAL ASSOCIATION.—PREDICTIONS AS TO THE EFFECTS OF HIS STATEMENT.—MR. SWANN'S EXPLANATION.

An impression, until now uncorrected, prevails that the total expense of membership in the N. A. R. D. is the annual dues of four dollars. So those druggists who are being asked individually by the organizers to come into the fold are often surprised to learn that they must first of all pay an organization fee of $2.50. This fee needs be paid but once, and with the first year's dues amounts to $6.50. If subscription to "Notes" is desired, the same costs fifty cents, and makes the total an even $7.00.

The statement of these expenses has never once been made by Mr. Duble, N. A. R. D. organizer, in any local association meeting, nor yet in the conference meeting, so that a large number were left in ignorance of the fact. As now stated by Mr. Duble, that the organization fee is obligatory everywhere and that it has been collected ever since the founding of the association. There are prominent and sincere friends of organization in Greater New York who fear the success of the movement may be jeopardized by the announcement of unexpected fees at so late an hour. But others, while admitting that withholding the announcement was a mistake, which might have been a fatal one, yet say that they do not believe that it will hinder the work of organization. They count on the fairness of the New York druggists in wishing to pay the expenses of their own organizing. S. V. B. Swann, secretary of the conference committee, is confident that there will be no set-back, and in a communication has this to say:

HEAVY EXPENSES OF ORGANIZATION.

"Your intimation that there is some misunderstanding in Greater New York in the work now in progress by the N. A. R. D., is based upon the supposition that the rank and file have not understood that in addition to the dues, $4.00, the organization fee of $2.50 is always collected from new organizations. To those who have kept in touch with the work of the N. A. R. D., this rule of that organization (N. A. R. D.) has been thoroughly understood. If it was not brought out at the meetings of the different associations and at the conference of the said associations, it was simply because it had been taken for granted that such a fee existed and was a part of organization of the city, and was known to all.

"Now, when we consider the character of their work undertaken in this city and the further fact that by the resolutions adopted at the conference and already approved by the Manhattan Pharmaceutical Association and the New York Retail Druggists' Association, that of recommending to their members that they join the N. A. R. D., which beyond much doubt will be accepted by all the other associations in Greater New York, and the action of the conference in requiring that the N. A. R. D. shall use their own men and money in undertaking this big proposition, and when you further consider that this work will involve the employment of at least six men for one year, you will readily see that the small amount required from each individual retail druggist will hardly be sufficient to defray the necessary expenses incident to the work of affecting a complete organization here in this large city of New York.

"I cannot, therefore, believe that the New York retail druggists would hesitate for one moment in the payment of the small dues and organization fee, considering the possibilities that are within our reach through a compact and solid organization, allied with a power of national significance that has demonstrated beyond a shadow of doubt what can be done by united action; and I do not believe, knowing as I do the great body of retail druggists in this city, that they would ask the retail trade of the balance of the country to furnish the "sinews of war" in this fight of ours for price protection and better conditions.

SMALL FEE NOT A BARRIER.

"I am willing to admit that there is some excuse for this on the part of the average retail druggist who has not kept in close touch with the ever changing conditions, but has been confined to his business so closely that he has not even taken the time to properly acquaint himself with the great forces now in motion to better his condition, and whose indifference has degenerated into a feeling, "the apathy of despair"; but to such of my friends, I want to say, remedy lies in organization and I do not believe even consider all the shortcomings of our trade, that after they have once been educated up to the proper standard, they will permit the small consideration of an organization fee to stand between them and assured prosperity.

"At the meeting of the New York Retail Druggists' Association, Mr. Peter Diamond, president, stated as follows: 'For years we have felt the need of organization in this city. For years we have been promised that the N. A. R. D. would come to New York; at last they are here. Will you now say, "Go back, we do not want to be organized?"' I say, will any retail druggist of this city stand back and refuse to affiliate with the N. A. R. D. now, because of this small organization fee?"

"PHYSICIAN," NOT "DOCTOR."

The Society of Medical Jurisprudence at its last meeting, resolved unanimously against the vague title of "Doctor." Hereafter "Physician" only shall be good form.

OUT FOR N. A. R. D. DUES.

Association Collectors Begin This Work in New York.

G. V. Lincoln and J. D. Bellaire, N. A. R. D. organizers, started out last week to canvass individual druggists, to ask them to join the N. A. R. D., and to collect the initial N. A. R. D. dues from them. Mr. Lincoln said last Thursday that not one so far had declined to join.

"After the impression that New York would be hard to organize," he said, "I was much surprised to find how quickly the individual druggist fell in with the N. A. R. D. idea when once it was explained to him. Nowhere else have I found druggists in a more receptive attitude for it than right here in New York."

An important argument for the N. A. R. D. organization of New York, which seems to have been overlooked so far in the many speeches before local associations is suggested by Mr. Lincoln. It concerns the limited contract plan of the St. Louis Club, and how a local association can make this plan useful only if the said association is affiliated with the N. A. R. D.

"The proposition," he said, "is to the effect that the serially numbered goods be sold only to such jobbers as sign the contracts, they thereby becoming the selling agents. It is also to the effect that the minimum price at which these goods may be sold is to be fixed by the local associations, but provided such associations are affiliated with the N. A. R. D. Thus, it will be seen that if a jobber permits any of the goods to be sold by a retailer who refuses to maintain this schedule, he, the jobber, according to the contract, may be dragged into court, and publicly assessed the fine mentioned in the contract, which fine increases with each successive offense."

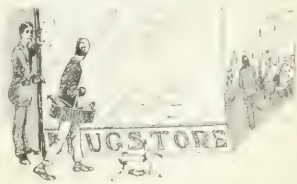
WOULD BE A CANCER DOCTOR.

Detroit, Dec. 31.—The following exhibits what is desired by at least one person under the medical practice law in Michigan. The letter is copied verbatim:

Sec Board of health

Dear Sir,

I am studeing the Cure of Cancer (that alone) Can you direct me to an institution where I can take lessons by male, or otherwise and Obtain a Deploma Please anser and Oblige.



"Now, get a move on with those."

TRUST CUTS OWN CIGARS.

How the Tobacco Combine Seeks Control of All the Business.

REVIEW OF THE CONDITIONS HERE IN GREATER NEW YORK.—THE DRUGGIST HERE, THOUGH INSOLENTLY TREATED, IS NOT GREATLY INJURED.

Wherever the Tobacco Trust opens a retail store, the druggists of the same section may be gravely affected, as in Pittsburg, or they may not be consciously so at all. The latter, on investigation, appears to be the case almost everywhere in Greater New York.

"With me," said one druggist, "the cigar trade is so small anyhow, Trust or no Trust, that it can hardly be considered as an asset of the business. And I suppose that I'm situated in this respect just as most of the others are. There's my little showcase, with a few choice brands, which are favorites of this or that customer, and I sell them casually, in a semi-social way. But as for cigars as an important feature, why, they pretty nearly drop out of the classification of trade altogether, and many of us would not be heavily grieved if we lost our cigars entirely. The business, however, amounts to two dollars a day with some, and on up to twenty dollars with others, according to location. This may now and then be a consideration for the druggist himself, but it's certainly too insignificant to inspire the Trust with the idea of buying up all the drug stores in order to make tight the retail cigar monopoly. It probably doesn't make the least perceptible difference to any of those Trust stores labeled: 'Largest Retail Cigar Dealers in the World—One Profit, From Maker to Smoker.'"

THE MAKER A CUTTER ALSO.

It was learned that here, as in other cities, the Trust had appeared in the same stores where formerly independent cigar dealers had flourished, but it was also pointed out that the druggist, quite obviously, would never qualify as a subject for being similarly swallowed up. But evidences of his getting squeezed in another way were revealed.

"And the insolence of it!" exclaimed one man. "The Trust sells us cigars, oh, yes! But then the Trust's retail store cuts against us. There's the Cremo, a five cent article, which the Trust sells at seven for a quarter. We get mad, of course, and many of us won't carry any of the Trust's goods. What then? Well it prevents us from keeping certain brands, which are popular because well advertised, and when a customer demands one of these cigars, we have to offer something else or miss the trade. The thing to do would be to keep certain cigars, bought outside the Trust, and feature them as being of our own particular selection, and thus each man should build up a reputation for keeping unusually good stock at the different prices. Then, of course, he would have to protect his customer from the fact that a certain brand of cigars 'runs down' after a while. He would make it his business to detect this even before his customers, and on the instant switch off that brand for one that is up to grade."

UNFAIR COMPETITIVE METHODS.

Investigation would show that the druggist's returns on his cigar investment is yearly decreasing. There are, of course, notable exceptions, but these are the stores which do a regular cigar department business, employing as salesmen experienced tobacconists. Many reasons are offered, but they point to the Trust's retail stores as an example of what may be accomplished by capital using unfair competitive methods. The coupon-giving campaign begun and continued by this concern, has made itself directly noticeable and many druggists are to-day conducting a cigar business more for the convenience of their patrons than with any idea of profit. Some, indeed, consider the cigar line a losing proposition.

While the Tobacco Trust has repeatedly denied its connection with the "Largest Retail Cigar Dealers in the World," the independents have no hesitancy in saying that the firms are one and the same. The advertising in the newspapers is urged by these independent dealers as proof of Trust ownership. "Why," they ask, "should the retail concern so continuously boom trust made goods?"

HOW THE DRUGGIST IS INJURED.

"How can I compete with that corner Trust store?" demanded a druggist. "Even by buying at the very lowest price, my Cremo, Cubanole and other Trust brands, cost me $31.50 a thousand. That's 3 3/20 cents each. Can I afford to sell them at seven or eight for a quarter? Yet the Trust keeps up the wholesale price and proceeds to cut the retail figure. They also give coupons, good for pianos and what not, in addition to redeeming the bands of some brands for other gifts. Is it fair to do this? We druggists, and other lines handling cigars, built up the trade for these brands in the days when there were no U. C. S. Company stores. We sold the $33 cigars at five cents straight for a time, then we cut them to six for a quarter, but that was the limit. What's the result? The Trust now undersells us on goods which we have marketed for them."

The action of the Pittsburg druggists in refusing to handle Trust goods while there were retail trust competitors, is generally commended here, especially since a victory was won there. But the small dealers ask despairingly, "How can we do it in New York, unless we organize? And then, could we do it?"

At the larger stores that feature cigar departments, Trust goods are cut below Trust prices, and they are not featured. Little Bengal cigars, a hot favorite of the U. C. S. Co. branches, where they sell at twelve cents for ten, are cut to eleven cents in these big drug stores.

The smaller drug stores cannot, of course, do this. "It is a serious proposition," say the druggists. "If the specialization continues, there may ultimately be branch stores of other Trust's, the rubber and other sundry lines, and these concerns could eat their pie and still have it, for the druggist would have to keep a stock of goods for the convenience of the man who forgot to buy at headquarters."

DANCED TILL DAWN.

Ball of Drug Clerks' Circle Was a Whirling Success.

It was a jolly crowd and a big one that attended the sixth annual ball of the Drug Clerks' Circle at Terrace Garden, last Wednesday night. Apparently all the apprentices of the pestle and mortar in the city were on hand, accompanied by their wives and other fellows' sisters, to the number of several hundred. When the festivities were at their height, President Philip Leroy and Treasurer Dr. Joseph Kahn compared notes, and with sighs of relief, agreed that it was the most successful jubilee in the history of the circle.

Dancing began at about 10 p. m., after the "Raymond" overture, by Thomas. Those who couldn't or wouldn't dance found plenty of comfort in the refreshment room. Among the knights of the little round tables were noticed Dr. George C. Diekman, Dr. William C. Anderson and Dr. Albert H. Brundage. Edward Kleine represented the younger generation of the teaching corps at the Brooklyn College of Pharmacy.

Nearly the entire assembly lined up for the "Tannhauser" grand march, shortly after midnight, led by President and Mrs. Leroy, after which there was more dancing and merry making until nearly dawn. By special permission, Dave McFadyen, baritone soloist, sang one of the latest popular hits, "Let's All Go Up To Maud's," by the author of "Meet Me In St. Louis, Louis."

The various committees, who together with the officers, were responsible for the good time, were as follows:

Arrangement Committee: M. Kupersmith, chairman; S. Norman, M. Mishkin, N. Klugman, H. Rudey, L. Wienter, H. Blumenthal, J. M. Gordon, Oscar Bean, S. Rodin, J. D. Robbins.

Reception Committee: Wm. Karlin, chairman; H. Luntz, H. Fertig, A. Ratnow, M. Levin, M. Silverman, H. Blitzer, S. Stein, I. Newstadter, M. Ossios, Ph. Shapiro, N. Gillman, B. Thorne, A. Tunner, A. Deutsch, D. Robinson, H. Lichtenstein, R. Jaffe, D. Ushkow.

Floor Committee: D. A. Lutz, chairman; B. Levine, floor manager; B. Koplowitz, I. Katz, J. Landes, B. Miller, Ch. Murray, J. Goodkin, M. Gollot, I. Khazen, L. Scheckman, H. Ziporkes, Ch. Hochlerner, S. Fertman, M. Siegel, N. Klugman, L. Mishkin, Wm. Chomonsky.

Music by Prof. M. Schwartz; march director, M. Heicklen.

JOEL BLANC'S NEW JOB.

J. Leyden White ("Joel Blanc") has severed his connection with Dr. Garst, of the Phenyo-Caffein Co., whose confidential man he has been for many years. He carries with him the good will and friendship of his former employer and becomes manager of the sales department of the Hentz Co., of Philadelphia, manufacturers of Hentz's Bitters, a full price article sold under the direct contract, serial numbering plan. Mr. White has been a persistent and enthusiastic worker in pharmaceutical organizations, and the trade will be pleased to learn that he will still work for price protection.

ATE WITH EPILEPTICS.

Why a State Pharmacist Did Not Like His Appointment.

Rochester, Dec. 30. R. T. Lakey, a graduate of the Buffalo College of Pharmacy, no longer desires to be state pharmacist of the Craig Colony for Epileptics, at Sonyea, N. Y. He was appointed to the position, having made an average of ninety-five per cent. in the state civil service list for pharmacist. But he declines to serve, and his reasons have aroused a great deal of comment.

"I paid a visit to the institution to look the ground over," he said, "and as far as I could see the place seemed to be an inviting one, inasmuch as the salary is $40 a month and maintenance at the start, with a prospect of $75 later on. Well, last Monday I went to accept the appointment. One of the assistant doctors told me I might as well go to work in the laboratory, which I did, although I was not yet officially in the institution's employ. At the first meal I was seated with two stenographers, while the doctors sat at a table by themselves. This was acceptable, but at the second meal I was told to eat in the ward with the patients, which I did, very much against my will. I can tell you it was not at all appetizing to sit at a table with thirty or more epileptics, some one of them throwing a fit every few minutes, and many of them half idiotic. Besides this there was a negro at the table. I did not regard the treatment as in keeping with my position and I assure you I resent being placed at a table with a negro. I am quite positive the physicians, who dined in luxury, would have declined to partake of their meal in the same way. A blacksmith gave up his room to me. This was a neat, clean room, and I have no objection to make on that score. I packed up and left the following morning, not having received my appointment and not caring for it either."

Mr. Lakey said that he was assisted in the pharmacy by a young patient, who has epilepsy in a mild form. The young man is not a pharmacist, he said, his acquaintance with drugs being what he had learned at the institution. He was informed that this young man had been "helping out" in the absence of a regular pharmacist.

BOOM FOR ROCHESTER PH. A.

Rochester, Dec. 29.—An active canvass is being made of the Rochester druggists to boom the membership of the Rochester Ph. A. A committee has the work well under way and it is expected that every druggist of standing will apply for membership. Besides holding instructive and entertaining meetings each month the Rochester association supports a bowling team and has an outing every summer. There is some talk of holding a banquet this winter, to stimulate interest. A number of new members have recently been added to the roll. The increase of the dues of the N. A. R. D. will not decrease the membership from Rochester. At the January meeting of the Rochester Ph. A. a proposition to raise the dues will be considered.

A TOBACCO INQUIRY.

From Washington comes the news that the Department of Justice has begun proceedings against the Tobacco Trust, through the appointment of A. E. Garner, a lawyer of Springfield, Tenn., as a special Assistant Attorney General to investigate the tobacco trade.

Several weeks ago F. G. Ewing, president of the Tobacco Growers' Association, after a number of communications with the department, was asked to come to Washington and discuss the features of the tobacco growers' side with Assistant Attorney General McReynolds. The names of several lawyers who would be acceptable agents to make an investigation, were suggested. Mr. McReynolds agreed with Mr. Ewing that his selection would be an acceptable one. His duties will be to inquire into conditions of the tobacco trade and to determine to what extent there is an unlawful conspiracy among tobacco buyers.

DODGE & OLCOTT CHARTERED.

The Dodge & Olcott Company, of New York City, has been incorporated with a capital of $700,000. George M. Olcott, president, Francis E. Dodge and Francis H. Sloan, vice-presidents, are named as directors. They composed the former firm of Dodge & Olcott, and decided to incorporate in order to secure a better business organization.

The other officers of the company are Christian Beilstein, secretary; James H. Horn, manager of the New York warehouse; Emil Martens, treasurer, and Charles A. Hall, manager of the Bayonne factory. All of the foregoing have been long in the service of the firm and have become stockholders in the new company.

Robert Bach founded the business in 1798. It became Robert Bach & Co. in 1801, Bach & Bradish in 1821, and Dodge, Cumming & Co. in 1840. In 1850 the firm name was changed to Dodge & Olcott, in 1859 to Dodge, Colvill & Olcott, and in 1861 to Dodge & Olcott.

IN NEW ENGLAND.

—Frank H. Wingate has been appointed by the Governor and Council, Police Commissioner of Nashua, N. H., to succeed Andros B. Jones, mayor-elect. Mr. Wingate owns a large drug store. He is a native of Somersworth and is well known in harness racing circles throughout New England.

—The executive committee of the Knox County, Me., Retail Druggists' Association, held a meeting recently, to discuss plans concerning the future of the newly-formed organization. The committee was entertained by C. H. Pendleton, the North End apothecary. There were present: C. H. Pendleton, C. H. Moor, W. F. Norcross, W. C. Pooler and L. M. Chandler.

—Druggists of Torrington, Conn., who have had more than their share of troubles of late, on account of the prevailing "cut prices," have formed an organization with the following officers: President, C. H. Dougal; vice-president, E. F. Nolan; secretary, H. E. Newport; treasurer, John Claxton; trustee, Charles Goodale.

—Dr. J. B. Cherry, of 101 Shawmut avenue, Boston, has been appointed a member of the new Board of Trustees of Pauper Institutions.

DEATH OF JAMES OSCAR MAY.

Waterbury, Conn., Dec. 31.—James Oscar May, of Naugatuck, died at his residence, last week, after an illness of several months. He was a life-long resident of the borough and a descendant of the first settler of the east side of the river.

In addition to his retail drug business, he originated a number of proprietary medicines. Eighteen years ago Mr. May, in company with New York parties, established the Diamond Laboratory Company, with a factory in Union City. The deceased was also largely interested in the development of land in different parts of the country, notable near Yonkers, N. Y., and Brooklyn, and also in his native town. He was an official in the Brooklyn Co-operative Building Bank, and was a member of the trolley syndicate at Portland, Me., and president of a gold mining company operating in Alaska. He at one time was president of the Naugatuck Board of Trade and represented the First Ward of the borough as burgess from May, 1903, until May, 1904.

He was a member of Shepherd Lodge, F. and A. M., and of Gavel Lodge, K. of P. He is survived by a wife and two daughters.

CODICIL TO FRENCH WILL.

Boston, Dec. 31.—A codicil to the will of the late Charles E. French, the wholesale drug merchant, who recently died, leaving a large fortune for various educational purposes, has just been found and filed. By this codicil the Massachusetts Homœpathic Hospital gets $4,000, in addition to the $1,000 already given. It is particularly stated that no money whatever shall be spent by committees or others "for junkets or dinners," and this terse sermon follows: "Industry prevents sin."

BURNED BY PERFUMERY.

Boston, Dec. 31.—In the Hanover street laboratory of the Jaynes Drug Company, Miss Georgia Ramsdell, employed in the chemical department, was trying to put a large bottle of freshly-made perfumery upon a high shelf, when the bottle slipped and fell, and its contents caught fire from a nearby gas jet. Both Miss Ramsdell and Timothy Raymond, who came to her aid, were severely burned.

A good criterion as to purity of the better grades of geranium oil is their solubility. Oils which do not dissolve in three parts of seventy per cent. alcohol should be rejected as inferior.

"Thirsty, Jack?"

HIERONIMUS A. HEROLD.

Mr. Herold is best known to the drug trade of New York City as the counsel for the Board of Pharmacy. This position, which he has held for the past four years, he owes to his pharmaceutical training, obtained at the New York College of Pharmacy, of whose Alumni Association he is a member. Although a New Yorker by birth, Mr. Herold spent the greater part of his life in Missouri. He attended college in the West, came East, and was graduated from the N. Y. C. P., and then studied law. He was admitted to the bar in 1897. Besides being an expert in pharmaceutical jurisprudence, Mr. Herold makes a specialty of negligence law and surrogate's practice. He is a member of the College of Pharmacy, State Ph. A., German Apothecaries' Society, Society of Medical Jurisprudence, New Rochelle Yacht Club, New Rochelle Rowing Club, and the Bar Association.

G. W. FULLER'S FATAL FALL.

Syracuse, Jan. 2.—George W. Fuller, the veteran druggist of Pulaski, passed away Wednesday afternoon, as the result of an accident. One week ago last Thursday, Mr. Fuller slipped on an icy sidewalk near his residence, while on the way to his place of business, and in falling, sustained a severe fracture of the hip bone.

Mr. Fuller was one of the most highly respected of Pulaski's business men. He was born in Cazenovia, March 11, 1818, and would have been eighty-six years old at his next birthday. He was educated at the Cazenovia Seminary. At the age of eighteen he entered the drug establishment of the late Dr. Hiram Baker as clerk, and remained there about three years. He then went to Newark, Wayne county, and later, just sixty-four years ago, he went to Pulaski as a dry goods clerk. Next he conducted a grist mill, was in the stove and hardware business, and in 1857 purchased the business of D. Brunson Meacham. In the fire of 1881 the Fuller block was burned. A handsome new block was erected the following summer, and since that time the business has been conducted by Mr. Fuller and his son, George H. Fuller. Mr. Fuller was a public spirited citizen, and he had a host of friends.

HIGHER DUES IN ROCHESTER.

Rochester, N. Y., Jan. 3.—At the meeting of the Rochester Ph. A., to be held Friday, of this wek, the question of an increase in the membership dues will be discussed. Owing to the increase in the N. A. R. D. dues, it has become necessary to raise the assessment of the Rochester members, as the dues are paid out of the treasury of the association and the present dues are insufficient. It is the prevailing sentiment that the N. A. R. D. was justified in increasing the dues, and so no serious objection is expected locally. The association will also take up the matter of establishing a college of pharmacy in Rochester and of lending assistance to the drug clerks in the proposed organization of an association.

SEEK A CLERK'S PARDON.

Syracuse, Jan. 2.—The friends of Frederick B. Thompson, the former Syracuse drug clerk, who as sent to Auburn prison, after a sensational trial in this city, are making an effort to have him released. Former State Senator Henry J. Coggeshall, of Waterville, has been engaged and is using his best efforts in Thompson's behalf.

Thompson was tried and convicted of manslaughter in the first degree, and was sentenced by Judge Emerson to seven years and six months. He has nearly four years still to serve.

LAW ON COMBUSTIBLES.

Montreal, Dec. 31.—An ordinance regulating what druggists may handle in the way of explosives is causing its day of agitation here. A strong protest from Lyman, Sons & Co., wholesale druggists was read before the City Council on the subject. The letter declared if the by-law was adopted as drafted the firm cannot do business in Montreal. The letter explains, according to the published report of the by-law, it prohibits the storing of collodion, ether, phosphorus, and that benzine, kerosene, gasoline, alcohol, can only be stored in quantities not exceeding one hundred gallons, or about two barrels. But a wholesale business could not be conducted in that way. The firm buys a carload of alcohol at a time, and the talk of two barrels was absurd. The letter goes on to say that the insurance companies allow the storage of twenty barrels of spirits of turpentine, three barrels of petroleum oil, and a hundred barrels of phosphorus in water, with no restriction whatever on alcohol, collodion or ether. Should the by-law pass in its present form the firm would look to the city for heavy compensation of damages.

Diogenes trimmed his lamp carefully—"Quo Vadis," quoth the corner policeman.

"I go," said the sage, "in search of an honest druggist.

"And should you find him?"

"Sh! Don't tell Hearst. I'm going to publish his name in the Mailus Dailicus, at a talent a head."

SUES PHARMACY INSTRUCTOR.

On a summons obtained by Hieronimus A. Herold, counsel for the Board of Pharmacy, Clemens M. Mueller, of 1606 Second avenue, New York City, will appear today in the 57th Street Police Court to answer to the charge of larceny. This is in addition to a civil suit already begun by Mr. Herold to recover $85 paid by Frederick L. Burdett, of Brooklyn, to Mueller as the price of training him for the Board of Pharmacy examinations.

Mueller advertises as an instructor in pharmacy, and makes a specialty of coaching young men for the examinations. Last August, Burdett agreed to pay Mueller $75 for this training. He studied all Summer. Just before the October examination Mueller asked for an additional $10. This Burdett refused to pay, on the ground that the original price asked and paid was only $75. Burdett took the examination and failed. When he complained to Mueller that he had failed to carry out his contract, Mueller, it is alleged, said that it was owing to Burdett's refusal to pay the $10. Burdett finally paid Mueller $10, and prepared to take the next examination. Before this examination took place Mueller, it is alleged, demanded another $15, again for the purpose of "fixing" a member of the board, who was in a hurry to get the money. Burdett again refused, took the examination for the second time, and failed. The matter was placed in the hands of Mr. Herold, who began suit against Mueller last week to recover the $75. He also had him summoned to appear in court last Saturday on the extortion charge, and Justice Barlow issued another summons, returnable to-day.

AMERICAN CHEMICAL SOCIETY.

The fourth regular meeting of the American Chemical Society, New York Section, will be held to-morrow evening, January 6, in the Assembly Hall of the Chemists' Club, 108 West Fifty-fifth street. The programme is as follows: F. v. D. Cruser, "The Application of Bismuth Ammonium Molybdate to Gravimetric Analysis"; F. W. Clarke, "Recent Progress in the Chemical Department of the Geological Survey"; W. A. Noyes, "The Work of the Bureau of Standards"; H. W. Wiley, "Last Year's Work and Future Plans of the Bureau of Chemistry."

RICHARDSON IN A NEW FIRM.

Montreal, Dec. 30.—The incorporation notices of the Johnson-Richardson Company have been published here. The capital stock is $100,000; the object, to manufacture and sell drugs, patent medicines, chemicals, druggist supplies, surgical instruments, dyes and butter color. The incorporators are given as Albert Emore Richardson, manufacturer, of Vermont; Charles Moody Johnson, merchant; George Green Foster, advocate and King's counsel; Cecil Gordon Mackinnon, advocate; William Robert Staveley, advocate, and Thomas Jack Shallow, clerk, all of Montreal

A. E. Richardson was for many years the general manager and vice-president of the Wells & Richardson Company.

STOPS THE BLACK LISTS.

Mr. Wooten Advises That No More Need Be Expected.

Baltimore, Dec. 31.—A circular letter was received by various members of the Baltimore Retail Druggists' Association, this week, from Thos. V. Wooten, of Chicago, informing them that no further black lists would be sent out by him in his private or official capacity. The letter offers no explanation, but is taken to mean that the decision of the Chicago courts relative to combinations among retailers or jobbers effected for the purpose of withholding goods from anyone has been adverse to the promoters of the movement to prevent cutting under the plan tried there, and that a readjustment, so as to bring restrictive action within the requirements of the decision, will be necessary before anything more is done in the question of cutters.

Nothing was accomplished here this week by the Retail Druggists' Association relative to the action of the insurgents who served notice that they would no longer be bound by the association schedule on tripartite or direct contract goods. As stated, the seceders promulgated their own price list, thus openly defying the association, and the organization will be obliged to take some action by way of reply. As far as can be learned, no time is being wasted, since the interval of quiet is being used to collect evidence.

CUTTERS ON THE WARPATH.

They Propose to Smash the Schedule in Baltimore.

Baltimore, Dec. 30.—The cutters who served notice on the Baltimore Association of Retail Druggists that they did not intend to abide any longer by the schedule of prices adopted by the association, have gone on the warpath. They issued their own price list several days ago, and have since conducted business contrary to the regulations of the association, to whose list they had at first subscribed. This action will compel the Retailers' Association either to strike back or to acknowledge itself defeated, and the outcome of the controversy is looked forward to with much interest by all persons affiliated with the drug trade.

A meeting will be called by the president of the association within the next few days to decide what action shall be taken in response to the aggressive attitude assumed by the cutters. It is declared that the organization with the aid of the proprietors can shut off supplies, and steps will probably be taken to do so.

SOUTHERN NOTES.

—The druggists of Moundville, W. Va., have formed an association for the purpose of regulating Sunday closing hours. Under the agreement the stores will be open on Sunday between the hours of 9 and 10 a. m. and 4 and 6 p. m.

—The Southern Manufacturing Company, Jacksonville, Fla., will move at an early date from the present quarters, corner of Bay and Madison streets, to a large building now occupied by the Covington Company, corner of Jefferson and Forsyth streets. It is understood that this company will increase its capital stock to $100,000 at an early date to take care of the large increase of business.

—John L. Parker, druggist of Birmingham, Ala., has been elected alderman.

CIGAR TRUST IN LOUISVILLE.

Louisville, Dec. 30.—The United Cigar Stores Company, of Louisville, has made peace with the majority of leading druggists in Louisville, although several of them and the cigar trust are not on the "best of terms." This is due to the fact that these druggists will not handle the trust's goods, because of the absence of the union label.

PROSPERITY IN CINCINNATI.

Cincinnati, Dec. 30.—The year 1904 will go down in history as the most prosperous ever experienced by local retail druggists. During the year there have been less than a dozen druggists who have either gone into bankruptcy or given up their businesses, owing to dull trade. A well-known druggist said to The Era correspondent: "Throughout the entire year, and especially during the Christmas buying season, we have experienced an enormous call for sundries and our business for the year in these lines will run into the thousands." Other druggists expressed like opinions.

RAT BISCUITS NOT BARRED.

Columbus, Ohio, Dec. 30.—Secretary C. O. Probst, of the State Board of Health, in a communication to the local board, stated that he knew of no way by which the selling of rat biscuits could be stopped. The matter had been referred to the state board by the local body, whose members consider the rat biscuits to be extremely dangerous. Secretary Probst said that if the packages in which the poison is sold conform to the law, the local board is absolved from all responsibility.

WILL SUE HIS ACCUSERS.

Wilmington, Ohio Dec. 30.—George R. Taylor, a druggist, arrested several weeks ago on an affidavit by a representative of the Ohio Anti-Saloon League, charged with selling liquor as a beverage, was discharged by the mayor of New Vienna, where the trial was held. A series of suits for damages against members of the Ohio Anti-Saloon League will be instituted by Taylor, who claims his business has been materially affected because of their unjust accusations.

TRADING STAMPS CONDEMNED.

Toledo, O., Dec. 30.—The Ohio Wholesale Grocers' Association and the Retail Grocers' Association have adopted resolutions condemning trading stamps. Both bodies in convention here last week, decided to wage a war of extinction against them.

FORMULAS AS PROPERTY.

Dayton, Ohio, Dec. 30.—The Circuit Court here has decided that formulas are private property and cannot be used by other persons. The decision was made in the case of the Interstate Food Co., manufacturers of stock and poultry foods, against former employes, who sought to make use of knowledge gained while in the plaintiff's employ.

A GUESS WORTH $17,500.

Cincinnati, Dec. 30.—A number of local druggists, headed by Herman Brunke, formed a combination last summer and purchased numerous estimates in a newspaper guessing contest on the recent national election. They captured the capital prize, $17,500, besides about a dozen others.

OHIO HAPPENINGS.

—The next examination of applicants by the State Board will be held in Columbus, Jan. 10-11.

—L. P. Ohlinger and J. R. Zimmerman, who comprised the firm of Zimmerman & Co., at Wooster, have been adjudged bankrupts. Both were officials of the Wooster National Bank and their present whereabouts are unknown. The bank recently closed its doors.

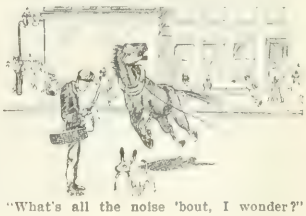
—The O. V. D. A. has settled the ties between two candidates in the recent annual election of the association. Henry Eichler, running for third vice-president against Henry Spechthold has withdrawn. T. J. Weidrich and George Wilhelmi, who polled the same number of votes for the Board of Control (Newport, Ky.) also withdrew, and President Zwick appointed L. P. Holzhauer to fill the position.

CAUSTIC SODA PLANT CLOSES.

Sault Ste. Marie, Mich., Dec. 30.—After battling with the manufacturing interests of the United States for several years, the manufacture of caustic soda and bleaching powder has been given up by the Canadian Electo-Chemical Co., which operated for some time a plant in the Canadian Soo. It is probable that no further attempt will be made to push an industry of that kind in that part of Canada, as the Dominion has refused to place a duty on such products. The plant represented an investment of about half a million dollars. The machinery has been removed, some of it being sold for scrap iron. The machinery alone cost $200,000. The plant employed about fifty men.

MICHIGAN STATE BOARD.

Detroit, Dec. 31.—The new Republican State administration took the reins of office yesterday. L. E. Warner, of Marlette, is being pushed by many friends all over the State for a place on the State Board of Pharmacy. Mr. Warner is a graduate of the department of pharmacy of the University of Illinois, and a practitioner since his graduation. He has been elected six times as town clerk.



"What's all the noise 'bout, I wonder?"

ALARMED ABOUT DRUGS.

Chicago Crusade Arouses Wisconsin Board of Pharmacy.

Milwaukee, Dec. 30.—At its first meeting following the wholesale arrests in Chicago for the sale of impure and imitation drugs, the State Board of Pharmacy decided to ask the coming legislature for more stringent laws. First, it will ask the creation of the office of state drug commissioner, who would work under the state dairy and food commissioner and see that the laws pertaining to the sale of drugs are enforced.

It is proposed that a law be passed making it a misdemeanor, punisnable by fine and imprisonment, to adulterate knowingly any drug or to import or manufacture adulterations or imitations. Simply to have these in stock will be punishable by fine. The board believes that thousands of dollars are paid annually by the people of the state for absolutely worthless material, in the supposition that they are buying aristol and other drugs, the importance of the purity of which is so great.

President Van Hise, of the State University, conferred with the board and it was agreed that the standard of pharmacists must be raised. Already the course in the university and the examination for licenses are pretty severe, but back of this, hereafter, there must be an education as good as a four-year high school course. This will apply also to applicants for "assistants'" licenses. In the revision of the pharmacy laws provision will be made that no narcotics snall be sold except on prescription and that the prescription shall not be renewed except on order of the physician issuing it.

REPLY IN CONSPIRACY SUIT.

Milwaukee, Jan. 2.—In the Boston Store's suit against several wholesale druggists of this city, the issues have been fairly drawn. The defendants have demurred to the complaint and Judge Tarrant, of the Circuit Court, has taken it under advisement.

Answers are filed by the Yahr & Lange Drug Company, the F. Dohmen Company, Drake Brothers Company and the Jerman, Plueger & Kuehmsted Company. It is asserted that the Boston Store is not a drug store, but that in a small section of its five acres of floor space there is a department that handles such drugs as it can get; that it cuts prices in some instances to cost and even lower; that in so doing it proves itself an enemy to the legitimate trade and unworthy of being recognized as well as undeserving of trade relations. It is further set forth that the defendants are powerless to supply the plaintiff, even should they desire, for the reason that the manufacturers would cut them off so soon as it was learned that they were supplying an "aggressive cutter."

CUT DEEP ON CIGARS.

Grand Rapids, Mich., Dec. 31.—The most significant move on the part of the United Cigar Stores Co., commonly called "The Trust," has been the throwing out of all the independent tobacco companies' cigars and the handling of its own brands in its stores here. Another movement of recent date has been the closing of three of its stores, which leaves the Trust only four stores in Grand Rapids.

The down town drug stores have successfully maintained a fight against the Trust and they are still standing pat in their positions. They held together in the cut-rate war and for eight months the Trust fumed and blustered, but did not meet the cuts. The Trust has doubtless lost through its course, for the druggists have gained the trade and have kept it.

TO RAISE REQUIREMENTS.

Wisconsin Board of Pharmacy Would Also Revise the Law.

Milwaukee, Dec. 30.—The state board of pharmacy has been conferring with President C. R. Van Hise and Prof. Edward Kremers, of the faculty of the University of Wisconsin, with reference to making more stringent the requirements for candidates for licenses as registered pharmacists. It is suggested that these be raised so that every applicant must prove that he has an education equivalent, at least, to the completion of the first year of high school.

The annual report of the board has just been issued, and one of the features is tne recommendation that the present pharmacy law be given a complete revision. The board asks a discontinuance of the granting of "assistant" licenses, and a more stringent restriction upon the sale of narcotics.

The report shows that six examinations were held during the fiscal year ending June 30, 1904, and that 293 applicants were examined. Of these, 67 received registered pharmacists' certificates, 73 assistant certificates, and 153 failed to pass.

Although many of the men who now hold assistant certificates expect that in case of a revision of the law they will be given registered pharmacists' certificates, it is reported that the board probably will refuse to issue such certificates and compel the assistants to pass an additional examination before they are given registered diplomas.

MINNESOTA NOTES.

—Daniel R. Noyes, of Noyes Bros. & Cutler, wholesale druggists, of St. Paul, has been appointed by Governor Van Sant a regent of the University of Minnesota, to succeed the late Judge Greenleaf Clark. The press of the state is consequently saying nice things of Mr. Noyes, by whose ability as a business man the university is expected to be a gainer.

—A device has been invented by Charles Musser, with Sever Westby, St. Paul, for opening the store door to let customers in and out. Women are astonished to find the door fly open at their approach.

—At its December meeting the Minneapolis Retail Druggists' Association, by resolution, authorized the president to appoint a committee to confer with the Retail Grocers' Association on the matter of joining that body in its credit system to "cut out" the "dead beat." The grocers' system has proved very effectual.

WOOD ALCOHOL TAX.

It Is Severely Criticized as Retaliatory Legislation.

Minneapolis, Dec. 30.—J. C. Eliel, of the Lyman-Eliel Drug Co., and former president of the N. W. D. A., frowns upon the bill recently introduced by Congressman Tawney, of Minnesota, to tax wood alcohol. Mr. Eliel thinks this is one step in the war waged by the trusts which use grain alcohol in their factories, to have the tax on that article reduced and to knock out their competitors who use wood alcohol in the manufacture of a cheaper grade of goods. "The tax on wood alcohol," says Mr. Eliel, "is retaliatory legislation on the part of manufacturers who use taxed grain alcohol. No article of commerce is taxed as grain alcohol is. Perhaps an average price for grain alcohol on the market, aside from tne tax, is twenty cents a gallon. This article, then, costing fifteen to twenty cents a gallon to produce, bears a tax of $2.08 a wine or running gallon.

"If $75,000,000 to $100,000,000 annually is taken off the tax in spirits, something else will be taxed to make up the deficiency in the federal treasury. If the tax should be reduced, are we sure the manufacturer using grain alcohol will reduce his prices accordingly? If so, where is his gain and why his intense desire for the change? Since the government must have the revenue, it is best to leave well enough alone, and I see no reason why the people should make a present to the trust. Should wood alcohol be taxed as is the grain article it would simply increase the revenue and add to the expense of those articles in which it enters as a solvent; but probably the reason for the bill is that taxed wood alcohol would be less of a competitor than now. Wood alcohol is used in a hundred ways. by the small consumer—such as cleansing in winter when water would freeze. To add the tax would put it beyond the reach of such consumers."

Mr. Eliel is not alone in outspoken criticism of the Tawney bill. H. F. Dains, of the internal revenue department, says:

"The argument that the taxing of wood alcohol would keep its manufacture under the eyes of the deputy inspectors seems to me a fallacy. All that would be necessary would be to issue an order to the inspectors. They are empowered to investigate the business of any manufacturers who they may think are violating the revenue laws."

KANSAS CITY R. D. A. AFFAIRS.

Kansas City, Dec. 21.—Fred C. Vincent, secretary of the Kansas City Retail Druggists' Association for several years, will be succeeded Jan. 1 by Romanta Wells, of Chicago, a national representative of the National Retail Druggists' Association. The annual banquet of the association, scheduled for January, has been postponed until February.

Napoleon was recuperating on the isle of Elba. Downcast and in solitude he sat. Suddenly a sail hove in sight. Dr. Bunion stepped lightly off the ship, and pointing his finger at the fallen emperor said, "There is yet nope."

SIMON B. HARRIS RESIGNS.

After Twelve Years He Leaves the Massachusetts Board.

Boston, Dec. 31.—This last day of the year is an important one with the Massachusetts Board of Registration in Pharmacy because the resignation of its State agent, Simon B. Harris, goes into effect at this time. The board had hoped for reconsideration on Mr. Harris's part, and not until yesterday was his resignation finally accepted, and then only with great reluctance. It has had the benefit of Mr. Harris's service for twelve years, during which time all conditions of pharmacy have undergone radical changes.

Mr. Harris has done much to elevate the standard of drug stores throughout the State. When he first undertook the work, there were more than two thousand listed drug stores in Massachusetts, but he felt that many of these were so in name only, and really saloons. He instituted a thorough weeding-out all through the State, and to-day there are about fifteen hundred actual pharmacies instead of two thousand posing as such. In the hundreds of cases of druggists brought to account for violation of the liquor law or the pharmacy laws, where stores have been found without a registered pharmacist on the premises, or where a certificate of a dead man served as a cloak, convictions have followed, with only one exception. And it has cost the board practically nothing for legal help, as convictions were obtained on evidence that Mr. Harris collected. He states that in turn he has received most courteous treatment and help almost everywhere from the druggists who are in business in an honorable and legitimate way.

The board has presented Mr. Harris with the following:

To Simon B. Harris,
Lowell, Mass.:

On Nov. 12 of this year, after serving the Massachusetts State Board of Registration in Pharmacy as its agent for twelve years, for reasons which seemed good and sufficient to yourself, you tendered your resignation and asked that the same be accepted at once. This resolution was entirely voluntary on your part and unsolicited by any member of the board. After carefully considering the matter, our board accepts the resignation, to take effect Dec. 31 of this year. We desire at this time to express our deep regret in parting with your valuable services.

During this long term of years your work has been zealous, faithful and effective, and nothing has been said against your character as a man or your honesty as an officer. During the long services you have rendered to our board, your record has been clean, and no charge could ever be preferred against you. It is impossible that an officer who has performed his duty as faithfully as you have could escape making enemies, and the fact that you have made them shows that you have not made duty subservient to popularity. You leave the service of this board with the honor, respect and esteem of all its members, and with our best wishes for your future success and happiness.

This tribute is signed by the members of the board: George M. Hoyt, president; Fred A. Hubbard, secretary; Henry Adams, William F. Sawyer, and L. A. Lamson. The board further showed its appreciation by presenting Mr. Harris with a large water-color painting of Jacqueminot roses.

That the board may not be embarrassed, Mr. Harris has consented to remain temporarily and continue the work until his successor is appointed. The appointment is made under Civil Service rules, the board having the privilege of selecting one from among all candidates suggested. The position pays $1,500 a year.

ENJOINS THE N. A. R. D.

Isaac Platt Again Charges Interference With His Business.

Chicago, Dec. 31.—Isaac Platt, the irrepressible, again bobs up. He has just filed a new bill for an injunction against six wholesale druggists and the N. A. R. D. And on Saturday Judge Healy granted him a temporary injunction, restraining the defendants from interfering with Platt's business or preventing him from getting goods.

Platt withdrew his first bill, he says, on the promise of the wholesalers and the N. A. R. D. to cease their alleged discrimination. He charges that the promise was not kept in good faith. Platt's store is at 809 Ashland avenue.

IOWA BOARD CHANGES.

Des Moines, Dec. 31.—Fletcher Howard, for twelve years the Democratic member of the Iowa Board of Pharmacy Commissioners, who for several months past has been recuperating from a serious attack of tuberculosis, will retire at the expiration of his term April 23. Governor Cummings has appointed J. S. Goss, of Atlantic, Iowa, to succeed him. Mr. Goss, also a Democrat, was a candidate for appointment on the board several years ago. He is well and favorably known among the druggists of the state. His associates on the board will be B. F Keltz, of Webster City, and Fred Russell, of Rockwell City. Mr. Howard was not a candidate for reappointment. While he is improving and has been able to discharge his duties as commisioner from the Nordrach ranch, Colorado Springs, where he now is, he and his friends did not believe it advisable for him to continue in the office. The physicians say that Mr. Howard will eventually recover.

CHAMBERLAIN DIVORCE SUIT.

Des Moines, Dec. 31.—D. S. Chamberlain, head of the Chamberlain Medicine Company, and formerly president of the National Proprietary Association of America, has signed an agreement whereby he is to make a divorce settlement on his wife. The divorce will be made public within a week. The agreement cedes to Mrs. Chamberlain a magnificent hotel property, known as The Chamberlain, in Des Moines, at Seventh and Locust avenue. The annual rental from the hotel property is close to $20,000.

Mr. Chamberlain, in the stipulations which have been signed, secures the home on West Grand avenue, in this city. The house is one of the finest in the Middle West. Mr. Chamberlain's business properties and personal estate are estimated at $3,000,000.

CHICAGO NOTES.

—Albert E. Ebert celebrated his sixty-fourth birthday on December 23.

—The Reliance Drug Company has given up its idea of having a big store in the Reliance building.

FOR THE ILLINOIS BOARD.

Druggists of the State Urged to Vote on New Members.

Springfield, Ill., Dec. 31.—The voting cards for the Advisory Board of Illinois University School of Pharmacy and the Board of Pharmacy member to succeed W. A. Dyche will go out more promptly than usual.

"The Illinois Pharmaceutical Association," says R. N. Dodds, secretary of the Board, "would urge the advisability of every registered pharmacist registering his choice. It is a duty they owe the profession. Our records show that about one in five votes. I do not know what becomes of the other four, unless they are consigned to the waste basket."

The appointments on the Board of Pharmacy by the governor are made according to the votes received. The five receiving the highest vote are recommended to the governor. From this number he selects one to fill the vacancy on the board which occurs with every outgoing year. In this manner the registered pharmacists of the State can say whom they want appointed. The trouble is, however, that so few vote.

The appointments on the Advisory Committee, Department of Pharmacy, University of Illinois, are regulated in the same manner, except that the appointments are made by the president of the university.

On one side of the voting card is the following:

CANDIDATES BOARD OF PHARMACY.
SPRINGFIELD, ILL., Jan. 2, 1905.

To the Registered Pharmacists of Illinois:

The following have been nominated by the Executive Committee of the Illinois Pharmaceutical Association, to be voted upon by the Registered Pharmacists of Illinois, for recommendation to the Governor for the appointment of a Member of the State Board of Pharmacy, to fill vacancy occurring December 30, 1905, by the expiration of the term of office of William A. Dyche, Evanston.

Please put a cross before the names of five of the persons named below, sign card and mail to me in addressed envelope enclosed herewith. You can vote for only five persons, one vote for each, and your vote is null and void if you vote for more than five, or if you cast more than one vote for one person. It is necessary that you send in your vote early. Please do so.

Congressional District, 1 to 10 inclusive: Wm. K. Forsyth, Chicago; Walter H. Gale, Chicago; H. J. Houghton, Chicago; Geo. P. Mills, Evanston; T. H. Patterson, Chicago; I. L. Quales, Chicago; Henry F. Schaper, Chicago; Andrew

"How's that, Ole Hoss?"

Scherer, Chi . . John D. Suydam, Oak Park; Chas. A. Thayer, Chicago; Dist. 11, A. Tennyson, Manhattan; Dist. 12, J. H. Keeling, Rockford; Dist. 13, F. G. Edwards, Mt. Carroll; Dist. 14, Gus Lindvall, Moline; Dist. 15, Geo. C. Lescher, Galesburg; Dist. 16, Ferd. C. Pauley, Pekin; Dist. 17, S. D. Van Deventer, LeRoy; Dist. 18, W. F. Baum, Danville; Dist. 19, E. W. Armstrong, Decatur; Dist. 20, J. A. Obermeyer, Jacksonville; Dist. 21, Melle Williams, Taylorville; Dist. 22, A. G. Schlueter, East St. Louis; Dist. 23, O. M. Waters, Mt. Vernon; Dist. 24, Chas. V. Parker, Harrisburg; Dist. 25, Thos. Rixleben, Jonesboro.

By order of the Executive Committee, Illinois Pharmaceutical Association.

R. N. Dodds, Secretary.

The candidates for the Advisory Committee of the Department of Pharmacy, to succeed Geo. M. Bennett, are:

Congressional District, 1 to 10 inclusive: W. T. Adams, Chicago; Geo. R. Baker, Chicago; Charles E. Cress, Chicago; Herman Fry, Chicago; J. E. Grubb, Chicago; H. M. Hibbs, Chicago; Leo L. Mrazek, Chicago; H. F. W. Spilver, Chicago; B. A. Tyler, Evanston; S. C. Yeamans, Chicago; Dist. 11, W. E. Holmes, Aurora; Dist. 12, W. D. Duncan, Ottawa; Dist. 13, Frank Barker, Rochelle; Dist. 14, C. Speidel, Rock Island; Dist. 15, C. A. Webster, Canton; Dist. 16, Albert Zimmerman, Peoria; Dist. 17, Ralph Bradford, Pontiac; Dist. 18, J. J. Schubert, Kankakee; Dist. 19, Geo. M. Bennett, Urbana; Dist. 20, W. H. Garrison, Pearl; Dist. 21, C. C. Webster, Staunton; Dist. 22, E. H. Smiley, O'Fallon; Dist. 23, James A. Martin, Palestine; Dist. 24, L. L. Smith, McLeansboro; Dist. 25, F. Thomas, Cairo.

WOULD RESTRAIN DRUGGIST.

Baltimore, Jan. 2.—Mary H. Hughes instituted suit, last Saturday, against Williamson & Watts, retail druggists, to restrain them from alleged violation of the conditions of a lease for the store and part of the cellar at the southeast corner of Franklin and Howard streets, where the defendants conduct a retail pharmacy. In violation of the terms of the lease, it is averred, the defendants are conducting on the premises a branch post-office, a branch express office, and a telephone pay station, and have erected awnings and placed on the outside of the building signs appertaining to the express and telephone business, besides occupying portions of the cellar in excess of the limitations set forth in the lease.

Williamson & Watts, who also conduct a drug store on the northeast corner of Eutaw and Baltimore streets are only one of a large number of drug firms which have postal stations in their stores, and if this is regarded as a violation of leases, an interesting question is raised.

"Why do grave yards 'yawn'? asked the lounger, in the drug store.

"Must be the druggist's tired out by fool questions," snapped out the man of trouble.

"Hear there was something uncanny about that drug store fire. What was it?"

"Spirits. The boy dropped a match in the alcohol barrel."

CUSTOMS DRUG INSPECTION.

Imported Chemicals Undergo a Rigid Examination.

THE APPRAISERS' STORES BUILDING IN NEW YORK IS THE SCENE OF GREAT ACTIVITY.—SOME OF THE STATUTE REQUIREMENTS.

Uncle Sam is very particular about the medicines used by his innumerable nephews. He subjects to a rigid inspection all drugs and chemicals imported into this country by pharmaceutical houses, and any article which is not strictly up to standard is not permitted to be placed on the market.

As soon as a shipment of chemicals arrives at New York it is immediately taken in charge by the Custom House. The consignment is sent to the Seventh (Drug) Division of the Appraisers' Stores building, at 641 Washington street. Here it is tested by experts to see if it coincides with the invoice, which is usually sent ahead of the consignment. After the purity of the chemical in question has been determined, it is classified and its value determined by the assistant appraiser in charge of the division, who, in addition to his duties as appraiser, is also the special inspector of drugs.

The examination is conducted in half a dozen large rooms, each devoted to some special branch. For instance, one room is given up to medicinal and pharmaceutical preparations, another to essential oils, glues, etc. Coal tar products and bulky chemicals have a special room; so also do the heavy acids, etc. All these rooms are arranged in the form of an L about a large quadrangular space, where the boxes and cases are stored temporarily until they have been examined.

Taking Samples of Drugs.

Every afternoon all the rooms are filled up with the consignments to be examined the next morning. To open these cases, bales, etc., a large force of men is constantly employed. They take a sample from each package and place it in a small paper bag, which is marked to correspond with the number of the invoice. In the case of very bulky goods, the sampling is done in the basement and small portions sent up in the paper bags. When the cases have been sampled they are nailed up again and wheeled out in the quadrangle.

Great fairness is used in the taking of samples. The outer portions of the contents of a package are never taken, as they are more than likely to contain foreign substances acquired in transit. Instead, a handful is taken at random from the interior, insuring a just test of what the importer is really buying.

The examination of drugs is covered by section 2,933 of the Revised Statutes, which requires that all drugs, medicines and medicinal preparations, including medicinal essential oils and chemical preparations used wholly or in part as medicines, shall, upon importation, be subject to examination before passing the custom house, in respect to their quality, purity and fitness for medical purposes, as well as in respect to their value.

In accordance with this statute, all imported drugs, medicines and medicinal preparations are tested, in reference to their strength and purity, by the standard established by the United States Edinburgh, London, French and German pharmacopœias and dispensatories. Crude drugs must yield by assay certain active principles. New pharmaceutical products are examined only on their first importation.

Must Conform to Statute.

In regard to purity, certain things are called for. Cinchona bark must yield 4.1 per cent. of quinine. Aloes must yield 80 per cent of aloeitic extractions. Senna must give 28 per cent. of soluble matter. All drugs and chemicals which do not come up to the required standards are reported to the United States District Attorney, and forfeiture proceedings begun. Unlike the other divisions, the goods forfeited in the drug department are destroyed instead of being sold at public auction.

The vast extent of work done in the course of a month may be imagined when it is stated that the different varieties of coal-tar products alone run up well into the hundreds and thousands.

Classification is an important process, for on this depends the appraisement. Medicinal preparations containing alcohol, for instance, are dutiable at fifty-five per cent., while if they were non-alcoholic they would be assessed at twenty-five per cent. In all cases the appraisers ascertain as far as possible the prices at which a chemical could be bought in open market in the foreign country from which it is imported.

NEW COLORADO PHARMACISTS.

Denver, Dec. 30.—At the last meeting of the State Board of Pharmacy held in this city, the following passed the examinations and are registered pharmacists: W. C. Beck, Denver; Charles O. Brown, Colorado Springs; Roy K. Eldredge; Frank Gordon, John H. Green, C. T. Glydison, David E. Kent, Ernest F. Kronke, Clifton W. Miller, Denver; R. B. Nixon, Colorado Springs; G. H. Norton, Rocky Ford; Edgar C. Shaler, Denver; G. B. Sherman, Trinidad; L. D. Stowe, C. E. Struntz, Elnathon Town, L. B. Weaks, Denver; George C. Whitmore, Canon City. The next examination will be held in Denver, March 10 and 11.

MANAGER BAIRD RETIRES.

William J. Baird, manager of the New York office of Powers & Weightman, has resigned, and will retire from active business. He has been in the service of the firm for thirty-seven years.

It is understood that the New York business of the Powers-Weightman-Rosengarten Co. will be conducted in the Powers & Weightman building, at 56 Maiden Lane.

HOLTON FOLLOWS A HOLTON.

M. L. Holton has retired from the firm of Holton & Adams, and is succeeded by his son, E. H. Holton. The new partners will continue to do a thriving business in druggists' sundries at the "old stand," 54 Beekman street.

RECIPROCAL REGISTRATION.*

Suggestions as to How It May Be Brought About.

BY W. R. OGIER, COLUMBUS, O.

Some good things have been said in favor of reciprocity in the registration of pharmacists. When considered simply as a theory the arguments advanced in favor of the proposition are not easily controverted. But the difficulties in the way of putting it into effective and equitable operation are so numerous that small promise is given for its speedy accomplishment. A few of these are suggested:

1. State laws relating to pharmacy differ in essential particulars, many of them radically. Nor is uniformity in these laws in sight, for the reason that there is small agreement among pharmacists themselves on vital points, and they are the ones who must take the initiative in such a movement. Experience has also shown that legislative bodies are not to be counted upon to make laws to order on any given subject.

2. There is reason to believe that the opinions of members of boards of pharmacy, in so far as they have been formed at all, have not crystallized toward a uniform agreement for reciprocal registration.

3. Boards of pharmacy change their personnel so frequently as to preclude any settled policy on important questions.

4. Under the imperfect, not to say vicious, system by which some boards of pharmacy are created and perpetuated, it is not to be expected that the best qualified men for this important position are to be obtained, with the result that the sort of examinations prepared by what are regarded as our best boards are far from ideal.

5. If, by extraordinary effort, a superior board is obtained for any state, its labor in securng for the citizens of such state a class of pharmacists of more than average qualifications may be largely nullified when men registered in other states with a lower standard are admitted on certificates, and this objection will not be obviated by uniformity in legislation.

6. There is some room for belief that the methods of some boards in passing candidates for examination are not always above suspicion. One or two men on any board of pharmacy who have lax notions as to their responsibility or are amenable to improper influences may succeed in passing unfit candidates. This is bad enough for a single state, and it ought not to be made possible to afflict forty other commonwealths in like manner.

7. With all our assertions of national unity, the United States is but a federation of many sovereignties. The autonomy of the states is recognized as paramount in the complete system of state governments, legislative, judicial, executive. Each makes and executes laws for the government of its own citizens and the supremacy of these is universally conceded, except in those rare instances wherein some state enactment comes in collision with fundamental principles inimical to national unity and stability. This idea, call it what you will, is so deep seated as to operate unfavorably upon any plan of interestate registration based upon justice and equality. To illustrate, why does the agreement for interstate registration now existing between boards of pharmacy in a few states provide a standard for candidates in excess of the grade by which the candidate was passed in his own state?

8. The best pharmacists are not nomads, and the agitation for reciprocal registrations does not emanate from this class. The public well-being is best conserved, and professional standards are maintained at a higher average point by requiring those who are much "on the road" to submit to frequent examination.

9. It is not a difficult matter for a well qualified pharmacist of good standing in any state, when finding it necessary to remove to another state, to demonstrate his competency to the members of any board of pharmacy competent to discharge its duties, without undergoing a severe ordeal; and all others should be required to pass a rigid examination.

10. Prolonged discussion of the policy of reciprocity in certificates to teach in the public schools has not developed any satisfactory plan by which a school teacher licensed in one state may be given like privileges in another state without examination.

11. No evidence of moral character is required by any state law or any board of pharmacy, so far as this writer is aware, and there is growing complaint from pharmacists of the incompetence of clerks through intemperate habits. Such complaints are the most grievous which reach boards of pharmacy, and while interstate registration would not change this state of affairs, nevertheless the narrower the field of action possible to men unfit to practice pharmacy through immoral practices, the sooner they may be eliminated entirely from the ranks of pharmacists. This objection might be overcome by requiring preliminary evidence of moral character, if such evidence would be of any practical value.

The first step toward reciprocal registration should be taken in a spontaneous effort toward uniformity in pharmacy laws by displacing in each state existing acts with those similar to the model pharmacy law approved by the American Pharmaceutical Association in 1900. To accomplish this, however, will require many years of patient waiting and unremitting effort, for reasons which are patent to all those who have had experience with legislative bodies. With this attained it may then be possible to secure a working basis agreeable to all state boards upon which a certificate of registration obtained by examination in one state may be accepted in any other state as evidence of the holder's competency to practice pharmacy.

But there must first be a far more settled conviction among pharmacists of the necessity of reciprocal registration than has as yet been made manifest.

*Read at the Meeting of the American Pharmaceutical Association, Kansas City, Mo., September, 1904.

SHOT DEAD IN HIS STORE.

Richmond, Ind., Dec. 29.—A. White, postmaster and druggist, has been found dead as the result of a bullet wound in his head in his store at Lawrence.

DRUGGISTS WATCH SALOONS.

Detroit, Dec. 31.—A committee of seventeen saloon-men have called on Mayor Beckwith, demanding that he force the druggists to obey the liquor law. They told him that if he did not act in the matter, they would take the law into their own hands. The druggists declare they violate the law no more than the saloonmen. The feeling is very bitter, and the rival factions may even come to blows. Last Sunday the druggists caused the saloons to be watched with a view to entering complaints against any that were found open. As a result the town was very "dry," for the first time in many years.

DECIDE ON SHORTER HOURS.

Detroit, Dec. 31.—The Macomb County Druggists' Association have decided that the members in Mt. Clemens, Mich., are to have shorter hours during the winter, and as a result of this action the drug stores will close at 9.30 o'clock evenings between now and April 1. On Sundays they will close at 8 o'clock.

IOWA NOTES.

—O. H. Sudmeier succeeds his father, J. T. Sudmeier, at Bancroft.

—S. P. and William Thiessen have bought the stock of the Clark Drug Company at Ogden.

—Dr. McColm, proprietor of the McColm Drug Company, at Gravity, Iowa, died recently.

—The Easton Drug Company, of West Bend, has been sold to V. L. Bedier, formerly of Kellerton.

—The next annual meeting of the Iowa Ph. A., in Des Moines, will in all likelihood be the largest in the association's history.

—H. P. Crawford, of the Twentieth Century Drug Company, of Des Moines, has been found guilty of the charge of illegal sales of liquor.

—The Chapin Drug Company, of Chapin, Iowa, has filed articles of incorporation, and started a flourishing business. Its capital is $2,000 and its incorporators include Lincoln Hall and others.

—Seventy applicants for pharmacists' certificates took the last regular examination before the State Pharmacy Commission at Des Moines recently. The examinations before the Iowa board are getting the name of being very rigid. Out of a class of forty which took the previous examination, but two passed and were granted certificates.

AMONG THE COLLEGES

BROOKLYN COLLEGE OF PHARMACY.

Brooklyn, N. Y., Dec. 29. Professor William C. Anderson, dean of the faculty, reports the total enrolment to be 280, and he is proud of the growth of the Brooklyn College of Pharmacy. The new building erected last year and owned by the college, affords first-class facilities for teaching pharmacy.

The college has recently adopted laws that enable it to comply with all of the provisions of the pre requisite law which has just become operative, and it also has complied with the requirements and standard of the American Conference of Teaching Faculties. The herbarium also has been largely increased during the past year. Among other things it contains a complete collection of the flora of this locality, about 2,000 specimens, presented by Dr. E. G. Rave, curator of the college botanical gardens at Hicksville, L. I. At the latter place medicinal plants are grown for teaching purposes and there the adaptability of foreign plants to this climate is under investigation.

The alumni association will hold its thirteenth annual dinner on Wednesday evening, January 18, in the college building. Arrangements have been made to entertain the ladies and dancing will follow the dinner. Tickets, $2. Dr. Frederic P. Tuthill, 526 Putnam avenue, Brooklyn, is chairman of the committee of arrangements.

IOWA UNIVERSITY.

Iowa City, Dec. 24.—Holiday vacation began Thursday evening, December 22, and will continue until Wednesday, January 4.

Members of the senior and junior classes were entertained recently at the home of Dean W. J. Teeters, on the West Side. A guessing match, depending upon ability to recognize odorous drugs by the sense of smell, and numerous games contributed to the evening's pleasure.

Mr. and Mrs. R. E. Humphrey were hosts of the senior class, Friday evening, December 9th. Music and games and a dainty supper were on the programme.

At the last meeting of the Mortar and Pestle Society, three interesting papers were read, as follows: "Cod Liver Oil," Earl Allen; "Food Preservatives," F. J. Warnecke; "Pharmacopœial Products of the Bayberry Tree," Miss Zada M. Cooper.

N. D. Whiting, '04, has passed the California board examination and is now employed in Armour's Pharmacy, at San Pedro.

UNIVERSITY OF ILLINOIS.

Chicago, Dec. 31.—The junior class of the University of Illinois School of Pharmacy organized and elected as officers: F. E. Bucklin, president; Russell Burger, vice-president; J. B. Ross, secretary-treasurer, and J. A. Pannanborg, sergeant-at-arms.

The senior class pins are out They are made of gold with the monogram U. I. at the center in raised letters, and around the border are the smaller characters, C. C. P., '05. The juniors will be asked to adopt the same style of pin.

The class invitations have been ordered of Elliott; the cover design shows an ancient pharmacist at work in his laboratory.

Souvenir postal cards, showing the students at work in four of the laboratories were distributed among students and their friends. The cards made quite a hit as reminders of the holiday season.

MICHIGAN UNIVERSITY.

Detroit, Jan. 2.—The regents of the University of Michigan have adopted a resolution making the requirements for graduation from the school of pharmacy correspond to the rules of the educational department of New York State, the most important stipulation being that graduates shall be twenty-one years of age, that in taking registrations it shall be ascertained if this requirement can be fulfilled.

WASHINGTON UNIVERSITY.

Seattle, Wash., Dec. 23.—The enrolment of the school of pharmacy, University of Washington, is as follows: First year students, 26; second year, 4; third year, 2. A year ago a four-year course leading to the degree of B. S., was introduced. This course includes the regular two-year course with an additional two years of language, rhetoric and advanced sciences. Three degrees are conferred, Ph. G., Ph. C., and B. S. Holders of the Ph. G. degree are entitled to receive a certificate from the board allowing them to practice pharmacy anywhere in the State. The entrance requirement is a diploma from a four-year accredited high school. Charles W. Johnson, a graduate of the University of Michigan, is professor of pharmacy and dean of the school.

UNIVERSITY OF CALIFORNIA.

San Francisco, December 30.—The faculty and members of the board of directors of the University of California have decided to abolish the Ph. G. degree, and will confer in its stead the degree of Ph. C. This departure will enable the university to follow the same plan that has been followed in other universities for years. The present senior class will probably be the last to receive the present degree. There are forty-three students in the senior class, and thirty-two juniors.

OMAHA COLLEGE OF PHARMACY

Omaha, Dec. 27.—Dean Edward Thorpe, of the Omaha C. P., reports a total enrolment of sixty-four, the senior class numbering twenty-four. There are five women students. No entrance examination is required.

The entire course consists of two terms of six months each, the whole covering one calendar year. The present class will finish its work February 24. A pharmaceutical association, which meets on Friday afternoons, is maintained by the students. Pertinent subjects are discussed. The president, Mr. Baum, and the secretary, Miss Mahan, are kept busy deciding and recording knotty scraps started by the more pugnacious students.

MINNESOTA UNIVERSITY.

Minneapolis, Dec. 29.—The University College of Pharmacy has seventy-six students on its roll this year, nearly all of whom are graduates of full four-year high school courses.

The officers of the senior class are: President, C. C. Adams; vice-president, G. H. Haines; secretary, H. B. Ostrander; treasurer, I. H. Robitshek; sergeant-at-arms, J. W. Crowe. The senior class is now completing its work in organic chemistry and urinalysis. It now begins laboratory organic chemistry, gravimetric and volumetric analysis, U. S. P. testing and clinical microscopy. The course in crystallography and mineralogy has been extended and will include two hours a week for the entire senior year.

The juniors have just finished their lecture course in physiology and anatomy, and will take their final examination early in January. The pharmacy quizzes conducted by Mr. Bachman will continue twice weekly until June. The work in operative pharmacy will be completed with the end of the first semester, January 16th.

The Phi Chi Fraternity is in a prosperous condition. It is composed of the majority of the members of the several classes, who meet in the pharmacognosy room every second Friday evening. A house in the neighborhood of the university has been rented and although it is a large one, it is proving inadequate. Beside sleeping rooms and several parlors, the house is provided with a reading room, a well appointed kitchen, and a dining room.

WINONA TECHNICAL INSTITUTE

Indianapolis, Dec. 24.—The Winona College of Pharmacy, the most recently established institution to offer instruction in pharmacy, was started as a part of the Winona Technical Institute, grounds for which were purchased at a cost of $154,000, by popular subscription by the people of Indianapolis. The grounds cover eighty acres in the center of Indianapolis, and contain fifteen large buildings. Since its purchase in 1903, a large power house has been erected at a cost of $30,000; besides a donation has been given us of $25,000 for the erection of an auditorium. The pharmacy school opened on September 6, '04, with an attendance of twenty-seven, and much interest is being shown by the students. Among the special donations received since its opening is that for the fitting up of an herbarium, by Eli Lilly & Co., manufacturing pharmacists, of this city. The main building of the pharmacy school is a three-story brick structure, having a floor space of 10,000 square feet, all of which is given to laboratories.

Faculty at the present time: S. C. Dickey, D.D., president; H. S. Lehr, Ph.D., A.B., dean; J. H. Gertler, Ph.C., Ph.G., principal; A. J. Mullan, M.D., Ph.G., organic chemistry; J. V. Reisabeck, Ph.G., laboratory demonstrator. On September 21st a library and reading room was started under the supervision of Miss Hoagland, State librarian. A students' pharmaceutical association has also been organized with Mr. Haller as president and Miss Elsie Stutsman as secretary and treasurer.

KANSAS CITY COLLEGE OF PHARMACY.

Kansas City, Mo., December 20. The number of students enrolled this year is fifty-four, twenty seniors and thirty-four juniors. Both classes maintain organizations, the officers of the senior class being: President, C. E. Reed; vice-president, M. E. Harrah; secretary-treasurer, D. S. Long. Junior class: President, M. E. Bacon; vice-president, Glazier Williams; secretary-treasurer, G. C. Bowen.

The annual class party recently held was a very enjoyable affair, the members of the alumni association being present as guests of the classes. Refreshments and dancing were on the program. Plans are already under way for the annual reception to be held in March, when the alumni will entertain the graduating class.

The officers of the college are: President, James M. Love; vice-president, Fred L. Crampton; secretary, D. V. Whitney. The president of the alumni association is Mrs. D. V. Whitney, who also conducts the quiz classes. She is actively associated with her husband in the drug business, and for her personal effort in the meritorious work of the local committee of arrangements, will be recalled by many who were present at the annual meeting of the A. Ph. A., in Kansas City last summer.

N. D. AGRICULTURAL COLLEGE.

Fargo, N. D., Dec. 20.—Prof. E. H. Kimberly states that the department of pharmacy, created in 1902 as an integral part of the Agricultural College, is meeting with general approval throughout the State, and that it has already done good service. The department was opened in the Fall of 1902 with an enrolment of 11; in 1903 there were 19 students, and this year there will be 25 or more. A pharmaceutical association composed of students is maintained and holds its meetings weekly. The "Spectrum," a college paper, also published by the students, contains in a recent number an illustrated write-up of the association and its work. The officers of the association are: President, Dave Lofthouse; secretary, Erwin Thompson; treasurer, Benj. Lenhart; master of program, Roy Cook. New officers are chosen at the beginning of each term.

VANDERBILT UNIVERSITY.

Nashville, Tenn., Dec. 24.—The junior class in the Department of Pharmacy of Vanderbilt University this year is of a high order, both in mental equipment and ability to do work. There are 22 enrolled in the class, and 13 in the senior class. Entrance requirements keep out poorly prepared students. Professor Ruddiman states that the department is closely connected with the university, and in consequence, the students have at command the facilities of the chemical and microscopical departments of the institution. He seems justly proud of the fact that not a graduate of the school, so far as he knows, has ever failed before a board of pharmacy. Class organizations are maintained, but outside of them the students have little to take them from their studies.

CINCINNATI C. P.

Cincinnati, Dec. 19.—The Alumni of the Cincinnati College of Pharmacy have organized a fraternity and will give an entertainment in the near future. President Gansz has appointed the following committee to make arrangements: Charles A. Apmeyer, George F. Stier, and Miss Clara Kellar.

THE FERRIS INSTITUTE.

Big Rapids, Mich., Dec. 24.—The Ferris Institute offers two courses in pharmacy, the regular course extending over a period of two years of thirty-six weeks each, and a short course designed for students, who have had the required store experience, and who wish to prepare for board examination in the shortest possible time. Students may enter at any time.

The pharmacy faculty consists of W. N. Ferris, president; Miss Mary J. McNerney, Latin; W. D. Cramer, biology and botany; W. A. Pearson, chemistry, pharmacy, and materia medica. One hundred and thirty-nine students have been enroled since January 1, 1904.

SOUTHERN COLLEGE OF PHARMACY.

Atlanta, Dec. 24.—The Southern College of Pharmacy, organized in 1903, graduated a class of eleven last year. A college pharmaceutical society is maintained by professors and students, and its object is to read and discuss current pharmaceutical literature. Two courses of study lead to the degrees of Ph.G. and Ph.C., and the courses comprise two and three sessions of six months each. The members of the faculty are: Edgar Everhart, chemistry; R. C. Hood, pharmacy; Archibald Smith, biology and pharmacognosy; Hansell Crenshaw, materia medica and therapeutics; Madison Bell, pharmaceutical jurisprudence; W. B. Freeman, commercial pharmacy.

PHILADELPHIA COLLEGE OF PHARMACY.

Philadelphia, Dec. 29.—The Seniors gave their reception and dance in the College Museum December 20. Owing to a careful distribution of invitations the usual extremely overcrowded condition of the floor was done away with. On the various committees were: Messrs. Dodds, Crawford, Hathaway, Palmer, Ottman, Reabard, Baer, Glenn, Oellig, Sibila, Gilliland, Kahnweiler, Remington, Houk, Woodland, Boesser, McNess, Sauerman, Shiffer, States, Whitney and Richards. William H. Dodds, the president of the class, delivered an address of welcome, and Clarence L. Bonta, '05, gave an interesting "Retrospection."

Prof. Remington gave the seniors a very interesting lecture on vaccine and antitoxin a week before the mid-year examinations. The worst of it all was that he threw in a few questions on the examination to see if it really was "taking."

Thesis work is keeping most of the class busy nowadays.

The second annual reception and hop is being contemplated by the boys at the College House. During Christmas week most of the boys went home or on a visit to friends. This year there are at the House fellows from California, Maine, Texas and Montana. That is scattering it some.

BROOKLYN POLYTECHNIC.

The Polytechnic Institute of Brooklyn begins on January 27 a series of evening courses in technical chemistry. Eminent specialists have been secured. The lecturers already announced are Prof. Geo. C. Whipple, "Sanitary and Industrial Water Supply"; Prof. A. C. Langmuir "Shellac, Varnishes and Glycerin"; Prof. H. W. Wiley, "Foods and their Adulteration"; Prof. Wm. McMurtrie, "General Technical Chemistry." The programme includes twenty lectures and the subscription price is $15. The Polytechnic gives similar evening courses in electrical, civil and mechanical engineering. Prof. Irving W. Fay may be addressed for information concerning the courses in chemistry.

HOT FOR A COCAINE VENDOR.

Lynchburg, Va., Jan. 2.—There is more trouble in store for Dr. S. J. Simmons, the druggist, who was arrested here recently, on the charge of selling cocaine to boys. Last Saturday afternoon the police rearrested him, eleven more warrants containing similar charges having been issued against him. He was released on bail for his appearance in the police court this morning.

As stated at the time the first arrest was made, Dr. Simmons is accused of having sold cocaine to boys, some of them as young as ten years old. These alleged victims of an illicit traffic, it is said, have become addicted to the use of the drug and have suffered morally, mentally and physically as a consequence.

SUED FOR A CHILD'S DEATH.

Norfolk, Va., Dec. 31.—Suit was brought here to-day against Druggist William E. Snellings, for $5,000 damages, it being alleged that he is responsible for the death of a child. The plaintiff is Mrs. Samuel Levitin, who alleges that she sent to Mr. Snellings' store for worm seed. The druggist, it is contended, said he had no worm seed, but could supply worm seed oil, which might be used for the same purpose. The oil was sent without caution or directions, it is contended, with the result that Mrs. Levitin administered too large a dose, from which her son Moses died.

MADE FAINT BY A DRUG.

From Paris comes a story of a mysterious drug. At a meeting of the Municipal Council, a letter was handed to one of the councilors. He had no sooner opened the envelope than he fainted. Others who examined the letter, which contained nothing but a whitish, odorless powder, experienced nausea, violent headache and faintness.

AMONG THE BOWLERS

Lee Co. Leads in Philadelphia.

Philadelphia, Dec. 31.—Scores for December 27:

J. E. Lee Co.	787	808	879
Lee	—		199
Wanderers	757	803	796
Mooney	-	—	213
P. D. A. Reds	619	742	697
Hahn	-	-	174
Hance Bros. & W.	721	827	744
McMahon	-	-	210

The standing to date:

	Won.	Lost.	P. C.
J. E. Lee Co.	18	3	.857
S., Kline & French	11	4	.733
P. D. A. Blue	12	6	.666
Philadelphia C. P.	8	7	.533
Wanderers	8	13	.381
Hance Bros. & W.	5	13	.277
P. D. A. Reds	1	17	.056

High one game score, Maurice, 256; high three game score, Donnel, 610; high one game team score, J. Ellwood Lee Co., 910; high three game team score, J. Ellwood Lee Co., 2,568.

Spirits Take Two.

St. Paul, Minn., Dec. 22.—The Spirits won two games in the play of the Drug Clerks' League, December 22. The score:

Spirits	868	688	798
Muessel	-		195
Tinctures	722	684	757
Landon	—	—	212
Emulsions	768	654	705
Johnson	—	—	170

DOCTORS AND THE DRUG HABIT.

Chicago, Dec. 29.—Physicians who administer morphine and other narcotics to patients are blamed by Supt. Sloan, of the Bridewell, in his annual report, for an alarming increase in the number of drug fiends. Against 309 drug victims confined in the House of Protection in 1903, there were 370 this year.

"The many cocaine, morphine, opium, paregoric, codiene, phenacetine and other victims who thronged the cells everywhere," says the report, "were women, and they almost unanimously blame their physicians for getting them into the habit.

"They lose their friends and self-respect, and they drift along until they are taken up by the police and sent here. We have had fifteen college graduates here during the last year."

TRIBUTE TO DR. HOFFMANN.

Chicago, Dec. 31.—The executive committee of the Illinois Pharmaceutical Association has adopted the following resolutions on the death of Dr. Friedrick Hoffmann:

Whereas, Dr. Friedrick Hoffman departed this life recently, at Charlottenburg, in his native land, after a long, honorable and distinguished career as scholar, scientist and journalist, therefore be it

Resolved, By the Executive Committee of the Illinois Pharmaceutical Association that we record our high appreciation of the devotion to the cause of right which characterized the life of Doctor Hoffmann; of the zeal with which he labored for the truths of science; of the courage which established and glorified his discoveries and convictions; of the positive qualities of mind and heart which warred against all that in his judgment was ignoble or wrong in men, measures, policies or creeds; of the fearlessness with which he challenged subversive influences in pharmacy at whatever sacrifice of his peace of mind or of his personal fortunes; of the ability, perseverance and conscientiousness which adorned his record with high achievement, which elevated him from obscurity to worthy distinction in the realm of science, and which gained for him the respect and love of all so fortunate as to know the depth and warmth of his rugged and kindly nature.

Resolved, That we express our sympathy to his beloved wife in her bereavement, and that we transmit a copy of these resolutions to her and to the press of the profession to which he gave the best years of his life.

Chicago, Ill., Dec. 22, 1904.

TO AMEND BLUE LAWS.

Pittsburg, Pa., Dec. 31.—Druggists in this vicinity are awaiting with much interest the bill to amend the Blue Laws which will be among the first bills to be introduced in the Pennsylvania legislature at the next session. There will be no attempt, so far as known now, to repeal the entire legislation affecting the observance of Sunday, as was hinted some time ago, but there will be a determined effort to have the law amended. There are two bills in preparation, one backed by the German-American Alliance, the other by druggists.

The bill which the druggists desire will be ready in time for the legislature, and introduced by Representative L. B. Cook.

"I expect," said Mr. Cook, "that the bill will be presented soon after the recess, January 10. I am in favor of the amendments proposed, and believe they will pass. There is to be no attempt to repeal the law in its entirety, for that would be impossible in my opinion, but there will be some needed legislation regarding the observance of Sunday. The bill which I will introduce will be chiefly in the interests of the druggists and grocers who desire to have the right to sell certain goods, which might be considered articles of necessity, on Sunday."

EDICT AGAINST CUT RATES.

Milwaukee, Dec. 30.—From now on there will be little doing in the "cut rate" line among the legitimate druggists of this city and State. The word has come that it must stop. Jobbers have received it from the manufacturers, and in turn have passed the word along to the retailers.

It is stated that with the beginning of the new year all the old agreements against price cutting will be rigidly enforced and any new regulations that may be necessary to make the old ones stand will be forthcoming.

A retail dealer said on this subject: "We are satisfied to have this principle applied and applied to the letter. And I believe it will be so applied. The profits are what we are here for and if we cannot get them, the public has no assurance that it will get what it pays its money for. If for no other reason than as a guaranty of good faith to our customers we would welcome a strict 'no price cutting' policy. Hereafter the cheap drugs will be found only on the shelves of a few of the unscrupulous stores and at some of the department stores."

WIFE OF POPULAR TRAVELER DEAD.

Friends of John Paul Jones, the popular traveler, known throughout New York and other States as the man who "pays the freight," will be surprised to learn of the death of his wife. She passed away on the 17th of last month. On January 1st Mr. Jones accepted a position with Hance Brothers & White, of Philadelphia. He was second vice-president of the Commercial Travelers' Auxiliary of the State Ph. A. in the first two years of its existence.

WM. S. GRAY & CO. INCORPORATE.

The business of William S. Gray, 76 William street, New York City, has been incorporated under the name of William S. Gray & Co. William S. Gray, the president of the company, retains substantially the same interest in the control and management as before. The other officers are E. J. Wright, treasurer, and J. J. Crawford, secretary.

NEW YORK NOTES.

—Samuel Felt, of the S. Felt Drug Co., Watertown, New York, was in town this week.

—Oscar H. Brickner has gone into business as a drug broker at 90 William street. Opium and quinine will be his specialties.

—The Manhattan Drug Co. has incorporated with a capital of $30,000. The incorporators are Thomas Fahey and F. W. Widmayer.

—C. H. Landell and Mrs. Landell are taking a short vacation at Hot Springs, Va. Mr. Landell is on the executive committee of the N. J. State P. A.

—James Raftery, prescription manager for the Hegeman Corporation, at 200 Broadway, has left, to accept a similar position with Walter S. Rockey, Eighth avenue and Thirty-fourth street.

—J. H. Stallman, of the Stallman & Fulton Co., suffered the loss of his wife, Sophie M. Stallman, last Thursday. Funeral services were held Saturday, at the family residence, 250 West 104th street.

—Lester H. Carragan, son of S. H. Carragan, of Parke, Davis & Co., sailed for Havana, on Saturday, to attend a meeting of sanitarium commissioners from Canada, Mexico, etc. He will remain in Havana for several months.

—Robert A. Gledhill, one of the old time residents of Paterson, and for many years the proprietor of the drug store on Main street, in later years run by Benjamin Kent, and now conducted by the Vanderbeek Drug Company, is dead in Arcola, Bergen county, from heart failure. While Mr. Gledhill was an old man, being in his seventy-fifth year, he was apparently hale and hearty.

—In a decision just handed down in a case which has been pending in New York State for some time, it is decreed that no debt created by fraud can be discharged by bankruptcy proceedings. The case is one in which a man was accused of securing money by making a pretense of mortgaging some timber land, which in fact was untimbered. He tried to evade this obligation by proceedings in bankruptcy.

To the Retail Druggists

Of the United States

Notice is hereby given that on and after January 1st, 1905, all COUPONS presented to THE AMERICAN SELLING COMPANY (Manufacturers of MYSTICO LINIMENT) will be accepted by it in full or part payment for any and all of its preparations the same as cash.

Each COUPON carries a face cash value in trade of ten cents. Druggists will please honor all such COUPONS. Mail them at any time to THE AMERICAN SELLING COMPANY, stating the name of your Jobber through whom goods will be delivered. MYSTICO LINIMENT COUPONS should be accepted the same as cash at all drug stores in the United States.

The American Selling Company

62 Maiden Lane, NEW YORK

BANK REFERENCES; also Bradstreet's, Dun's

THE COUPON GIVEN BY THE AMERICAN SELLING COMPANY is enclosed in wrapper of each bottle. Every customer buying a bottle of MYSTICO LINIMENT will obtain a coupon, and that coupon should be received as 10 cents in trade at any drug store. The COUPONS are then accepted from the druggist by THE AMERICAN SELLING COMPANY as cash in part or full payment for any and all of its preparations. This plan affords the druggist a very handsome additional profit and at the same time pleases his customers greatly. It always brings them back to trade again. MYSTICO LINIMENT COUPON plan will give the druggist a profit far in excess to most goods on his shelves. If you have not as yet ordered, do so at once. Get the COUPONS and buy MYSTICO LINIMENT with them; they are as good as gold, MYSTICO LINIMENT is being extensively advertised throughout the United States.

THERE IS A WHOLE LOT IN PUSHING MYSTICO LINIMENT

Pepto-Mangan

AN ARBITRARILY COINED WORD.
It is the exclusive property of the M. J. BREITENBACH CO.

FOR twelve years we have been advertising to the drug trade, through the drug trade journals, the fact that **PEPTO-MANGAN** (irrespective of the name GUDE) is a trade-mark name, registered October 13, 1891, and is our exclusive property.

In order that there may be no misunderstanding, we call attention again to the fact that Pepto-Mangan is *NOT a synonym* for any other iron preparation, for

There is Only One PEPTO-MANGAN

which is our product, Gude's preparation, and the Courts have over and over again rendered decisions protecting us in our rights. To ask a customer "Which Pepto-Mangan do you desire?" when Pepto-Mangan is called for, is not only inaccurate and misleading, but renders the druggist liable to the law.

To protect the druggist from any possible loss of trade, or from becoming involved in a lawsuit, through ignorance, we wish to EMPHATICALLY EMPHASIZE the fact that

Pepto-Mangan is our **Trade Mark**

and the name does not apply to any other preparation.

M. J. BREITENBACH CO., 53 Warren Street, NEW YORK.

Snuff Out Old Methods

Begin the New Year Right

A Resolution to Use a National Cash Register

Means less work in balancing cash, less worry, less bother and more money. A National will

Stop Losses by Enforcing Carefulness, Efficiency and Honesty

By furnishing an automatic record of every transaction in the store, showing its nature and who made it, a National increases the efficiency of clerks.

Let us tell you how it pays for itself.

National Cash Register Co.

Dayton, Ohio

In writing please mention this paper

(S. F. 6)

TRADE SECTION

SCARCITY OF NATIVE DRUGS.

High Prices Caused by Decreasing Production.

SHORT SIGHTED GREED OF GATHERERS, ABSORPTION OF WILD LANDS BY INDUSTRIES, AND LOW PRICES PAID COLLECTORS, REASONS.

The steadily rising prices for indigenous roots, barks, and herbs is perhaps the problem of greatest interest at present confronting the drug trade. Values are constantly advancing, and there is a general belief on the part of experts that the upward course of prices will continue for a long time to come. Golden seal, sassafras, white pine bark, wild cherry bark, senega root, and many others are exceedingly scarce. On this market, it is said that the visible supply of golden seal at present throughout the country is certainly not more than five thousand pounds. This is really a famine. Large concerns which used to buy golden seal in ten-thousand-pound lots could not place such an order at present at any price. At the moment golden seal can be bought for $1.50 a pound, but it is expected to reach a higher level shortly. It is said that medicine manufacturers have foreseen this situation at least in part for some time past, and have been protecting themselves not only against the advances of the moment, but also against future increases in the raw drug by raising their prices to the distributor, who, of course, collects from the consumer. The public will pay the piper.

INCREASED DEMAND.

The causes of the scarcity are numerous. Leading manufacturers and drug brokers concurred in stating that the situation was created by several influences. They are the enormous yearly increase in demand created by the constantly enlarging needs of a growing population, the low prices paid gatherers of the roots and barks for their labor compared to which their possible earnings in other lines are temptingly large, and the annual lessening of the actual crops by wasteful methods of gathering which are inspired by a short-sighted greed, making no provision for the full propagation of new crops.

At the office of Parke, Davis & Co., it was said, "All the above causes have certainly been instrumental in causing the present scarcity and rise in prices. Prices will undoubtedly climb higher, and it is unlikely that they will ever again reach the low level they took in past years. The plants are becoming scarcer each year in the South and West. The lands which produce the drugs are being more and more encroached upon by the requirements of a prosperous cotton manufacturing industry and other pursuits which follow the development of high civilization, and the gatherers are going into the mills and factories because the work pays them better, or, rather, has until recently paid them better than collecting drug plants.

"There is a remedy for this which differs from some already proposed in that it would have an immediate effect on prices. It is publicity in the right localities. Actually there are plenty of plants to be found if the collectors will take the trouble to hunt for them. But they don't do so because they fail to realize that they would be handsomely remunerated for the extra time it would take them. Let the newspapers in the South make known prominently that golden seal is selling for $1.50 per pound, and the amount brought to market next year would immediately jump. Put it up to the collectors, and show them it will pay them to work. Then values will react to a reasonable level.

"Cultivation as a remedy? The time is not ripe, but probably it will be extensively done in time. But it would only pay in native American drugs. Anything which can be grown in Europe can be laid down here at a cheaper price than a cultivated drug could be brought from the South, because the cost of European labor is so low and because the ocean freight rates to this country are actually lower than the cost of shipping a commodity here from the South."

INADEQUATE GERMINATION.

Another gentleman familiar with the situation remarked on a more remote possibility. "There can be little apprehension," said he, "of a practical extinction of any of the leading native drug plants. But if it did occur commercially, no doubt some synthetics would be produced which would admirably replace the natural product. The work along such lines already done in Germany is truly wonderful."

An interesting feature of the scarcity was pointed out by Mr. A. C. Stallman. "The gatherers," he stated, "have themselves been largely responsible for the decreasing harvests. In the case of goldenseal it has been told me by Southerners who live in the producing region that the collectors have failed to provide for an adequate germination and production of future crops. It is the same old story so familiar in other lines. In their greed to market the greatest possible number of pounds at the high prices prevailing during the last few years, they have dug up roots entirely, leaving not a slip or shoot or small branch root from which the plant might reproduce itself. It was extermination."

The Department of Agriculture has been alive to the gravity of the situation for some time, and it has not only constantly experimented, but has also attempted to foster cultivation of valuable drugs. While its effects have been partially successful, they have not yet reached the point of commercial usefulness in many cases. An example of this was given by a prominent local house. They stated that a sample of stramonium seed raised under government supervision had been offered them at ten cents a pound. But the natural product can be had for six cents. In time, however, cultivation may solve the problem of scarcity, and it certainly must soon prove profitable if prices continue to climb. A Baltimore paper recently quoted a gentleman connected with the firm of Sharp & Dohme as saying: "The advance in prices this year has been very marked, and in January they will go even higher. I predict that it will be only a few years before farmers in the South will make a business of raising roots and herbs of various kinds to supply the demand. It will not be long before the prices will have advanced to such an extent that this business will be profitable."

In the annual report of the Department of Agriculture for 1903 the following appears: "In most instances this work (that of cultivating crude drugs) entered into by persons who were without adequate information in regard to the conditions required, has resulted in discouragement and loss. Experiments undertaken by the botanist to determine the actual cost of producing, curing, and preparing for market certain kinds of crude drugs, especially leaves of plants like stramonium, indicate that they cannot be produced profitably unless they may be grown where land and labor are cheap and where the growing season is long. An experiment in curing the leaves with artificial heat gave very promising results, and if this method proves to be entirely satisfactory a great saving in time and labor will be accomplished in this part of the work, with the assurance of greater uniformity in the product.

THE REMEDY.

"The cultivation of golden seal, senega snake root, and other similar native drug plants that are becoming exterminated in the wild state, has been begun on a small scale, to secure definite knowledge in regard to their life habits and to determine the conditions under which they may be cultivated. Owing to the increasing demand for them and their rapid disappearance from the forests, their successful domestication is extremely desirable."

Further on in the report, the Department comments on the projected cultivation not only of indigenous drugs, but of foreign also. We give the report verbatim:

"In the work on drug and medicinal plants it is planned during the coming fiscal year to follow up the work on the opium poppy and to prosecute actively the search for methods of utilizing either the dried herb or extracts from it as a possible source for morphine. In view of the large importation of opium into the country, it is also thought desirable to attempt the making of opium on a small scale in connection with the Texas experiment, labor there being abundant and cheap.

"The continuation of work in connection with the domestication of wild drug plants, chiefly at Washington, seems very desirable, especially the cultivation of golden seal and ginseng under artificial shade in quantities large enough to yield a considerable product. The further cultivation of established drug plants, such as digitalis, wormwood, aconite, belladonna, and many others on a much larger scale than is at present possible, seems

likewise desirable. In each case a sufficient area should be planted with each article to give a product ample to enable us to isolate active principles in considerable quantity. The Texas experiment is not limited by the amount of land available, and the plans for the coming year include the cultivation of several acres in the hope of obtaining a crop for harvesting and marketing. The primary object in this experiment is to demonstrate the possibility of growing the plants here concerned on a commercially profitable basis. In order to do this, of course, an area of considerable extent is necessary to arrive at any satisfactory conclusion. This is clear when one considers the cost of handling and marketing small quantities in comparison with the cost necessary to handle and market considerably increased quantities. The expense of these processes does not increase in proportion to the increase of the product. The plans, therefore, for the Texas experiment include essentially an increase in the area included in the experiment with a corresponding increase in the crop handled and marketed.

"In view of the fact that there is a considerable crop of crude drugs produced in hot, arid regions of the earth which are at present made use of in large quantities, and in view of the further fact that we have in the United States vast areas of dry, arid country which seem to be seeking some agricultural use, it would be very desirable to establish in the Southwest, and perhaps southern California, Arizona or New Mexico, a station for the study of this class of drug plant and products. Gum arabic, gum tragacanth, senna, colocynth, and others are at present imported from various arid parts of the world, and since the total market value for products from this type of country is a considerable sum, it would seem worth while to attempt the introduction and cultivation of these plants in parts of the Southwest.

"In connection with the laboratory at Washington, special emphasis is to be laid upon the fundamental process in making good drugs, namely, the curing of the fresh material. This involves processes of great complexity and of great technical importance, since the price of a drug is to a large degree determined by the correctness of the methods of curing employed.

"The formation of active principles making the products valuable will also be studied, with the hope that as the conditions of formation are better understood, it may be possible to so influence these conditions as to give an increased production of the active principles. This phase of the work must stand in close connection with the field work, and will be followed up in connection with the field experiments on the Arlington Farm and on the Potomac Flats."

This movement to study methods of increasing the cultivation and production of crude drugs has long ago interested the colleges of pharmacy. To be sure, they primarily are investigating the medicinal principles of plants, but they also, incidentally, are studying in a practical way the cultivation question. Some of these colleges have extensive botanical gardens and conservatories which are conducted in an exceedingly scientific way, and practical experiments and investigations regarding growing possibilities of various drug plants are undertaken. The botanical garden of the Brooklyn College of Pharmacy is located at Hicksville, Long Island, and there a practical study of the subject is being made. The gardens of the University of Michigan are at Ann Arbor. Purdue University, at Lafayette, Ind., operates a medicinal plant farm, and the Scio College of Pharmacy, Scio, O., includes a botanic garden and conservatory. These are but a few examples of the many pharmaceutical schools and colleges engaged in this useful work.

MYSTICO LINIMENT ANNOUNCEMENT.

The first of the year saw the inauguration of a new coupon plan by the American Selling Company, in connection with the distribution of its Mystico Liniment to the trade. In our issue of December 29th we mentioned this scheme, but inadvertently called the article "Mystic Liniment." All druggists will therefore please bear in mind that the following plan relates to Mystico Liniment, which is manufactured by the American Selling Company, of 62 Maiden Lane, New York. Each package of Mystico Liniment will contain in the wapper a coupon which will be accepted by the American Selling Company as ten cents in cash on orders, and coupons may be used in full or part payment on all preparations made by that company. Druggists are requested to honor all such coupons presented to them by customers as carrying a face cash value in trade of ten cents. Druggists may mail them at any time to the American Selling Company, stating the name of their jobber, through whom goods will be delivered. The company desires that coupons should be accepted the same as cash at all drug stores in the United States.

TAKING HER OUT.

There were two of them—a little Italian cherub of seven or eight years, some three feet in height, and a little lady about a head shorter, and younger.

It was his treat. Both sat down at the soda fountain and the gentleman called for one ice cream soda. When it arrived the glass was tightly grasped in both male hands and tilted downwards, so that She could take the first sip. He took a corresponding sip from the other side of the glass. The first spoonful of ice cream was gravely thrust into Her mouth. He absorbed the second, gave Her the third, and so on. Regularly as clockwork, the glass went from mouth to mouth, until it held no more. Then the boy carefully wiped both mouths, using a gorgeous bandana handkerchief. He helped his sweetheart down from the stool and both went out with happy smiles, at peace with all the world.

SCIENCE FOR THE YOUNG.

Thoughtful little Willie Frazer
Carved his name with father's razor;
Father, unaware of trouble,
Used the blade to shave his stubble.
Father cut himself severely,
Which pleased little Willie dearly—
"I have fixed my father's razor
So it cuts!" said Willie Frazer.

—Saturday Evening Post.

ADVERTISING COMMENTARY.

There are always some topics of great general public interest Any reference to one of these in an advertisement will at once attract attention. Advertising itself is but the seeking of publicity, and a simple way is to make use of the publicity incidental to current events. The well-known subject should be prominently featured in the advertisement in display type, and the text should gradually lead up to your own article. This idea has recently been used considerably, the favorite subject featured being a reference to Mr. Lawson or "frenzied finance." Such notices are usually read.

CONVENIENCE OF SIZE.

When designing an advertising booklet, small catalogue, or anything which is intended to have more than an ephemeral interest, remember that the average man, after deciding to keep it, will surely start to put it in his pocket. Now, if the booklet is not of handy size to fit his pocket he may become disgusted with it and throw it away An advertisement constantly carried around is more likely to be referred to than one filed in an office desk. Make your booklet then, about 9x3½ inches, or the shape of a wallet pocket book. This style, moreover, has another advantage—it is the shape of the ordinary business envelope and can readily be mailed flat without folding.

WATCH SIZE AND WEIGHT.

In such advertising it is essential to be sure of the size and weight of the matter. A fraction of the very slightest measurement in paper stock, or its weight, may mean an additional cent in postage for every letter, and this will soon run up to quite a sum. A great deal of economy can be practiced in getting up printed matter. It is not only necessary that it should be attractive and readable, but it should also weigh no more than is absolutely necessary.

Where the object is to cause a preservation of the advertising medium for some time, it is well to use a fine grade of paper, good, clear-faced type, and well-executed illustrations. A clever sample of this type of advertising recently issued, was prepared by a manufacturing concern controlling a pharmaceutical preparation. The cover decoration or ornament is centered in the title line. The initial letter of the leading word is designed of a shears, a candle stick with burning candle, an ink horn, and a quill pen, cleverly woven together to form an "E," and all suggestive of the author's labor in preparing the treatise. Below the illustrated title line comes the table of contents. The whole arrangement is catching to the eye, and shows in a moment what the contents is and where any item can be found. It is essentially considerate of the time of a business man. It is always good to state your case clearly, concisely and tersely. You gain more attention for your advertising that way than by lengthy beating around the bush. Advertising should be telling people what you have in a simple and direct way, your statements to carry conviction to the reader that you tell the truth.

Coriander is scarce, owing to the unfavorable weather conditions in Europe last summer.

THE STORE OF WALTER S. ROCKEY, THIRTY FOURTH STREET AND EIGHTH AVENUE.
It has a large prescription and general trade, and is well known because of attractive window displays and sales features.

BLACKMAILING.

Schemes That Are Devised to Deplete the Druggist's Treasury.

CASES ARE "SETTLED" FOR FEAR OF HURTFUL PUBLICITY, THOUGH THE BITER IS OFTEN BITTEN.

Sporadic attempts at drug store blackmailing are still reported. While these cases are usually easily settled when cash is produced, occasionally an honest man will appear to be intent on moral blackmail, which is the more annoying, because it is continuous. A minor error is discovered by some "friend" of the druggist. He pats the druggist on the back and says: "It's all right, old man, I'm wise." And from then on he levies tribute in the shape of cigars, a handful of candy, free 'phones, etc., because "me and him know."

A LAWYER TALKS

Commenting on types of blackmailers and their methods, a lawyer who has had experience with such cases said: "There is no denying that druggists, as well as other men, err, but the layman who is at all familiar with things medical is surprised that more serious blunders are not made by them. The doctor, when writing a prescription, enjoys blissful solitude, even when surrounded by excited women, compared with the conditions frequently present when the druggist compounds or dispenses. Most of the cases of druggists attacked by blackmailers which I have defended, have never reached court and even where the druggist erred beyond all doubt, the settlement has been much smaller than the amount claimed as damages. The public is prone to exaggerate. The man who thinks he was injured by drugs sets up a howl that it would seem nothing could stop.

"There are two classes of blackmailers, the friendly and the howling. The first is the harder to handle. Understand, I am not speaking of cases where an injured party has just cause for complaint. But even he will make a mountain out of a molehill.

THE IODINE GAME

"A sample of the howling tribe occurs to me. Incidentally, it was my initiation into a drug trade legal case. A druggist friend of mine called upon me and related the following story: 'A man called for tincture of iodine the other night, handing me a bottle bearing my own strip label, "Tincture Muriate of Iron." He was a stranger to me and we were alone, save for a man who was at the telephone directory. I inquired twice if it was iodine he wanted and he assured me that it was and that he wanted a camel's hair brush. He said nothing, however, I remembered afterward, about using the iodine externally. I poured an ounce of tincture of iodine into the bottle and feeling pressed for time, was about to paste my "Tr. Iodine" poison label over the old label. I grabbed a convenient spatula and gave the old label a perfunctory X scrape, pasted on the new label and handed out the iodine.

"'An hour later, the iodine man rushed in. He was pretty white and appeared more scared than angry.

"'I was waiting on a customer and after hastening her departure, I turned expectantly toward the man. His hand shook as he produced the iodine bottle. He made sure I didn't get my hands on it and then began loudly to demand what I was going to do about it. "I asked you for iron and you gave me tincture iodine," he said. "My wife took a teaspoonful of it and is in terrible pain; what shall I do?"

"'The fellow appeared so genuinely scared that I was in doubt. "Get some milk," I ordered, "and give it to her. A teaspoonful of iodine won't hurt her much."

"'The man glared at me as he showed the bottle. "Why didn't you label it iodine?" he demanded, and I then saw my iron label with its X spatula mark.

"'Of course, it was plain to me then. He had removed the iodine label while still moistened with the paste, and I felt that I had placed myself at his mercy through carelessness. Before I could offer any explanation, he left the store.'

"My druggist friend then stated that a lawyer had called upon him the following

day, prepared, he said, 'to settle or sue.' I grasped the situation from a legal standpoint, at once. Plainly a second's work would have saved all trouble for my friend. The moral is plain; don't paste over old labels.

"The outcome was a personal interview with the aggrieved party and his attorney. The man had left no address, but his attorney had. I had read up on iodine and iron, and a few valuable hints from the druggist gave me my cue.

"At this interview, the man's attorney did all the talking, and he was a glib one. My client is well-to-do and was apparently fair game, so they thought.

"I said never a word about there not being a mistake. The man said the brush he purchased was to paint his tonsils with iron. Plausible, eh?

"This was our argument: 'Admitting that you thought you got tincture of iron, why did your wife take a teaspoonful of it? The dose is plainly printed on the label, "five to twenty drops."

"'That's my business,' the man replied.

"'All right,' I answered. 'Go ahead and sue, and the day you serve papers, we'll jail you.' Then I had a heart to heart talk with his attorney, whom I knew by reputation. I mentioned casually, that we'd like the address of the man at the telephone on the night of the sale, for, of course, that was a part of the game. Needless to say, that case has never been settled.

"That was one sample of the out and out 'howling' blackmailer. The old label trick is his stock in trade.

THE FRIENDLY DOCTOR.

"The 'friendly' blackmailer is represented by the inebriate type. This man or woman asked for paraldehyde, or says he did, and gets formaldehyde. Even though it is properly labeled formaldehyde, he drinks his usual sleeping potion, and the druggist is made aware of his pain-causing error by a physician(?) who calls in a friendly way to fix it up. A ten or less will fix it, and some druggists pay up rather than fight.

"It is the fear of publicity that makes the druggist such an easy target. The cases are sometimes humorous. Two years ago 'that henna case,' as we call it, elicited much amusement, though the plaintiff didn't laugh. Remember it? An actress who used henna to produce Leslie Carter hair? She claimed that her hair turned green, and it did, too. Sued for $2,000, and got—some newspaper advertising and plenty of ridicule. The defense was that henna is unreliable at all times. That certain precautions had to be observed to get results. And an important precaution was to have the hair clean, thoroughly clean. Plaintiff 'bust out cryin'' after that, and she of the green hair garnered nary a simoleon.

COUNTER PRESCRIBING.

"The hardest cases to handle are those where the druggist is accused of counter prescribing certain domestic remedies. Too many druggists assent, without due deliberation, to a question: 'It's good for that, isn't it?' This scheme results later in making the druggist responsible through direct or indirect indorsement."

"With proprietary articles bearing a druggist's label as maker, and, therefore, his indorsement, too much care cannot be observed. Directions as to the use of such remedies, whether for local or internal use, should not be obscure, and the druggist should avoid making extravagant claims for a preparation either by printed or spoken words."

"The pasting of new labels over old is carelessness, pure and simple, and shows at least contributory negligence. A good plan in use in many stores is to call off the name of the article while pouring or weighing it. If it is a case of a miscalled or misunderstood name, this method will help to detect it.

"Own make" liniments containing blistering ingredients, are the source of many threatened damage suits. A case decided some years ago in this city brought out clearly the danger of handing out such preparations without a printed or outspoken caution, 'Do not bind or bandage.—For rubbing only.'"

Carbolic acid for alcohol, ninety-five per cent. carbolic acid for its five per cent. solution, spirits of camphor for an eye wash of camphor water, and even blue ointment for blue mass, have been the most prevalent alleged mistakes.

Don't forget that in trial by jury you'll not have your professional peers—men who can understand the whys and wherefores. Druggists, you know, are not liable to jury duty, if in active practice, and it is perhaps as well to keep out of the courts, where the laity will impartially hit the druggist along with the railroad magnate and other millionaires.

TO EXAMINE MINERAL WATERS

To inspect the numerous mineral waters sold under domestic and foreign labels as "medicinal" is the latest form of activity of the Bureau of Chemistry of the Department of Agriculture. It is the belief of Dr. Wiley, based on the progress already made, that many waters have no medicinal value whatever. Some are positive frauds and an imposition on the public, he says, while the beneficial qualities of others exist only in the imagination of those who use them. The Geological Survey will cooperate in the work and will secure samples of waters from every genuine medicinal spring in the country. These samples w be used as standards in testing the many different waters sold. A complete report on their character and wholesomeness will be made by the Geological Survey. A small number of waters are labeled and sold simply as pure water from granite rock and not possessing any medicinal virtue.

Proctor Decorations.

One of the features of the Proctor houses next year will be elaborate floral decorations, a contract having been awarded to one of New York's leading florists to furnish all of Mr. Proctor's theatres with the choicest and most fragrant flowers. This week, of course, the houses will be profusely decorated with holly, mistletoe and evergreens, on account of being New Year's week, and in the future the decorations will consist of the garden's most beautiful and expensive products. This feature should attract more than passing note, as it will materially enhance the beauty of these splendid playhouses.

She was young and pretty. She tackled the corner druggist for a Christmas contribution for the Home for Decrepit Cats. "No Chadwick business for me," said he.

NAVAL HOSPITAL CORPS.

Status of Bills That Are Now Before Congress.

PHARMACISTS ASKED TO WRITE TO THEIR REPRESENTATIVES TO SECURE FAVORABLE LEGISLATION.

The members of the hospital corps of the navy are very much interested in the bills now before Congress for increasing the efficiency of the hospital corps of the navy. Pharmacists are earnestly requested to give this measure their active support and to assist in bringing its merits to the attention of their representatives in Congress, not only for the good it will accomplish for the navy, but as well for the effect it will have in elevating the standing of pharmacists in government employ.

The present status of this measure is as follows: Identical bills were introduced in the last session of Congress—in the Senate as Senate Bill No. 3984, by Senator Gallinger, and in the House as H. R. Bill No. 12646, by Representative Roberts—entitled "A Bill to Reorganize and to Increase the Efficiency of the Hospital Corps of the Navy," which bills passed their second reading and were referred to the respective Committees on Naval Affairs. Both bills are still "in committee," no action having been taken during the last session of Congress, owing to its early adjournment last spring. Unless these bills are reported to the Senate and House by their Naval Committees, no vote can be taken on them, and if not reported this session, they will be killed by "limitation" on the adjournment of Congress, March 4, 1905. Most of the members of this present Congress have been informed as to the merits of these bills and a sentiment favorable to them exists, so that their passage seems likely if they can be reported from committee and brought up for a vote, but all this advantage will be lost if the bills have to be reintroduced in a new Congress.

The most effective aid that can be given these bills—which are the same in both Houses—is such as would secure their consideration and favorable report by the Senate and House Committees on Naval Affairs, so that the bills could be voted on. This can be done by enlisting the interest and active support of the members of these committees, and the more friends that can be secured among Congressmen for the measure, the better will be its chances for passage. Pharmacists are requested to write personally to their representatives in Congress, asking their support for the "Navy Hospital Corps Bill," both as to aiding its favorable reconsideration and report in committee, and by voting for it when before Senate and House.

The most formidable obstacle to be overcome is the opposition in Congress (at this session) to passing new legislation or legislation that involves an appropriation. The added increase to the estimated annual amount required for the "pay of the personnel of the navy" that this measure would cause will be about $48,000 and because of this increased cost Congress may refuse to pass the bill. If the subject is considered, however, it will be plain that it is not true economy to cripple the efficiency of so important a branch of the navy for the seeming saving of so small

an amount, nor is it economy to spend money for training men for special duties, only to have them leave just when their services are most valuable. At present, few men re-enlist in the hospital corps, yet it costs the government a goodly sum to train each man to a point of high efficiency and the navy loses its men, its expensive training, and their skill and experience, because it does not pay them enough to keep them A constant stream of new recruits has to be secured, and the expense of training these for their duties, the loss of their services while under instruction and the consequent inadequate force of hospital corps men for duty afloat and at hospitals are increasing losses to the navy. As a matter of fact, the actual money loss is more than the extra amount involved in this measure, and the money is simply lost, as far as keeping a force of experienced, educated hospital corps men is concerned.

SOME COMPARISONS.

The hospital corps asks nothing for itself or its members that is not already granted to the warrant officers and enlisted men in every other branch of the navy. No extra favors, no special privileges or benefits or rights are asked for, only that they be granted the simple justice of equal rights with the other men of the navy. These members of the profession in the navy ask your help only to secure for themselves the same legal rank and status, the same rates of pay, the same privileges, the same rewards of promotion and the same rights to the benefits of legislation as are now enjoyed by every warrant and petty officer of every other grade and rating. The men of the hospital corps are now debarred from equality with their shipmates in these respects, and it is to secure for them this equality that the bills in question have been drawn up and recommended by the surgeon general of the navy and have been approved by the navy department.

That such legislation for the hospital corps of the navy is both necessary and essential to its future efficiency, is shown by the facts stated by the surgeon general of the navy in his "annual report" to the Secretary of the Navy—that there is increasing difficulty in securing good men for the hospital corps, and that the refusal of trained and intelligent men to re-enlist after serving one term is greatly impairing the quality of the corps. Why is it hard to get good men and why do they leave the service as soon as possible? These are some reasons:

The men of the hospital corps are paid less and have a lower rank than the men of any other branch of the service, and they are also deprived of the rights of others to promotion and better pay.

A pharmacist has his "warrant" from the Secretary of the Navy, the boatswain, carpenter, et al, have their warrants from the President of the United States; the warrant of the carpenter gives him a fixed status, the warrant of the pharmacists exists only during the pleasure of the Secretary of the Navy, who could revoke every one if he saw fit. All other warrant officers have the right to promotion to commissioned rank and pay after six years' service! The pharmacist is not given this right, nor can he hope for any higher rank or pay under present laws no matter what his merits or service may be. The actual rank and status of the pharmacist is only "relative," devoid of much of the substance of the status of other warrant officers.

The number of pharmacists is totally inadequate to allow them to be detailed for the responsible posts at hospitals and at sea where they are needed. To gain promotion to the rank of pharmacist a man must now expect to serve from ten to twelve years as hospital steward.

THE INJUSTICE OF IT.

A hospital steward is rated as a "chief petty officer," yet he receives only $60 a month, while every other chief petty officer receives $70, and he ranks below every C. P. O. When the pay of chief petty officers was increased $10 a month, all but the hospital steward received this extra allowance, the law declared that the pay of hospital steward could be only $60 a month, and he is consequently debarred from getting the benefit of any increase in pay, except by special legislation.

A "gunner's mate" or "carpenter's mate" can look forward to being promoted to the rank of warrant officer after five or six years' service; the hospital steward on his first enlistment cannot even hope to be promoted to pharmacist until he has served ten or twelve long years. Yet hospital stewards are required to be men of education and to possess a highly trained, special skill, not to mention administrative and clerical qualifications.

A hospital apprentice—who is trained to be a skilled nurse can get no higher rating than of "3d class petty officer,' with a limit of $30 per month, no matter how long his service or how great his ability or qualifications. The only promotion that he can look for is promotion to the rate of hospital steward, to secure which rate he will have to qualify as a skilled apothecary before a strict examining board. Even if thus promoted, the navy loses a nurse to gain an apothecary, which often works out an injustice to both nurse and apothecary, because of the loss of the distinction between the two callings and their different educational requirements.

RE-ENLISTING RARE.

The actual effect of these conditions and their results are significant of the harm they cause. Very few—almost no—men now re-enlist in the rating of "hospital apprentice" (nurse), this rating being too low and its pay too insignificant to attract and hold trained nurses. Hospital stewards, who are men of education and who hold their degree in pharmacy, find that there is no prospect for advancement in the navy and will not remain after serving one enlistment. The navy is almost daily losing the services, experience nad training of these men just when they are most valuable, consequently, there must be a constant infusion of new recruits, who must be trained and educated to take their places. This is a heavy waste of time and money, it impairs the efficiency of the hospital corps, puts inexperienced men in places of responsibility, causes a crippling of the corps by lessening the number of men available for duty ashore and afloat below safe limits, and sadly impairs the morale of the corps as a whole.

There are but a few weeks left of this session of Congress, and prompt work is the best aid.

CAN STAPLES BE CUT?

If Miles' Plan Succeeds, Might Cutters Not Slash These?

OPINIONS OF MOST LEADING RETAILERS COINCIDE IN THINKING THAT THERE IS LITTLE DANGER.

Whether the raising of prices on patent medicines as the result of N. A. R. D. organization will have any beneficial effect on trade as a whole, is a question raised by a prominent New York pharmacist. He claims that any gain on patents will be more than counterbalanced by losses on the sale of drugs.

"Common household drugs," he says, "such as rochelle salts, epsom salts, cream of tartar and so on, constitute the backbone of our trade. It is the small but frequent sales of such things that fill the cash register, not the profits on patent medicines.

"Most druggists never keep a record of their sales. But I have done so for a long time, and I find that patent medicines make up only fifteen per cent. of my profits. The rest is all in drugs and sundries.

"Now, suppose that the N. A. R. D. does succeed in making cutters sign a schedule on patent medicines and stick to it. What is to prevent a man from advertising a big cut on rochelle salts? You can't stop his supplies of that, because there are not one, but twenty manufacturers from whom he can buy. At the worst he could send his order abroad and have it filled in a week. It makes no difference where he gets it, all he has to do is to put on his own label.

"So with all other drugs of that class. The cutter only needs one thing that he can advertise as a 'leader,' to get the people into his store. You know that a woman is attracted by bargains in two things more than any other lines—groceries and drugs. If she sees glycerin advertised in a down-town store at four ounces for seven cents when she knows that here she would have to pay ten cents for one ounce, all she has to do is to drop a postal card and the stuff is brought right to the house.

THE MOST PROFIT IN STAPLES.

"I lose more profit that way than I could ever make up by higher prices on all the patent medicines put together. Suppose I do get ten cents more on a bottle of Peruna. In one day the extra profit would not amount to more than fifty or sixty cents—and I'm supposed to be in a neighborhood where patent medicines are used a great deal. I don't see the sense of making a dollar on one side of the store and losing four dollars on the other side.

"The big cutters and department stores will always have the advantage of us in the buying of drugs. Where the average retail druggist thinks he is doing well when he orders a hundred pounds, the big fellow will purchase a hogshead and get a bigger discount. Then he can sell a couple of cents below the druggist and still make a profit."

Another well-known druggist whose attention was called to these points thought that while the argument was a good one, it would not have very much weight in the price-raising movement.

"For," he said, "the records of the

wholesale he[illegible] show that sixty five per cent of the[illegible]es are made up of patent medicines [illegible] should not such a record be taken as the standard for estimating the sales of the retail druggist?"

A[illegible] on this idea, a series of questions was asked a number of leading representative retailers, both cutters and non-cutters. It was suggested that such a cutting of staple drugs, if largely pursued, might do more harm to profits than cutting patents ever did and that the very foundation of the retail drug business would be attacked

Supposing the new direct contract serial numbering plan to be in full and successful operation, and the cutter consequently shut off from slashing prices on leading patents, would he, in order to make a drawing feature, cut heavily on staple drugs? Is this idea practical and possible? Would there be satisfactory results to the cutter?

The answers were all of one tenor and usually the retailer did not require long to reach his conclusion. He usually thought such a development on the given hypothesis would be highly improbable and indeed, almost impossible.

ADVERTISING NECESSARY

"There would not be enough popular demand for staple drugs," said one retailer, "because they would not be sufficiently advertised. The large demand for the leading patents is constantly stimulated by enormous advertising. The articles are well known. The public constantly asks for them. Such would not be the case with staples.

"Reduced staples," he continued, "would often be too great in bulk for a customer's needs. Suppose rochelle salts were featured at five cents a pound; perhaps a few customers might be attracted, but when a pound of the stuff was handed out the customer would be appalled. How could he ever use it up! Besides, the package would be too large for comfortable postage. In all probability the patron would beg to be excused and ask for a cent's worth. Having once made the price a nickel a pound, the druggist would have to sell an entire pound to each purchaser alike. He could not in fairness sell a pound to one man for a nickel, half a pound to another, and a quarter to the third at the same figure. It would degenerate speedily into a penny trade.

EFFECT OF CUTTING.

'Of course, these low values would attract some attention. Some person who had purchased at the cut rate would expect to buy the same article at the same figure in another store. When denied this privilege, the individual would immediately exclaim, 'Oh, but I can buy it at Brown's for that price; then why can't you sell for that?' Upon which the wily druggist would unquestionably reply, 'Well, we could sell such drugs as Brown sells at those figures, but we prefer not to handle that quality of goods.' Constant repetition of this on all sides would soon give Brown the reputation of selling spurious or adulterated drugs. This could not happen when cutting patents, for they come in original sealed packages, put up by the manufacturers themselves, which acts as a guarantee of genuineness and purity to the purchaser, no matter at what reduction they are sold. In this respect, certainly cutting on staples would not work as well as cutting on patents."

Another druggist replied to the queries in this vein: "Of course, there are lines which could be featured by a cutter in the event of a complete success of the direct contract plan, which are not patent medicines. But they are not leading staple drugs. They are confined to the sundry class of articles, such as soaps, "own makes," etc. But featuring of these already goes on continually, and an expansion of such cutting would affect the general retail drug business not at all.'

These conclusions, attained by men who surely know the situation, all combine to pay tribute to the power of large advertising. With such publicity, necessitating large organization and capital, an enormous demand can be created for anything with merit. The public can be educated into any line of thought by persistence. But without huge advertising there will be no great general demand, and consequently cutting unadvertised staples does not produce the same results for the commercial druggist as slashing well known patents

APPRAISERS' DECISIONS.

—Plasters were imported by the Eichler Publishing Company and were assessed as medicinal plasters. The importers protested on the ground that the merchandise was salve and so was dutiable under paragraph 68 of the tariff act as a medicinal preparation. The board found the merchandise to consist of healing or curative plaster in roll form, to be softened by heat, spread upon various fabrics, and then applied to the body. Webster's definition was cited that plaster is an external application of a harder consistence than an ointment, to be spread according to different circumstances, either on linen, leather, or other material. The importers' protest was overuled.

—Agate scale bearings were imported by the Computing Scale Company, at Cincinnati. They were small pieces of agate, varying slightly in dimensions, which were cut, polished and grooved in order to fit them for specific use as bearings for scales of superior quality. The collector assessed them as precious stones, cut, but not set. The importers protested that the merchandise was dutiable as manufactures of agate. The Board of General Appraisers sustained the protest.

Lanoline, or adeps lanæ, was held by the Board of General Appraisers to be dutiable at 25 per cent. as a medicinal preparation. The importers, Victor Koechl & Co., claimed it was dutiable at 1½ cents a pound, as wool grease. Testimony showed the merchandise was made from wool grease and is used as the base for many ointments, but the board ruled that the process of refining has made it an entirely different article and that its use brings it within the class of medicinal preparations.

Morpheus moved uneasily in his slumbers. "By the powers!" he ejaculated. "There's a rose in the garden, again." And it was no dream, as history proves. But wait! man.

Mamie often wondered why
Acids trouble alkali
Mamie in a manner placid,
Fed the cat boracic acid,
Whereupon the cat grew frantic,
Executing many an antic.
"Ah!" cried Mamie, overjoyed,
"Pussy is an alkaloid!"
—Saturday Evening Post.

Easter, 1905, Is April 23rd.

The "White Rabbit" reminds the progressive druggist that Easter will be here soon, and that he should prepare for the demand that is sure to come for the White Rabbit Easter Dyes. The "White Rabbit" and the Easter egg are inseparable.

In choosing a satisfactory brand of Easter dye for the coming season, no mistake will be made in buying the well-known "White Rabbit" brand. These dyes have been on the market for many years, and always give satisfaction.

The old German myth familiar to all, that the white rabbit is responsible for the colored Easter egg, is utilized in the name of the White Rabbit Easter Dyes. They have become exceedingly popular with the children, as well as with older people. The trade also appreciates them on account of their easy sale and the fact that the retailer's profit is large. The dyes are packed in handsome display boxes, which contain attractive advertising matter for the dealer. They are the best advertised dyes, as well as the best in quality. Get the best. Order from your jobber.

CARING FOR CIGARS.

An Expert Tobacconist Criticizes Drug Store Cigars.

"The average druggist gives but little attention to his cigars," said an old time cigar man, referring to the care of the weeds after they are once stocked. "The druggist with limited capital and facilities for handling cigars, is manifestly at a dsadvantage when he competes with a cigar store, properly arranged and conducted.

"The average cigar case is fitted with either felt, tin or sponge moisteners, supposed to furnish sufficient moisture to keep the 'smokes' in good condition. The same cigar case frequently holds a great variety of cigars, some moist, some dry, all exposed to the same temperature and a like amount of water vapor.

"This is wrong. Cigars have their peculiarities, different types requiring dissimilar treatment to keep them in good condition, and the placing of tigntly rolled, moist Havana cigars beside the mongrel cascarilla-vanilla flavored weeds, that burn like sawdust, anyway, is responsible for many druggists' loss of cigar customers.

"Why? Because the Havana cigar is already moist enough, is tightly rolled and holds the moisture in its filler, and too much dampness present will certainly affect the wrapper. In addition to this, the flavored cheap cigar, in summer at least, is bound to affect the better grade weeds by imparting a foreign flavor which is quite apparent to the expert.

"A little judgment on the part of the druggist would prevent the spoiling of $90 goods with $30, or lower priced doctored cigars. This could be accomplished by dividing the display case by an air tight partition, into wet and dry departments.

"That cigars in winter dry out because of the artificial heat, is well known. Summer heat causes sweating of cold surfaces, showing that it carries moisture. Therefore, in winter you should give your cigars a chance to absorb a little clean moisture.

"I personally don't put much faith in these exposed water surface moisteners or the other varieties. When I think my cigars are getting somewhat dry, I bathe the containing boxes witn a sponge wet with tepid water. Wood is a good absorbent and water applied this way accomplishes results. I have taken cigars that were almost brittle, and by judicious box moistening, have rendered them salable. It's the cigar that 'breaks' or unrolls, the one that doesn't draw well, that loses the repeating trade. And it's the steady patron that counts in the cigar business.

"I have seen drug store cigars that would smoke themselves, they were so dry, and I have endeavored to smoke green cigars that should be in the custody of the Gerry Society, they were so young and fresh.

"Some rapidly selling brands never require attention. These I keep on open shelves and have no complaints about breaking. But the druggist would hardly be wise to expose absorbent weeds to the action of the combined odors present frequently in the pharmacy. Cigars, if exposed near a perfume case, absorb the volatile odors, which are by no means a pleasant addition, to my mind. How much worse they would smell if valerian or asafetida were in the air."

Many druggists admit that they cannot care for their cigars properly through lack of space. In order to secure discounts, quantity lots of cigars are frequently purchased and the absence of humidors makes the last of these quantities almost unsalable, because they are thoroughly dried out. Some stores have surplus cigars stocked on high shelves, where they are subjected to high temperature and absorb all sorts of volatile gases. Others have cigars hidden under counters, in musty or damp places, decidedly unsanitary, to say the least.

The druggist, if himself a smoker, can study his carried brands, making up his mind which should be classed as green or dry brands.

SPONGES BECOME SCARCER.

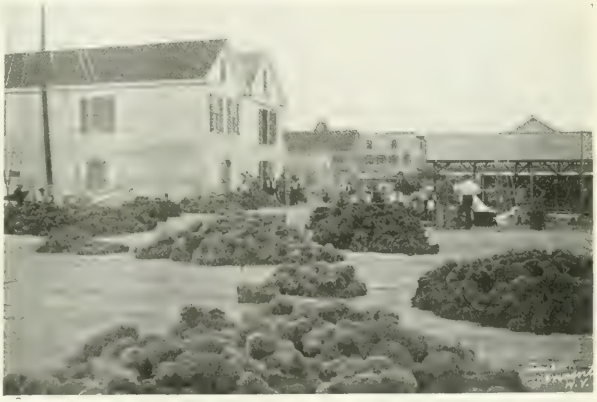
Their Cultivation Is Not Yet Considered Practicable.

The efforts of the United States Fish Commission to protect the sponge industry by the prohibition of the taking of small and immature sponges are meeting with little aid from the fishers, says Clifford M. Story, in a recent article in the American Inventor. As the fishers work independently, it is well-nigh impossible to make them amenable to the law in this respect. A profit in hand, they argue, is worth two in the future. The dealers at the ports say they are powerless to stop the lawlessness, being forced to buy thousands of small sponges which should never have been taken from the sea.

As a consequence, there is a startling dimunition in the supply and an increase in prices which has brought forth public protest. There are those pessimists who predict the virtual elimination of sponge fishing as a prosperous industry.

That sponges may be cultivated has been demonstrated, but as it takes about seven years for one to attain a salable size, it is little likely that the fishers will ever acquire sufficient patience to become growers. The method of cultivation is not a difficult one and suggests that the dealers might undertake the cultivation, and thus save to the United States the purchase prices which may in no distant day go to the Mediterranean. Fresh sponges are cut into small cubes, injuring the outer skin as little as possible. The cuttings are skewered on bamboo rods, about three to each rod; these are attached to boards and sunk.

Modern methods have not appeared in the industry, so far as the curing of the product is concerned, or its dispatch to the market. The catch is thrown into small kralls on the beach, where between the washing tide and the hot, tropical sun, the decomposed animal matter is removed. The industry, too, confines itself to the few sections developed many years ago. To only a few ports come the fishers. In these the sponge merchants of New York and other cities maintain agents. At Key West and Tarpon Springs are marketed most of the Florida sponges. The Cuban Sheep's Wool is brought into Havana, and Nassau in the Bahamas is the market for a cheap and coarse variety.



Courtesy of American Inventor.

ASSORTED SPONGES ON THE KEY WEST SPONGE MARKET.

It is possible that a more alarming scarcity will awaken either enterprise sufficient to start sponge farms, or wide search for possible new grounds in the Gulf of Mexico or among the West Indies.

Concerning Wild Licorice.

The bulk of the importations of licorice-root are absorbed by tobacco manufacturers, who use it to flavor tobacco and snuff. Sometimes large enough quantities of this flavoring are used to warrant the term adulteration. Most of the licorice grows wild in the Tigris and Euphrates valleys. The plants are regularly cut; in fact, the harvesting of licorice is almost an industry. The imperfect or crooked sticks are used for fuel, but the good ones are exported in large quantities, usually to England and America.

SODA DISPENSERS' TALK.

What They Think About Fountains and Dispensing.

THE COMPOSITE VIEWS OF THE MEN BEHIND THE MARBLE COUNTERS. "SANITARY SODA" NEEDS CLEAN, POLITE SERVICE.

It is sad, but true, that the average druggist knows little about his fountain, outside of paying its running expenses. Inquiry shows that not one proprietor in five can give the whys and wherefores of certain fountain attachments, or give lucid reasons why he is using a time outlawed apparatus.

Who does know all about soda fountains?

Apparently the men who dispense soda. Yet each man is familiar only with the type of apparatus he is employed upon.

Manifestly it is impracticable to give the criticisms offered by a majority of the acknowledged leaders among the dispensers. Each has an argument for his favorite and positively no use for its contemporaries.

WHICH IS BEST?

There are at least two sides to the question, which is the best type of fountain. There is the dispenser's view, the proprietor's view and last and most important, the public's view.

The concensus of dispenser's views is that the apparatus must be easy to clean, and easy to operate. But, first of all, the arrangement of the apparatus must be such that pools of soda, drainage water, etc., cannot collect upon the floor. The dispensers, one and all, urge that there is something more important than looking clean. They want to be clean. What is the advantage of clean linen, white or black uniform coats, a well scrubbed counter, polished silver plate, and so on, if the dispenser is suffering personal and physical discomfort from wet feet and bedraggled trousers? Many dispensers urge existing conditions in extenuation of the soda man's tippling.

The plea is often made, "I took a little calisaya or coca wine to warm me up a bit," when disagreeable questions are asked about intemperance. And while this is little better than no excuse at all, still there may be some truth in it.

Whatever type of fountain you install, say they, give first thought to drainage. A concrete floor sloping to the center and fitted with at least a three-inch drainage tube to the sewer is accepted by many as the best. They add, however, that there should be no corners, the cement floor rising a couple of inches at the outer margin and being concaved to permit flushing with a hose.

SLOPPY FOUNTAINS.

This should be the foundation for any fountain. Then comes the question of "sloppy" fountains. Those with badly arranged sinks should be particularly avoided, as well as those with "leaky" soda taps. Renewing of washers will prevent in great measure this evil for which the dispensers are themselves frequently responsible. The practice of holding on to the draught arm lever or faucet by the posing dispenser will in time do the trick.

The men say it is not the fountain as much as it is the dispenser who creates a "sloppy" atmosphere. In the hustle to serve a crowd, the dispenser "slops" more or less. He interchanges glasses while the stream is on, doesn't shut off the soda properly, spills a drink or two, overturns glasses, or in his haste to wash them, spatters sink water about.

All of these trade spoiling features can be and are more or less eliminated by the newer fountains. A projecting deep-fluted marble slab under the draught arms of the wall fountain, a projecting sink under the counter service apparatus, with plated drip drainage cups directly under the soda arms, help to reduce floor moisture to a minimum. The grating on the floor should be easy to remove, and should be thoroughly cleaned each day.

TIME IN SERVICE.

The turning about to the wall service to obtain syrup, the drawing of the soda and the serving of the customer is about equalized in serving three glasses of soda, by the care necessary in handling bottles, or the pushing of the pump on container.

This so much discussed question should not be considered important, say the majority of soda men. It should be how good, not how quick. They argue that the bartender in a saloon has to handle whiskey and cordial bottles, and has to wait for the froth to diminish on beer and ale, yet no great complaint is heard. Is it different with soda?

A post-theatre visit was paid seven of the larger soda dispensing drug stores. The same drink, orange phosphate, was ordered in each place, not, however, the same night. The bottle, pump, wall and combination wall and counter service fountains were represented. Each store was crowded and there were at least two men dispensing. And the observer had to admit, with the soda men quoted, that it was more the men and their methods than it was the fountain.

PRACTICAL DISPENSING.

In two stores the men had evidently suffered much from wet feet and the consequent alcoholic remedy, or else they were new and easily flustered. And some of the soda men talked. There were "asides" —some unfit for publication.

From many soda men's viewpoint the "new fangled" drinks are a nuisance, and those who drink and pay for them fools entitled to no consideration or good service. The man who, in a rush, asks for a malted milk, chocolate and egg, or an egg phosphate with three eggs (one man did) or some other combination that entails nicety in manipulation, should either be served willingly or not at all.

One of these "asides" heard by the observer was a whispered, "Say, Bill, look at that weak, little duffer. Three eggs; huh!" This directed apparently at his fellow dispenser, but intended for and heard by the patron who had evoked it.

Calling this to the attention of other soda men many admitted that the soda business was trying, especially during rushes, and these "asides" were pressure relievers, so to speak, and have nothing to do with the question at issue. It may be worthy of note that the sotto voice remarks were made at a wall fountain, while the man was drawing syrup, his back to the customer.

ICE SUPPLY.

The question of ice supply from the dispenser's standpoint is important only from its labor-saving features. Dispensers unite in saying that a wall fountain should have a rear ice feed, that is, should be so built that icing may be done from the back, out of the dispenser's way and the customer's view. Syrup tanks in a wall apparatus should be arranged so that they may be removed without unnecessary climbing.

Syrup bottles, plunger pump tanks and all other types of syrup containers require careful attention. Soda glasses should, say all the dispensers, be washed in hot, soapy water, rinsed well each time and at least once a day a bicarbonate of soda solution should be used on them to give them a polish. This hot water washing is carried out in many stores where there is space behind a fountain, but in the majority it is impracticable.

Now that ice cream has acquired such a hold in soda dispensing, a thought should be given to the arrangement of containers of that delicacy. A convenient supply can in some of the new fountains, be placed at either end of the dispensing counter. These cans are contained in marble boxes having a lid top. The interior of the marble box is arranged to save ice. The removable cans fit within a sheet iron holder, allowing the side and bottom distribution of ice and salt. It is thus easy to replace an empty ice cream can with a full one without unpacking ice, because of the sheet iron wall, which prevents direct contact of can and salted ice.

Refrigeration of mineral waters, kumyss and the like should be accomplished, say most dispensers, without direct application of ice. Air tight chambers connecting with the ice supply are best for this purpose, because the waters are subjected to dry, cold air, which does not destroy identifying labels.

As to the carbonated water, it should be charged high enough to permit of rapid soda drawing, yet not high enough to break glasses. A hundred and twenty-five pound pressure, cold, will equal a much higher pressure of a warm stream. Some dispensers set their automatic carbonators at 150 pounds, but they are exceptions.

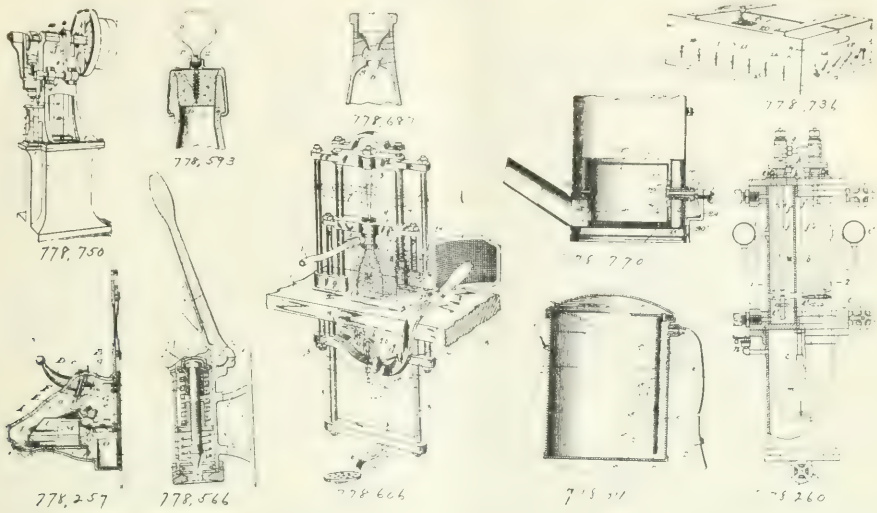
THE BEST DISPENSER.

In general then, the best soda fountain in the dispenser's eyes is the one that will be easy to clean, is conveniently arranged with an idea to the physical comfort of its operator, and one where unnecessary moisture is eliminated as far as possible by drainage or construction, preferably the latter. The measuring cups on syrup tanks are disregarded by dispensers generally, each preferring to guess quantities. Some say that the new apparatus is constructed entirely too much on the automatic plan, requiring but little skill from the dispenser.

Even on wall fountains so many special bottled preparations are in demand that it would seem that it would be as well to have a bottle system for all syrups, rather than a combination of systems.

All of the men behind the counter say that the desire of the druggist to hold on to an old time, worn out apparatus is responsible in a large degree for the slipshod, unsanitary methods of the men who serve.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued December 27, 1904.

778,243—Fritz Hofmann, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co. New York, a corporation of New York. Process of making dialkycarbinols.

778,257—Louis L. Martin, Toronto, Canada. Apparatus for vending perfume.

778,260—James T. R. de Morley, London, England. Apparatus for the manufacture of mineral or aerated waters.

778,277—Carl F. Schaerges, Basel, Switzerland, assignor to the firm of F. Hoffmann-Laroche, Basel, Switzerland. Chloral-acetone-chloroform and process of making same.

778,311—Linley S. Grisell, Clyde, Kans. Fountain siphon-syringe.

778,477—Karl Elbel, Biebrich, Germany, assignor to the firm of Kalle & Company, Biebrich, Germany. Monochloro alpha-naphthol and process of making same.

778,556—Samuel L. Summers, Philadelphia, Pa. Process of making acetyl-salicyl-phenetidin.

778,566—Harvey Coale and Lewis S. Greensfelder, Baltimore, Md. Apparatus for applying stoppers to bottles.

778,593—Alexander M. Macconnell, New York, N. Y. Closure for bottles or the like.

778,606—Ray D. Price, Detroit, Mich. Automatic guard for bottling machines.

778,656—Otto J. Graul, Ludwigshafen-on-the Rhine, Germany, assignor to Badische Anilin und Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation of Baden. Process of making acid nitrites.

778,677—Elijah M. Hougaton, Detroit, Mich. Blackleg-vaccine and process of making same.

778,670—Michael Jijinsky, Krefeld, Germany. Ortho-dioxyanthraquinone-sulfo acid and process of making same.

778,687—John G. Marmion, San Antonio, Tex. Bottle.

778,736—David H. Bowlin and William L. Doudle, Columbus, Miss.; said Doudle assignor of one-half his right to said Bowlin. Shipping-case for bottles.

778,750—Frank P. Kirzinger, Louisville, Ky., assignor of one-half to Milton D. Bryant, Louisville, Ky. Pill or tablet machine.

778,770—Otto Ziems, Leroy, Ill. Dispensing and measuring apparatus.

TRADE MARKS.

Registered December 27, 1904.

43,947—Antiseptic. Farbenfabriken of Elberfeld Co., New York, N. Y. The word "Metakalin."

43,948—Certain named toilet preparations. William Walter Westgate, Houston, Tex. The misbehaved word "Wes-sa-teen."

43,949—Cough medicines. Dominick A. Mattio, Jersey City, N. J. The words "Rapid Transit," associated with the representation of an electric car, showing the trolley attached to the wire.

43,950—Liquid. Andrew W. Zeigler, Elkwood City, Pa. The word "Mend," with the representation of an awl arranged beneath the word.

LABELS.

Registered December 27, 1904.

11,736—Title: "Hygieia the Best." (For herb teas.) The American Health Association, New York, N. Y.

11,737—Title: "Hygieia." (For herb teas.) The American Health Association, New York, N. Y.

11,738—Title: "Smyrna, Turkey Fig Syrup." (For fig syrup.) George P. Frysinger, Sr., Tucson, Ariz. Ter.

11,739—Title: "Superlatie Hair Restorer." (For hair restorer.) Christena Moyer Packer, Chicago, Ill.

11,741—Title: "Doan's Dinner Pills." (For pills.) Foster-McClellan Co., Buffalo, N. Y.

11,742—Title: "Fernet Fratelli Branca Fu Carlo & Ci." (For medicine.) V. Casazza & Bro., New York, N. Y.

11,743—Title: "Vegecide." (For a powder.) Vegecide Company, Omaha, Neb.

Donnell Mfg. Co.'s Premiums.

The manufacturers of the Famous White Rabbit Egg Dyes, the Donnell Mfg. Co., 612 S. Sixth street, St. Louis, are offering again this year a premium of a Wirt fountain pen or a pearl handled pocket knife to all salesmen who sell through their respective houses, thirty-five boxes of the dyes. Both premiums are of excellent quality and are well worth an effort to obtain them on the part of salesmen.

MARKET REPORT

MARKET EXCEEDINGLY FIRM.

Moderate Consumptive Demand as Year Closes.

LITTLE FEATURE, AS IS USUAL AT THIS TIME, BUT TOTAL SALES LARGER THAN MIGHT BE EXPECTED.

NEW YORK, Jan 2.—The general scarcity of certain leading drugs, especially indigenous drugs, causes decided firmness in most divisions of the market. This scarcity can be traced to a number of causes which have been operative for the last two years, and chief among them is the baneful influence of drought on the growing crops. The European drought of two years ago is now causing its full effect. The week has seen only a few changes in the market, as the end of the year naturally curtails operations. Declines of importance are non-existent and the general tendency continues upward. Lycopodium, ladies' slipper and silver nitrate have again risen.

OPIUM.—The market is quiet, steady and unchanged and the condition of foreign and domestic primary market foreshadows no change for the immediate future. There is a moderate movement into consumption. Jobbers still quote $2.85@3.00 for nine per cent., and $2.95@3.10 for eleven per cent. Powdered, $3.75@4.00 for thirteen per cent., and $4.50@4.75 for sixteen per cent.

MORPHINE SULPHATE.—No new feature has developed. As is the case with opium, morphine holds steady at unchanged values under a moderate demand. Jobbing prices remain $2.60@2.70 for eights, in ounce boxes, $2.55@2.65 in 2½ oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5 oz. cans, according to brand or quantity.

QUININE SULPHATE.—During the week a slightly easier tendency has appeared in the primary market, but without effect on jobbers. There was a sale of 10,000 ounces at terms not yet made public, but it is unlikely that any great variation in values was registered. Jobbing prices continue at 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10 oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

GLYCERIN.—A readjustment of values, owing to freer offerings, causes a decline, making jobbers' quotations 16@16½c. per pound for 30 degrees in 50-lb. tins; 20@25c. for less; 15@15½c. per pound for 28 degrees in 50-lb. tins, and 18@23c. for less.

LADIES' SLIPPER.—The continued scarcity of supplies creates another advance. Jobbers quote the root 60@65c. per pound and the powdered 65@70c. per pound.

LYCOPODIUM.—The foreign scarcity has advanced local jobbing quotations to $1.05@1.20 per pound.

SILVER NITRATE.—As the metal continues to increase in value because of short stocks, silver nitrate has also risen and jobbers are asking 46@52c. for crystals per ounce $7.10@7.50 for crystals per pound; 48@52c. for fused per ounce, and 60@62c. for cones per ounce.

OIL BERGAMOT.—This commodity is also scarce, owing to short production, and the Messina market is very firm. Local jobbing prices have been advanced to $2.60@2.65 per pound in consequence.

CHAMOMILE FLOWERS, ROMAN.—The new crop is now on the market for distribution and values have been set by jobbers at 28@30c. per pound.

OIL PEPPERMINT, WESTERN.—The situation in this oil has been peculiar for some time past, as large holders have been speculatively withholding supplies from the market. The control of values still continues, but it is rumored that after the first of the year 30,000 pounds of the oil now in growers' hands will be unloaded at the best prices obtainable. In consequence, the market is slightly easier, and jobbers now quote Western $3.75@3.85 per pound.

BAYBERRY WAX.—In sympathy with the recent advance in bayberry bark, the wax has risen to 28@33c. per pound.

MERCURY DISTILLED.—The market has risen owing to a lack of offerings. Jobbers now ask 85@90c. per pound.

STAR ANISE.—The strength of foreign markets has finally caused an advance here in jobbing prices to 28@33c. per pound.

STRYCHNINE.—Owing to a slight falling off in demand and freer offerings, jobbing prices have been reduced to the following: Alkaloid, crystals, oz., $1.00@1.10; ounces in ¼-oz. vials, $1.20@1.30; powdered, oz., 95c@$1.05; ounces in ¼ oz. vials, $1.15@1.25; sulphate, crystals and powdered, oz., 95c.@$1.05; ounces in ¼-oz. vials, $1.15@1.25. Other prices are unchanged.

FRENCH CHALK, POWDERED.—A slight decline has been made by jobbers, owing to larger offerings by first hands. Values are now, bags, 2½@2¾c. per pound, and less less 5@7c.

GUM SANDARAC.—The market has become firmer, because of but modest supplies. Jobbers are asking 30@35c. per pound.

OIL OF WINE, HEAVY.—Jobbers have held prices to $6.00@6.50 per pound.

ACID BENZOIC.—English has been lowered to 13@15c. per oz.

HYDROQUINONE.—Jobbers have lowered values in sympathy with foreign markets to $1.40@1.50 per pound and 14@15c. per ounce.

GUAIACOL.—A slight lowering of values makes jobbing prices $2.25@2.35 per pound and 17@18c. per ounce.

SUGAR OF MILK.—Jobbers are now asking 18@20c. for the powdered per pound.

PODOPHYLLIN.—The market shows some slight easiness in cleaning up local supplies. Jobbers quote $3.75@4.00 per pound and 35@40c. per ounce.

GINSENG ROOT.—A slight reactionary movement from the fairly recent declines causes jobbers to quote $8.75@9.00 per pound.

POTASH BABBITT'S.—An adjustment of values and conditions makes jobbing prices; cases of two dozen, case, $2.05; four dozen, case, $4.00, and less per dozen, $1.05@1.15.

OREGON BALSAM.—The jobbing market value has declined to $1.50@1.75 per gallon.

SPIKENARD ROOT.—A cleaning up of supplies created a slight decline in jobbing prices to 35@40c. per pound.

SENNA LEAF ALEXANDRIA.—Jobbers are quoting an advance because of the scarcity of supplies. Their prices are, whole, per pound, 35@40c.

UNIQUE FORMULAS.

The desire of the daily papers to furnish useful information is responsible for many unique formulas for various toilet and household preparations, supposed to save the dear public's money. The following is verbatim from the New York Evening Telegram and speaks for itself:

"Nicer perfumed sticks to burn can be made than can be bought. A preparation of one ounce of powdered benzoin, one-half ounce of cascarilla, one ounce of santal wood (not sandal wood), one-half ounce of cinnamon, one half ounce of nitre, one-half ounce of cloves, three and a half ounces of charcoal and three-quarters of an ounce of olibanum. All these should be powdered, then mixed with gum tragacanth. Roll into little sticks. One of the simplest pastilles is composed of four ounces of olibanum, four ounces of gum benzoin, one dram each of oils of lavender, cloves, cinnamon, thyme, caraway, santal, rhodium and geranium, one ounce of nitrate of potassium and two pounds of powdered charcoal. Dissolve the nitrate in gum tragacanth and then mix the whole as already directed."

It would appear that such formulas would boom certain hand soaps. Imagine the amateur mixing two pounds of charcoal, dissolving the nitrate in the gum, etc.

'Ware Owls.

That there is danger in exhibiting live animals in show windows is shown by the report from Louisville that a druggist of that city, Dr. Scheffel Wright, was painfully injured by a horned owl which he had displayed in his window. Wishing to feed the sleeping bird, he poked it, whereupon it lacerated his left wrist. Moral: Don't poke the animals. You wouldn't like someone to poke you.

"I want something for a headache and I want it bad," urged the man with the frown.

The Boston druggist retired to the rear and emerged with a glass, held at arm's length. The man held his nose and drank. "Gee," he said, "that was bad." The druggist mused, "Still they say we are substituters."

It is reliably reported that in Scotland recently, a jury in a criminal case returned the following verdict: "Guilty, but with some doubt whether the prisoner is the right man."—Law Notes.

Chalk for Medical, General and Toilet Use.

Thomas' English Prepared Chalk is produced in little, pure white cones for medical and general purposes, and in little delicately shaded pink cones of exceeding softness, which are especially intended for the complexion. They are packed in eight pound, lock-cornered, slide-lid boxes, with label bearing the name "The Thomas Manufacturing Co."

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JANUARY 12, 1905. Number 2.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: Room 314, 36 La Salle St.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Responsibility for Quality.—Board of Pharmacy Meetings.—President Voegeli Greets His Fellow Retailers and Says Slogan From Now on Must be: "The Dues Are Due Now."—Messrs. Jones and Lemberger on Organization.—Dr. Benedict on "Ethical Pharmacy."—Question Box.—Book Reviews.

NEWS.—G. A. S. Recommends Members to Join N. A. R. D., But Does Not Affiliate as a Society.—The Same Question Before the Kings County Ph. S.—Annual Meeting New York State Board of Pharmacy.—Failure of Drug Raid in Milwaukee.—Threatened Revival of Old Spanish Patent Medicine Law in Cuba.—The Navy's Hospital Corps.—Review of the Sessions of the American Association for the Advancement of Science.—Metric System in England.

TRADE.—The Soda Fountain From the Proprietor's Standpoint and How to Make It Pay.—The Growth of Mail Order Business in Pharmaceuticals.—Disposing of Left-Over Holiday Goods.—The Scarcity of American Saffron.—1904 Tobacco Crop.—Gathering Spruce Gum.—Appraisers' Decisions.—Patents.—Show Window Displays.—Advertising Commentary. Market Report.

EDITORIAL COMMENT

Organization in New York.

A case of unfounded suspicion as a result of too little frank statement is an unfortunate feature of the present N. A. R. D. organization campaign in this city. The rank and file of the retail trade have somehow acquired the impression that the forces of the national association have something sinister hidden behind the scheme of enrolling names under the direct contract banner. Who is to blame for this misapprehension is of minor importance; the fact remains to trouble and to delay. Certainly The Era has done what it could to clear the atmosphere, but no journal can speak with authority, and "straight talk" from those having authority to speak is what the druggists of New York want.

The misunderstanding about the dues and organization fees is not the worst of the difficulties which are withholding confidence from the N. A. R. D. movement. The difference between $4.00 and $6.50 is too small a matter to influence the pharmacist who really believes that organization would be a benefit to him. That alone is not enough to place the entire movement in peril. Far more serious is the suspicion that, in spite of the unequivocal endorsement of the contract principle at the annual meetings, the N. A. R. D. forces are stealthily seeking to commit the retail druggist to the tripartite policy. With that policy the pharmacists of this town have had an exceedingly unpleasant experience. Retailers and wholesalers who, some years ago, kept their promises scrupulously, only to see their trade captured by less conscientious rivals, are naturally wary of anything likely to involve them in similar situations.

It is needless, and we fear also useless, to say that all these suspicions have no basis in fact. The N. A. R. D. aims merely to bring the local druggists together for their own good; nothing more, nothing less. The national body does not intend to inflict a schedule upon any locality; that is a matter which the druggists of every district must decide for themselves. Possibly a series of local schedules would do good in New York and possibly the druggists could arrange such a series without loss to any honest men, but those most concerned may rest assured that no power on earth could lead them into that sort of arrangement without their consent.

For the rest, we can assure the druggists of New York that the executive committee of the N. A. R. D. has no sinister designs upon the city. If they wish to benefit by affiliation with the most powerful druggists' organization in the country, they have the opportunity. If the local druggists find that none of the routine methods, which have been successful in other places, will do in New York, there are plenty of other plans which may be turned to profit.

Nobody endangers his liberty by joining the N. A. R. D.

Responsibility for Quality.

Discussions of the retail pramacist's status in regard to the law which holds him responsible for the quality of all materials dispensed, almost invariably lead to the conclusion that actual tests are practically impossible in the ordinary drug store. Still, upon this basis rests the theory of all pharmacy laws, that licensed men are able to furnish the proper materials to the defenceless public. A law whose demands are impossible is obviously a bad law. The purpose of law is to prevent violations; not to induce them.

If, however, the impossible responsibility is taken away from the retail pharmacist, to whom shall it be entrusted? Shall the wholesale distributer be compelled to guarantee the quality of the material, or shall the responsibility be placed upon the manufacturer? These questions have been under consideration in the pharmaceutical societies of Great Britain, and the opinion that the pharmacist should take all the responsibility and importance which he can get seems to prevail.

If the duty or privilege of protecting the public from the evils of impure and

improperly labelled drugs is allowed to be shifted from the pharmacist to the wholesaler or manufacturer, what significance has the board of pharmacy license? Perhaps the better way would be that suggested by one of the parties to the discussion: to make the manufacturer responsible to the pharmacist and the pharmacist responsible to the public.

Criticize Contract Proprietors.

There is still a great deal of floating criticism directed toward the management of the direct contract movement. The adverse opinions are not the idle talk of habitual faultfinders, but the convictions of men who occupy a high place in the community and whose words have great weight in the councils of the N. A. R. D. The criticism is sufficiently severe; in effect that at least one of the big firms has bungled inexcusably and that it is only by good luck that the plan can be made to succeed at all.

Most of the fault finding concerns a lack of co-operation between the departments responsible for the contracts and those entrusted with the distribution of the goods. "Here, the plan was announced months ago," remarked one disappointed druggist, "and some of the retailers have not even had a chance to sign. Everybody has been allowed to stock up and the result is that no one will be obliged to sign for three months, unless he should happen to feel inclined that way."

It is, of course, unfair to judge the operations of a huge proprietary establishment according to the standards of the average drug store, but six months does seem a bit long for making a simple experiment for which the conditions have been carefully prepared by others. If the object of the campaign is actually the control of prices, it seems that a little more speed would save a lot of unnecessary trouble. Unfortunately, commercial reasons for the delay suggest themselves naturally and persistently.

The Board Meeting at Albany.

The most interesting part of the proceedings of the board of pharmacy meeting and conference last week, concerned the new pre-requisite law. That measure is something of a departure in pharmaceutical legislation, and the arrangement of the details incident to its enforcement, possesses an importance and interest not confined to the locality directly affected. The adjustment of the requirements so as not to bear too heavily upon candidates during the transition period and the grading of colleges with fairness and without favor were tasks which presented all the difficulties of an undertaking not experienced before. That the work has been done so thoroughly and that results have been so satisfactory to all concerned, speaks volumes for the patience and ability of the board members.

The prerequisite clause of the New York pharmacy law seems likely to play an important part in the development of pharmacy during the next few years, and the names of Dr. Muir and the other gentlemen who have labored long and effectively for college training as a requirement for registration in pharmacy, will live in the history of the calling. If other states follow the path blazed by the pharmacists of New York—and inquiries from all parts of the country indicate a very lively interest in the matter—the pharmacist's license will hereafter mean something more than it has done in the past. Registration as a reward for time service may be fairly satisfactory in isolated cases, but it can create no great amount of professional self-respect and that is what pharmacy seems to need.

Dr. Muir, who has good reason to be proud of the first pre-requisite law to be enacted in this country, sees immense possibility in his protege. He believes that nothing, not even the founding of superior schools and colleges, will accomplish so much for the real "elevation" of pharmacy as a compulsory course of study. He takes no stock in the scarcity of clerks bug-a-boo. In his opinion there will be quite as many pharmacists after the law has been in operation for some years, and they will be better equipped. The calling will attract better men, for the higher attainment will attract students who have superior qualifications. The present requirement is not to be taken as satisfying all hopes and ambition of the pharmacists. Requirements are to be raised gradually until the dispenser of drugs shall occupy the place which is his due. The regents declare that beginning with only twelve counts is a wise move; that it is a mistake to begin with demands which must later be reduced.

Pharmaceutical Arithmetic.

The failure to include pharmaceutical arithmetic among the requirements for board examinations under the new law in this State will occasion no little disappointment among practical pharmacists, for nothing in the matter of instruction is more important to the would-be dispenser than arithmetic. Even a knowledge of doses, properties and reactions is of less importance than an ability to add, subtract, multiply and divide. Arithmetic is the tool by means of which all other sorts of information are applied. Of what use is a brain stocked full of special information about drugs, if the possessor is unable to divide a fraction of a grain of strychnine into thirty doses with any security of results?

The loss of this point, upon which some of the board members were prepared to insist, must be ascribed to a species of red tape. The regents have a system of counts by which the learned of the State are measured. The system is a sort of standard and modifications create difficulties. Why prepare a new measuring rod for the pharmacist, when we have one which fits everybody else? seems to be the sentiment of the educational authorities.

The temporary abandonment of the arithmetic counts need not, however, be a serious loss. Why should not the subject of pharmaceutical arithmetic constitute a major subject in the examination proper? No subject is more important, more practical or more useful professionally, and Mr. Bodemann, who has every means of knowing, and whom we have every reason to believe, says that in no one subject are candidates apt to be so wofully weak. A pharmacist without the proper acquaintance with the science of numbers is like a carpenter who is unable to read the figures on his rule; his work is a matter of guess-work, and guess-work in the prescription department is fatal.

The Cut-Off List.

The correspondent who last week announced that Secretary Wooten would hereafter issue no more cut-off lists, did not relate quite all of the story. It is quite true that no more lists will be sent out by national "headquarters" or any officers of the N. A. R. D., but this does not imply that no cut-off lists will be prepared. We have learned from credible sources that this part of the machinery for enforcing schedules is now conducted in a very satisfactory manner by private enterprise.

This move on the part of headquarters is undoubtedly a wise one. It transfers a very disagreeable burden to other shoulders, and with it a responsibility bearing extremely unpleasant possibilities. The N. A. R. D. will hereafter have nothing to do with policing the trade. This service will be performed by others and the wholesale distributers, who are most interested in cut-off lists, will bear the expense.

How this arrangement will affect the legal status of tripartite operations remains to be seen. However, since the last N. A. R. D. convention declared almost unanimously against further faith in the three-party plan, it matters very

little. Which brings up another question, if coercion in the matter of schedules is to be abandoned, what will the cut-off list firm find to do?

More Publicity.

The council of the A. Ph. A. has granted us the privilege of letting our readers know what that important body is doing. In accordance with a resolution recently passed, the secretary sends out for publication such news of the work of the council as seems likely to be of interest to the public. Hitherto the members of the association have been compelled to wait until the annual report arrived for news of their council, no matter how much they may have been interested.

It is a very welcome change, which we owe very largely to the efforts of Prof. J. H. Beal and H. M. Whelpley, who led the movement which must have seemed almost revolutionary to some of the older members. We venture to predict that no one will ever have occasion to regret this step. The age demands publicity and it is impossible to keep up interest in the most worthy enterprise without it. In fact, in the opinion of many, the A. Ph. A., like some other worthy institutions, is suffering from a lack of publicity.

The work of pharmacopœial revision is also an undertaking which might benefit by a little more publicity. The committee is criticised by the trade for the very simple reason that nobody in the outside world knows what that body is doing. The difficulties and the delays incident to the preparation of a new edition are not apparent to the practical man who has been waiting nearly five years for a new pharmacopœia.

There is nothing that clears away suspicion and misapprehension like a good dose of frankness administered at the right time and place. People who are working in a good cause often make the mistake of attempting to hide what they consider unpleasant details from the masses. It is impossible, in the fierce light of the present day to suppress facts entirely, and things seen imperfectly always seem worse than when viewed from all sides in the full light of day.

Dr. Wiley and the Term "Drug."

We have already commented upon the importance of the exact definition of the term "drug" in considering the future of the pure food and drug bill now before the Senate. If the meaning of the term is restricted to pharmacopœial materials, the measure will have the support of the entire drug trade—at least the retail and wholesale portions.

Dr. Wiley occupies a peculiar position as regard the bill; by reason of his office and experience he has been a guide and counsellor to the sponsor of the measure in every stage of its development. In a recent letter to the Era he thus explains his attitude toward the all-important definition:

> "In regard to the definition of the term 'drug,' I said I believed it was only keeping good faith with the druggists who helped frame the Hepburn bill to keep the definition of drugs as it is in that bill. Personally, I am in favor of extending the term 'drug' as used in the proposed regulation to 'all substances used internally and externally as remedies,' and which in themselves are neither foods nor condiments."

"Americanization" of the Trade.

A discouraged London pharmacist, in the Pharmaceutical Journal, deplore what he calls the "Americanization of pharmacy." The particular form of evil to which our British cousins have attached our names is not easily described. In our eyes it is not an evil at all, although some of us are not yet, by any means, reconciled to it. It includes everything which we for convenience sake sometimes call "business push," advertising, window displays, and the like.

But is this development of pharmacy distinctly American? It is generally understood that the reason why Dr. Frederick Hoffmann left this country was to escape commercialism in pharmacy, which was so distasteful to him. It was one of the disappointments of his life to find pretty much the same conditions in Germany. In France and in all the other countries of Europe specialties and pushful methods of marketing them are more and more in evidence. Side lines are perhaps not as conspicuous as in the United States, but it is well to bear in mind that the druggists of those countries are a great deal less prosperous than our own pharmacists.

It is a question whether America or England exhibits the most conspicuous examples of the application of commercial methods to a special calling. All of our druggists, big and little, seem to be more alert to their opportunities, but we have as yet no huge combinations like Boots, Ltd., which operates hundreds of shops and resorts to advertising of the department store variety.

Incidentally, the discouraged London pharmacist makes some very queer remarks about advertising: "Why," he inquires, "should thousands of pounds be spent to give the public this information? Is it because the public has not been able to discover for itself the facts set forth in the advertisement?" Unfortunately, the public, at least that portion with which we are acquainted, is not particularly eager for facts about prices and goods. A dealer who sits down and waits patiently for the people to find him out will not be overrun with customers.

Frenzied Science.

The newspapers are fond of printing the strange cerebrations of certain Chicago professors who seem to make a specialty of 'frenzied science." The "Chicago professor" brand of science is highly entertaining, even though it is usually denied in toto within from two to ten days after publication.

The latest effusion of this type concerns the origin of life, Adam and Eve, and other questions of great interest and antiquity. The professor is alleged to have stated bravely, that life could be prepared artificially; that he considered it merely the result of certain physical and chemical combinations. "There is no doubt in my mind," he is reported to have said, "but that in a short time real life will be produced. Wonderful advances have been made in physiological chemistry in the last decade. It is now only a question of a short time before some scientist will discover the process of the final stage. We can now make everything but the nucleus in the laboratory."

All of which is considerably more daring than original. Others have preached of the magical power of chemistry and prophesied of wonders to come, but the fulfilment is rather long in coming. So long as physiological chemistry is still groping in dense ignorance of the composition of proteids and peptonoids, the raw materials in life's laboratory, talk about the manufacture of living beings seems a bit premature. There will be time enough to begin figuring on the artificial creation of the animal when science has learned to produce the food necessary to keep the poor beast alive.

Pharmacists in the Navy.

Although the present sessions of Congress will be very short, still an attempt will be made to get some recognition of the needs of the hospital corps of the navy. In the hospital corps are the representatives of pharmacy in that branch of the service, and pharmacists have been trying for several years to secure a reform. In the present session two identical bills will be presented; one in the upper and one in the lower house. The request of the pharmacists is extremely modest, nothing being asked which has not already been granted to officers and men of similar rank in other branches of the service.

OUR LETTER BOX

MR. BODEMANN EXPLAINS.

Chicago, January 3, 1905

Editor The Pharmaceutical Era:

I read in a recent Era that Dr. Rusby has commended my stuff on arithmetic to the New York Board of Regents and I am glad to see him go on record, for his statement is in glaring contradiction to what I had to hear the other day on the identical subject. I was called down ruthlessly and accused of trying to be "professor for holding the humble opinion that a dispenser behind a counter should be able to divide three-fourths of a grain by 24, 30, etc. I simply hold that no matter what a candidate knows about botany, chemistry, pharmacognosy, etc., he ought to be able to know what kind of a dose he gets when he divides three-fourths of a grain into twenty-four powders, and that is why I am so interested in this prerequisite clause. Little difference does it make from what common or high school or what school of pharmacy the candidate has graduated—it shows that these schools do not live up to their announcements when their prize graduates fail to give a correct answer to such simple problems as "How much morphine is required to make twenty ounces of three per cent. solution?" etc.

Our friend, Lillie, of Guthrie, Okla., objects to the stamping clause in the Wells & Richardson Co.'s contract and I am surprised. Brother Lillie should adhere to the stamp habit without a contract clause. Before we had a pharmacy law or a Miles contract I found it to my advantage to stamp every article that left my store. In the 1874 fire I burned out; part of my stock was saved and carted away by anybody who happened to have a horse and wheel. Six months after the fire an iceman hunted me up with the information that he had several barrels of patent medicines in his barn, each package of which bore my label. It was through these that I was traced out and I was over $100 "to the good."

I note Mr. Wilkinson's inquiry in your issue of December 29 (page 659) and I am sorry to say I cannot claim authorship of the "C. P." articles, and I regret that you dropped them. The author certainly is an expert at the art, as Von Thümmel says: "Des Lebens Unverstand mit Wehmuth zu geniessen."

W. BODEMANN.

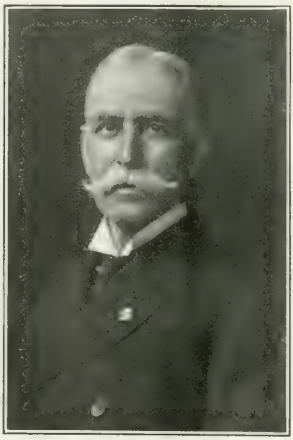
MR. JONES ON THE OUTLOOK.

Louisville, Ky., December 30, 1904.

Editor The Pharmaceutical Era:

The year 1905 should bring to the retail drug trade a full measure of prosperity; the only thing to make this result at all doubtful will be the delay upon the part of proprietors to put their contract plans into effect. More than two months have elapsed since the St. Louis convention adjourned and the writer does not recall the name of a single proprietor who has issued a list of his agents, except Dr. Pierce, and this list embraces the names of those to whom his goods *shall not be sold. The only way to put the contract plan into force, is to put it into effect.* Send out the list of those who have signed the contracts and refuse all supplies to others until they do sign. This may work a hardship for a short while, as those who have large stocks will continue to sell at less than contract price. *This condition is inevitable,* but when these stocks are exhausted, little difficulty will be experienced in securing signatures.

Regarding substitution: My opinion is that this habit is confined almost entirely to the larger cities, and the business is comparatively small in volume. The time was when such a thing as any pharmacist using or selling a counterfeit preparation of any kind was totally unknown. That substitution now obtains at all is only another evidence of the corrupting influence of the cut-rate business, where necessity in many instances has forced the retailer to offer and sell imitations of the well-known proprietaries, in order to make a living, and, like all bad habits, success in one line of fraud only encourages a step still further. The conditions as exposed by such representative retailers as Avery, Bodemann and Wooten will do more good to restrain this pernicious habit than all the lawsuits that might be instituted, could possibly accomplish. The N. A. R. D. stands for honesty, justice and integrity, and if the retailers will support the organization by prompt payment of the dues, I firmly believe that a measure of prosperity and profit can be returned to each one that will leave them no reason to handle anything that is tainted with fraud.



SIMON N. JONES.

Wishing The Era a continuance of its deserved prosperity, I am, very respectfully yours,

SIMON N. JONES.

ORGANIZATION, FIRST STEP.

Lebanon, Pa., January 2, 1905.

Editor The Pharmaceutical Era:

The drug trade of to-day has lost its identity as compared with the trade when the undersigned first ventured. It does, however, appear to me that of the numerous attempts at a reform, none seem quite as near the line, as the work inaugurated by the N. A. R. D.; there seems to be a gradual, and we may hope, a sure approach to better prices.

Now, when you discount the fact, this is what we are doing business for, and if the rank and file of the drug trade appreciates the opportunity, they will see a thorough home organization is absolutely the first step toward the end they are doing business for. Very courteously,

JOS. L. LEMBERGER.

NOT RELATED TO LYNCHBURG DRUGGIST.

Lynchburg, Va., January 2, 1905.

Editor The Pharmaceutical Era:

In your issue of December 29 (page 668) there appeared an item from Baltimore which stated that James Faulkner, a druggist of this city, had been arrested on a charge of selling cocaine to minors. This statement is true in every particular, except that the accused is not a druggist, nor is he in any way related to a druggist in this city. My father, the late John W. Faulkner, was for many years prior to his death, one of the leading druggists of Lynchburg, being a member of the firm of Faulkner & Craighill and afterward Faulkner & Hanvey. He died about ten years ago. He was well known throughout the drug trade, and the impression is probably apt to get abroad that James Faulkner, recently arrested in this city, is one of his sons. None of my family has followed the drug business and the young man now charged with the crime in question is absolutely no relation of our family. I would appreciate the favor if you will give proper publicity to this letter, as you will see at a glance how easy it would be for your readers, who knew my father and of his connection with the drug trade, to infer that the young man now in trouble was one of his sons and continued in the business after his death. Respectfully, etc.,

JOHN A. FAULKNER,
Secretary and Counsel Lynchburg Board of Trade.

PROPRIETARIES IN CUBA.

Havana, January 2, 1905.

Editor The Pharmaceutical Era:

We desire to advise you of the fact that the Cuban government has decided to put into force an old Spanish law which was suspended for many years, respecting pharmaceutical preparations (proprietary preparations) exacting that the sale of every preparation of this nature manufactured abroad must be authorized here before same can be offered for sale.

In order to obtain this permission an application must be made to the Secretary of the Interior, and a sample bottle or package submitted with the formula. If the Academy of Science passes favorably on the samples and formula a permit will be issued for the sale of the goods in Cuba. The date set for this order to take effect is May 5, 1905.

This order will work hardships with some well-known manufacturers of such preparations, for if they do not comply with this order they will have to withdraw their goods from Cuba. While at first sight

this new requirement seems hard, yet all manufacturers will come to realize that it has its merits, as in this way there is forced out of the market many spurious imitations of good preparations, and thus protects the conscientious manufacturer. Yours faithfully,

J. B. NEWMAN CO.

ORGANIZATION ON THE CONTRACT PLAN.

Philadelphia, January 7, 1905.

Editor The Pharmaceutical Era:

In reviewing the work of the national organization and its constituent locals for the year just closed, and looking forward to the work of the new year, one marked change, a change that shows progress, impresses me. This change, or rather advancement, lies in the fact that we hear less of schedules, still less of tripartite, and more of direct contract and serial numbering plan. In fact, it is no longer necessary to have a schedule to hold the strength of the local branch. It is not even necessary that a schedule be considered at the time of organizing in order to gain the attention and interest of the retailers. This is particularly true in forming new organizations in the larger cities, where varying conditions of different sections make a successful schedule such a difficult problem. While the question of price restoration must remain the chief incentive for organization, to organize upon the direct contract and serial numbering plan alone is a better and stronger foundation than we had to use before this plan became a reality. For the purpose of making effective the contract plan, New York can form its strongest organization, because this plan is the most definite and decisive; on this plan New York can give and receive the most help from other parts of the country.

With New York strongly organized upon the contract plan, other sections may think less of schedules and do more for contract, because they will feel that with harmony their demands will be so strengthened that many more proprietors will adopt the contract plan.

Not only organized hope, but organized effort adds to the strength of the contract plan. Each additions to the ranks of the proprietors acting under it makes it more real, and as we realize that the plan is no longer a theory but a present fact, we feel the happiness of success. The fact that the contract plan has brought to the trade greater enthusiasm and unity of action is evidence that it meets general conditions that have so long existed, and the change of sentiment and thought that it has brought is a change that proves it to be the plan most businesslike, fair and effective of any that has been tried. The foregoing being but a statement of conditions that exist, and these conditions being the best we have ever had, it seems only necessary to advise that the present line of thought and action be continued.

Satisfactory as the conditions seem, we must not forget that we are face to face with the most vital period in our organized existence. To succeed we must have more than the moral support of the majority; we must have their active, enthusiastic and practical support. The thought of organization at present is all that it should be. If the trade will act contract plan as much as they think and speak it, our victory is assured. But now, as at no other time in our history, "It is up to the retailer."

A number of proprietors have put the plan in operation and are doing their part to enforce it. If we want others to follow them; if we want the plan to spread until it gives us protection on all proprietaries, we must make it an unqualified success for ourselves and those who have adopted it. If we act like children, who cry for a new toy and then tire of it so soon as they have gained possession, then the contract plan will surely fail and what its failure may mean to the retail trade I dare not contemplate.

The organization spirit is as it should be: we are inducing proprietors to protect their goods, and we are signing the contracts. If we do no more than this, failure will surely follow. To me the most important point for consideration during the coming year is that we must give to these contract goods the preference we have pledged, the co-operation we have promised, and live up to the mutually agreed upon "square deal." If we do this, success for the N. A. R. D. and all that makes it is absolutely assured. Yours very truly,

CHARLES REHFUSS.

CUTTER HAS BEEN SUCCESSFUL.

New York, Jan. 8, 1904.

Editor The Pharmaceutical Era:

Recently I listened to an able speaker for the N. A. R. D., but his arguments changed not my views, and when I stated them later on I failed to convince him of the error of his ways. It is very clear to me that the N. A. R. D. must fail of its object to restore prices, because the ways of cutters have been eminently successful. "Undersell and underbuy" is the first law of modern merchandising; it has built every large establishment of the day! "We undersell" is the tenor of every announcement in the press and the buying public responds nobly, and this response has paid and does pay. In proof whereof I may cite this druggist himself. He handles at least one article in quantity, in which he undersells. He buys it cheaper and makes a larger net profit than he used to do. The most radical cutter in the world does business on a profit of three per cent. on every item. Is the practice ruinous? Not at all, for the concern turns over its capital ten times, and hence realizes a gross profit of thirty per cent., and that's not bad.

The N. A. R. D. should revolute what has normally evoluted. It shouts to the foremost runner in the race to slow up for the benefit of the hindmost! To me, it seems absurd: the more so because of its ponderous machinery contracts, numbering, stamping, law suits, penalties—things which appeal strongly to no one. If underselling is right, it may possibly be shifted in direction; it may not be stopped and the nineteen cent prescription is the tiny speck on the horizon now! Not the least consideration is the public. Great as are the sums spent by the N. A. R. D. and the manufacturers, how insignificant is their power to compel eighty millions of people to toe the mark and pay a prescribed price! The cause is not in keeping with the times; it punishes the energy, the enterprise of the best man. To beat him we must do as he does: Undersell and underbuy.

KARL SCHNAUBELEN.

N. A. R. D. DUES ARE DUE NOW.

Minneapolis, Minn., January 2, 1905.

Editor Pharmaceutical Era:

The change from the old to the new year always marks an era of more than ordinary interest to most of us. On this occasion we appear to take on a new lease of life. We look at things with a broader vision; we are more charitable in our opinions of others; we greet our fellow citizens with a "Happy New Year," and we regret many of the unkindly dispositions manifested by us against our neighbors and our competitors during the year just closed. The world looks larger and brighter to us and we seem full of generous impulses.

It is therefore especially fitting that I, as president of the N. A. R. D., should at this time, through the courtesy of The Era, extend to every druggist in the land the glad greetings of the new year, and express likewise the hope that to each one the New Year may open with bright prospects of profit, health and happiness.

While in this happy frame of mind it may not be amiss to remind you that the N. A. R. D. has a strenuous year ahead. To your executive officers you have committed heavy obligations, and it is incumbent upon each individual member to assume a share of those obligations. It is with much pride that I recall the wave of enthusiasm that rolled over that great convention at St. Louis when it was declared unanimously that the N. A. R. D. was an institution organized for the benefit of retailers, and that the time had come for retailers to assume independently the task of financing it. Fellow retailers, that time has now come. It is now up to you. The *dues* of 1905 are *now due* and that enthusiasm which at St. Louis declared us free and independent of support at the hands of the allied branches of the drug trade, should from this time on pervade every local association and every member of it. Let the battle slogan from now on be: *The dues are due now,* and let every secretary and treasurer, and every member of every association make it his specific business to see that the money is sent *now,* at once. We need the money to carry on the work. Delay at the critical stage is fatal to any enterprise. Remember that we are soliciting no donations and the money for running the association must come from you, Mr. Retailer. If you can't send your entire contribution, send part now and the balance in a month or two.

I desire also to express the hope that associations not yet affiliated with the N. A. R. D. will join with us in the good work. We need you and you may rest assured that with your co-operation we can be of much service to you.

I might take up other questions of great interest to the druggists of the country, but as they are all subordinate to the great question of finance, I will touch upon them only incidentally.

Price control by serial number and individual contract is declared by the last two conventions the policy of the N. A. R. D., and this ought to be sufficient rea-

son why druggists should promptly send in their dues so as to enable the executive officers to carry out the instructions of the last two conventions.

The bogus drug question requires prompt and radical treatment. No punishment is too severe for anyone who manufactures and markets counterfeit drugs and chemicals. Recent Chicago experiences suggest the wisdom on the part of druggists to obtain their supplies only through reliable manufacturers or jobbers, rather than through unknown or unreliable agents or brokers, who may offer such goods at prices far below the regular market value. If your jobber sells you a spurious article, you can hold him accountable. Not so with an irresponsible broker, who is here to-day and somewhere else to-morrow. Messrs. Wooten, Avery and Bodemann have rendered the druggists of the country valuable services by their clear statement of Chicago conditions.

On the question of substitution there can be but one opinion. In ℞ work it is never justifiable unless by permission of the physician who wrote the ℞. I believe that this is a policy very generally carried out by druggists and that substitution is, as it ought to be, on the decline.

Bespeaking for the National Association and its officers your most cordial and enthusiastic co-operation in the great work before us, and assuring each and every one of you that your personal interest in the work of this year will have quite as much to do with the attainment of our hopes as any work of your officers, I am, fraternally yours.

THOMAS VOISELL,
President.

ERA COURSE IN PHARMACY.

Graduates of December, 1904.

Matric. Number.		Grade Per C.
4,000	Frank B. Porter, Geneva, Ind.	97
3,866	Fredrick Bliendt Adler, 1409 Board Walk, Atlantic City, N. J.	96
4,155	Reginald M. Wildish, Aurora, Neb.	96
4,024	Frank P. Kirzinger, 1099 E. St., Catherine, Louisville, Ky.	97
4,076	Marie Atkinson, Lewisburg, Pa.	97
3,956	Harry K. Shutt, Hastings, Neb.	96
3,859	Walter C. Bateman, 1509 Opal St., Philadelphia, Pa.	97
4,054	Paul Wagner, 1111 Brown St., Davenport, Ia.	97

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it, for the sum of $2. Those who desire the latter should forward the necessary fee at once to The Pharmaceutical Era.

ETHICAL PHARMACY.*

BY A. L. BENEDICT, A.M., M.D.,
Buffalo, N. Y.

The typical city drug store represents a bizarre combination of businesses. It is usually a public telephone station, often a branch post office, express office, place to pay gas bills, sometimes a branch circulating library, and laundry. One can buy candy, hair brushes, tooth brushes, soap, valentines, knives, and various other articles of merchandise, tobacco, soda water and other soft drinks, and occasionally strong liquors as beverages. At some stores, one can even obtain a light lunch, at others, pet animals, gold fish, etc. In short, if you want anything and do not know exactly where to seek it, it is a good rule to ask at the drug store. There is no particular ethical objection to the drug store serving as a miscellaneous caterer to the wants of the public, although the physician, who is wont to take his medical equipment rather seriously and exclusively, never quite recovers from the incongruity of such signs as "prescription counter in the rear," "prescriptions a specialty," etc. It certainly would surprise the public, if, after our name on a sign, we displayed some such notice as this: "A specialty made of attending to patients."

Drug Store Advertising.

However, the public is not allowed to forget that the drug store exists for the purpose of selling remedial agents. More or less startling and often life-size display cards remind us of the virtues of plasters "which feel good on the back," and which serve partially to hide the charms of ladies and gentlemen in undress. Menstrual pads make an attractive window dressing, especially if flanked with an illustrated reminder of tablets which work while we sleep and break the monotony of a night's rest in a sleeping car. Gigantic green frogs amuse the children and remind adults of the frog in their throats, while vaginal syringes are instructive to the young and afford a subject for thought on the part of the statistician who is interested in our falling birthrate. A pasteboard trained nurse can be made to advertise pretty nearly anything, and, if she can do some automatic feats with an atomizer or a sprinkler, she is doubly charming.

Uselessness of Medical Profession.

On entering the store, we find that the front shelves, and, indeed, sometimes all that are visible, between the soda fountain and the prescription department, are devoted to an object lesson in the uselessness of our own profession. It even seems strange that there should be a prescription department at all, when all the ills to which humanity is heir can be relieved by the purchase of the appropriate remedy, neatly and not very expensively compounded, and with explicit directions for the guidance of patients, either on the label or included with valuable information as to the sun, moon and stars, or a complete joke book or collection of popular songs.

However, the patient who runs this gauntlet of proprietary medicines and who escapes the druggist's own advice as to headaches, rheumatism, bronchitis, etc., is welcome to present his prescription at the desk, and, if we have been careful to avoid the metric system and have limited ourselves to cod liver oil, calomel, and tincture of opium and similar staples, he can get it filled wth slight risk of error and with reasonable promptness. If, however, we have written for some such troublesome preparation as oil of phosphorus, or bromin, or for some new drug not yet in constant demand, the patient may have to wait till it is sent for, and, unless one practises in New York, Philadelphia, Chicago, and a very few other centers of trade, several days may elapse before the order is filled. Why, as a profession, do we endure all this from a profession which is avowedly, a specialization of our own, for the purpose of supplying medicines and medical appliances? Because, in the first place, we cannot help ourselves, and because, in the second place, in the majority of instances, the druggist is, at heart, not only a good fellow, but an intelligent and conscientious man, who cannot help himself either, but is hampered by all sorts of customs, who is under the screws of wholesale dealers of all shades of respectability, and who is subject to the same, if not greater, competition in an overcrowded profession, which we realize in our own experience.

Agencies Bring Popularity.

If the druggist did not sell stamps, soda water, hair brushes, and act as agent for the gas company, the express companies, the telephone company, the laundry, and even for Uncle Sam's post-office, his store would fall in popularity. We can have no reasonable objection to the sale of soap and tooth powder. It is only a step to porous plasters and antiseptics, and only another step to headache powders, liniments, cough syrups and cathartics. The patients will not, under existing conditions, take our prescriptions to a man who will not sell him his own selection of drugs and aid him in that selection. Many druggists are courteous enough to look embarrassed when we happen to be in the store to see if he can fill a prescription for something a little out of the ordinary, and a man comes in and announces that he wants something for his liver or for his little boy with croup. Some have become so accustomed to such occurrences that they overlook even this deference to our suppositious function and privilege.

Druggist Cannot Help Himself.

I am convinced that the druggist cannot help himself out of his present predicament, without the initiative of the medical profession. Some druggists want this assistance, some do not. Some openly declare that they do not care to bother with prescriptions. One man, of whom I know personally, issues cards of this form with every prescription: "This prescription is a valuable formula for . . . Yourself or any of your friends can get it on payment of . . ." Thus, every physician whose prescription reaches this store, becomes the originator of a quack medicine, without any of the emoluments of quackery. On the other hand, there are pharmacists of good standing, who are not adapted to teaching positions, who cannot write textbooks or secure official

*Read before the American Academy of Medicine, Atlantic City, N. J., 1904.

appointments of one kind or another, who love their chosen profession and who are practically debarred from practice unless they submit not only to an irksome commercialism, but to methods that they recognize as unethical, and, potentially, at least, as dishonorable and murderous.

Solution of the Problem.

The solution of the whole problem is perfectly simple in theory, and it has been carried into practice with some degree of success in occasional instances. Find a pharmacist who is qualified in his profession, who wishes not only to make a specialty of prescription compounding, but who will limit himself to such work. Having found one such man in a city, apply exactly the same rule to him and his competitors that should be applied to the genuine and the fake specialist in any other line of medical subdivision. If the ophthalmologist, laryngologist, or neurologist is posing as a specialist, and, at the same time competing with the general practitioner in his own legitimate field, while some other specialist is doing honest work in his specialty, the responsibility rests with the general profession, for no specialist can succeed with a double-barreled gun if the general practitioners refuse to start the game for him. In the case of the druggist, the offence against the ordinary laws of specialism is even more flagrant, for the druggist is neither competent nor legally qualified to compete with the medical profession.

One Drug Store to Five Physicians.

A study of the directory of any city will show that there is one drug store to every five to ten physicians. Many of these stores have a force of five or more pharmacists, few have less than two, including advanced students. It is absurd to suppose that the legitimate profits on prescriptions, even including the earnings and profits on agencies, soda water, etc., can support any such ratio of pharmacists. The bulk of the support of the so-called pharmacal profession is the patent medicine business and the illegal practice of medicine. Curiously enough, my personal experience has been that the very men who are interested in pharmacal education, who are officially represented with our own profession in the condification of drugs, and who make the best speeches as to the dignity of the profession of pharmacy, have been the most flagrant violators of the principles of ethics, and having made the most glaring mistakes in the practice of their profession. Understand me, however, to refer merely to isolated examples and to make no general charge against either the profession of pharmacy in general or its most representative portion.

Solution of the Problem.

The solution of the problem proposed must, if successfully carried out, involve a marked diminution in the number of pharmacists in good standing and a practical separation of the pharmacists as a professional man from the soda water, agency-conducting, retail quack and counter-dispensing business man. Such separations are always wholesome. We can fight or ignore quackery and illegal practice. In the long run it makes more work for the regular profession than it removes by competition, and while it is our obvious duty to combat it in the interests of the community, we are not called upon to place ourselves in a false light and reduce our influence for good, by unwise attempts at interferin... with a too powerful influence.

Ethical Pharmacy.

While there is no particular objection to the various extra-medical side lines carried on in the average drug store, it is obvious that, unless some druggist already in business, were willing to eliminate from his store the entire middle portion and the show window, it would be practically impossible to continue them. The only ethical pharmacy on a practical working basis that I have ever actually seen, consisted of a comparatively small room in a medical office building. There was no pretense at catching custom by attractive displays, and the drug stock itself was not imposing, but I was assured that it contained almost everything prescribable by a man in a regular practice, including most of the newer chemicals and the really valuable ethical proprietary preparations. It was supported by about twenty physicians, and prescriptions were filled not only well, but comparatively cheaply, and to the satisfaction of the intelligent laity. Presumably, other druggists did not like it, but if not, they had every freedom of competing on the same basis.

No Business Relations.

Some question may be asked as to the business relations of physicians to such a pharmacy. My own idea is that there should be none, further than the informal understanding that the physicians should, so far as possible, send their prescriptions to the man who refrains from extra professional and unprofessional drug business, and also, so far as possible, keep them from passing into the hands of druggists competing on present methods. It may be objected that such a course will lead to the suspicion of interested motives. Undoubtedly, this suspicion will arise as it does under existing circumstances, and, I am informed, with ample basis of truth in some instances. Druggists, on whose word I can rely, have stated that they have been practically forced to pay commissions, although one cannot respect the stamina of a druggist who would yield to such a demand much more than the integrity of the physician who would make it. However, the charge of dishonorable motives is readily met in any particular case, and as the language appropriate in such an emergency would not be appropriate to this occasion, it is unnecessary to enter into details.

Salicylic Acid, "Natural."

The so-called "natural" salicylic acid can be satisfactorily made on the small scale (Merck's Report). Place oil of wintergreen in a porcelain evaporating dish with twice its bulk of water, and heat. Add to this a concentrated solution of sodium hydrate until the oil is completely taken up; dilute with water and heat. Then add to this mixture hydrochloric acid diluted with an equal volume of water and wash the precipitated acid on a filter with warm water until it shows no reaction with silver nitrate. By this method 380 grains of acid were obtained from 480 grains of oil. At $2.50 a pound for the oil, salicylic acid can be produced for little more than twenty cents per ounce.

THEORY AND PRACTICE

Pharmaceutical Education in Holland.

In a recent address before the Metropolitan College of Pharmacy, London, Sir Joseph Wilson Swan contrasted the systems and conditions of pharmaceutical education in England and Holland. Pharmacy in the latter country holds an enviable position, he claimed. The student, before he can enter a university where pharmacy is taught, must have spent five or six years on a very thorough course of general education, and then, after that, he must enter a university and spend another five or six years in the acquirement of the special knowledge demanded of a Dutch chemist. The university course is a most comprehensive one, and it winds up, after a two years' practice in dispensing in a model chemist's shop, with an examination that lasts a fortnight, and an exhibition, during several days, of technical knowledge and skill in all the processes of practical pharmacy.

"The difference in the ultimate position of the English and Dutch chemist is equally great. Whereas the English chemist must be, or usually is, if not a jack-of-all-trades, at least—to put it euphemistically—a versatile man of business, able to deal with many things extraneous to the pursuit of pure pharmacy; to be successful he must be a man of resource, a man such as I once had graphically described to me by the inventor of the steam-hammer—my friend James Nasmyth. He said he would not give a button for a man who could not bore a hole with a saw, and saw a plank with a gimlet. . . . In Holland the 'apotheker' does only one thing, and that is the making and dispensing of medicines from the Latin prescriptions of the medical man; and so strict is he—or was forty years ago, as I know by personal experience—that you cannot (or could not then) buy even the simplest drug or chemical except through the medium of the orthodox Latin prescription.

"I do not know how far the popular practice of photography and the chemical wants created by the Kodak Company may have altered the old state of things, but from what I read in the article I have referred to, I should think that the Dutch apotheker still pursues his calling in the old rigorous spirit of electicism that I have described, and this discloses a widely different state of things from that which obtains in our too free-and-easy country.

"I have no occasion to draw the other picture; you are all familiar—some will think too familiar—with it; but I will just give one other point of difference. It is this: In each of the four universities of Holland pharmacy and all the branches of learning bearing on it are taught in this thorough manner, and at the head of the chemical departments of the Amsterdam College there is one of the greatest of living chemists, Professor Van't Hoff, whose fame is world-wide. That is how pharmacy is dealt with in Holland."

Sir Swan thought it would be out of the

question to make the position of the British pharmacist exactly like that of his Dutch colleague. At the same time some degree of approach toward the latter's position in regard to a reasonable amount of legal security against the dangerous competition of the unqualified, such as would increase the public safety and at the same time give fair compensation for the cost—mental and monetary—ought not to be out of the question.

Calcium Fluoride.

Calcium fluoride, according to Defascqz (Compt. Rend.), may be conveniently obtained in a crystalline form, either as cubes or octahedra, by fusing together a mixture of manganese fluoride, 1 part, and calcium chloride, 10 parts, at a temperature between 1,000-1,200° C., for two hours. On allowing the fused mass to cool slowly, and treating it first with water, then with very dilute hydrochloric acid, calcium fluoride is obtained in perfectly white crystals, which are octahedral if the fusion has taken place between 800-1,000° C., and perfect cubes if the temperature has been raised to 1,200-1,400° C. In employing mixtures of the same salts in other proportions, such as magnesium fluoride, 1 part, and calcium chloride, 3 or 5 parts, the product was not pure calcium fluoride, but a mixture of that salt with calcium fluorochloride, according to the equation:

$$MnF_2 + 2CaCl_2 = CaF_2 CaCl_2 + MnCl_2.$$

A similar reaction takes place with the bromides, chlorides, and iodides of barium or strontium and manganese fluoride. In these instances the fused mass is washed with alcohol (95 per cent.) instead of with water. The crystalline form of the fluorochlorides has not yet been determined.

Hypophosphorous Acid in Dispensing.

Wyatt states that a few drops of hypophosphorous acid will work wonders in the prevention of iodine liberation in certain mixtures. The change which takes place when quinine, an acid and iodide of potassium are prescribed together, is shown in the following:

Quinine sulphate	36 grains
Hydrobromic acid, dilute	4 drams
Potassium iodide	1 dram
Tincture of orange	6 drams
Spirit of chloroform	3 drams
Water, enough to make	6 ounces

By adding 24 drops of hypophosphorus icid, B. P., coloration is prevented entirely. When syrup of iodide of iron has become colored, as it will do, particularly in winter when the actinic power of daylight is not sufficiently active to reduce the ferric oxyiodide gradually formed by the action of the air, warming gently, and dropping in sufficient hypophosphorous acid will soon bring it back to its sea-green color.

The Nobel Prizes.

The Nobel prize for physics has this year been awarded to Lord Rayleigh, professor of natural philosophy at the Royal Institute, London, and the chemistry prize is conferred upon Sir William Ramsay, professor of chemistry at University College.

QUESTION BOX

Phosphorus Paste.

(J. J. H.)—

We think that either of the following recipes from Pharmaceutical Formulas will answer your purpose. The points to note are that phosphorus may be readily dissolved in carbon bisulphide (1-2), chloroform (1-25), and hot fats (1-20 or more), and that if we make a supersaturated solution (as when the solvent is hot) the phosphorus, after separating, will not oxidize if kept submerged in the solvent.

(1.)

Phosphorus	1 ounce
Beef-dripping	2 ounces
Wheat-flour	2 ounces
Sugar	1 ounce
Powdered biscuit	1 ounce
Water, a sufficiency.	

Warm a large porcelain mortar and pour 6 ounces of boiling water into it; add the phosphorus. When melted add the dripping (previously liquefied in a water-bath) and stir assiduously, adding a little biscuit; then add the powders and water to a suitable consistency. Color with a little methyl blue dissolved in spirit.

(2.)

Phosphorus	1 dram
Carbon bisulphide	½ ounce
Beef dripping	3 ounces
Biscuit powder	3 ounces
Comp. tragacanth powder.	½ ounce
Oil of anise	10 drops
Oil of peppermint	5 drops
Boiling water	3 ounces

Heat the dripping until it is quite clear, and transfer to a hot mortar; pour into this the carbon bisulphide in which the phosphorus has been dissolved; stir, then add the two powders and the oils, and finally the boiling water all at once, kneading the mass thoroughly until a perfect mixture is obtained.

These are practically alike, but by dissolving the phosphorus in the carbon bisulphide the paste is made much more quickly, and it is one which the vermin eat more readily. The carbon bisulphide should be purified by keeping it in contact with a little mercury or copper, which combine with the free sulphur that gives the bisulphide its repugnant odor. Most of the bisulphide is dissipated by the hot water, and, as the solvent evaporates, access of air, therefore oxidation of phosphorus, is prevented. Another good way to make the paste is to melt lard in a wide-mouth bottle in a water-bath; introduce into it ½ ounce of phosphorus for every pound of lard; then add a pint of proof spirit; cork the bottle firmly, keeping the contents heated to 150° F., and agitate smartly until the phosphorus becomes uniformly diffused, forming a milky-looking liquid. This liquid, on cooling, affords a white compound of phosphorus and lard, from which the spirit spontaneously separates, and may be poured off to be used again, as it only serves to diffuse the phosphorus in very fine particles through the lard. This phosphorized lard, on being warmed very gently, may be poured into a mixture of its own weight of barley or wheaten meal and sugar, incorporated therewith, and after flavoring with oil of rhodium, etc., the dough made into pellets for distribution to the mice. As a flavoring, the following may be used:

Oil of rhodium	20 minims
Oil of caraway	1 dram
Oil of lavender	5 minims
Oil of aniseed	10 minims
Tincture of musk	5 minims

Use 10 drops to the ounce of fat.

Baking Powder.

(J. W. C.)—

(1.)

Tartaric acid	1 pound
Bicarbonate of soda	1 pound
Starch (powdered)	½ pound

(2.)

Cream of tartar	2 pounds
Bicarbonate of soda	1 pound
Starch (powdered)	¾ pound

(3.)

Acid phosphate of lime	1½ pounds
Bicarbonate of soda	1 pound
Starch (powdered)	1¼ pounds

(4.)

Acid phosphate of lime	2 pounds
Dried ammonia alum	2 pounds
Bicarbonate of soda	3 pounds
Starch (powdered)	5 pounds

(5.)

Dried ammonia alum	1 pound
Bicarbonate of soda	1 pound
Starch (powdered)	1 pound

The ingredients, all finely powdered, should be first sifted separately, to get rid of all lumps, then the soda and starch should be well mixed together, and finally the acid ingredients should be added, and all thoroughly incorporated, either by rubbing together in a mortar or by sifting at least three times. Flour can be used in place of starch, and is considerably cheaper.

A recipe is given for each variety of baking powder, though there is considerable objection to alum powders. The amount of starch can be increased in any of the recipes, the other ingredients being left the same. The powder in this way can be made at almost any price desired. The starch is simply used to keep the chemicals in a powder form from acting upon each other.

World's Fair Data.

(J. H. W., Ind. T.)—The most recently revised data relating to the World's Fair at St. Louis in 1904, that we have seen are those published in the World Almanac (January 1); they are probably as accurate as any. The exposition was opened April 30, and closed December 1. The attendance was as follows: April, 1 day, 187,793; May, 26 days, 1,001,391; June, 26 days, 2,124,836; July, 27 days, 2,343,557; August, 27 days, 3,088,743; September, 26 days, 3,651,873; October, 27 days, 3,622,329; November, 26 days, 2,517,450; December, 1 day, 203,101. The total attendance for 187 days was 18,741,073; the greatest attendance on one day was on St. Louis Day, September 15, 404,450. There were about 8,000,000 free admissions during the exposition.

Cost.—Expended by the Exposition Company, $22,000,000; by the States, $9,000,000; by foreign governments, $8,500,000; by concessionaires, $5,000,000; total, $44,500,000.

Receipts. Approximate amount received by Exposition Company from gate receipts and concessions (estimated), $10,000,000; from U. S. government, $5,000,000; from city of St. Louis, $5,000,000; subscribed by citizens of St. Louis, $5,000,000; total, $25,000,000. The United States government also loaned the exposition $5,000,000, which was repaid out of the admission receipts. The exposition closed free of debt, but with little or no prospect of dividends to the citizen subscribers.

By way of comparison, it may be stated that the attendance upon the Chicago Exposition of 1893, was 27,539,521, and upon the Paris Exposition of 1900, 50,000,000.

The total popular vote for President of the United States in the last election was (all candidates) 13,508,567; the same, including scattering votes, 13,523,518. Of these President Roosevelt received 7,621,985.

White Liniment.

(H. K.)—There are any number of formulas for "white liniment." If no particular formula is specified, we should not hesitate to dispense "acetic turpentine liniment," which is semi-officially known as "linimentum album" (see formula No. 199, National Formulary). The designation "white" is very elastic, however, and we have often had customers call for "ammonia liniment" of the pharmacopœia under the above title. To the lay mind this liniment is "white," for in its manufacture, as you are doubtless aware, the ammonia reacts with the oil to form a soap, which is partly dissolved and partly suspended in the water, producing a white, creamy emulsion. Here are some formulas:

(1.)

Soft soap	4	ounces
Distilled water	4	fl. ounces
Oil of turpentine	16	fl. ounces

(2.)

Camphor	2½	ounces
Soft soap	2½	ounces
Acetic acid	4	fl. ounces
Alcohol, 90 per cent.	5	fl. ounces
Oil of eucalyptus	1	fl. ounce
Oil of turpentine	6	fl. ounces
Strong solution of ammonia	3	fl. ounces
Six eggs.		
Distilled water	20	fl. ounces

(3.)

(White Oils.)

Acetic acid	2¼	fl. ounces
Liniment of soap	3	fl. ounces
Oil of turpentine	3	fl. ounces
Strong solution of ammonia	3	fl. ounces
Distilled water, a sufficient quantity to produce	20	fl. ounces

Compounding an Ointment.

(W. D.)—"In compounding an ointment where the last ingredient in the prescription—vaselin—is 'q. s. ℥j' what is the correct way to arrive at the amount of the vaseline required? Should the ointment jar be delivered full, or should the ingredients all be weighed, regardless of whether the finished ointment fills the jar or not?"

The ingredients should all be weighed or measured, absolute accuracy requiring that this rule be followed with ointments as well as mixtures of any kind. Of course, an ointment presents a much more satisfactory appearance if the jar or box containing it can be delivered to the customer nicely filled and rounded off, but this is only a minor detail which should never be attempted at the cost of accuracy. In your prescription the quantity of vaseline may be determined by simply subtracting the weight of the other ingredients from the specified weight of the finished ointment.

Sympathetic Ink.

(J. M.)—Here are several formulas from The Era Formulary:

(1.)

A weak solution of nitrate of copper gives an invisible writing, which becomes red through heat.

(2.)

A very dilute solution of perchloride of copper gives invisible characters that become yellow through heat.

(3.)

Onion juice will become yellow when exposed to heat.

(4.)

Oxide of cobalt	½	ounce
Hydrochloric acid, sufficient to dissolve it.		
Water	4	ounces
Mucilage of gum acacia	1	dram

Characters written on paper with this solution are invisible, but on the application of heat they instantly appear in blue. On cooling they become invisible again.

(5.)

Lead acetate	30	grains
Distilled water	1	ounce

Dissolve.

The writing is invisible, and becomes black when dampened with a sulphide solution.

(6.)

Oxalomolybdic acid	15	grains
Distilled water	1	ounce

Write with this in a dull light. The writing appears blue when exposed to the sunshine. When wetted the blue changes to black. Oxalomolybdic acid is made by dissolving molybdic acid to saturation in a hot solution of oxalic acid and collecting the crystals on cooling.

We do not answer queries by mail.

Tincture of Celery Seed.

(W. D.)—We know of no standard formula under the above title. As a matter of fact, a fluid extract made according to the National Formulary process (No. 139) would probably answer all purposes where a tincture of celery seed might be demanded. However, for celery flavoring preparations the following have been recommended, the first formula being that given in Eliot:

(1.)

Celery seed	2	ounces
Alcohol	q. s.	

Powder the celery seed in an iron mortar, and pack the mixture in a percolator prepared for percolation. Cover with alcohol (using about twenty fluid ounces) and when the percolate appears close to the exit of the percolator, macerate for twenty-four hours. Then percolate slowly until one pint of percolate is obtained. The strength may be increased or diminished to suit the operator, the quality desired governing in this direction.

(2.)

Celery seed (bruised or ground)	4½	ounces
Alcohol	1	pint

Digest a fortnight and strain.

Correction.

On page 661, third column, under "Manufacture of Acetic Acid," December 29, 1904 Era, the equation should read:

$$Ca(C_2H_3O_2)_2 + 2HCl = 2HC_2H_3O_2 + CaCl_2$$

As previously printed the basic hydrogen was not represented in the formula for acetic acid.

Rebate on Alcohol.

(N. E.)—At the present time there is no rebate on alcohol used for manufacturing purposes. A section of the tariff law of 1894 did specifically exempt from the provisions of the regular internal revenue law all alcohol used in the arts and manufactures, but they were never carried out, because the then Secretary of the Treasury, Hon. J. G. Carlisle, refused to make the necessary regulations. The act was later repealed. At the present time there is a movement to secure changes in the revenue law, which shall give cheaper alcohol for manufacturing purposes. The bills now under consideration are those known as the Boutelle bill, reducing the tax from $1.10 to seventy cents per proof gallon; another bill by Mr. Boutelle, providing for untaxed, denatured alcohol for use in the arts; and a third, known as the Lovering bill, which provides for a drawback or the refund of the internal revenue duty on alcohol used in exported articles made in whole or in part from domestic tax-paid alcohol.

Iodlecithin.

Iodlecithin, obtained by treating lecithin with monochloride of iodine, and forms a wax-like mass containing from 7 to 8 per cent. of iodine, is intended for use in the treatment of scrofulous and syhilitic affection (Ph. Ztz.). Various iodlecithins with higher percentages of iodine may be obtained by modifying the process of manufacture. Alkalies decompose them into chloin, glycerinophosphoric acid, and iodonized fatty acids.

Origin of Pharmacology.

The predecessors of the present-day pharmacologists were the first botanists in the true sense of the word, and until the year 1500 pharmacological botany was the only botany in existence. According to Dr. Marshall Ward, professor of botany in the University of Cambridge, England, John Ray was the first to arrive at the conclusion that true knowledge of plants was only to be gained by the study of the plants themselves. In the seventeenth century Ray practically invented the first natural system of plants and his investigations marked the time when botany began to part company with pharmacology. The investigation of drugs is now undertaken by men trained in the anatomy and physiology of plants.

BOOK REVIEWS

PHARMACEUTICAL FORMULAS. — Being a supplementary volume comprising a consolidation of the Medicine-Stamp Acts (with historical notes), Formulas for known, admitted, and approved remedies, an Australian hospital formulary and many other recipes. 12mo, 648 pages. 10 shillings, net. London: The Chemist and Druggist.

P. J. P. THE PHARMACEUTICAL JOURNAL FORMULARY. A register of formulæ for medicinal preparations sold by chemists and druggists and regarded by the Board of Inland Revenue as "known, admitted, and approved" remedies, together with collections of useful recipes, etc., etc., in every-day use. Edited by John Humphrey. Quarto, 812 pages. 21 shillings. London: The Pharmaceutical Journal Office.

These formularies are noticed collectively, because both grew out of the peculiar situation created by the changes in the administration of the Medicine-Stamp Acts of Great Britain, whereby medicines sold under names referring to ailments of the human body become dutiable. On the other hand, if such medicines are sold by registered chemists as "known, admitted and approved" remedies, they are exempt from the stamp duty. The effort to make the formulas public is in the two books before us.

Both are notable collections. Pharmaceutical Formulas is supplementary to the book of the same name which has found its way into the libraries of so many pharmacists on both sides of the Atlantic. To the British pharmacist the supplementary volume will be of great value, but it is doubtful whether it will ever attain in this country the popularity of its predecessor. There is a certain variety in the formulas presented, as might be expected, but probably many of those given would not have been incorporated in the book were it not for the legal formalities in regard to duty liability.

To a certain extent the same observation may be made with regard to the formulas in the Pharmaceutical Journal Formulary, but this collection as a whole, is an important one, and is not restricted entirely to formulas for "known, admitted, and approved" remedial preparations. There are recipes for galenicals, veterinary medicines, photographic solutions, dental preparations, perfumes, toilet requisites, and various other preparations in every-day use. Then, there are sections of the book dealing with the manufacture of compressed tablets, histologic stains and reagents, urine analysis, poisons and antidotes, standards for medicines, dietary tables, and useful commercial information.

Both books give in full the rules and regulations of the Board of Inland Revenue, under whose jurisdiction the Medicine-Stamp Acts are enforced. American pharmacists will find both formularies most valuable acquisitions to their libraries.

NOTES ON EQUATION WRITING AND CHEMICAL AND PHARMACEUTICAL ARITHMETIC.—Third edition, revised and enlarged. By J. H. Beal, Sc. D., Pharm. D., professor of chemistry and pharmacy and principal of the department of pharmacy of Scio College. 12mo. 139 pages. Cloth, $1. The Midland Publishing Co., Columbus, O.

QUALITATIVE ANALYSIS BRIEF.—By Allard Memminger, M. D., professor of chemistry, hygiene, and clinical diagnosis in the Medical College of the State of South Carolina; of general and applied chemistry in the College of Pharmacy of South Carolina; and member of State, National, and International, Medical, Pharmacal and Scientific societies, etc., etc. Second edition, revised and rewritten. 12mo, 120 pages, interleaved. $1. Philadelphia: P. Blankiston's Son & Co.

According to the author, this "Brief" has been written especially for his classes in qualitative analysis in the college of pharmacy, and his aim has been "to make more plain the methods of analysis." All very good, but the author does not go far enough. His "Brief" is too brief to be of much service to the pharmacy student who is expected to be able to perform the ordinary pharmacopœial tests. To show the general meagerness of information relating to tests, the following quotation is sufficient (page 74): HCN is best determined when searching for the base, and may in most cases be driven from its combinations by other strong acids; when so disengaged, it gives off its characteristic odor of peach kernels. In applying this test, care should be exercised so as to get no too great whiff of the gas, which in its undiluted state is dangerous and harmful.

A TEXT BOOK OF ALKALOIDAL THERAPEUTICS. Being a condensed resume of all available literature on the subject of active principles, added to the personal experiences of the authors. By W. F. Waugh, M.D., and W. C. Abbott, M.D., with the collaboration of E. M. Epstein, M. D. 8vo, 405 pages, cloth. $5, postpaid. Chicago: The Clinic Publishing Co.

Whatever the physician or pharmacist may believe about the supremacy of the "alkaloidal" idea they will find in this book a mine of information relating to the active principles of vegetable drugs, and also certain medicinal chemicals which may be well administered in "granule" form. One hundred and forty remedies are described and under each is given the quantity of alkaloid or other drug in each "standard granule," a description of the method of preparation and its physiologic and toxic action.

A TEXT BOOK OF MATERIA MEDICA Including Laboratory Exercises in the Histological and Chemic Examinations of Drugs. For Pharmaceutic and Medical Schools and for Home Study. By Robert A. Hatcher, Ph.G., M. D., Instructor in Pharmacology in Cornell University Medical School of New York York City; and Torald Sollmann, M. D., Assistant Professor in Pharmacology and Materia Medica in the Medical Department of the Western Reserve University of Cleveland. 12mo, 411 pages, illustrated. Flexible leather, $—, net. Philadelphia, New York, London: W. B. Saunders & Co.

This text-book covers very completely the range of organic materia medica demanded by the practicing physician and pharmacist, and is especially well suited for students, owing to its convenient arrangement, concise statements, thorough indexing and abundance of illustrations. The authors are teachers of much experience, and in this book they aim to teach in an entirely new way—by actual experimental demonstration. Part I comprises a guide to the study of crude drugs, both official and unofficial; while in parts II and III the histological and chemical examinations of drugs are considered in a satisfactory and clear manner. The histological descriptions are supplemented by laboratory exercises of important drugs, so that the student becomes thoroughly acquainted with their construction. Throughout the entire book general stress is laid on the recognition of adulterations.

COURSE IN PHARMACEUTICAL ARITHMETIC, Including Weights and Measures. By Julius G. Sturmer, Ph. G., Professor of Pharmacy, Purdue University. Second edition, with answers. 12mo, 140 pages. Cloth. $1.50. Published by the author, Lafayette, Ind.

The issue of new editions of these well-known books is a sure sign that they are appreciated and used in practice, and we believe that in their new guise both will meet the demands of students and others who require a knowledge of the principles of arithmetic as applied to pharmacy and chemistry or the proolems that may be given on an examination paper. Both books also may be depended upon to meet the every-day demands of the drug business. The inclusion of a "big multiplication table," showing results from the multiplication of all numbers up to twenty-five, would add to their value as reference works and tend to save much "brain-fag" on the part of the individual "extending" an inventory account or performing other similar work. Of course, it may be consistently argued that the figures of such a table should be thoroughly memorized by everyone, but how many of us in our school days ever got above the "twelves?"

A COURSE IN QUALITATIVE INORGANIC CHEMISTRY.—By Arthur L. Green, Ph. C., M. D., Ph.D., Dean and professor of chemistry, School of Pharmacy, Purdue University, and Charles E. Vanderkleed, Ph.G., B. S., A. C., analytical chemist with the H. K. Mulford Co., manufacturing chemists, Philadelphia; formerly assistant in chemistry in Purdue University. Fourth edition. Cloth, 158 pages. $1.50. Published by Arthur L. Green, Lafayette, Ind.

Not the least interesting and most practical portion of this book are the pages devoted to the directions for teachers, for here are outlined the methods successfully followed by the authors in teaching qualitative inorganic chemistry to large classes. The authors insist, and rightly, too, that the student should not be excused from any portion of the course, whether he has had previous work in introductory general chemistry or not. Definitions, nomenclature and notation should be thoroughly learned, and he must be able to write the formulas for all normal salts, etc., and to read any formula with facility. With this practice he soon begins to know what is expected of him. The teacher who works along these lines is sure to help his student forward on the road to a mastery of the principles of qualitative analysis.

The following enumeration of the table of contents shows the scope of the "Course": Definitions, Nomenclature and Notation, Equations, Reagents, Rules Leading to the Analysis of Metals, The Detection of Metals, Table of Precipitation, Rules Leading to the Analysis of Acids, The Detection of Acids, Special Tests for Acids, Directions for Teachers.

The Era Publications for the Drug Trade.

THE PHARMACEUTICAL ERA.

(Issued Every Thursday). $3.00 Per Year, in Advance; Foreign, $4.00 Per Year.

The only weekly pharmaceutical journal in America. The ERA is the newspaper of the drug trade, and its readers get: The news when it is news; market reports which follow the market closely; prompt replies to "Question Box" inquiries; prompt reports of association meetings, etc., and the latest developments in pharmacy, scientific, professional and commercial.

THE ERA PRICE LIST EDITIONS

Issued in the Spring and Fall of each year. FREE to Subscribers to the Era

The Era Price List Editions contain complete Druggist Price Lists, thoroughly revised, and brought down to date twice a year. They are issued in the Spring and Fall. They combine in one publication, arranged for easy reference, the most complete lists of Drugs, Chemicals, Newer Remedies, Proprietary Preparations and Pharmaceuticals of a proprietary character ever offered to the drug buyer.

The list of Proprietary Preparations is the most comprehensive ever published. The present edition contains some 26,000 items, and in most cases the name and address of the manufacturer is supplied by means of a key number opposite the item, referring to the Manufacturers List. The preparations of nearly 3,000 manufacturers are thus listed.

These Price List Editions are published for the benefit of subscribers to the ERA, and every subscriber gets one copy free.

THE ERA COURSE IN PHARMACY.

Total Expenses for Full Course, $10.00, Which Includes a Year's Subscription to the ERA.

This Course consists of printed lectures upon the theory and practice of pharmacy, chemistry, materia medica, prescription dispensing and other subjects essential to a sound and practical training in pharmacy. The lectures are prepared by the foremost pharmaceutical educators, are issued in monthly installments, and the entire work of the Course can be completed within twelve months. Recitations and examinations are conducted by correspondence directly with each regularly matriculated student. Especially valuable as a preparation for the examination by a board of pharmacy, to those who cannot attend a college of pharmacy, and to all desiring to review their former study of the subjects embraced in the curriculum.

NEW CLASS FORMED EVERY MONTH.

Write for new descriptive PROSPECTUS.

THE ERA FORMULARY.

(5,000 Reliable Formulas). Price, $5.00 Per Copy, Postpaid.

Compiled specially for druggists. A collection of original and prize formulas, to which has been added a selection from standard authorities in English, French and German.

Contains formulas for Toilet Articles, Proprietary Medicines, Unofficial Pharmaceuticals, Family Medicines, Domestic and Household Articles, Veterinary Remedies, Technical and Industrial Processes, Flavoring Extracts, Soda Fountain Specialties, etc., etc.

162 pages, cloth. Sample pages on application.

THE ERA DRUGGISTS' DIRECTORY.

Subscription Price, $5.00 Per Copy, Postpaid.

Carefully revised by personal canvass of nearly the entire trade. The most complete and accurate Trade Directory ever issued. It contains:

Part I.—Wholesale Druggists of the United States and Canada.

Part II.—Retail Druggists of the United States, Canada, Hawaiian Islands, Cuba, Porto Rico, Mexico and Costa Rica, together with a list of the principal druggists in Chile, Peru, Bolivia, Ecuador and Colombia. In the United States and Canada lists the side lines carried are indicated.

Part III.—Manufacturers, Jobbers and others who supply the drug trade.

Part IV.—A Classified Business Directory.

Substantially bound in cloth, and thumb-indexed.

THE ERA DOSE BOOK.

(Third Edition, Revised and Enlarged. Price, 50 Cents Per Copy, Postpaid.

It has a Dose List, (2,600 remedies); a Veterinary Dose List, the most complete ever compiled; Tables of Dose Equivalents; Poisons and Antidotes; Incompatibilities, Solubilities, Specific Gravities, Percentage Solutions, Drops in Fluidram, Metric System, Thermometric Equivalents; Lists of Latin, French and German terms used in prescriptions and definitions of the Properties of Remedial Agents. 46 pages; board covers.

THE ERA KEY TO THE U. S. P., 1890.

Price, 25 Cents Per Copy, Postpaid.

A complete list of the Drugs, Chemicals and Preparations of the latest U. S. P; gives official title, common name, synonyms, dose and strength of each; 75 pages, imitation leather binding only. Fits the Vest Pocket.

THE ERA POISON AND LIQUOR REGISTER.

Price, 60 Cents Per Copy, Postpaid.

Contains space for 800 entries, date, name of purchaser, name and quantity of poison sold; price, purpose, witness, remarks, etc., etc. It also contains a digest of poison laws of all the States. Where the law requires registration of liquor sales, this book answers the purpose admirably. Stiff board cover, leather back, 8x11 inches.

SAMPLE ADVERTISEMENTS FOR DRUGGISTS.

Price, 50 Cents Per Copy, Postpaid.

Last edition OUT OF PRINT. A new and revised Edition will be announced when ready.

SPECIAL NOTICE.—The prices here quoted include postage. All orders must be accompanied by remittance, in Cash, Express or P. O. Money Order or N. Y. draft payable to D. O. HAYNES & COMPANY. Send stamps (2c.) for amounts less than $1.00.

D. O. HAYNES & CO., Publishers, 90 William Street, New York.

NO GUESSWORK

WHEN YOU SUPPLY

PARKE, DAVIS & CO'S

Antidiphtheritic Serum.

IT IS

ACCURATELY STANDARDIZED

OF UNIFORM THERAPEUTIC ACTIVITY.

IT IS

BACTERIOLOGICALLY AND PHYSIOLOGICALLY TESTED

NO QUESTION OF ITS PURITY AND SAFETY.

IT IS

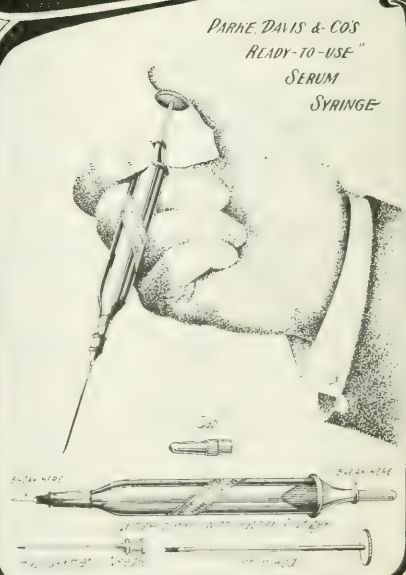
Supplied in the well-known "P., D. & Co." Piston-Syringe Container (hermetically sealed)

THE MOST PRACTICAL "READY-TO-USE" SERUM SYRINGE EVER DEVISED.

(Bulbs 1500, 1000, 2000, 3000 and 4000 units)

NOW IS THE TIME TO SELL IT.

PARKE, DAVIS & COMPANY



(S. P. 4)

News Section

A BIGGER MERGER.

SQUIBB, P. & W.-ROSENGARTEN.

Theodore Weicker Said to be Promoting the Consolidation.

FORMER MANAGER OF MERCK'S AMERICAN BRANCH, ACCORDING TO REPORT, IS TO BE MANAGER OF THE COMBINE, AFTER BRINGING ABOUT THE MERGER.—RUMORS GAIN PARTIAL SUPPORT FROM MR. WEICKER'S FRIENDS.

It is reported on good authority ordinarily considered beyond question, that another consolidation of two big manufacturing firms, the Powers-Weightman-Rosengarten Company and E. R. Squibb & Sons is about to take place.

This new merger, it is understood, will be brought about by Theodore Weicker, who last summer severed his connection with Merck & Co. Mr. Weicker has just secured an interest in the business of E. R. Squibb & Sons, and rumor had it that he was slated for the now vacant position of manager of the Powers-Weighman-Rosengarten Company's New York branch, with the purpose of consolidating the two houses.

While no absolute confirmation of this report is obtainable as The Era goes to press, still it was not denied by those of Mr. Weicker's friends who could be reached.

IN THE A. PH. A. COUNCIL.

More publicity will be given hereafter to the deliberations of the Council of the A. Ph. A., which has authorized the secretary to furnish to the pharmaceutical journals copies of the letters regularly presented, motions proposed for adoption, record of votes, etc.

George Neves, Ellis Island (Hospital), N. Y.; Joseph S. Claverie, Covington, La., and John H. Goodman, Fitzgerald, Ga., have been invited to complete their membership. Joseph L. Lemberger and H. M. Whelpley, both members of the council, believe that the matter of exhibits at the meeting in Atlantic City this year, should be left entirely to the judgment of the local committee, of which the local secretary is chairman; a resolution to this effect is now before the council. W. C. Wescott, of Atlantic City, is local secretary and chairman of the committee on arrangements, and he has been instructed to appoint his own associates.

William Mittelbach, chairman of the Committee on Membership, has asked for an appropriation of $25 out of the general fund of the association to provide for the expenses of his committee. In presenting the resolution for the appropriation, Mr. Mittelbach said he desired to carry out the wishes of the association, and he thinks these disbursements will lead to a healthy increase in membership.

Applications for membership have been received from Gustavus H. Brock, U. S. Marine Hospital, San Francisco, Cal.; John M. Gehrung, Cleveland, O.; William P. Moran, Fairmont, W. Va.; Levi M. Snow, Fairhaven, Mass., and William S. Bryson, Mingo Junction, O. Two hundred and thirty-one members were elected during the calendar year 1904, and twenty-three new members are to be credited to the present committee on membership.

MAKERS OF FAKE DRUGS.

Dr. Wiley Declares There Are Five Thousand of Them.

Dr. William H. Wiley, head of the United States Bureau of Chemistry, in speaking before the Society of Chemical Industry last week, said that there were in the United States no fewer than five thousand "fake" drug manufacturers, who should be put out of business. He emphatically declared that if his plans and those of the Post Office Department, which is co-operating with him, were realized, these manufacturers would be out of business in two years.

In the last year, he said, fifty firms had been put out of business for selling or advertising "fake" medicines. His own name, he said, had been used without his permission by one firm in an indorsement of its goods. When he wrote to the concern about this, he was told to mind his own business, but he forced the firm to refrain from using his name.

MUELLER CASE IN COURT.

Clemens M. Mueller, the "pharmacy instructor," who is being sued by Frederick L. Burdett, of Brooklyn, for the recovery of $85, claimed to have been paid as tuition for a course in pharmacy, appeared in the Police Court, last Thursday, to answer to the charge of extortion. Magistrate Barlow, after hearing both sides, adjourned the case until to-day.

Substantially the same story as printed in last week's Era was told to the magistrate by Hieronimus A. Herold. He presented as evidence letters written by Mueller to Burdett, asking for money, in a most urgent manner and referring to a certain "party" as being impatient at the delay.

In reply Mueller stated that Burdett had only paid him $50, although he got a receipt for $75. His desire to get the remaining $25, said Mueller, was only natural. Mueller is a chubby-faced, blond-haired, sharp whiskered, thick-lipped Austrian, and he insisted excitedly that the whole charge was a conspiracy to ruin his good name.

It has been learned that some time ago Mueller got into trouble with the board of pharmacy over a similar matter and Mr. Herold expects to have some interesting witnesses to-day.

KINGS CO. JOINS N. A. R. D.

It Has Affiliated, But Will Control Local Policy.

SUCH IS THE BROOKLYN INTERPRETATION OF THE CONFERENCE PLAN.—A BUSY MEETING ATTENDED BY MR. DUBLE, WITNESSES THE STRIPPING OFF OF VERBIAGE AND THE COMING DOWN TO BRASS TACKS.—WARM DISCUSSION ON ORGANIZATION FEE.

The Kings County Ph. S., in its meeting at the Brooklyn College of Pharmacy, last Tuesday afternoon, decided once for all upon its attitude toward the N. A. R. D. After a most earnest and even warm discussion, wherein facts were threshed out from beneath obscuring words, the society voted unanimously to affiliate as an organization, with the National Association. This means affiliation according to the plan of organization approved by the joint conference committee, and in the spirit in which the framers of that plan intended. The old line association is to retain control of local affairs, and any ulterior plan of any national organizer, such as cutting the town up into districts and applying a schedule or rebate plan, will never be undertaken, except with the formal indorsement of the Kings County Society. Under these conditions, Brooklyn stands organized.

The question was presented with Mr. Kleine's report from the joint conference committee, which he made by reading the minutes of the conference's one meeting. Then Mr. Ray took the floor to inquire regarding the organization fee of $2.50, which had not as yet been mentioned in any organization meeting. Mr. Duble, who was present as N. A. R. D. organizer, answered that both the fee and dues were absolutely required.

THE FEE DECLARED UNJUST.

"But why," Dr. Muir demanded, "should

The Boss. "Now, hurry up with that cleaning."

a district already organized pay an organization fee? Moreover, the budget of the N. A. R. D., at its last convention, was made up on the basis of $4.00 annual dues." He was in favor, he said, of charging organization work to the section where it was done, but he had been led to believe that the $4 dues covered all such expenses in Greater New York. In sparsely settled districts, with drug stores far apart, he readily understood the justice of an extra fee, but where organizers were to collect $4 in almost every block, he thought that any greater charge was not fair. Moreover, in New York, all the machinery of organization was already found. New York had loyally stood by the N. A. R. D. in its early history, had contributed to the organizing of other cities, of Chicago, notably; and he was much disappointed to hear that the N. A. R. D. meant to saddle this extra fee on the druggists of New York. He thought it would hamper the movement. All in the trade were wanted in, but some would now keep out. Yet if he thought that it could be collected without delaying organization work, he would not talk for a minute on the subject.

Mr. Wischerth emphasized the same position in his own remarks. He thought that $4 was just about the limit of what should be collected. To collect $6.50 from many druggists would be absolutely impossible, and was, moreover, unjust.

Mr. Duble maintained that the organization fee had always been required, and that no one had ever been exempt. N. A. R. D. headquarters and members of the executive committee had telegraphed him that he must positively exact this fee from all who joined. He looked for difficulties because of it, but not nearly so serious one as those predicted by members present. From which point the speaker easily branched forth to picture the demoralized conditions in Greater New York where the N. A. R. D. had not as yet made its influence directly felt. Local manufacturers were unfair and so far as he knew, not a New York jobber, excepting perhaps one in Brooklyn, was on the N. A. R. D.'s honor roll.

However, Dr. Muir still thought it strange that mention of the $2.50 had not been made before, at least at the conference committee meeting.

"But," he added, "if Mr. Duble, who knows all about organizing, where I know nothing—if he sees that he and his eloquent collectors can coax both fee and dues out of the druggist's till, why, all right, and I'll be glad of it."

Mr Duble here arose to say that he had been working among proprietors and that the Peruna people had announced that no jobbers would henceforth sell Peruna to any retailer who had not signed the serial numbering contract.

DR. ANDERSON'S STAND.

Dr. Anderson, at this point, took the floor, and brought the discussion back to the main question. "This fee," he said, "was not a fixed fee during the first years of the national association. (Mr. Duble conceded that the fee had not been assessed during the first year.) "But when contributions did not meet expenses," continued Dr. Anderson, "the fee came into existence. Now the vital mistake—rather, the one mistake, since it may not be vital—is that the fee was not brought up before the Conference Committee. Here we had agreed on a plan of organization, and then comes an order that this fee must be collected. I want to see the N. A. R. D. get every dollar it can. But New York is different from other parts. New York associations have already been affiliated with the N. A. R. D. Are we, then, to be charged an organization fee all over again?"

"Not by any means," said Mr. Duble.

"Then," proceeded Dr. Anderson, "the position of the N. A. R. D. Executive Committee is not a just one. I believe that it will cost you more in the end to collect this than if you do not try to, for organization will take you longer, and, therefore, cost more. Still, we've either got to accept this position, or leave it. Now then, does the Kings County organization become a member of the N. A. R. D. by affiliaton?"

For reply, Mr. Duble referred to the conference plan, which he interpreted as leaving the N. A. R. D. free to district the city afterward, if need be.

"Then," said Dr. Anderson forcefully, "the proposition is this, we let our members pay, we let them be districted, and we let the Kings County go!"

MIXED ON CONFERENCE PLAN.

"No, no!" Mr. Duble interrupted.

"But that is what you say, Mr. Duble," insisted Dr. Anderson. "But the conference plan means that you are to do your organizing under the old line associations, such as the Kings County. And after ward, if required, the Kings County can take up such questions as distributing, etc. But if you understand the plan to mean that the N. A. R. D. will independently inaugurate such things as schedules and rebates, which have long ago been discarded as failures, then I say to Kings County, don't touch the proposition!"

The society here broke into applause. Its sentiments on that point were unanimous.

"What is the need of local district organizations," asked Dr. Muir, "when 500 of the 600 Brooklyn druggists are organized into one efficient body, the Kings County?"

"None whatever," Mr. Duble replied.

FOR NAVAL HOSPITAL CORPS.

"You are not the first, Mr. Duble," said Dr. Muir, with a smile, "who has come over here to the Kings County and been set straight. Then he moved that the Kings County Ph. S. affiliate with the N. A. R. D., under the conditions of the conference plan, and that every member be notified of the same, "so that," he added parenthetically, "the organizers would not have so much talking to do."

Dr. Anderson being called upon, heartily favored the motion, and without further debate, it was passed unanimously.

This matter being settled, Dr. Muir referred to the bill now pending before both houses of Congress to raise the standard of the hospital corps of the navy, and he moved that the secretary of the society communicate with Senator Platt, a member of the committee of naval affairs, and at one time a pharmacist, and urge him to do all in his power to aid the bill. The motion was carried.

Mr. Wischerth next moved that the society indorse the Mann bill now before the Senate, and this motion also was carried.

The alumni supper to be given at the college on the eighteenth was announced, and a most enjoyable affair was promised. Members were advised to procure ticket, $2, and bring their ladies with them.

In the way of routine business, Treasurer Ray reported that the trustees of the college had transferred $7,000 to the society, making a cash balance of $7,332.81, and in a motion accredited to Mr. Ray, it was decided that the $7,000 should be paid to reduce the college mortgage, and that President Jenkins, of the First National Bank, be thanked by the society for the aid he extended to the college, in its time of need.

Dr. Muir, reporting for the Supervision Committee and Educational Department, announced the action of the State Board of Pharmacy at its annual meeting, January 2, in approving the Brooklyn College on each and every point of the new prerequisite law.

CITRO LACKS A LICENSE.

Giuseppe Citro, the carpenter-"druggist," of 512 Adams street, Hoboken, and Giuseppe Oliviero, his unlicensed clerk, are held to await the action of the grand jury on complaint of the State Board of Medical Examiners, who charge them with selling drugs without a license. The men had previously been exonerated from the charge of homicide by the report of County Physician Converse, who stated that his autopsy in connection with the death of eight-year-old Vincenzo Shuliano showed no traces of poison, and that death could not have been caused by the medicine procured at Citro's drug store and compounded by Oliviero.

Dr. Giuseppe Di Geronimo, who made out the prescription, who was himself practicing in violation of the health code, having failed to register or to secure a State certificate, has disappeared, and agents of the State Board of Medical Examiners are looking for him.

Citro was well liked by the members of the Italian colony and made large sales of his patent medicines. Many who had been benefited by the latter have sympathized with him in his recent trouble, doubtless not understanding the difference between the selling of patent medicines and the compounding of drugs.

G. A. S. BALL TO-NIGHT.

The German Apothecaries Society will hold its fifty-fourth anniversary and annual ball to-night, at the Harlem Casino, Seventh avenue and One Hundred and Twenty-fourth street. The entertainment committee, of which S. V. B. Swann is chairman, has left nothing undone to make the affair the most brilliant ever given. A large orchestra, under Mr. Lederhaus, will render dance and promenade music. The banquet will be served at 1 o'clock. The floor managers will be S. V. B. Swann, B. R. Dauscha, R. S. Lehman, George Leinecker, August Diehl and Hugo Kantrowitz.

G. A. S. VOTES ON N. A. R. D.

German Apothecaries Recommend Members to Join Individually.

AFTER DISCUSSION AND MANY QUESTIONS THE SOCIETY DECIDES AGAINST AFFILIATION AS A BODY, BUT GIVES THE NATIONAL ASSOCIATION MORAL ENDORSEMENT.

What is considered a victory for the N. A. R. D. in New York was won last Thursday night, when the conservative German Apothecaries' Society voted to recommend its members to join the association as individuals, under the terms adopted at the recent conference. Some opposition was shown during the evening, but J. B. Duble, who was present by invitation, succeeded in answering satisfactorily most of the many bombarding questions.

On being given the floor Mr. Duble first cautiously inquired whether there were any reporters present. He was assured in the negative, and he then proceeded.

OTTO A. LEISTER.

somewhat in the same strain he had used at previous meetings, concerning the work and benefits of the N. A. R. D. He confined himself chiefly to facts and figures, but at the same time he referred to the good work of the German pharmacists and the splendid examples of German-American citizenship—what some of the sporty members afterward described as "taffy."

As soon as Mr. Duble had finished his speech the rain of questions began. Mr. Leister asked what the society was expected to do. To pass a resolution urging its members to join the N. A. R. D., was the reply. When enough men had joined, the city would be districted. S. V. B. Swann read the minutes of the conference in order to give some idea of the plans.

FOR AND AGANST N. A. R. D.

Carl Schnackenburg read a letter in which he declared his opposition to the N. A. R. D. Underselling and underselling, he said, were legitimate; that was the method by which the big cutters became rich. Mr. Schnackenberg referred to the annual cost of the N. A. R. D. as $80,000, of which the secretary was paid $15,000, and stated that he did not think the benefits derived were worth that much to the trade.

Mr. Roller argued against organization in New York. He believed in competition as the healthier condition, but he further argued as to department stores and cutters, and what these latter might do. If their sales of patent medicines are interfered with, said Mr. Roller, then they will cut on staples, or the very backbone of the trade. For Mr. Roller thought that undue emphasis was given patent medicines, his own sales in this line amounting to only sixteen per cent. of his entire business. But to cut on staples was a much more serious matter. It was especially goading to have a customer come in with an emptly bottle from Macy's, and say that it had been filled there at half the price Mr. Roller would fill it for, or that there a quart of witch hazel was selling at the price of a pint in the drug stores.

THE DAILY PRESS.

"We would," Mr. Roller continued, "have the daily press against us, once it understood that we were organized to keep up prices. The papers would call it a tax on the sick and suffering, and raise cries of conspiracy, combination, etc., so that a cutter would need only to prove that he was not a N. A. R. D. member to entice all the neighborhood trade to his store.

Another member who considered it difficult to raise prices (although he was opposed to cutting) was E. C. Goetting. He criticized the Paris Medicine Company's contract because it prohibited him from offering for sale any of his own preparations. Mr. Duble assured him that this was not the case, and that the company's goods need not be offered unless they are specifically demanded.

Mr. Lauer made a strong speech in favor of the national organization.

After about an hour's discussion, President Imhof asked what members were in favor of affiliation. Not a man moved. Turning to Mr. Duble, the president remarked: "Your labor seems to have been in vain." Then Messrs. Swann and Schleussner both jumped up and the latter moved to recommend individual affiliation under the terms of the conference. He was seconded by Mr. Swann and the motion carried with only one dissenting voice.

A vote of thanks was given to Mr. Duble, after which the meeting adjourned without the customary lunch.

A BUNCH OF FUNNY MINUTES.

During the regular business of the session, Otto Leister, the new recording secretary, made a decided hit by writing up the minutes of the previous meeting in a humorous style. Felix Hirseman proposed that each chairman of a committee arrange a budget, with the idea of limiting expenditures. This was endorsed and instructions were issued to that effect. A letter from W. E. Faber was read, resigning as a trustee of the society. George Gregorius was chosen to fill the vacancy.

The Legal Aid Committee submitted the names of Messrs. Kalish and Herold as candidates for counsel for the society. Later the committee held a conference and nominated Mr. Kalish, who was chosen.

S. V. B. Swann, as chairman of the Trade Interests Committee, reported on the action he had taken in regard to the proposition to urge that pharmacy be represented on the Board of Health. His decision not to press the matter was approved.

PHENACETINE AND THE MANN BILL.

The apparent failure of phenacetine to support, by practical tests, the claims made for it in the patent specifications, as published recently in The Era, was brought up for discussion by Felix Hirseman. Dr. Alpers explained that the patent office does not examine these products, but simply takes the affidavits of the manufacturers. He strongly urged all the members to write to their senators, asking them to support the Mann bill.

Mr. Swann reported that all arrangements for the ball on January 12 had been completed. One thousand invitations had been sent out. Carl Schur, custodian of the Mortuary Fund, reported a balance on hand of $333.59, and a present membership of 124. He tendered his resignation as custodian, and recommended Paul F. Gebicke as his successor. Mr. Gebicke was chosen and a vote of thanks given to Mr. Schur.

Delegates to the American Pharmaceutical Association meeting at Atlantic City, were announced by President Imhof as follows: George Gregorius, chairman; Dr. Wm. C. Alpers, F. H. Plump, R. C. Werner and Carl Schur.

Emil Roller, of the Scientific Committee, promised a lecture on radium at the next meeting, by Dr. Weber, of Eimer & Amend.

ALUMNI BALL, N. Y. COL. OF PH.

The Alumni Association of the College of Pharmacy of the city of New York announces its tenth annual reception and ball, which is to be held Wednesday evening, February 8, at the Grand Central Palace, Lexington avenue, between Forty-third and Forty-fourth streets. The feature of the gathering will be the reception tendered President Butler, of the university, and the officers of the college. Crowleys' Eighth Regiment Band and orchestra will furnish promenade music during the entire evening.

The regular meeting of the Alumni Association was held last night, at the college.

"Never at the [illegible] in drug stores."

STATE BOARD'S MEETING.

New Prerequisite Law Was the Chief Business at Albany.

SEVEN DIFFERENT STATES WILL ADOPT SAME REQUIREMENTS AS IN NEW YORK.—NINE OTHER STATES ARE CONDITIONALLY ACCEPTED.—IMPORTANT DECISIONS IN CONFERENCE WITH REGENTS.

The registration of schools of pharmacy, in accordance with the new prerequisite law, was the chief subject discussed at the annual meeting of the New York State Board of Pharmacy, held January 2, at Albany. Many details connected with the operation of the new law were adjusted. A large amount of routine business was also transacted.

The boards of pharmacy of seven States —Ohio, Tennessee, California, Oklahoma Territory, Louisiana, North Dakota, Arkansas—have requirements sufficiently similar to those of the New York State Board and hereafter a license from any of these boards will be accepted as a credential entitling the applicant to an examination in New York.

Nine other States have been recognized, conditionally. They are North Carolina, Kentucky, Connecticut, Oregon, South Dakota, Florida, Nebraska, Georgia and Mississippi. Either the age limit set by these boards is too low or else they do not require sufficient practical experience. As soon as these drawbacks have been remedied, the certificates will be recognized by the New York board.

Other States will likely be added to the list of those whose requirements are satisfactory, but they have not yet been heard from, or have not furnished evidence for some reason or other. Everything which comes up later will be referred to the three branches and decided by a majority vote of the members of the branches.

IMPORTANT EDUCATIONAL DECISIONS.

A conference was held with representatives of the Board of Regents on the subject of college registration, and several important decisions made. The educational requirements for entrance will be exacted of all schools applying for registration. Only schools having day sessions will be recognized. A pharmacy school using the same equipment as a medical school, when the latter is not registered, may be registered, irrespective of the medical school, so long as its pharmaceutical equipment is up to the required standard. The duty of notifying the schools when their requirements are complete devolves upon the regents.

COLLEGES REGISTERED.

Twenty applications for registration were received by schools of pharmacy of which the following were registered as fulfilling all the requirements: Albany C. P., University of Buffalo C. P., Brooklyn C. P., New York C. P. (Columbia University), Cleveland (O.) S. P., Philadelphia C. P. and Pittsburg C. P.

Colleges which do not come up to the requirements for registration may be accredited. A course taken in an accredited school may serve as part of the required course if completed in a regular college. That is, a two years' course in some accredited school, for instance, would only count as one year.

The twelve regents' counts in the usual subjects will be accepted only during 1905. After this year they must include algebra. In regard to pharmaceutical arithmetic, the regents decided that they could not make a special case for pharmacy.

C. O. Bigelow, Dr. Willis G. Gregory, F. P. Tuthill and Warren L. Bradt, each representing a college, were appointed a committee of four, by the board of pharmacy, to have power in the interim of action by the board. They will act as representatives of the board in matters of registration, etc. A three-quarters vote is to constitute a majority.

SCHEDULE OF EXAMINATIONS.

Examinations during this year will be held in the following months: Eastern branch, February, May, June, September, November, December. Middle and Western branches, February, April, June, September, November. Those who did not appear at the examination on December 28, on account of illness, or for some other good reason, are entitled to one examination within six months.

The board organized with the following officers: President, Charles B. Sears, Auburn; first vice-president, Clarence O. Bigelow, New York; second vice-president, Charles M. Palmer, Olean; secretary, Warren L. Bradt, Albany.

On Tuesday, at 3 o'clock, the board as a body visited the new governor. Dr. Muir did the honors and introduced the members. They were given a very cordial reception in the governor's main room.

Warren L. Bradt was presented by the State Hospital pharmacists with a diamond stud, in appreciation of his services in improving their condition and raising their salaries.

The Howard University School of Pharmacy, Washington, D. C., and University of Washington School of Pharmacy, Seattle, Wash., were also registered in full. The following schools were accredited: National C. P., Washington, D. C.; Kansas City C. P., Kansas City.

The committees appointed by President Sears for 1905 are as follows: Finance, C. O. Bigelow, chairman; G. H. Merritt, S. A. Grove. Inspection, Complaints and Prosecutions, Warren L. Bradt, chairman; Geo. Reimann, Joseph Weinstein. Adulterations and Substitutions, Geo. C. Diekman, chairman; W. G. Gregory, B. M. Hyde. Sales of Poisons, Wm. Muir, chairman; A. M. Palmer, J. B. Todd. Registrations, Judson B. Todd, chairman; F. P. Tuthill, H. M. Groves.

GINSENG GROWERS MEET.

Syracuse, Jan. 7.—The annual meeting of the New York State Ginseng Growers' Association was held in this city at the St. Cloud Hotel last week, and the following officers were elected: President, Dr. I. C. Curtiss, of Fulton; vice-president, C. E. Ingalls, of Cortland; secretary and treasurer, F. P. Hakes, of Cortland. The growers reported that the industry was in good condition. The association has 300 members. Action was taken urging that the laws that have been passed in this State relative to the growing of ginseng be extended to other States. The New York law makes the stealing of ginseng a burglary, and makes it a crime to sell Japanese ginseng unless it is labeled showing exactly what it is.

ROCHESTER PRICES RAISED.

Local Association to Test Serial Numbering Plan.

Rochester, Jan. 9.—There was a lively discussion at the monthly meeting of the Rochester Ph. A. last Friday afternoon over patent medicine prices in accordance with serial numbering contracts. It was reported by Chairman Sibley, of the price committee, that a large druggist, not a member of the association, had stated that the large druggists of the country have entered into an agreement not to sign these contracts. But druggists who do not belong to the Rochester association have informed Chairman Sibley that they would abide by the prices established by the association.

To test the efficiency of the serial numbering plan, it was decided after considerable debate to increase the price of the Dr. Kilmer remedies as follows: For the $1 article, from 69 cents to 79 cents, and for the 50-cent article from 35 to 40 cents.

Owing to the higher N. A. R. D. dues, the dues of the Rochester association, out of which the N. A. R. D. dues are paid, may be advanced from $6 to $12 a year, and of non-resident members from $ to $6 a year. An amendment to this effect was laid over for thirty days.

Ways and means to increase membership were discussed. Mr. Guilford said that the association is the means of getting at least 20 per cent. more for patent medicines. Hardly a store in Rochester sells less than $1,000 worth of patent medicines a year, and this alone means $200, while on a $5,000 business the druggist is $1,000 better off. No druggist, he maintained, should begrudge the small sum asked to carry on the good work.

A committee consisting of President Chilson, Treasurer Hall and Secretary McBay was appointed to endeavor to secure for membership the Dake Drug Co., Bryan Bros., and Sibley, Lindsay & Curr Co. President Chilson said that in Syracuse every druggist in the city belongs to the association.

NEXT N. W. D. A. MEETING.

The new Hotel Astor will be the headquarters of the National Wholesale Druggists' Association convention, to be held in this city the first week of October. Both time and hotel were selected by the Committee of Arrangements, at a meeting held last Friday, at the Lawyers' Club, when Samuel W. Fairchild acted as host. Clarence G. Stone was elected secretary. The chairmen of the various sub-committees were empowered to select their own associates.

The committee is made up as follows: Thomas P. Cook, chairman; Clarence G. Stone, Brent Good, S. W. Fairchild, Albert Plant, Wm. Hull Wickham, Wm. Jay Schieffelin, Wm. P. Ritchey, Charles S. Littell, A. A. Stillwell, Thomas F. Main and John M. Peters.

STODDART TO ACT AS MAYOR.

Buffalo Councilman and Pharmacist is Called to High Honors.

Buffalo, Dec. 9.—Thos. Stoddart, for two years president of the New York State Ph. A., and now councilman in Buffalo, is to be elected president of the Board of Councilmen during Mayor Knight's absence from the city.

The mayor will leave shortly for a three weeks' trip to Cuba and the Isle of Pines,

THOMAS STODDART.

and Mr. Stoddart has been named as acting mayor by his colleagues on the board. In a complimentary way, the statement is made that Mr. Stoddart should familiarize himself with the duties of an office which he may be called upon to occupy for four years.

FOR A ROCHESTER COL. OF PH.

Rochester, Jan. 9.—At a recent meeting of the Rochester Ph. A. it was decided to ask the Mechanics' Institute, which has a well-equipped chemical laboratory, to consider the establishing of classes in pharmacy

New officers elected were: President, Professor C. M. Woodward, St. Louis, Mo.; vice-president, Section A, Professor W. S. Eichelberger, Washington, D. C.; Section B, Professor Henry Crew, Evanston, Ill.; Section C, Professor Charles F. Mabery, Cleveland, Ohio; Section D, Professor F. W. McNair, Houghton, Mich.; Section E, Professor William North Rice, Middletown, Conn.; Section F, Professor H. B. Ward, Lincoln, Neb.; Section G, Dr. Erwin F. Smith, Washington, D. C.; Section H, Dr. George Grant McCurdy, New Haven, Conn.; Section I, Professor Irving Fischer, New Haven, Conn.; Section K, Professor William T. Sedgwick, Boston, Mass.; permanent secretary, Dr. L. O. Howard, for a period of five years beginning August, 1905; general secretary, Professor C. A. Waldo, Lafayette, Ind.; secretary of council, Professor John F. Hayford, Washington, D. C.; secretary Section K, Dr. William J. Gies, New York City, N. Y.

SCIENTISTS IN SESSION.

Over a Thousand Gather for the A. A. A. S. Annual Meeting.

Philadelphia, Jan. 9.—The fifty-fourth meeting of the American Association for the Advancement of Science, held here during the past week, was the third largest in the history of the organization. It is estimated that fully nine hundred members were in attendance. Three hundred other scientific men were probably present. But the sessions were also considered a success from the number and quality of the papers read, as well as from the interest taken in them. Thirty-one Affiliated Societies met in conjunction with the National Association, among them being the American Chemical Society, the American Mycological Society, the American Physiological Society, the American Society of Naturalists, the Botanical Club of the Association, the Botanical Society of America, the Society for Plant Morphology and Physiology, the Fern Chapter, Sullivant Moss Chapter, the Wild Flower Preservation Society of America, the Society of American Bacteriologists, and the Society for Horticultural Science. It is the policy of the association to encourage other great national societies to meet with it at the same time and place, and so makes all the general arrangements, thus saving the affiliated bodies considerable trouble and expense. On the other hand, the response to the invitation show a hearty willingness to cooperate with the association in the annual gatherings.

The first session was called to order Wednesday in College Hall Chapel of the University of Pennsylvania by the retiring president, Dr. Carroll D. Wright, who introduced the president-elect, Dr. William G. Farlow. Provost Harrison, of the University, made the address of welcome. Further, the University placed its halls and laboratories at the disposal of the association, and each day furnished a lunch to the members.

Besides the general program, as announced already, the various societies met independently. On Thursday evening the American Chemical Society held a commers at the University Club, and on Friday the Alpine Club held its annual dinner at the same place.

The council or the association elected as members of the council at large, J. McK Cattell, J. M. Coulter, and H. F. Osborn. Prof. C. R. Barnes and Dr. H. C. Cowles, of the University of Chicago, and C. L. Shear, of the Department of Agriculture, were appointed as representatives to the International Botanical Congress, which will be held during the year in Vienna.

Resolutions adopted were: "That the permanent secretary be authorized to offer sets of the back volumes of the 'Proceedings' to libraries which shall be approved by the committee of the association appointed by the president."

"That the committee recommends as members, and if they become members, nominates as fellows, members of the national scientific societies not now members of the association in cases in which the National Scientific Society has a qualification for membership equal to that of the qualification of the association for fellowship."

At the meeting of the general committee it was decided to hold the next meeting in New Orleans, beginning Dec. 29. Boston was recommended for the meeting place of 1906. The committee on policy, after considering the desires of the out-of-doors sections for a summer meeting, reported that it would favor one at Ithaca in 1906, since there seemed to be no objection on the part of the association to holding two meetings yearly.

CONDENSED MILK LICENSE.

Pittsburg, Pa., Jan. 7.—Some of the city officials are out to enforce a State law that pertains to the sale of milk. Many druggists of this section handle condensed milk, though the profits are not very large. But now they are notified that they will have to secure a city license, costing $1, to sell the liquid.

BLAMED FOR A SUICIDE.

Huntington, W. Va., Jan. 7.—Oscar Jones, father of Mrs. Pearl Jones Rysden, who committed suicide a few weeks ago by drinking carbolic acid, has entered suit in the circuit court against B. T. Davis, a local druggist, for $10,000 damages, alleging that he sold her the drug and is hence morally and legally responsible for her demise. The suit has created a sensation here.

BALTIMORE NOTES.

—Dr. Charles A. Caspari, professor of chemistry at the St. Louis College of Pharmacy, of Baltimore, has been on a visit to his father, Prof. Charles Caspari, Jr., of the Maryland College of Pharmacy. His wife and child accompany him. Dr. Caspari has been in St. Louis about two years.

—Baltimore is to have still another down town pharmacy. This one is to be on the southwest corner of Hanover and Baltimore streets, and conducted by the Messrs. Klingel, who now manage a cut-rate establishment on West Lexington street. There is also some talk of a drug store being opened in the Hotel Caswell, which is to be erected on the northeast corner of Baltimore and Hanover streets. This structure is still to be built, while the one on the southwest corner is going up. Even without any further additions, the business part of Baltimore street will be well supplied with drug stores.

"That smells like there's smallpox in the neighborhood."

TO HELP HOSPITAL CORPS.

Text of the Bill For This Service in the Navy.

Washington, Jan. 9.—The bill referred to by Frederick J. Gordon, in the last issue of The Era to increase the efficiency of the hospital corps of the navy is here given in full, as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled.

Sec. 1. That the Hospital Corps of the United States Navy shall consist of chief pharmacists, pharmacists, hospital stewards, baymen (first-class), baymen, and hospital apprentices.

Sec. 2. That the number of chief pharmacists and pharmacists on the active list shall not exceed 50 in all, the pharmacists to be appointed by the President and have the status of warrant officers: *Provided,* That the provisions of law regulating the promotion, pay and allowances, and rights of warrant officers set forth in Section 12 of the Act entitled "An Act to reorganize and increase the efficiency of the personnel of the Navy and Marine Corps of the United States," approved March third, nineteen hundred and ninety-nine, shall extend to and include all pharmacists of the Hospital Corps: *And provided further,* That vacancies in the grade of pharmacists shall be filled from men holding the rating of hospital steward, subject to such examination as may be prescribed by the Secretary of the Navy; and that no pharmacist shall be promoted to the rank of chief pharmacist until he shall have passed an examination as to his mental, moral, physical, and professional qualifications before a board of officers, in accordance with regulations, prescribed by the Secretary of the Navy.

Sec. 3. That the Secretary of the Navy is hereby empowered to enlist, or cause to be enlisted, as many hospital stewards, baymen (first-class), baymen, and hospital apprentices as in his judgment may be necessary, and to limit or fix the number, and to make such regulations as may be required for their enlistment and government. Enlisted men of the Navy and Marine Corps shall be eligible for transfer to the Hospital Corps.

Sec. 4. That all necessary hospital and ambulance service at naval hospitals, naval stations, navy-yards, and marine barracks, and on vessels of the Navy and Fish Commission, shall be performed by the members of said corps, and the corps shall be permanently attached to the Medical Department of the Navy, and shall be included in the effective strength of the Navy, and be counted as a part of the enlisted force provided by law, and be subject to the laws and regulations for the government of the Navy.

Sec. 5. That the pay of hospital stewards shall be seventy dollars per month; of baymen (first-class), forty dollars per month during their first five years of service, and fifty dollars per month thereafter; of baymen, thirty dollars per month, and of hospital apprentices, twenty dollars per month, with such increase on account of length of service as is now or may hereafter be allowed by or in pursuance of law to other enlisted men of the Navy: *Provided,* That all benefits given by or in pursuance of existing laws, or that shall hereafter be allowed by or in pursuance of law to other warrant officers or enlisted men of the Navy, shall hereafter be allowed in the same manner to warrant officers and enlisted men in the Hospital Corps of the Navy.

Sec. 6. That all Acts or parts of Acts so far as they conflict with the provisions of this Act are hereby repealed.

EXAMS. IN MASSACHUSETTS.

Boston, Jan. 7.—During December only two examinations were held by the Massachusetts State Board of Pharmacy, on the 13th and 27th of the month, and at these there were in all nineteen candidates for registration. Six only out of this number were successful in passing, as announced by the secretary, F. A. Hubbard. They were as follows: John Minon, Charlestown, Boston; George J. Young, Somerville; James J. Keegan, Lawrence; William H. Burke, Fall River; Clinton H. Hart, Gardner, and Herbert S. Maxwell, Plymouth.

BAY STATE NOTES.

—The old-time botanic drug and herb house of B. O. & G. C. Wilson has removed its place of business from the corner of Canal and Market streets, Boston, to 32 Lewis wharf, at the extreme north end of the city.

—In the new Massachusetts legislature there are eight druggists.

—Frank A. Davidson, president of the Theo. Metcalf Company, and Mrs. Davidson have just announced the engagement of their daughter, Miss Helen Davidson, to Mr. G. G. Davis, of West Roxbury.

SIMON B. HARRIS.

—Frank O. Randall & Co., druggists in Brockton, have been so annoyed by petty thieving in the past year or more that they recently laid a trap and succeeded in catching two boys with a box of candy which they had stolen. In court the boys were fined $5 each. The candy boxes were displayed on a center table and to some were tied strings, fastened to the table.

—Senator William F. Craig, of Lynn, long a druggist, and more recently assistant chemist of the Lynn Board of Health, is to be the postmaster of that city, to succeed the late Howard K. Sanderson.

SOUTHERN NOTES.

—The Parker-Blake Co.'s wholesale drug store, of New Orleans, suffered a loss of $250,000 in the recent fire there. The Druggists' Specialty Building, of the same city, has also been destroyed. The loss was $75,000.

—The charter of the Jackson (Miss.) Drug Company, a wholesale drug concern, has been filed with the governor for approval. The capital stock is fixed at $50,000, and the concern proposes to engage extensively in the wholesale drug business throughout the territory tributary to Jackson.

—In a fire at Birmingham, Ala., two drug stores were among those burned out. Patton's Pharmacy, in stock and building, lost $25,000; insurance, $20,000; and Barber's Drug Store suffered to the extent of $12,000; fully insured.

—B. T. Davis, a Huntington, W. Va., druggist, is being sued for $10,000 damages for selling Mrs. Pearl Jones Rysden the carbolic acid with which she committed suicide. It is charged that he sold it in an unlabeled bottle.

BIG FINE FOR SIMMONS.

Lynchburg, Va., Jan. 7.—In the mayor's court, last week, S. J. Simmons, the druggist of the suburb of Rivermont, who pleaded guilty to the charge of illegally selling cocaine to Jim Faulkner and two others, was fined $100 in each case. Eight other cases against him were held in abeyance on condition of good behavior.

Jim Faulkner, convicted of buying from Simmons and selling to a dozen boys, was fined $25 and ordered to leave the State for one year or suffer imprisonment.

'PHONE TROUBLE IN OHIO.

Cincinnati, Jan. 9. It is reported that the telephone company is working up cases against a number of business houses who allow their telephones to be promiscuously used by the general public in violation of their signed contracts. According to the rule of the telephone company, when a telephone is placed in a business house without the addition of the slot arrangement, the phone is to be used by the concern only. It is claimed that a number of saloon and cigar men in the down town district have been throwing their telephones open to the general public, when they should have referred customers to a pay station.

Druggists, all of whom have the slot arrangement, have to pay five cents for every message they send, even those to their supply houses and to druggists. Their contract stipulates that they are to receive ten per cent. on receipts exceeding $60 per year. Several druggists have entered vigorous complaint with the telephone people.

CINCINNATI VETERAN RETIRES.

Cincinnati, Jan. 10.—R. H. Weatherhead, for fifty years in business at Sixth and Vine streets, has retired in favor of his son, B. P. Weatherhead. The establishment has been incorporated at $35,000. The directors are B. P. Weatherhead, Smith Hickenlooper, J. C. Butler, A. E. Millard and George H. Herman. The elder Weatherhead was well known throughout the Central States. The younger is barely past twenty years of age.

FREAK GUESSING CONTEST.

Toledo, Jan. 9.—It is rather a curious coincidence that in a guessing contest thirteen people should tie for first prize, but that is what happened last week at Henry Neipp's drug store, Norwood and Lawrence avenues, when the number of pieces in a scuttleful of coal were counted, and the result compared with nearly two thousand guesses. A big crowd attended the count and enjoyed a free lunch. The prize was a ton of coal.

BOTH THEFT AND MURDER.

How Illegal Cocaine Selling Is Rated in Cincinnati.

Cincinnati, Jan. 9.—Three drug clerks were in police court, last week, charged with selling cocaine illegally. The chief of police announced that this was but a prelude to sensational developments. The three arrested were Albert Carney, clerk at Fred Renner's, Sixth and Mound streets; George Serrins, clerk at Isaac Millers, Sixth and John streets, and M. Goodman, clerk at A. Strashun's, Sixth and Smith streets.

The startling statement was made that the sale of cocaine in one of the stores is known to aggregate $60 a day, on which the profit was $48.

At the trial Judge Lueders said: "This has been going on for years. One good feature about it is that the stuff sold for cocaine is one part cocaine and nine parts something else."

"In other words," interjected the chief of police, "it is one part murder and nine parts theft."

The cases of the three men on trial were continued until the latter part of the month.

OHIO HAPPENINGS.

—The Caldwell & Bloor Drug Co., of Mansfield, was recently incorporated with a capital of $50,000, by E. B. Caldwell, F. W. Bloor, D. N. Buesser, Wm. Martin, Jr., J. L. Judson and J. L. Kappes. For years Caldwell & Bloor have conducted a retail store at Mansfield.

—George Bradford, of Portsmouth, has been elected treasurer of Meigs County.

—Owen Evans, a prominent Dayton druggist, is dead.

—The Retail Druggists' Association, of Dayton, held its regular quarterly meeting last week. The attendance was the best for several years past. Local trade topics were discussed, but no action regarding the cut-rate evil was taken.

—The annual euchre and dance of the O. V. D. A. will take place at Odd Fellows' Temple, Seventh and Elm streets, Cincinnati, Friday evening, January 27.

—Wm. Gilmore, widely acquainted in the drug trade of the Middle and Southern States, died at Dayton, Ky., on January 4.

NEW N. A. R. D. COMMITTEES.

Chicago, Jan. 7.—Standing committees of the N. A. R. D. for the year have just been announced by President Thomas Voegeli, of the association. Besides the consideration of efficiency, it is stated that appointments were made with a view to giving, so far as possible, representation to the different sections of the country.

The new committees are:

National Legislation:—S. L. Hilton, Washington, D. C.; J. C. Gallagher, Jersey City; W. J. Bullock, New Bedford, Mass.; E. L. Scholtz, Denver; L. T. Hoy, Woodstock, Ill.; J. M. Farnsworth, Beloit, Wis.; H. H. Barth, Lincoln, Neb.; J. D. Sutton, Mobile, Ala.; S. A. McDonnell, 4th and Market, San Francisco.

Commercial and Fraternal Relations:—Edward Williams, Madison, Wis.; C. H. Lumsden, Lynchburg, Va.; H. D. Cannon, Sioux City, Ia.; Geo. W. Robbie, Butte, Mont.; J. E. Alford, McComb City, Miss.

Pharmacy Laws:—Wm. K. Forsyth, Chicago; Paul L. Hess, Kansas City, Mo.; F. B. Lillie, Guthrie, Okla.; H. E. Glick, Lafayette, Ind.; C. D. Brahams, New Berne, N. C.

Form of Organization:—H. C. Groves, Ocala, Fla.; A. D. Wells, Cincinnati; C. B. Ambrose, Fort Worth, Tex.; W. Porterfield, Fargo, N. D.; J. D. Kidd, Milledgeville, Ga.

Auditing:—Victor Schmelzer, Meriden, Conn.; J. A. Todd, Waterloo, Ia.; Chas. Peaslee, Redfield, S. Dak.; S. B. Higley, Bentonville, Ark.; R. G. Cunningham, Miami, Ind. Ter.

Transportation:—Wm. Dice, Allegheny, Pa.; G. T. Haahn, Grand Rapids, Mich.; M. S. Kahn, Baltimore; O. W. Jones, Auburn, Me.; W. C. Gordon, Wheeling, W. Va.; Henry Willis, Quebec; P. Jensen, Tacoma, Wash.; A. H. Knowlton, Concord, N. H.; D. P. Frierson, Charleston; O. C. Draper, Wilmington, Del.; J. L. Franken, Salt Lake City; J. A. Loyd, Pulaski, Tenn.; Jas. L. Wright, Newport, R. I.; F. W. Schmalmack, Albuquerque, N. Mex.; A. W. Allen, Portland, Ore.

ON DEATH OF MR. VAN SCHAACK.

Chicago, Jan. 7.—The following resolutions were unanimously passed at the meeting of the Board of Directors of the Chicago Drug Trade Club, January 5:

On December 5th, 1904, Peter Van Schaack was called by his Creator from the scenes of his earthly pilgrimage to his final rest, and out of respect to his memory, and as a token of love and respect for his two sons, who are active members of this Club, it is meet and proper that we pause a moment on our way to the goal he has reached, to utter a few words expressing our sympathy with those who were related to him by the closest earthly ties.

Mr. Van Schaack was not a member of this Club, on account of his retirement from active business life, but his life and energies had been devoted to the vocation that we embrace, and the influence he has had upon the drug business of Chicago has made him so well known over the entire nation that we feel that by his loss we have lost a friend and brother. Therefore, be it

Resolved, That in the death of Mr. Van Schaack we have lost an earnest and sincere worker for the advancement of our vocation and a genial friend and brother. Be it further

Resolved, That the members of this Club through the Board of Directors extend to the members of his family our sincere sympathy in their bereavment, and although we realize it is beyond our power to give any consolation, we feel that the sympathy we extend will not be ungrateful.

Resolved, That a copy of these resolutions be spread upon the records of the Board and a copy of the same be sent to the wife and each of the sons, who are members of this Club.

Committee: E. A. Vosburgh, H. Holland, J. V. Pierce.

HOFFMANN RESOLUTIONS.

Chicago, Jan. 7.—At the recent meeting of the executive committee of the Illinois Pharmaceutical Association, a special committee was appointed to draft suitable resolutions on the death of Dr. Friedrich Hoffmann. The resolutions have accordingly been drawn up, in which, after an earnest eulogy, sympathy is expressed for the widow of the deceased.

HOW TO INSURE PURE DRUGS.

Chicago, Jan. 7.—In reply to The Era editorial in the issue of January 5, "Morals of the Chicago Episode," Mr. Ebert says:

"A special bureau for the examination of drugs is not necessary. Every State has the machinery at hand for doing it through its board of pharmacy, who are, or ought to be competent, either to perform the work themselves or engage some qualified person to do it for them. The solution of the whole matter, like many another problem, is very simple and near at hand if we will but take it up. Make it a part of the duty of the State boards to pass upon the purity of drugs, give them the money to do it, and the 'Chicago scandal,' so called, will not be repeated."

PLATT'S SUIT NOT DECIDED.

Chicago, Jan. 9.—The new injunction suit of Isaac Platt against the wholesale druggists and the National Association of Retail Druggists came up last Saturday, before Circuit Judge Dunne. The injunction was not granted, but the court intimated that if complainant would make certain amendments to his bill, he would grant the injunction. The matter will probably come up this week. The defendants may ask for a change of venue. The wholesale druggists are desirous of having the case come to trial in order to get a definite decision on the points of law involved, which may determine the legality of the contract plan.

CHICAGO NOTES.

—Abraham Mantrovitz has received a sentence of twenty years' imprisonment, under the habitual criminals act. His last exploit was the stealing of a quantity of goods from Morrisson, Plummer & Co.

—A. L. Parker has sold his drug store at Wood and Madison streets, to R. A. Sawyer, who will be remembered as of the old firm of Klein & Sawyer, on West Madison street.

—Geo. H. Mayr, a druggist at LaSalle and Washington streets, has been elected vice-president of the Chicago Cigar Dealers' Association.

—Clarence A. Davidson & Co. is the name of a new wholesale druggists' sundries house. Clarence Davidson is a brother of James A. Davidson, druggists' sundries wholesalers, on East Randolph street, and has been manager of the latter's store for several years.

—The drug store of James Adams, Forty-seventh street and Vincennes avenue, was recently burglarized. Stones were thrown through the two front windows. All of the cigars, some perfumes, candy and stationery were taken. Two show globes were broken. The loss was about $500.

"They must have that for the undertakers."

DRUG RAID A FAILURE.

First Man Arrested in Milwaukee is Acquitted.

Milwaukee, Jan. 7.—The first battle for pure drugs has been fought in Milwaukee, with doubtful results. When the wholesale arrests were made in Chicago, of mail-order druggists, for selling adulterated and imitation drugs, chiefly aristol, then James G. Moore, State Dairy and Food Commissioner, determined to find out if such goods were sold in Wisconsin.

He began a systematic campaign, buying, or having bought for him, samples of drugs in stores all over Milwaukee. The first arrest was that of J. W. S. Tomiewicz, 452 Mitchell street. Commissioner Moore secured a half dozen samples of tincture of digitalis, had them analyzed, thought he found wood alcohol, and had the druggist arrested. The warrant was served December 13.

The case came up for trial in the municipal court and Mr. Moore told his story. He also had the samples in court, and the chemist swore that they contained wood alcohol. Tomkiewicz, however, was acquitted. He told a remarkable story, and produced witnesses to substantiate it. He said he read in an evening paper, December 12, that a warrant had been issued for his arrest. Immediately he called in witnesses, sealed his bottle of digitalis in their presence, locked it in a drawer and gave them the key. Later they had a chemical analysis made and they and the chemist testified that the drug was pure.

ST. LOUIS CONTRACTS SIGNED.

St. Louis, Jan. 9.—At the Cinchona Club meeting, Tuesday, several members reported that they had signed the contracts with the Paris Medicine Company to sell Bromo Quinine and Groves Chill Tonic at twenty-five and fifty cents, on the serial numbering plan. The club, with the St. L. R. D. A., has adopted the Peruna and Paine's contracts, with a minimum price of ninety cents. The Cinchona Club elected Q. M. Good, president; Leland Miller, vice-president; C. N. Collins, secretary, and A. Q. Davenport, treasurer. President Good asked until next meeting to announce the appointment of committee chairmen.

IN MISSOURI.

—The J. S. Merrill Drug Co. of St. Louis, on Dec. 28, gave their traveling salesmen and heads of departments an annual banquet and love feast.

—George Conley, the J. S. Merrill Drug Co. salesman in Central Missouri, was married recently, and is now making his headquarters in St. Louis.

MANIA OF A POOR CLERK.

Des Moines, Jan. 7.—Charles Rothrock, a Des Moines drug clerk, has been sent to the Clarinda Hospital for the Insane. He had been employed chiefly to sell candies and specialties, and he commenced to believe that he was immensely wealthy and that he had made his fortune in candy. He placed large advertisements in local papers, asking people to visit him at the parlors of a big hotel and buy Gunther's candies. When not dwelling upon the confectionery idea, Rothrock spent his time trying to convince people that he had bought out Cudahy's packing house.

IOWA'S NEW PHARMACISTS.

Des Moines, Jan. 7.—The following passed the last State pharmaceutical examination: George H. Brown, Clarion; William H. Mulix, Davis; Blaine R. Moore, Munsal; John G. Parks, Clarinda; John H. Collins, Clare; Peter Ludwig, Gray; H. R. Biddle, Thornburg; George W. Adams, Corning; Henry G. Rothgan, Ida Grove; C. R. Sheetz, Algona; C. A. Swayze, Fairfield; W. H. McCreery, Des Moines; F. L. Adams, Des Moines.

IOWA WANTS CHEAPER ALCOHOL.

Des Moines, Jan. 7.—Druggists here are lending a helping hand in the concerted effort being made throughout the country to get the tax on alcohol reduced. Mr. D. S. Chamberlain, head of the big proprietary medicine company, has secured the aid of the Commercial Exchange. All manufacturing druggists of the city and State will join with retailers in signing petitions.

IOWA NOTES.

—Brazleton & Co., of Center Point, one of the leading drug firms in eastern Iowa, were burned out this week; loss, $10,000; insurance, $8,000.

—Lieutenant Governor John Herriott, of Stuart, for forty years a druggist, is seriously ill. Mr. Herriott was busy behind the counter in his store during the holiday trade. He still enjoys selling toys and Christmas goods. He is a pioneer druggist of the State, and has attained more prominence than any druggist who has mixed in State politics.

—The stockholders of the Iowa Drug Company, of Des Moines, have authorized an increase in the capital stock of the firm from $150,000 to $200,000. The capital is fully paid up. The large increase in the business done by the company since it was launched last spring induced the increase of capital.

—B. F. Erb has transferred his drug stock at Des Moines, Ia., to Charles S. Ill by chattel mortgage. Mr. Ill will continue the stand at 128 West Fourth street. This is the stock which has been known as the Iowa Hotel drug store and which has been raided several times on the supposition that liquor was illegally kept and sold there.

FAVORITISM AT EXAMS.

Special Committee Investigates California Board of Pharmacy.

San Francisco, Jan. 2.—The special committee which investigated the methods of the California State Board of Pharmacy, as the result of charges of favoritism and discrimination, has at last presented its report to the governor. The report exonerates the members from any intentional favoritism, yet severely criticizes their action in allowing Professor Flint, whose pupils were taking the examination, to be present, with his young woman assistant, during the examination. On this subject the report says:

"One mistake was unquestionably made by the board in allowing Professor Flint to be present. There is considerable rivalry and feeling between the graduates of the University of California and those of the College of Physicians and Surgeons, and when the former pupils noticed Professor Flint coaching his class, constantly asking questions of examining professors, etc., it was easy for them to imagine that some inside tip was given, no matter how unjust the assumption might be.

"What right had Professor Flint to encourage his pupils by chatting with them in this way? After the examinations were over, he made it a special practice to go into the room where the examiners were examining the papers, and as he knew the rating of his pupils before the announcements were made, he possessed the knowledge upon which to make a kick if he desired, before it was too late. The board was entirely too tolerant of Brother Flint and his persistence."

It is also stated in the report that while the State board did all it could to prevent cribbing in the examination room, the fact remains that considerable cribbing was done. The report adds: "They were not up-to-date in the methods of preventing cribbing, and at the investigation themselves learned at least one new method of cribbing that bore testimony to the resources of the modern female student."

This beyond doubt refers to the young woman who carried a book on toxicology into the examination room in her stocking.

The report contains about 3,500 words, reviews all the evidence taken by the investigating commission, and concludes that the board has been careless and lax in some particulars, but not guilty of any wrongful acts. The governor has made no comment on the report, and it is generally believed that there will be no removals. The effect will be to make the board more careful and exact.

TRUST INVADES THE SLOPE.

Tobacco Combine Crowds Out a Pharmacy in San Francisco.

San Francisco Jan. 2.—The Tobacco Trust has invaded the Pacific Coast, and the first person to suffer is a pharmacist. The Trust has hitherto kept aloof from California, but has this week completed preparations to open several stores.

It decided first of all that it desired the splendid store at the corner of Market and Stockton streets, which was occupied by the Lion Drug Company. This store is one of the most desirable in San Francisco, facing on the principal business thoroughfare and at a point where the crowds gather for the Owl cars. The Lion Drug Company had occupied the place for a number of years, and had been paying $600 a month rent. The Trust made known to the owners of the place that it desired the store, and was willing to pay a much higher rental than the Lion people. The drug company was therefore given notice to leave, and the place is now being overhauled, and is to be fitted up as an immense cigar store.

In a few weeks the Trust will have half a dozen stores in operation here, and will then extend to the States of Oregon and Washington. Naturally, they will fight the present dealers, and those pharmacists who handle tobacco view its tactics with alarm.

BIG FIRMS IN NEW HOMES.

Baltimore Wholesale Houses Will Soon be Located Again.

Baltimore, Jan. 10.—In a few weeks at the most two of the wholesale drug houses here, which were burnt out in the great fire last February, will be back in permanent locations, these being Messrs. Muth Bros. & Co., and James Baily & Son. The former firm will occupy the fine double warehouse at 23 and 25 South Charles street, which is now being finished on the interior, while the latter will have its home on the west side of Hanover street, between German and Lombard streets, in an attractive building, about as far advanced in construction. It is not unlikely that both firms will be able to celebrate the anniversary of the conflagration in the new quarters, which, in view of the magnitude of the task of securing an eligible site and arranging for the work of construction, is to be considered an achievement.

The Muth warehouse has six stories, while that of James Baily & Son includes five, being also of narrower frontage. Both structures, however, are of fine mottled brick with terra cotta trimmings, and are desirable additions to the business places in the reconstructed section of the city. Both will be equipped with all modern conveniences and include facilities that were not to be found in the old quarters. In point of airiness, light and accessibility of the various floors they will be far superior to the edifices formerly occupied. The electric lighting and heating appliances especially are admirable.

Baltimore continues to attract the attention of manufacturers in other cities. Mention has been made in these columns of the intention of William R. Warner & Co., of Philadelphia, to establish a branch depot of their products here in charge of Dr. Eugene F. Cordell, Jr. Arrangements to this effect will probably be concluded within the next few days, if they are not already agreed upon. Dr. Cordell, who has been representing the firm here for some time, was in Philadelphia, last week, with several friends, and the situation was gone over in all its bearings. An early realization of the plans is looked for.

The branch of Parke, Davis & Co., which was on German street, near Light, before the fire and has since been located at Frederick road and Monroe street, will shortly be housed once more in permanent quarters, these being on German street, between Charles and Hanover. A commodious warehouse will be occupied there, and a large stock of articles will be carried. Mr. J. Emory Bond, who has been looking after details during the absence of Mr. Oscar Smith, in Europe, has gained much praise for the efficiency with which he managed the branch.

It is reported on reliable authority that Hance Bros. & White, of Philadelphia, will also open a branch house here. No location has so far been decided upon and the details are yet to be worked out, but matters may be brought to a head this week. This firm would perhaps not take up a whole warehouse, but stock several floors. Its products appear to be in increasing demand here.

POISONED BY LAUDANUM.

Philadelphia, Jan. 9.—George Wilson, aged fifty-eight years, was picked up in an unconscious condition at Sixteenth and Federal streets, and was sent to St. Agnes' Hospital. His condition, according to the physicians at that institution was due to laudanum poisoning, but the police are unable to learn how the man obtained the same.

Wilson informed the doctors that he was out of work, but had been drinking heavily, and feeling sick, he entered a drug store at Sixteenth and Federal streets, and asked for something to relieve his condition. Despite the fact that the druggist denies positively that the potion given Wilson contained any laudanum, the man asserts that he became unconscious shortly after leaving the place.

Wilson's condition is not considered serious.

NEW CIGAR STORE'S CHAIN.

Announcement is made that the big cigar store at Twenty-sixth street and Broadway has been sold to a new corporation, known as the Royal Cigar Company. The company has been organized under the laws of this state, with a capital stock of $250,000. It announces that it will run a "chain of cigar stores" in New York, to deal in high grade goods.

NEW YORK NOTES.

—Bernhard Berkitz, dealer in druggists' specialties at 429 East One Hundred and Twentieth street, has admitted Isaac Haas, his co-worker for a good many years, as a member of his firm, under the name of B. Berkitz & Co.

—George H. Merritt, member of the Middle branch of the Board of Pharmacy, was not present on the first day of the annual meeting of the State Board at Albany, owing to his attendance at the annual reunion of the Merritt family, at Newburg, on that day.

—Frank Cuddy, one of Parke, Davis & Co.'s city men, will be confined to his home for several weeks as the result of a bad fall on the icy pavement, last Sunday. His leg was broken in two places.

—Alexander M. Levy, seventy years old, for twenty years a druggist at Congress and Lafayette streets, Newark, was found dead in his store one morning last week, probably of heart disease.

—The Syracuse Druggists' Asociation will hold its annual dinner and dance at Long Branch, January 26. The committee in charge consists of Roscoe K. Snow, chairman; F. B. Nye, N. P. Snow, Herbert W. Walker, Mrs. Susie Clary and A. H. Lawrence. An old fashioned dinner will be served at 7 o'clock, to be followed by bowling and dancing.

The Seaver & Wright Pharmacal Company has recently been organized at Canton, N. Y., for the manufacture of proprietary medicines. The president is John R. Wright and the vice-president H. M. Seaver. Both are well-known traveling men.

—Incorporated: William S. Gray & Co., of West Nyack (general merchandise, wood alcohol, chemicals, oils and drugs). Capital $250,000. Directors, William S. Gray, of New York; Ezra J. Wright and James J. Crawford, of Brooklyn.

ECONOMY IN DRUG BUSINESS.*

Attention to Details is Made Almost a Science.

BY OTTO J. C. BOBERG,
Eau Claire, Wis.

It can now well be said that economy in the drug business constitutes a science which it is imperative for the pharmacist to study, as on it depends largely the pecuniary profits of the business.

Attention to Details.

The details of all kinds of business demand the closest attention, but especially is this true of the drug business. Success is here won by attention to little things, and the cents must be saved as well as the dollars. There is no doubt that the prosperous pharmacist of to-day owes a considerable amount of the success to his ability to practice the right kind of economy. I say the right kind—for while it is well to be economical in the true sense of the word, it is on the other hand detrimental to business to be penurious or small in your dealings. Let us go a little deeper into this and try to find out what constitutes good and poor economy. There are the economical ways of the old-time druggist, with his saving of old bottles, old corks, pieces of used wrapping paper, bits of string and twine, the cleaning of old cans of all sizes, which, after having been painted, are used as containers for herbs, powders, labels, etc. While the monetary savings accrued by these economical habits, perhaps are not very large, I think, however, that these habits are as praiseworthy to-day as they were in our fathers' time. When you notice a drug clerk voluntarily folding up and putting away wrapping paper and strings from packages from the wholesale houses, then you may depend on it that this young man has at least some good qualifications. But good judgment must be used in practicing these little economical habits. It would be poor economy to use old newspapers for wrapping purposes, or even printed advertising counter wrappers for prescription packages. It is poor economy to buy old and dirty bottles from street children or junk dealers. There are usually enough

*Read at the twenty-fourth annual meeting of the Wisconsin Pharmaceutical Association.

"Ugh ugh! Whew w w!"

old bottles and boxes accumulated in any drug store to fill the current demand for cheap containers. It is good economy to use the proper sized boxes or bottles for given quantities. Do not put ten two-grain pills into a box which will hold a hundred pills of the same size, and do not put two ounces of Rochelle salt in a pound paper bag, even if it is an advertising bag which cost you nothing; the sending out of such slouchy appearing packages is detrimental to the business. It is poor economy to use cheap boxes, cheap corks or cheap stationery; the best of such articles will generally prove to be the cheapest after all. The same rule applies to your help. A good clerk is worth good wages, because he saves you both money and worry.

Leaks and Losses.

An important economical factor in any retail drug business is the stoppage of all leaks and losses caused by ignorant or careless keeping of stock. Drugs, pharmaceuticals and sundries are often purchased and exposed to light, heat and air for a long time, which deteriorates their value greatly. Herbs, roots and powders, if kept in paper or wooden containers, are frequently injected with worms and insects, while if kept in well-closed tin cans they will retain their freshness and aroma for a great length of time.

Considerable value is lost from year to year by evaporation of volatile drugs and liquids; a loss which can very well be avoided. Camphor gum, menthol, powdered cardamon, cloves and other spices should be kept in glass stoppered jars or tight-fitting covered cans. Deliquescent salts should always be kept in glass or rubber stoppered bottles. Fluid extracts, elixirs and other pharmaceuticals kept in cork stoppered bottles should have the corks replaced occasionally, thereby preventing loss by evaporation and precipitation. Ether, chloroform, bromoform, carbon bisulphide and ethereal oil should always be kept in glass stoppered bottles and in a cool, shady place. I once saw a manufacturer's packing bottle containing about two ounces of chloroform empty itself in a short time by simple evaporation through a lose fitting cork. Even tin cans containing bisulphide carbon or ether will lose in weight by being stored away for a length of time.

The writer some time ago had occasion to visit a drug store in a neighboring town, where, while chatting with the proprietor, he noticed, standing on a top shelf, three bottles of Anderson's Norwegian Hoffman's Drops, the wrappers of which appeared to have been exposed to the sun and flies for years. On my suggestion the wrappers of these bottles were removed and two of the bottles proved to be empty; while the third had about a fourth of an ounce of alcohol left in it, the ether having entirely disappeared.

Make it an iron rule to put on the want list every item as soon as the shortage occurs, thereby minimizing loss of sales. Make it another iron rule to charge articles which have been sold on account at the time the sale is made and not later, thereby minimizing loss of cash.

Buying Goods.

Most important is the economical buying of goods. Ordinarily many druggists buy large quantities of new articles, which they know little or nothing about, simply because they get some advertising thrown in, while staple goods, which they know all about, often are orde ed in comparatively small lots. Would it not be safer to reverse this order and be slow to buy new things; but instead to purchase staple goods, everyday sellers, in quantity lots and take advantage of the quantity discount and saving of freight?

If, in order to get the best price, the quantity of any certain patent medicine, toilet article or pharmaceutical, is too large for a single druggist to handle, then let three or four neighboring druggists join hands and together buy the quantity lot, which they could then divide. There is no doubt but that much money could be saved by buying goods in this economical way.

Another important economical feature of the drug business is the prompt paying and discounting of bills. As most bills will have to be paid within a time limit of thirty or sixty days anyway, then why not try and shorten this time a little and pay up in ten days and thereby save your cash discounts. The writer has for many years made it a rule to pay and discount all current bills every Monday morning. Such a rule, when once adopted, is bound to give good satisfaction to all concerned.

A goodly amount of money could furthermore be saved if the druggists would make all such easily made pharmaceuticals, non-secrets and toilet articles that they possibly could. By looking over the National Formulary or the Pharmacopœia you will, no doubt, be surprised to see how many preparations you are now buying ready made, which you must admit you might as well make yourself and thereby save both manufacturer's and jobber's profit.

Cleanliness is good economy, and considerable value can be saved by keeping the store clean and attractive. Dusty, dirty showcases and shelves have their influence on leaks and losses by declined value of soiled stock and otherwise.

Advertising.

Economical advertising is also an important feature of the drug business which should at all times be carefully attended to. By economical advertising I understand the advertisng which brings the best results with the least possible expenditure. Clean windows with attractive displays in them, and frequently changed, constitute a valuable, and at the same time economical, way of advertising. If newspaper advertising is done, a good position in the paper should be secured and the ad. changed at least once a week.

By careful watching of the market changes of current prices on drugs, the pharmacist will be in a position to buy many of his drugs in an economical way; but in order to do so he must be a subscriber to at least one of the leading pharmaceutical journals; and by reading such a journal he will be enabled also to keep himself posted on the general advancement of pharmacy.

—W. B. Reeves, manager of the New York City office of the Coca Cola Company, was presented with a gold fob and locket, a New Year's gift from the men of his office.

AMONG THE COLLEGES

BUFFALO COLLEGE OF PHARMACY.

Buffalo, Jan. 7.—Prof. W. G. Gregory, dean of the Buffalo College of Pharmacy, reports an enrolment of forty-two seniors and 120 juniors. This college was opened in September, 1886, as a department of the University of Buffalo. Arrangements have been recently made to comply with the prerequisite law, passed by the last legislature, regulating entrance requirements; that is, each student before entering the college must possess educational qualifications equivalent to twelve regents' counts. In addition to the regular college course leading to the degree of "bachelor in pharmacy," there are post-graduate courses for the "master's" and "doctor's" degree.

The alumni association is a potent factor in college affairs, and it has a membership of 395, thirty-six of whom are life members. It offers yearly a cash prize not to exced $15, for the best original paper presented at the annual meeting, which will be held this year on May 2. An employment bureau, which aims to find situations for members, is in operation. The officers of the association are: President, Henry G. Bentz, M. D.; first vice-president, Willet H. Mosher; second vice-president, Frank I. Strozzi; third vice-president, Eva H. Webster; secretary, William E. Lemon; treasurer, Charles L. Gaugar; historian, Herbert D. Atwater.

PITTSBURG C. P.

Pittsburg, Pa., Jan. 3.—The mid-season examinations have ended and the students all seem happy; this would indicate that they have passed satisfactory exams.

J. S. Oller, son of Rev. W. E. Oller, of Butler, Pa., and a member of the junior class, died at the home of his parents on December 1, of heart disease. Nine members of his class attended the funeral. Mr. Oller was very popular among his fellow students and also with the people of his native city. All the drug stores closed during the funeral services.

Miss Agnes Rynd, '04, of Philadelphia, is spending her vacation with her parents at New Kensington. She was a welcome visitor at the college recently. Fred J. Blumenschein, '04, has accepted a position as quiz-master at the Pittsburg Dental College.

Dr. J. H. Beal, professor of applied pharmacy, and son George, spent their Christmas vacation visiting the caves in Virginia.

Dr. J. A. Koch, dean, professor of organic chemistry and pharmacy, spent his vacation in Philadelphia, attending the meeting of the American Chemical Association.

WINONA SCHOOL OF PHARMACY.

Indianapolis, Jan. 3.—The Winona Technical Institute is the first school of its kind for this city and the department of pharmacy has begun its work under the

principalship of Prof. J. H. Gertber. At the beginning of the first term there were twenty students, the number having already increased to nearly thirty, and quite a number more are expected at the next term, which opens about February 1. The students are from Indianapolis, Ohio, West Virginia, Arkansas and Illinois. The necessary preparation and equipments for the department are being made as rapidly as possible. Two courses are offered, one leading to the degree of Ph. G., and a more extended course leading to the degree of Ph.C. Students are admitted at any time. Two have already completed the course here, having been students under Prof. Gebtrer, at Ada, Ohio. Four more, also former students, will be graduated at the close of the present term.

KANSAS CITY C. P.

Kansas City, Mo., Jan. 6.—The Alumni Association of the Kansas City C. P. is making arrangements for the annual reception to the graduates, to be held in March. The annual assessment ($1) should be sent by the members to the secretary, Nick Hunter, Eighth avenue and Broadway, this city.

Special lectures will be given at the college on January 12 by Dr. C. L. Kerr on "Pharmaceutical Incompatibility," and on January 26 by Dr. F. J. Hall, on "Pathology."

A local artist photographed the students recently. The pictures show G B. Fugitt and H. E. Harrah on the fire escape, the only available space.

T. R. Taneyhill, '04, and Miss Anna Herbert were married on January 1.

Cecil F. Wiswell, '04, is located at Sabetha, Kansas.

J. F. Freisen, '03, is attending medical college in Chicago.

NEW ORLEANS C. P.

New Orleans, Jan. 3.—Dr. Philip Asher, dean of the New Orleans College of Pharmacy, reports an enrolment of thirty-six juniors, twenty-one seniors and three special students. The officers of the college are: President, George D. Feldner; vice-president, M. T. Breslin; secretary-treasurer, Walter T. Taylor. The college claims to be a school of pharmacy, conducted by pharmacists, who are in a large majority on its faculty and board of directors. The course of instruction is divided into a junior and senior year, of six months each, leading to the degree of Ph. G. The requirements for admission are that all applicants must be white, and of good moral character.

The holidays observed are Thanksgiving Day, Christmas week, Mardi Gras Eve and Mardi Gras.

RECENT MINNESOTA GRADUATES.

Minneapolis, Jan. 3.—Charles John O'Connel, Ph. M., '02, is in the experimental laboratory of Messrs. Parke, Davis & Co., Detroit, Mich., where he is filling a responsible position. Arthur Kuhn, '02, formerly with F. M. Parker, St. Paul, is now with R. F. Bryant, St. Cloud, Minn. Chas. F. Rutherford, '02, is the proprietor of the pharmacy on Fourth and St. Peter streets, St. Paul. Miss Helen Barnes, '04, is with S. Gjesdahl, Cedar avenue, Minneapolis, Minn.

Charles F. Clough, '02, has taken unto himself, Miss Helen Adams, a university young woman, as wife. They have returned from an extended wedding trip and Mr. Clough is back at his old stand with S. H. Reeves, Seven Corners, St. Paul.

O. S. Gifford, '03, is assistant manager of Goodrich & Jennings' pharmacy, at Lake and Nicollet streets, Minneapolis. John M. Bell, '00, took the civil service examination in June, at St. Paul, to enable him to enter the United States navy as pharmacist. He has received his appointment. W. S. Passer, '04, has resigned his position at Stillwater, to accept a position with M. Aune, at 1600 Hennepin avenue, Minneapolis. Thomas M. Gash, '04, is one of the chemists with the International Stock Food Co., Minneapolis. Paul H. Kelly, '04, is studying medicine at Hamline University. F. J. Noer, '04, is managing his father's pharmacy at Colfax, Wis.

N. D. AGRICULTURAL COLLEGE.

Fargo, N. D., January 2.—John Weaver, a student, recently nearly lost his sight by an explosion. He had just finished weighing out some concentrated sulphuric acid and potassium permanganate, when the explosion occurred. The scales were broken into pieces and his face and eyes were spattered with acid. The prompt action of the professors in neutralizing the acid saved the student's sight. He is progressing favorably, and will be soon able to resume his studies.

Wyman Page, formerly a student, visited the college recently. He has been in the employ of J. W. Boeing, Bartholdi, N. D.

Oscar Zuercher of the Broadway Pharmacy, Fargo, while handling a carboy of formaldehyde, accidentally broke the large glass container, spilling the contents. The vapor filled the store, drove the clerks out and completely stopped trade until the store could be ventilated.

The N. D. Agricultural College Pharmaceutical Association was organized in the winter of 1904, for the furtherance of pharmaceutical knowledge not obtainable in the class, and to promote general good fellowship among the students of the department. Any student in the pharmacy course is eligible to active membership.

WASHINGTON AGRICULTURAL COLLEGE.

Pullman, Wash., Jan. 3.—The school of pharmacy of the Washington Agricultural College and School of Science gives a two years' course of thirty-six weeks each. The degree of graduate in pharmacy is conferred. Two years' high school work for entrance and the completion of everything given with a grade not less than seventy-five per cent. in any subject, is required for graduation. The Washington State Board of Pharmacy registers as assistant pharmacists without examination all graduates who submit final examination papers upon the work done in the school.

The present enrolment is: Seniors, 11; juniors, 14. Nine students graduated as Ph.G.'s in 1904. Prof. George H. Watt, a graduate of Scio College, is professor of pharmacy and in charge of the work of the school.

WOOD ALCOHOL IN RUSSIA.

Wood alcohol in beverages has invaded Russia, and become a tributary curse of the war. When the troops were being mobilized at Dorpat, men and women partook freely of a beverage composed, according to the Journal of the American Medical Association, of alcohol, water, peppermint leaves, salvia, lavender, etc. But the stuff was made with wood alcohol instead of grain alcohol, the consequence being that sixteen men and one woman died. It is suggested that the alcohol used was probably of the deodorized kind.

More recently a report has come from Russia that twenty persons have died at Kief from drinking methylated brandy.

It is only within the last year that wood alcohol poisoning has occurred in Russia. Up to the year 1904 the wood alcohol used in Russia was so repugnant to the senses of smell and taste that even the ignorant peasant, who will drink the vilest and strongest forms of spirits, could not use it as a beverage.

In the early part of 1904 the deodorized wood alcohols were introduced into Russia, in consequence of which there have been already thirty-seven deaths reported.

As here, wood alcohol, owing to its comparative cheapness, seems to have been largely substituted in Russia for grain alcohol in the manufacture of remedial agents, flavoring extracts, perfumes, liniments, witch hazel, etc.

OBITUARY.

—Dr. Louis Victor Cabana, a native of Canada, long a druggist and physician in Taunton, and more recently in Fall River, Mass.; age, thirty-eight years. He was extremely popular with the French people in Fall River. He leaves a widow.

—Dr. John Kerr, formerly of Bucyrus, Ohio, at Cedar Rapids, Ia. He was born in Richland county, Ohio, eighty-five years ago.

—Harry W. Schmidt, of Cincinnati, O., died by his own hand at Denver, Colo., on November 3, where he was employed in the offices of the Davis-Brigham Drug Co.

—George A. Mitchell, a member of the Rochester, N. Y., Ph. A., and for fifteen years a pharmacist at 480 Main street, east.

—E. Knott Smith, of Cheltenham, one of Chicago's southern suburbs. Mr. Smith had been in business in Cheltenham for twenty years.

"Who slung that brick?"

AMONG THE BOWLERS

NEW YORKERS RESUME WORK.

The New York wholesalers' bowling league resumed their weekly tournaments on Monday night, after a two weeks' holiday. The results for the evening were as follows:

Merck & Co.	654
Whitall-Tatum Co.	837
Merck & Co.	618
Sharp & Dohme	721
Sharp & Dohme	728
Whitall-Tatum Co.	827
National Lead Co.	757
Dodge & Olcott	707
Dodge & Olcott	648
Lanman & Kemp	700
National Lead Co.	716
Lanman & Kemp	782

Korndoerfer, of Sharp & Dohme, made the record score of 241. Another high score was 193, made by Thomas, of Lanman & Kemp.

The team averages, computed up to the games rolled Monday night, are as follows:

	Won.	Lost.	Average.
Parke, Davis & Co.	10	1	.810
Whitall-Tatum Co.	9	2	.799
Colgate & Co.	8	2	.803
Seabury & Johnson	6	4	.777
Lanman & Kemp	6	5	.756
Dodge & Olcott	6	5	.738
Roessler & Hasslacher	5	6	.745
Sharp & Dohme	5	6	.734
National Lead Co.	4	7	.745
Bruen, Ritchey & Co.	3	6	.686
Lazell Dalley & Co.	2	9	.720
Merck & Co.	0	11	.660

High individual averages were by Reddy (Whitall-Tatum Co.), who made 2,000 pins in eleven games and pulled off the highest average, 181, and has thirty-seven strikes and fifty spares to his credit; Malsch (Roessler & Hasslacher) knocked down 1,833 pins in eleven games; Carr (Parke, Davis & Co.), 1,805 pins in eleven games; Colgate (Colgate & Co.), 1,792 pins in ten games; Burgess, 709 pins in four games.

NEW NAMES FOR OLD TEAMS.

St. Paul, Minn., Jan. 7.—The three teams of the bowling league of the Minnesota drug clerks have shed their old names of Spirits, Emulsions and Tinctures, and reorganized under new titles. The roster of the teams is now as follows, the first named in each instance being captain:

Capsules—Hans Bodsgaard, Ernest J. Otto, D. William Thompson, George Heller, Harry Frankenfield.

Pills.—Lewis C. Landon, Howard E. Everett, Edward A. Mierke, J. M. Princell, Martin Johnson.

Tablets—Charles Muessel, David Colberg, Walter T. Lemon, Martin A. Lillis, Louis A. Sigo.

On the night of Jan. 5, the winning team of the first series, the Spirits, was banqueted by the losers. The prizes were awarded on this occasion. Aside from the team prize, E. A. Otto, who made the high score, 236, was given a special prize, and Bodsgaard, the high average man, 169, was honored for his consistent work during the thirty games. No games were bowled on the afternoon of reorganization, the boys saving themselves up for the gastronomic "stunt" of the evening. The second and last series will begin January 12.

The Retail Druggists' League played January 6, with the following results:

Spatulas	808	836	637
Everett			216
Mortars	701	772	862
Sundberg			192
Pestles	762	723	803
Preston			203

TO PUBLISH FORMULAS.

Cuba Worries Over a Proposed Patent Medicine Law.

Havana, Jan. 9.—It is learned that a movement is on foot to invoke an old Spanish law which will require the manufacturers of all patent medicines which are sold on the island of Cuba to publish upon the wrapper or label of their preparations their complete formulas. The trade hopes that no such law will be passed. Druggists say that it would work a great injustice upon all patent preparations now being sold in Cuba, and what is more, that it would simply drive them out of the island entirely, because many of these preparations are the result of years of scientific study.

"With such a law in force," says the Havana Post, "all of these years of study will have been wasted by these inventors, because it would give anyone who knows anything about chemistry the opportunity to reap the benefit of the labors of others with comparatively no effort on his part.

"We cannot believe that such a law will be put into force, because of this rank injustice. If Cuba should invoke such a law, it would give her a most unenviable reputation abroad, and that is something which she does not want. But what is still more important, it would mean the taking away from the people many most excellent preparations upon which they have learned to depend, because of the beneficial results which they have obtained from them."

GRIEVANCES IN IRELAND.

London, Jan. 3.—The trade's grievances in Ireland, as concerns legislation, were concisely stated by a member before the December meeting, in Belfast, of the Chemists' and Druggists' Society of Ireland. It is believed that almost anywhere else the druggist will consider himslef lucky by comparison. Among the grievances, for which an amendment bill is demanded, are these two: First, druggists cannot be admitted to the examination for pharmaceutical chemist, except after a service of two years, in addition to the four years already served as apprentice; second, the widow of a druggist cannot carry on the business of her deceased husband. The latter proves especially goading, since the widow of a pharmaceutical chemist is permitted to continue the business for the benefit of the family.

It is hoped that the pharmacy law in Ireland may be made as liberal as that of Great Britain.

METRIC SYSTEM FAVORED.

British Apothecary Interests Urge Its Adoption by Legislation.

London, Jan. 3.—The movement for the adoption of the metric system is gaining impetus, especially in the drug trade. The Executive Committee of the Federation of Local Pharmaceutical Associations, at its last meeting in the Holborn restaurant, recommended that all the associatons should petition in favor of the Weights and Measures bill (which means the metric system). The committee held that this measure was of vital importance to the interests of the country. As all members of the committee were present, such action is regarded as especially significant.

The inconvenience caused by the lack of any officially recognized subdivision of the litre, smaller than its one-thousandth part, will likely cease to exist, since the three new designations—mil, decimil and centimil—are to be inserted in a reprint of the Board of Trade Regulations dealing with inspectors' metric standards.

The new apothecaries' measure will, presumably, be as follows:

1 centimil ..... = 0.1689 minim
($^1/_{100}$th millilitre)
1 decimil ..... = 1.6894 minims
($^1/_{10}$th millilitre)
1 mil or millilitre... = 16.8941 minims or
($^1/_{1000}$th litre) 0.2816 fl. drachm
1 centilitre ..... = 2.8157 fl. drms. or
($^1/_{100}$th litre) 0.3519 fl. oz.
1 decilitre ..... = 3.5196 fl. ozs.
($^1/_{10}$th litre)
1 litre ..... = 1.7598 pints.

The minim is equal to nearly 6 centimils, the fluid drachm to rather more than 3½ mils, and the fluid ounce to nearly 3 centilitres, thus:

1 minim ..... = 5.9192 centimils
1 fl. drachm (60 mms.) = 3.5515 mils
1 fl. oz. (8 fl. drachms) = 2.8412 centilitres
1 pint (20 fl. ozs.) .. = 0.5682 litre
1 gallon ..... = 4.5459 litres
(8 pints, or 160 fl. ozs.)

NEW CORPORATIONS.

H. C. Fuller Company, Massachusetts, Somerville. Capital, $4,000. To manufacture and deal at wholesale and retail in drugs and medicines. President, Mrs. Anna A. Fuller; treasurer, Henry C. Fuller.

The Dr. Burleigh Company, Boston. Capital, $300,000. To deal in drugs. President, William T. Smith; treasurer, Charles Burleigh.

W. F. Plummer Drug Company, Boston. Capital, $10,000. Richard B. Stanley, president; William F. Plummer, treasurer.

E. & F. King & Co., Incorporated, Boston. Capital, $150,000. President, Daniel G. Tyler; treasurer, Samuel G. King. To deal in oils, paints, varnishes, chemicals, etc.

N. Z. Graves Company, Boston. Capital, $1,000. President, N. Z. Graves, Philadelphia; treasurer, V. Graves, Philadelphia. To deal in varnishes, paints, oils, etc.

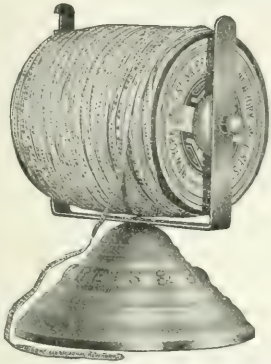
Oldrich Paint and Chemical Company, Massachusetts, Brockton. Capital, $5,000. President and treasurer, F. W. Oldrich.

J. C. Palmer Lozenge Machine Manufacturing Company, Boston. Capital, $20,000. President, George F. Ramponi; treasurer, Joseph P. Allcott.

King Chemical Corporation, Boston. Capital, $20,000. President, Vere Goldthwait; treasurer, Alfred J. Woollard. To deal in drug merchandise, etc.

Does Your Trade Know YOU?

REIS' ADVERTISING TAPE



fastens your store's name in the minds of your customers, present and possible.

A narrow tape, woven in colors, attractively printed with the store's name and address; it wraps packages better than string, and makes your trade know you.

Neat and strong, with that "air" of security which does much to add to confidence in a good store.

One-sixteenth inch to one-quarter inch widths.

Reis' Advertising Tape is Advertising Without Cost

Send for samples and particulars

G. REIS & BRO.

638 Broadway
Cor. Bleecker Street
NEW YORK

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent. to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Cards, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

Be Sure to Use the Attached Coupon, Worth $2.00 to You

"Gould's system is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 35 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hammer.'"—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Weigel, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the "Pharmaceutical Era" we will mail our new pamphlet, explaining this New System, and if, after learning all about it, you contract for the System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

JANUARY.

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company NEW YORK

M. P. Gould Company

Drug Store and Medical Advertisers

BENNETT BUILDING, NEW YORK

Nassau, Fulton & Ann Streets

This is the Trade-Mark

Which is on the wrapper of every bottle of

SCOTT'S EMULSION

of COD LIVER OIL

All others claiming to be "just as good," "just the same" or "equal to Scott's Emulsion" are imitations. Scott's Emulsion has been the standard preparation of its kind for over thirty years.

This is the Formula of Scott's Emulsion

Pure Non-Freezing Cod Liver Oil	44½%
Chemically Pure Glycerine	13%
Emulsifying Agent and Flavoring Extract	2½%
Solution of Hypophosphites of Lime and Soda (being 6 grains of Hypos. of Lime and 3 grains of Hypos. of Soda to the fluid ounce)	40%
TOTAL	100%

We believe Scott's Emulsion contains a larger percentage of the pure oil than is contained in any other permanent emulsion of cod liver oil. The presence of chemically pure glycerine and the hypophosphites in the proportions above indicated will convince any practitioner of the value of Scott's Emulsion in the treatment of the diseases for which it is especially recommended. We would welcome a comparative or clinical test of our emulsion as against any other emulsion in the market. We know that the results will show all and more than we claim.

SCOTT & BOWNE 409 PEARL STREET NEW YORK CITY

FOLEY'S HONEY AND TAR

The original and genuine LAXATIVE cough remedy

Make No Mistake. See that you are buying FOLEY'S HONEY AND TAR, the original, the kind that you know will give satisfaction.

PREPARED ONLY BY

FOLEY & COMPANY :: Chicago, Ill.

(S. P. 6)

TRADE SECTION

THE OWNER TALKS ON SODA.

The Man Who Pays the Bills Defines "Best Fountain."

SOLELY A MATTER OF INDIVIDUAL OPINION, HE SAYS.—RUNNING EXPENSES ARE MOST IMPORTANT.

"When I bought this fountain I bought it for style first, without figuring much on running expenses. I'm going to discard it now and be up-to-date. I haven't determined on any particular make of fountain as yet, but I know what I want and how much I want to pay. The rest is easy. I am drawing about two hundred glasses of soda a day during the season. That's about twelve dollars gross receipts daily.

"If I can sell that much soda from an antiquated apparatus, how much could I sell from the model fountains of to-day? That question bothered me in my figuring. I haven't entirely solved it yet. But I have made up my mind on one point. At first sight it's not common sense, I'll admit. While I'm determined to find a fountain adapted to my needs, I'm going to buy one a shade better than my present trade would appear to warrant. I'm going to bring trade to my fountain, not a fountain to my trade.

"I've been handicapped by having a fountain that's really too small. Five years ago it was all right, because my soda trade was not all right. The trade has come, now I must hold it and push for more. Understand, it's not the syrup tanks which need enlarging. I simply need a handier, more compact, ice-saving fountain, one that can do twice the business of the old one at the same expense for running. I eliminate syrups and actual dispensing material entirely; they can be increased or cut at will.

A TRADE WINNING FOUNTAIN.

"The best fountain for me will be the one that is not frequently out of order, and is an ice saver. I want the very best constructed apparatus that my money can buy. If it happens to be built on artistic lines, permitting further decoration, so much the better, but I am for service first, style afterwards. I have had so much experience with a bad fountain that I know what I want to avoid. I want an apparatus that will first of all, sell soda to my present customers and bring more trade. And when added trade comes, I want my fountain to be able to handle it and hold it. I figure to make a hundred per cent. on my soda, including material, labor and the ice bills. Therefore, I expect to make six dollars a day out of a twelve dollar business.

"I figure that it costs as much to serve one glass of soda as it does to serve five hundred, in point of ice and labor cost. If I didn't hope to increase my soda receipts I wouldn't install a new apparatus. With my new fountain I expect to employ a good soda man. I expect him to stand behind the counter when he is not making syrups. I want him, not because we can't draw soda ourselves, but because I am featuring soda, expecting a profitable business; not running it as an accommodation annex to my regular lines.

"In this department I shall expect cleanliness and tidiness. I expect to help the man in charge along, by providing an outfit that is easy to clean and conducive of personal neatness. The display features must be easily accessible, so that they will always be clean. It's one thing appearing clean, another thing to be clean. The latter is my aim, whether I purchase a bottle system, a pump apparatus or a wall fountain.

MUST BE ICE SAVER.

All manufacturers appreciate the necessity of reducing ice consumption. Ice costs me 17½ cents a hundred pounds. Any system that will make a hundred pounds of ice go further has my endorsement. Some catalogues show a fountain with only one refrigerating chamber. This cools the soda, and the syrups. The trouble is that the ice supply must be chopped fine, and the ice man must have access behind the counter, to fill the chamber. I would prefer having my icing done from some hidden place. That's one point in favor of my present outfit. It ices from the back. It is, however, a big ice consumer, because it is not constructed according to correct refrigerating methods. There is too much space to fill to get results. The ice 'packs' too easily and lots of moisture accumulates on the outside of the fountain, showing the absence of an air chamber between the fountain lining and the exterior marble. I want a fountain that won't 'sweat'; and if it is a counter service apparatus, with ice beneath the fountain, I want to be sure that the ice has no direct contact with the marble bar. If it is otherwise some lady customer will soon call me to account because of a spoiled party dress.

"Draught arms? That's a matter I'm a crank on. I want the single action lever arm. One movement cuts off coarse stream and gives the fine. No more wheel faucets for me, with constant loosening of valves and washers caused by shutting off the soda too forcibly.

"Reservoir for ice on counter? I think not. I prefer having a huge silver bowl filled with cracked ice for frappés. Looks more hygienic than a metal lined counter ice box, and you can clean and polish to your heart's content.

"Sinks? I want an all-metal running board and at least two sinks. Our store is connected with a hot water supply and I expect to virtually sterilize glasses after a good rinsing.

"Ice cream boxes? Here again comes up the ice supply. Of course, now, I buy my ice cream, and that delicacy is cared for by its manufacturers. They supply packed salt. Later on I expect to make my own ice cream, so I'll get a cream container designed to prevent waste. All the ice cream boxes catalogued this year are greatly improved over old-time cabinets. They have metal holders which support the can proper, allowing its renewal and easy repacking of the layers of salted ice.

"Shakers, and other fol de rols? I'll wait till I get my fountain running before I waste time on them. Besides, I want to give the soda man a chance to elucidate on them.

DO OWN CARBONATING.

"I haven't said a word about the carbonating feature, but I will. If I had five thousand dollars to spend, I'd begin at that end of it, and buy outright the best carbonating machine, paying its cash price. The balance would go for a fountain, which is, after all, subordinate to the hidden supply tanks. These could do business without a fountain, but it wouldn't work the other way about. I'm going to buy a carbonator, anyway. I haven't electric power, but I believe a water power machine will do the work almost as well for me. Costly? Well, perhaps. But a good self-carbonator installed years ago would have samed me almost the price of a new fountain. The idea of paying ten cents a gallon for charged water. It really costs me more than that now, for I pay $1 a tank for it, and the last gallon or two becomes 'flat' frequently and cannot be used. That's a considerable loss in the course of a year. I've been looking at some siphon and bottling attachments that would save me money, because I could bottle my own soda and vichy at a nominal cost if I carbonated the water myself. I'm not qualified to talk on the best carbonator, because I haven't examined them thoroughly. But the idea is all right and first cost isn't going to deter me from owning the property outright, rather than paying rental equivalent for the other fellow's machine.

"When I say well-made fountain, I mean its being built with an eye to lasting qualities. This is particularly important with reference to the joining of woodwork or of marble and onyx. Don't buy a fountan that has virtually to be 'built in' to your store. You may want to move some day. Another thing: If there is any choice of shades and colors in the marble or onyx, be sure and pick one that will jibe well with your fixtures. As it happens, I intend installing new fixtures, also; another opportunity for me to make things fit properly.

WHY NO COLD AIR FOUNTAINS

"I honestly believe that the new fountains embrace almost perfection in ideas. Only years of manipulation will tell the tale though, and I prefer to take some things on belief, rather than wait until they are proven entirely satisfactory or the contrary.

"What's the matter with our inventors? I know that cold storage—the ammonia process—works well in some lines; why not with soda pipes? It seems to me that with the perfection of the apparatus

there should come some plan of cooling that is less expensive than ice. Even were the cost slightly more, think what a saving of labor and dirt some such system would cause. I know that there have been many plans exploited, but they came to naught, or at least are not working successfully. I understand that for the small ice consumer a refrigerating plant which requires an engineer would be too costly. Solve this problem and I believe soda selling would pay us all better. But I'm not going to wait till that time comes. Maybe somebody has the thing figured out now and my competitor may soon have an iceless fountain, and laugh me to scorn."

AMERICAN SAFFRON.

Will the Shortage in Supplies Cause Further Advance?

In the annual report for 1904 of the committee on the drug market to the N. W. D. A., the following appeared: "Saffron (American) has had an abnormal advance. In October (1903) the market was steady at forty-five cents; in June (1904) eighty cents was the lowest price. When it appeared that the stock was concentrated in two holders the price jumped to $1.25, and since then there has been nothing obtainable at less."

This statement was made in November last. What is the situation to-day? The market price is now $1.30 per pound and there is an upward tendency. The situation derives its strength from the fact that the crop of 1903 was very small and the crop of 1904 even smaller. Stocks are now exceedingly light. Moreover, the N. W. D. A. report is correct in saying they are closely controlled.

Already the rise in price has been remarkable. Let us look back. In August, 1898, it sold for eleven cents a pound; in 1902 for twenty cents; in 1903 the highest price was thirty-five cents and the lowest eighteen. And now it is $1.30 per pound.

At the office of one dealer it was said: "The present high price of American saffron is caused both by shortage of production and the artificial manipulative controlling of the output. It used to sell for twelve or nineteen cents, and now it costs $1.30. Present supplies are light and closely held. As is, of course, well known, the drug comes from Mexico, but it is not as generally understood that it is also cultivated there, as well as being gathered wild. The new crop will probably relieve the present stringency, but that, of course, depends on its size, which cannot yet be estimated. As a usual thing, the demand absorbs most of the production each year, so that but small stocks accumulate by being carried over. There is always a fairly good steady consumptive demand for it. It is not very probable that any sharp advance will take place before the new crop comes on the market, although it is possible. The real reason for the present advance is that last year's crop was short and that the large number of scarlet fever cases stimulated the demand, for it is used extensively in the treatment of all irruptive fevers, especially scarlet fever and measles."

Another authority stated the case somewhat more strongly. "The new crop, under favorable conditions, cannot be delivered before July or August, 1905. One house controls most of the present small stock. Others have but a few bales. If the demand increases to a very unusual degree there is every reason to look for decidedly higher prices. Years ago American saffron sold as high as $3.00 a pound. It might go to $2.00 now, and yet break no record. And, indeed, it would take sales of but comparatively few bales to put the prices on that level. A normal stock would be at least 200 bales, but it is doubtful if there is a fourth of that amount here now. Suppose each jobber wished but ⅛ of a bale; would there be any left in thirty days?"

Some jobbers did not view the situation with any apparent uneasiness. At McKesson & Robbins' it was said: "The market is short of supplies and the price is high. It certainly may go higher. If there is an epidemic of scarlet fever or measles, it probably will stimulate the demand to such an extent that the price will jump." At another office no apprehension of a radical advance was entertained. "The demand for American saffron, while steadily fair, is not of great size. It is less than ever before. The drug is of no vital importance in medicine. It is a simple, harmless home remedy. Hot water, pure, or tea would aid the fever patient just about as much. What's the use of forcing the price of anything up to the point where no one will buy it?"

ADVERTISING COMMENTARY.

Some lines are unsuited to very extensive advertising. An example of this was the case of a Milwaukee physician, who controlled an excellent laxative and attempted to gain a more than local sale for it. Such an article is aided by local advertising, but not by operations in a wide field unless backed by a large company, strong in capital. There are too many such remedies in all sections to permit general results. Be sure that your article is being advertised in its own proper field and then push it hard.

EPIGRAMS USUALLY READ.

One useful system of advertising is to publish a little pamphlet of say fifteen or thirty pages, about 2¾x4 inches. That size can very easily be slipped into a customer's pocket. Have some attractive design on the cover, illustrative of your business, and if it is in colors, all the better. Do not attempt to cram the pages too full with advertising of your wares. Pick a few leaders and play them up. In this way your reader will not so quickly tire. Indeed, it is often well to treat of but one subject, say the promptness and accuracy with which you fill prescriptions. But the surest way to interest is to be original. An epigram may not be very true or convincing, but if it is orignal, or at least the form conveying the thought is original a customer will read it. Why not simply run a short epigram on a phase of life on every page and make every third one, say, have some bearing on your business?

It is a good scheme to leave the lower portion of the page entirely blank. The white vacant spaces attract a reader's eye as much as a large typed statement would. As the pauses in music are often as important and impressive as the notes, so can a blank space attract attention to what you have to say.

SOME EXAMPLES.

Here are a few examples of epigrams. You can make others just as good or better, yourself, which are more suited to local conditions:

"No man can properly superintend others until he is capable of superintending himself—that's often a big contract."

"Confidence in one's self is the chief cornerstone of all success. We have great confidence in our store."

"The man who never rises in his thinking above the level of this world's materialism, is still in the kindergarten of his manhood."

"So-called great men are too often the result of temporary public opinion and circumstances, rather than through any merit of their own. We won't mention any names, but our store deserves a reputation for good work and unadulterated materials."

"All things are good or bad only by comparison with some better thing; our work will stand comparison with any and prove the best."

"These remarks are unlike postage stamps; they can be used more than once, therefore, save them.

"Honesty is the best policy, but the man who is honest only because it is the best policy, is still a dishonest man. Our goods are unadulterated and we don't substitute."

"'Truth is stranger than fiction,' and twice as interesting. Have you learned all about our store?"

"The devil always walks in the front door when he sees the proprietor staggering into the back door. We keep our back door locked and our front door guarded."

"One-half the world don't know how the other half lives. If they did there would be more trouble than there is now. We live by offering the public good service."

"Too many people see life through a knot-hole and only take an occasional look at it in that small way. Take a look at our establishment."

THE PLEASANT WORD.

The drug business offers an opportunity for the tactful salesman who has a pleasant word for patrons. The majority of drug buyers are also sympathy seekers, and some insist upon parading their woes for the benefit of the clerk or proprietor. While this feature is a constant tax upon the nervous system of the listener, if he is really sympathetic in make-up, he can reflect each time these stories are reiterated, that he is gaining an insight into human nature, and be consoled. Some salesmen have cultivated their faculties to such an extent that they exude sympathy in manner and voice, without being apparently conscious of it. That is the best kind of sympathy and when accompanied by a pleasant word that will make the patron take an optimistic view of his troubles, does much to convince the sufferer, real or imaginary, that the listener is interested in other things than money-getting.

MAIL ORDER BUSINESS.

Its Appearance in the Pharmaceutical Field and Its Growth.

SMALL PROBABILITY THAT IT WILL EVER SERIOUSLY MENACE THE RETAIL DRUGGIST AND THE REASONS.

When the "mail order" method of selling certain lines of goods was confined to novelties—for example, safety pins and tool-boxes—it was within its legitimate confines. When it burst this limitation into settled lines of trade, it began to assume a character which threatened to disturb well-established rules of commercial activities. The last months of 1904 showed a determined effort to place pharmaceuticals in the "mail order" ranks, with some success. It cannot be thought, however, according to the opinion of leading pharmacists, that this movement will ever assume proportions really menacing to the volume of trade handled by retail druggists.

Commenting on this view, Mr. Carsden, of the Riker Company, said: "There is an insurmountable barrier to the successful invasion of the retail drug business by mail order houses. It would not pay any "mail order" concern to carry the tremendously variegated stock necessitated by the demands usually made on a retail druggist. To be sure, certain large drug stores do a large mail order business, but it is merely a feature of their regular retail trade. It would not pay them in itself alone; it is only profitable as a side issue. These concerns have to carry a large assorted stock anyway, and filling orders by mail is practically the same in their cases as selling the goods over the counter. In short they are not mail order houses. Another strong reason is that most drugs could hardly be put up in the proper sized packages to meet the demands of consumers. Each customer would require a fractionally different amount. Again, the margin of profit on drugs adapted to the requirements of mail order business would not be sufficiently great to pay for the necessray extensive advertising and postage charges."

THEIR ADVERTISEMENTS.

This gentleman's opinion is especially interesting in that Riker's was one of the first large drug houses to feature their mail order department, or rather, delivery system. They advertised extensively that a feature of their service would be free mail delivery in New Jersey and other districts adjacent to New York, of any article listed in their catalogue of such goods. They also inaugurated a scheme permitting a customer to order a "repeat" prescription by simply giving the original prescription number and the physician's name on a postal card, which insured a prompt delivery of the prescription by mail and did away with the necessity of the customer having to appear in person or having to mail back the original empty medicine bottle. Although this system bordered somewhat on mail order business, it was not the real thing, being after all but a variation of the free delivery system long ago adopted by all large metropolitan retail establishments. It was merely delivery by mail instead of by messenger. Expense of mailing tubes and special shape bottles for liquids make such delivery too costly for general use.

The small novelty which allows a large profit with a low manufacturing cost, and which is of a size and weight requiring but a little cost in postage to secure mail transmission, is the natural subject of a mail-order business. The gist of the argument offered by the devotees of the system who advocate its introduction into the drug field, is that the margin expended for detalers, agents, advertising, etc., is saved to the purchaser in reduced prices. A review of the lists thus far presented to the public shows no material reduction from prices asked by the regular trade, leaving one to assume that the margin required to pay the detailer is used by mail-order firms in postage and postal work. Some of these concerns have undertaken extensive campaigns with the medical profession, attempting to gain the physician's own personal trade and his influence upon his patients. While the dispensing physician may be attracted for a time by the apparently low values quoted by the mail-order houses, he will find that an abandonment of the local druggist on such lines will entail a decided loss to himself in several ways. Chief among these will develop the fact that he will miss the "drug man," who has always given him every few months a most interesting half hour of gossip about pharmaceuticals and other kindred matters.

PERSONAL ADVERTISEMENT.

The chief trade bringer of a mail-order concern is, of course, direct personal advertising to the individual consumer. This may take the form of a personal letter, a circular, a booklet, or notices in certain publications which reach the homes of the great consuming public. There are certain periodicals which are little known in cities, but which depend on a rural circulation. There are others which are well known in certain localities, but which never gain widespread recognition. These are the vehicles of the communications of mail-order houses to their patrons. For various reasons it has always been held that this method of marketing goods was peculiarly pleasing and attractive to the residents of rural districts, the main idea being, of course, that such people were unable to come frequently to trade centers for their supplies, because of the time and money required to make the trip. An authority on such trade recently stated concerning the advertising requisite to secure results: "Mail-order advertising is telling people what you have in a simple and direct way, using words that inspire confidence in the reader that you are telling the truth." That strikes the keynote. Confidence is requisite.

Here is where the local druggist has the advantage over a firm attempting to cut into him by mail-order methods. He is always on the spot. He can be seen personally. He is living. He is tangible; while a firm, a representative of whom is never seen, is unsatisfactory to a buyer, and a letter is, after all, but a cold conversationalist. Letters convey no gestures, no expression of countenance, no modulations of voice, and if an error has been made, the time required to rectify it is exasperatingly long. Moreover, it is a real trouble to have to take the time to formally write. One can say in a minute what would take him half an hour to put on paper. Again, it is sometimes hard to convey exactly what is wanted in definite, dry cut words in writing, while orally it would be simplicity itself. All these facts are especially applicable to pharmaceuticals, which above every other line, require a confidence in the consumer.

It is reasonable, therefore, to conclude that while the mail-order system may expand into the pharmaceutical field to a certain extent, nevertheless, it can never reach proportions which can alarm the local retailer. Its field of usefulness is limited by economic laws to a harmless area.

GROWTH OF APPRAISERS' WORK.

The annual report of the work of the Board of General Appraisers for 1904 shows a great expansion of its activities during the year. The number of protests received were 42,882, against 30,795 in 1903. The number decided was even greater, 43,229, because some of these had been carried over from 1903. In that year only 15,237 protests were decided. Written opinions in 1904 were 4,719. The number of suspended cases has been greatly reduced because the courts decided several very important points which governed the settlement of many such cases. The Board is accomplishing more work than ever before. The number of suspended cases is now only 37,000, while on June 30th it was 46,729. During the year a new plan of organization has been put in force. The board is now divided into three sub-boards and each General Appraiser has been allowed a secretary.

GOLD IN GOLDEN SEAL.

The scarcity of native drugs is being commented on by the daily press very freely. While most of the articles are fairly accurate, a great many are positively ridiculous. The Boston Globe recently said, ". . . common golden seal, one of the most valuable of medicinal plants to-day is bringing seventy-five cents a pound, but is being exterminated as a pest by farmers all over the country." A field full of "the pest" would be a very profitable matter for a farmer at $1.55 per pound.

"I am Mr. Jones; can you tell me—" began the customer who had awaited his turn at the stamp counter.

The druggist growled. "Directory over there; telephone here. Boy's out. No more stamps. Take a Third avenue car. Go to —. I beg your pardon," he finished, lamely.

"That's all right," said Jones. "How much do I owe? I want to pay it."

Wee, experimental Nina
Dropped her mother's Dresden china
From a seventh-story casement,
Smashing, crashing to the basement.
Nina, somewhat apprehensive,
Said: "This china is expensive,
Yet it proves by demonstration
Newton's law of gravitation."

—*Wallace Irwin, in Saturday Evening Post.*

SEASONABLE SALES.

How to Get Rid of Left Over Holiday Goods—Prize Contests.

There is bound to be a stock of "left overs" after Christmas tide, and if your dead stock is large, there are many ways of turning it into cash. Perfumes, in regular assortments, are always salable, but the special holiday packages are usually dead and on the shelves till next Christmas time.

The druggist who has purchased novelties and sets of manicure and toilet articles, only to find that it was an "off" year, swears never to buy such goods again, except on consignment. When the following year comes, however, he feels that these goods are out of date and is compelled to purchase a few Christmas trade-bringers to make a worthy show. A Brooklyn druggist who did this for three years, decided to get rid of the odds and ends without undue loss on his investment. He arranged a series of sales which rid him of dead stock in short order, and this year he had a fresh supply of really up-to-date novelties, some of which, in spite of close buying, are again on his hands.

The mistake common with most druggists is the dismantling too soon of counters and cases which have been devoted to Yuletide goods. The two weeks subsequent to Christmas is the best time to expose "left overs" to the public view, for there are always the late or bargain hunting gift givers. Realizing this, many druggists cut on goods which are not the subject of a full price agreement with their makers. How to feature the protected price articles is the question which at least one druggist has answered.

HIS PLAN INEXPENSIVE.

The Brooklyn druggist's plan is simple and comparatively inexpensive. He numbers slips of paper in duplicate, using his prescription numbering machine. He makes a display of perfumes, and left over toilet articles. Each post-Christmas buyer of perfumes and "left overs" is given a numbered ticket for each twenty-five cents worth purchased. Regular prices prevail; the scheme is advertised by hand printed signs within the store and show windows. A thousand circulars are distributed throughout the neighborhood and the "something for nothing" people are bound to take notice. A window is given to a display of prizes which go to winning numbers. An elaborate toilet set, or a large bottle of perfume is made first prize; the others are of less value. Ten cent novelties, such as aluminum pin and ash trays, are consolation prizes to those holding nearest numbers to the first prize, say within ten, excluding other winners. In short, it is a lottery without unpleasant legal consequences, and the deviser has found it successful in his home neighborhood. The drawing takes place at a stated time, a show window being utilized because of its advertising value, and to prove the drawing is on the level. The winners of prizes become fast friends and frequently ask about the next free distribution.

Another plan used is the grab bag scheme. It differs only from the first in that the fun-loving patrons have full sway while their cash lasts. A common bag of burlap is filled with various "left overs" in perfumes and regular size goods, no article retailing regularly at less than a quarter, else the anti-gambling society will take a hand. "You pay your quarter and grab. We'll exchange to acceptable odors on regular twenty-five cent goods," the signs read. The comedy element may be furthered by huge paper wrapping of small articles, or placing them in large cartons. Several slips marked "winner" are wrapped with small bottles of perfume. These entitle the grabber to a choice of manicure and like sets. Of course, the plan requires a certain amount of advertising. After a few successful "grabs" the news travels. A sign reading "Good goods come in small parcels," and the quotation "All that glitters is not gold" are additions designed as a solace to the greedy, a hint to the wise.

CONTESTS FOR PRIZES.

Prize contests are arranged with a view of testing the skill and taste of patrons. An approximate inventory of stocked odors is made, each purchaser of perfume being entitled to one guess as to the popular selling odor and the number of bottles sold, percentage to three places being the method employed. Only one bottle of each odor is shown, the stock being under cover; incidentally the errand boys and other "leaky" persons are kept from the scene as much as possible. Slips are provided for recording the guess, with name and address of guesser. A large envelope, sealed, containing the inventory of odors at the start of the sale, is posted with an explanatory notice. To make the guessing interesting and add an element of chance, only voted coupons count as sales. The winners are given pound and half-pound bottles of the winning odors.

All these schemes entail work, yet the advertising results are worth considering. To the objection that such trade-making contests were not ethical, a druggist replied, "If cigar stores can give coupons and prizes to boom staples, guess I can afford to give the ladies a chance by booming perfumes occasionally."

Easter affords the last chance for "hold overs." In the absence of special contests or sales, keep April 23d in mind, and give a package of egg dyes with each bottle of perfume, large or small.

ARTIFICIAL MUSK DECISION.

The United States Circuit Court has recently rendered a decision in favor of George Lueders & Co., as defendants in a suit brought by the Société Fabriquès de Produits Chimiques de Thaun et de Mulhouse, regarding an alleged infringement of a patent held by the plaintiff for artificial musk. The defendants set up the defence that there was an artificial musk obtained by other process and from other sources than those of the plaintiff before the granting of the patent. The court held that the patent in question was distinctly for the substance and not for the process of manufacture, and that so the patent was void. The plaintiffs have moved for a new hearing.

"Think," said the lecturer on the Arctic Zone, "of days six months long!"

The pale drug clerk was removed from the room before fatalities occurred.

"Papa," said Willie, as he tipped the ink bottle, "aint digitalis foxglove?"

"Yes, my son, and this is cy-pri-pe-dium," and he cypripediumed him where it would do the most good.

DOMESTIC TOBACCO CROP.

Yield and Quality Satisfactory, but Marketing Delayed by Drought.

The 1904 crop of domestic tobacco of all types was 660,460,739 pounds, of an average value of $53,382,959. This yield was obtained from 806,409 acres planted, each acre yielding an average of 819 pounds. The average market price per pound was 8.1 cents.

The tobacco growing industry has become of very great importance to the United States, and each year sees an expansion of production. The Department of Agriculture shows that the sections of the country which raise the most tobacco are New England, New York, Pennsylvania, the Miami Valley of Ohio, Wisconsin, Georgia, Florida, parts of Kentucky and Tennessee, Virginia, Louisiana and Maryland. The first seven of these produce tobacco of cigar grade, while the output of the others is used for chewing, smoking and snuff.

The marketing of the past season's crop has been exceedingly slow. The large yields of Wisconsin, Ohio and New York, used for binder and filler in cigar manufacturing, were unstripped from the poles as late as the end of December. The cause has been drought, particularly severe in Ohio, and consequently the atmosphere has been too dry to permit preparing the crop for market properly. The counties of Georgia and Florida, however, which produce cigar tobacco, had progressed with the marketing of their crop further than usual by the middle of December, seventy per cent. of the output having been sold. The other classes of tobacco have been kept from speedy marketing also, by the dry weather.

The New England crop was the finest in several years and brought fifty per cent. more in selling prices than last year. The average price per pound was 21.6 cents. About three-fourths of the crop have been sold, but a very small portion has been stripped and delivered. The cured leaf is of good color and weight, and far superior to the crop of 1903. The New York product brought twenty-five to thirty per cent. more than in the preceding year. About half the crop has been sold on contract, but practically none of it has been delivered, dry weather having interfered with stripping. The same conditions and prices prevail in the case of the Pennsylvania crop. The Miami Valley crop, of Ohio, had not been moved at all by December 20th, but prices showed gains of fifteen to twenty per cent. over 1903. The quality is good. It is the same story with Wisconsin. In Georgia and Florida the production has practically all been sold at high prices, for drought early in the season caused a shortage of finer grades.

The chewing, smoking and snuff tobacco crops were all delayed by the drought, but the quality is better than in 1903 as a rule. The marketing was unusually slow, because of the drought. As a rule, prices paid growers were from twenty to thirty per cent. higher than in the previous year, but in the New Belt district of South Carolina they were as high as fifty to seventy-five per cent. over 1903. In the Upper Green River district there is a

marked tendency to plant Burley tobacco instead of the dark types heretofore grown. In the Clarksville and Hopkinsville district, the output of which is frequently exported, the average quality of the cured leaf is superior to that of 1903. "It is of a darker color and has more body, thus making it better for many purposes, though not so suitable for the French market," runs the report of the Department. A prominent dealer of Christian County, Ky., is quoted as saying: "Our handling seasons this year have been very unfavorable, much like those of last year, when a rain would be followed by a cold spell, thus causing tobacco to stiffen and become unsuitable for stripping. Prices this year are much better than last. In this immediate section the highest price reported was seven cents round, for a crop of about 75,000 pounds." The report states concerning the Virginia sun-cured district: "The cured leaf is said to be sweeter and of better flavor than the 1903 crop, but somewhat thinner and lacking in body and gum. It is, however, of good rich color and well suited to domestic manufacturing purposes. The average price up to December 1 was about 7½ cents per pound, but since that date a considerable decline is noted. In explanation of this fact, the following statement is made by a prominent dealer in this type: 'The demand for sun-cured tobacco has increased so much that in many counties south of the James River growers have endeavored to sun-cure and air-cure their crops, with the result that a great quantity of so-called sun cured tobacco is appearing on the "breaks." In consequence the price of real sun-cured tobacco has been unfavorably affected. The point is emphasized that this type of tobacco can be successfully produced only in the counties lying north of James River and near tide water.'"

GEO. BORGFELDT & CO. IN 1905.

An artistically designed booklet has been issued by the jobbing house of Geo. Borgfeldt & Co., New York, extending the compliments of the season and announcing that the 1905 display of the company's lines will be complete and ready for inspection about February 1st. The house is well known to druggists throughout the country, particularly as it operates a drug sundry department, which handles tooth, nail and hair brushes, rubber goods, toilet articles, etc. The announcement is made that by acquiring several floors in buildings adjoining on Third street, all the departments have been enlarged. Moreover, several additional factories are now represented, expanding the already wide range of lines carried.

"Why don't you quit smoking?" he asked the druggist.

"Can't," that worthy replied.

"Just eat an apple when you feel like smoking, it's better than drugs."

The druggist smiled. "Adam got the apple habit bad," he remarked, as he lighted a "two fer."

"Mist. Drugist: Them leaches you sold me may be al right, but my son John won't tak 'em. He thinks their pison. Pleas advice at once."

WELFARE OF EMPLOYES.

The National Cash Register Company Sets a Splendid Example.

A physician, two trained nurses, a class in first aid for the injured and beds for emergency cases, are some of the many precautions taken by the National Cash Register Company, of Dayton, Ohio, for the health and welfare of its employes.

The company believes in good health for its employes, just as it believes in good materials out of which to make its products. It has followed out such a policy for a number of years, and it is safe

One of the Rest Rooms for Women Employes.

to assert that there is not another manufacturing concern in the United States which has healthier or happier employes. When a person makes application for employment at the factory, one of the first requirements is that he shall submit to a physical and medical examination. This is required for two reasons. First, it is the aim of the company to take into its employ only strong and healthy men and women. Second, its employes must be protected from all contagious diseases.

A special study of means to promote the health of its employes is made by the Welfare Department—one of the most important departments of the factory. A physician employed by the company is at the call of all employes while in the factory, without cost to them. He conducts classes in first aid to the injured, and many of the employes have become

A Physician and Trained Nurse are in Constant Attendance.

quite proficient in the work. The physician is aided by two trained nurses, who themselves are in close touch with the young women employed in the factory. The rest room, in which the girls may go when ill, is under their charge.

Ventilation and light receives special attention. The factory buildings are models of the builder's art in this respect. They are clean and light and are supplied with

High Back Chairs and Foot Rests for all Women Employes.

pure air. Everywhere are seen unusual sanitary provisions. For instance, in the polishing room the air is changed every fifteen minutes and the emery dust is drawn down by suction into a general exhaust pipe and conveyed out of the building. The young women are provided with high back chairs and foot rests. They are also supplied with immaculately clean aprons and sleevelets to protect their gowns while at work. Every building has its bath room, with tubs and shower appliances, and employes are given company's time for bathing.

All employes are given Saturday afternoon as a half holiday the year round. The young women in the factory are per-

A Class in First Aid to the Injured.

mitted to take a recess in the morning of ten minutes, and ten minutes in the afternoon and leave the factory ten minutes earlier than the men.

Dining rooms are provided where employes may secure warm lunches at a nominal charge. None but the purest of foods are served. Lectures on health and food are frequently given in the assembly hall for all the employes, by recognized authorities on these subjects. All the known hygenic laws are observed throughout the factory. In addition to all these precautions, the employes of the factory have a relief association, in which its members are entitled to sick benefits and the services of a physician when needed. There is a Men's Welfare League, which is the means of providing outdoor athletics of all kinds for the men employe in the factory. A constant effort is being maintained at all times by the company to do everything in its power for the health of its employes, and the good results of this work are becoming more apparent each year.

SHOW WINDOWS AND FEATURES.

Retailers Recover Slowly After the Holiday Trade.

CANDY AND CHRISTMAS NOVELTIES STILL DISPLAYED.—THE LARGEST BOTTLE.—DRUG IDENTIFICATION BY THE LAYMAN.

New York druggists are suffering from the usual post-holiday lethargy, and the larger stores are content with window features designed to move the remaining stock of Christmas goods.

Candy has become a standard side line and firms like W. B. Riker Sons & Co., the Hegeman Corporation, Jungman, and F. W. Kinsman, Jr., & Co. are giving up a great deal of window space to special packages of confectionery, known as "Saturday candy," for the business man to take home.

These sell variously at twenty-nine cents, thirty-five cents and fifty cents a pound, and the trade must be worth while, else valuable window space would not be given to it. This is in addition, in many cases, to regular lines of Huyler's candies. MacIntosh's toffee is also featured by drug store demonstrators in various parts of the city.

The Largest Bottle.

The Alpers Pharmacy, Broadway and Thirty-first street, has obtained from Whitall-Tatum Co., the largest bottle yet blown, which was described in The Era of December 1, and it is exhibited in the show window, together with the smallest bottle manufactured. The large bottle is sixty-four inches in height, thirty-one inches in diameter, and weighs, when empty, thirty-seven pounds. It has a capacity of one hundred and eight gallons, and the huge glass affair is as a mountain to an ant hill, compared with the exhibited miniature vial, which holds but four minims.

An electric light with a red globe is suspended within the giant bottle, and gives it the appearance of being filled with a radio active substance. Dr. Alpers contemplates converting the lower part of the huge vessel into an aquarium, with real fish. A folding wire bird cage is obtainable, which can be introduced through the huge bottle's neck, and if plans do not miscarry, Broadway crowds will enjoy a novelty; birds of the air and fish of the deep under the same glass shelter.

The store is a show-place for the laity and for druggists who are visiting New York. Not the least valuable hint given in the arrangement of the store's interior, is the noticeable absence of drug drawers. Dr. Alpers believes that dust-proof drawers are impossible, and only ground glass containers are employed for herbs and simples usually relegated to drawers. These containers are of uniform capacity, and are a pleasing decoration, adding to the professional atmosphere of the pharmacy. It is also worthy of note that the prescription specialties, ready-made pills, etc., are kept under cover in closets. An arrangement is in use which reduces space, yet makes every bottle label readable. This is done by placing the bottles on specially recessed shelves, directly against the rear of the cupboard. A shelf partition, moving on hinges, is inserted between the rear partition and the door of the closet, which is also fitted with shelves, so that each closet has four shelves, one set in, one on each side of the movable partition, and one on the door itself. Wooden guard rails hold the bottles in place, each with its label outward.

Pharmacognosy.

The laity is given the opportunity to study pharmacognosy in the window exhibit of W. Nonne & Co., 274 First avenue. One hundred and seventy-four selected specimens of pharmacopœial drugs are exposed in the numbered boxes gotten out by Eli Lilly & Company.

It is surprising, say the exhibitors, how many people are acquainted with the herbs and simples, and even with the poisonous drugs. One man knew nux vomica only as "dog's button," knew it was poisonous, but was surprised to find that it was the source of strychnine. Others recognize herbs grown in this and foreign countries, because their youth was spent in the places of the plant's habitat. Several people recognized simples that they thought unobtainable in America. The value in immediate returns of such a show is small, but it unquestionably impresses people with an idea of the extent of the druggist's necessary training, and that is the purpose of the pharmacists who make the display. "Want to let 'em know we carry drugs as well as proprietaries," is their slogan. One prize contest fiend suggested that the druggist offer a suitable prize, open only to laymen, to those who could identify a majority of the drugs shown.

More Presents.

The present-giving contagion has reached the neighborhood of the Waldorf-Astoria, where Daggett & Ramsdell are located. Tooth brushes in individual cartons are featured. Each carton is marked "hard," "medium" or "soft," corresponding to the quality of the contained brush's bristles, and obviates the unnecessary finger testing, and alas, occasional surreptitious "sample" brushing of the purchaser's teeth. These necessaries sell at forty cents each, $3.75 a dozen. With each purchase of three or more brushes, a full size patent can of the pharmacist's tooth powder is given free.

A special notice in use reads: "If you are in a hurry for anything in our line, 'phone us for it. That's the quickest way. We have four telephones. If one is busy, ask for another. Bandages, gauze and dressings, when wanted at all, are usually wanted in a hurry. Don't wait to send a messenger. Telephone and leave the rest to us; if you want a brush, sponge, or anything for the dressing table, telephone us; we will send an assortment for selection. We can meet every demand in a satisfactory manner."

Some Cut Prices.

Albert's Pharmacy, Lenox avenue and One Hundred and Sixteenth street shows some proprietaries in its cut-price window, including Peruna, 65c.; Coke, 54c.; Mennen's Talc., two for a quarter; Liquozone, 39c. and 75c. Castoria is marked 21c. and hundred-bottles of 2 gr. quinine pills, 18c.

Gibian, Eighth avenue and Thirty-fourth street, has a sale and window display of Peruna, 63c., and Tonita, 40c.

"Stringy" Windows.

Schaaf Bros., 2157 Eighth avenue, call attention to tooth brushes and fountain syringes in separate windows, by using strings of brushes, suspended from top to bottom of the window, criss-crossed with other strings. The fountain syringe tubing in the other window hangs vertically with the glass, and the eye seeks for its source, to find that each tube leads to a syringe, high in the window; low in price.

"Fresh" Codliver Oil.

W. B. Riker Sons & Co., opposite Wanamaker's, makes a bid for cod liver oil trade by showing tasteless cod liver oil in bottles, with a special sign reading: "Pressed from the liver of the cod as soon as taken from the water."

Something New.

Richard Hudnut's store at 925 Broadway, offers something new for the man or woman who has an eye to luxury and the eternal fitness of things. Specially labeled bottles, of convenient size for the dressing table, are supplied, and it is now possible for the individual to have a harmonious arrangement of bottles, each of the same size, provided with glass stoppers and properly labeled after the familiar drug store bottle, enamel style. Those shown include quarter and half-pint bottles for brilliantine, Florida water, bay rum, eau de quinine, benzoin, shaving lotion, etc., although any label can be supplied. One advantage, at once apparent, is the absence of proprietary rights to odors, as the maker's name is omitted, and my lady can preserve the odors as well as in the retailer's bottles, without becoming an advertising medium. A dressing table can thus be made to hold only uniform vials, without danger of confusion because of the loss of paper labels.

MISSOURI.

A. W. Pauley's pharmacy at Fourteenth and Madison streets, St. Louis, presents a unique feature in signs. The score or more displayed are printed with a rubber stamp outfit, large and small letters, and are arranged with as much effect as a job printer could do with as limited a line of type. They are all unique and not at all formal. They also catch the eye, as many are suspended from the ceiling in most unexpected places. Here is the wording of a few: "Rubber gloves, just the thing for me! 98 cents." "Few combs are as desirable as our 35 cent ones, cut to 25 cents." "The new American product, Bleicher's lung tea, has been used in Europe with wonderful success." The use of a punch in tracing the letters where there is a light or something light colored, helps the effect of signs.

Featured Patents.

L. C. Swinnen, Cherokee street and California avenue, St. Louis, put one bottle each of seventy-five kinds of proprietary remedies in his window, this week, with flanking signs calling attention to the unusual completeness of his stock.

Logomachy Advertising.

W. J. Blythe, of Centralia, Ill., advertises strongly on the name "Blythe's Drug Store," which he asserts in advertisements is equivalent to "getting the best." This season he offered a $15 package of Lazell's perfume to the person making the most words out of the letters used in the

store name. Hundreds of persons entered the contest and the girl who carried off the prize reported 346 words. Mr. Blythe announced the result of the contest in half page ads.

MASSACHUSETTS.

At J. C. Roy's drug store, in Fitchburg, there has been on view a miscellaneous lot of things which have caused passers-by to wonder if this had become a sort of general country store. It really proved to be an exhibit of prizes which a French club in that city secured to distribute among lucky ticket holders to a social affair, a benefit. There were shown at the drug store a barrel of apples, a ham, a silk umbrella, oil paintings, boxes of cigars, and also of candy, a big bag of flour, gloves, a pool cue and some other things. To see these and also to get the prizes when they were awarded, a great many people visited the pharmacy, and not a little side business resulted, in return for the druggist's courtesy.

KENTUCKY.

Barbers.

The T. P. Taylor Drug Company, which conducts two Louisville stores, has a sale and window feature devoted to razors, hones, shaving cups and other requisites. Negro boys, wearing barber coats, are busily engaged in the display windows, honing and setting the cutlery, each razor being given a final inspection before being sold.

A Wise Old Owl.

The Albus-Wright Drug Company, at Shelby and Market street, Louisville, has on exhibition a live owl, together with humorous signs, such as "Get Wise." Holiday sundries are shown and crowds of Christmas shoppers are apparently getting wisdom.

A HEAVY DEMAND EXPECTED.

The trade hardly needs to be reminded of the fact that this is the season when Scott's Emulsion is in greatest demand, and from all indications it is evident that this excellent remedy will have a very large sale this winter. Advance orders bear out this impression and despite the many new preparations of cod liver oil, Scott's Emulsion continues to lead the market for such goods, the sales each year showing a great increase over the preceding year. The absolute purity and uniform quality of Scott's Emulsion, together with the satisfactory results that always follow its use, have made this preparation a household article all over the world. As Scott's Emulsion has been on the market thirty years, it is reasonable to suppose that something besides extensive advertising has secured for it the position it occupies. It's the quality and value of the preparation that has made it outlive so many imitations and competitors.

Arthur with a lighted taper
Touched the fire to grandpa's paper.
Grandpa leaped a foot or higher,
Dropped the sheet, and shouted "Fire!"
Arthur, wrapped in contemplation,
Viewed this scene of conflagration.
"This," he said, "confirms my notion—
Heat creates both light and motion."
—*Saturday Evening Post.*

MAKING THE FOUNTAIN PAY.*

How Can a Druggist Increase His Soda Water Trade?

The key: "Create in the minds of the people the thought that your soda and your fountain are the best to be found anywhere."

The manner in which a fountain plant is cared for indicates the process and the amount of thought applied by the owner. It is impossible to conceive that any soda fountain owner has any other aim than that his plant be good; the thought follows that his soda water must be good—the best.

It is necessary to do many things to bring about this result, and there are many ideas that cannot be carried on as well in one locality as in another. However, each and every druggist can put into practice the following: Cleanliness, politeness and attractiveness.

Cleanliness is the first requisite, an absolutely necessary quality, to even the running of a fountain, without considering the idea of increasing trade. The emphasis, therefore, to be placed on this feature of running a fountain should be very great.

USE FLOWERS.

Everyone, young and old, rich and poor, are lovers of flowers, and these natural, beautiful decorations can be used together with growing plants to greatly increase the beauty and attractiveness of the most elegant soda fountain.

The question of whether or not the evil of the five cent soda should exist has been discussed for years, far and wide. It is the opinion of the writer that there always will be a five cent soda, just the same as now, and as in the past. It depends entirely on the locality, as well as the attitude of the soda plant owner as to whether or not a glass of soda should be sold for five cents. In some localities it would be almost impossible to induce sufficient people to purchase enough soda at ten cents a glass to make it profitable to run a fountain. This applies especially to the small country towns. On the other hand, in another locality it would be folly not to take advantage of the congestion of business and secure the better price for every ice cream soda. Striking a medium between the two extremes, the proprietor of a soda fountain stands between the five and ten cent trade.

This is no doubt one of the best fields on which to build up a progressive business, as it can readily be seen that with the popular five cent soda, a very great number of people are ready to buy soda, and the ingenuity of proprietor and clerks can be brought into action and thereby induce the public to partake of the attractiveness and delicious fancy sundaes and sodas for the better price.

It pays to use the best of everything at the fountain. All people may not be able to decide whether or not a prescription is correctly compounded, but nearly all can tell when a soda is to their taste.

A majority of the public can be induced to purchase ten cent sodas if everything is clean, attractive and deliciously good.

Everything necessary to carry on the soda business should be kept handy. One should never be compelled to ask a customer to wait while he runs to the back room or a cellar for an egg, lemon or a batch of syrup. The soda clerks should be polite, neat and clean—never in too great a hurry to take a customer's order, but serve them quickly after the orders are taken.

Crushed fruits are the great favorites, and the numerous combinations to be made with these and the fancy chopped nuts, the whole given an appropriate name, appeals to the good taste of every elite patron of the soda fountain.

FOUNTAIN ADVERTISING.

The use of advertising matter in connection with the fountain is, of course, one of the best mediums of bringing the public to your fountain, together with neat cards, tastefully arranged, well worded, calling attention to the leaders of the fountain. One of the best plans to induce the people to partake at all times of the ten cent sodas is to have three or four leaders exceptionally good—and then work the leaders, particularly one, which your opinion tells you is the best, in all the advertising, window displays and cards, bulletin boards and fountain cards. The oftener the names of these leaders appear, the nearer you are to the ten cent sales. The only method to successfully advertise the leaders is to push them daily, weekly, monthly, and at all times during the whole season, at every opportunity.

As stated before, the key to increasing the soda business is: To create in the minds of the people the thought that your soda and your fountain are the best. Accomplish the result by never ceasing watchfulness and constant application to all the details. Create in the minds of your customers the thought that you are active, enterprising and solicitous of their welfare and health, through the deliciousness of your soda fountain beverages, and you will have the support of the great majority of the public, who will talk for you, advertise your fountain at every opportunity, and your business will increase, not only in this particular department, but it will have a general effect on every department of your business. You are pleasing a vast number of people with the five cent sodas (therefore, not necessarily an evil) and at the same time delighting the most fastidious with the most appetizing and delicious beverages of the present time.

*Prize Paper No. 1. Read before the Wisconsin Pharmaceutical Association.

DRUGS LOST WITH DRUMELZIER

The cargo of the steamship Drumelzier, which was wrecked and abandoned off Fire Island recently, contained among other things, a number of consignments of drugs, oils, etc., which are a total loss. The manifest showed 1,400 bags of talc, 720 gallons of varnish, 154 barrels of ocher, twenty cases of chemical salts, twenty-five bales and two bags of various drugs and roots, eighty barrels of paraffin, 100 barrels of wood alcohol, twenty-five barrels of plumbago, and six cases of essential oils.

APPRAISERS' DECISIONS.

—Lanolin Adeps Lanæ Hydrous Adeps Lanæ Anhydrous has been declared a non-alcoholic medicinal preparation by the Board of General Appraisers, as reported in the last issue of The Era. The invoice under protest contained two items covered by the protest of the importers, the first being specified as "refined wool fat" (lanolin), the second as "refined wool fat" (adeps lanæ B. J. D. hydrous). Another protested invoice of the same importers contained "refined wool fat" (adeps lanæ B. J. D. anhydrous). The president of the importing company, Victor Koechl & Co., testified that the letters B. J. D. signified the name of the manufacturer, which is Benno Jaffe & Darmstaedter Lanolin Works; that the first two items, respectively, were the compound known as lanolin, which was patented, and had a trade mark, with the name of "lanolin," and the same thing under the technical name "adeps lanæ," which is sold at a lower price. He also testified that this was the same lanolin that has been imported at this port for years, and held by the board and by the courts to be a medicinal preparation; and that the third lot was the same article, free from water. The board also was governed in its decision by the following, taken from Coblentz's "The Newer Remedies": "Adeps Lanæ Synonyms: Lanolin; Adeps lanæ hydrosus, U. S. P.; Anasalpin. The purified fat of the wool of the sheep mixed with not more than thirty per cent. of water. U. S. P. The wool of sheep contains a large per cent. of fats (about 45 per cent.), which it is necessary to remove before it can be used in manufacturing. These fats consist of a mixture of fatty esters of cholesterin and isocholesterin. The crude wool-fat, which is usually obtained by washing the wool with benzine, acetone, or some similar solvent, and evaporating, is emulsionized with a weak alkaline solution, then separating the creamy mixture in centrifugal machines; the upper layer of fluid contains the cholesterin fats, while the lower layer consists of a soap solution of the impure fatty acids. The upper fluid is drawn off and the cholesterin fats set free by the addition of a solution of calcium chlorid; the impure lanolin thus obtained is purined by repeated melting and washing, finally extracting with acetone. Anhydrous wool-fat is of a pale yellow color, somewhat translucent, melting at 36° C. (96.8° F.), readily soluble in benzine, ether, chloroform, acetone, but only partly soluble in alcohol. When mixed with thirty per cent. of water it constitutes the hydrous wool-fat of the pharmacopœia. Hydrous wool-fat occurs as a nearly white, unctuous mass, the surface of which, on standing, becomes of an orange color, due to loss of water. Its melting point is about 40°C. (104° F.); it is miscible with twice its weight of water without losing its ointment-like character. Wool-fat is employed as a base for the preparation of ointments, pomades, creams, etc." "It is thus," says the Board of General Appraisers, "made clear that the merchandise is extracted from wool grease, as stearin is from tallow. It seems clear that the wool grease provided for in paragraph 279 is not the highly finished product now in question. It does not happen that highly finished products are associated for tariff purposes with the crudest articles of the general class at the same rates of duty. Paragraph 279 provides for tallow, three-fourths of 1 cent per pound; wool grease, including that known commercially as degras or brown wool grease, one-half of 1 cent per pound, and from the description of wool grease as found by the court it is clear that the merchandise is not *ejusdem generis* with the substances covered by that paragraph. If we were seeking for information concerning the article commercially known as wool grease, we should apply to dealers in tanners' supplies, rather than to dealers in drugs and medicines, it being a grease used for stuffing upper leather."

—Scientific apparatus consisting of projection and condensing lenses which were imported by Henry Kohn & Co. were held free of duty, as being intended for the use of educational institutions.

—Drawback on syrup of figs manufactured by the California Fig Syrup Company, of Louisville, Ky., in part from imported alcohol, as allowed in addition to that already granted on the imported granulated sugar. The new drawback is to be equal in amount to the duty paid on the imported alcohol so used, less the legal deduction of one per cent. The Treasury Department issued the following instructions: "The preliminary entry must show the percentages of absolute alcohol appearing in the exported products, and the drawback entry must show the average percentages and the quantities of absolute alcohol contained in the shipments, and the percentages to be added thereto, respectively, to compensate for loss in manufacture. The said entry must further show, in addition to the usual averments, that the said preparation was manufactured of materials and in the manner set forth in the manufacturer's sworn statement. In liquidation, the quantities of absolute alcohol which may be taken as bases for the allowance of drawback may be those declared in the drawback entry after official verification of exported quantites and alcoholic tests, but in no case shall the percentage of absolute alcohol upon which drawback shall be allowed exceed 5 per cent., with an allowance for wastage not to exceed 1.5 per cent."

—Benzine soap was found by the Board of General Appraisers to be not an alizarin assistant, but a soap. The merchandise was invoiced as soap, but assessed as alizarin assistant. The importers protested on the grounds that the merchandise is soap "manufactured after a mixed formula and used in connection with gasoline or benzine, for the cleansing of white silks and similar light fabrics." The board agreed with the importers, finding it to be an article composed of soap mixed with benzole, which is not soluble in water, but is soluble in benzine or gasoline, and which is used in solution with them for cleansing silk and other delicate fabrics.

—Wafers imported by the North Pacific Trading Company were held to be free of duty as wafers, unleavened and not edible. It was shown they were used as envelopes for medicine.

—Certain wine of Spanish origin, but imported from France, was held not to be entitled to the benefits of the reciprocal commercial agreement with the latter country.

—Mica splittings coated with shellac were claimed by the importers, Eugene Munsell & Co., to be dutiable as unenumerated manufactured articles, but the Board of General Appraisers classified them as rough trimmed mica.

Crossing the Tape.

Usually descriptive of race finishes, crossing the tape, the kind made by G. Reis & Brother, of 638 Broadway, N. Y., has a double significance. If followed out literally the ultimate result will have much to do with making you a winner across the success line, leaving twine-using competitors far in the rear.

Stop tying packages with flimsy twine. Use the woven package tie, bearing your business address. Up-to-date druggists and other merchants, too, are loud in their praises of the twentieth century method, as made possible by G. Reis & Brother. Wrapping packages is not an unimportant branch of the druggist's training. A well-wrapped package inspires confidence in a patron. If it is not properly wrapped it should not leave your counter. If it is as nearly perfect as you can make it, identify it with your store and your methods by using the G. Reis & Brother tape, which bears your advertisement.

All packages, heavy or light, large or small, can be tied with this woven package tie and each package will bear the store's name and address, because the "ads." are printed in succession on the tape. It's first class advertising is without cost, say G. Reis & Brother, and they offer to send "samples that talk" to those addressing them at 638 Broadway, New York.

Parke, Davis & Co.'s Insect Powder.

Some years ago Parke, Davis & Co., through its importing department, decided to market an insect powder. Their sales of this product have steadily increased until to-day they sell yearly enormous quantities, shipping it all over the world. Their brand has become exceedingly popular and well known. Each container is marked with their diamond shaped trade mark bearing the words "Pure, uncolored insect powder," one word on each face of the diamond. The powder comes in 100-lb. kegs, 50-lb. kegs, 25-lb. kegs, 10-lb. decorated cans, and 1-lb. decorated cans.

A Modest Hero.

The drug store was on fire! Suddenly there came an explosion and out shot the druggist, helpless in limb, but nimble of thought and speech as he lay on the pavement. "There's a thousand dollars in the till," he shouted. "Who, who will save it for me?"

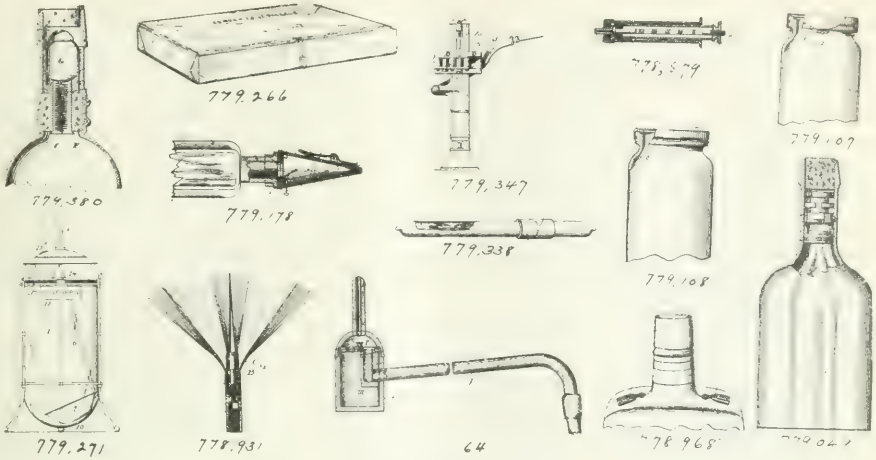
"I will," cried an honest voice, and entering that furnace of fire, the hero emerged in a moment. "I have saved it for you!" he shouted, and then, modest hero that he was, he departed as silently as he had come, without a word as to his identity. The druggist has sought everywhere for him to reward him—and get the thousand back.

"References?" queried the druggist.

The applicant produced: "The bearer, Mr. Blank, has been in our employ, is a competent pharmacist, and has very taking ways."

"You won't do," said the druggist, as he slammed the door of his safe.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued January 3, 1905.

778,879—Anton Molinari, Woodbridge, N. J. Syringe.

778,931—Adolph R. Wiens, Milwaukee, Wis. Bottle-washing brush.

778,968—Benjamin Herman, Cincinnati, Ohio. Cork and cap-removing device for bottles.

778,980—Oscar Liebreich, Berlin, Germany. Process of producing fatty acids.

779,049—Frank Lieske, Marquette, Mich. Non-refillable bottle.

779,107—Alfred L. Weissenthanner, New York, N. Y. Sheet-metal stopper for bottles, jars, etc.

779,108—Alfred L. Weissenthanner, New York, N. Y. Jar-closure.

779,164—Alcinous B. Jamison, New York, N. Y. Syringe.

779,178—Louis Perotti, Newark, N. J. Liquid-dropper.

779,210—Georg Egly, Charlottenburg, Germany, assignor to the firm Gebrüder, Siemens & Co., Charlottenburg, Germany. Process of producing barium oxid from barium carbonate.

779,236—Rufus L. Odom, Nashville, Tenn., assignor of one-half to Hugh W. Pennel, Murfreesboro, Tenn. Insecticide.

779,266—William M. Davis, East Orange, N. J., assignor to Seabury & Johnson, a corporation of New Jersey. First-aid packet.

779,271—Robert Faries, Decatur, Ill., assignor to Walrus Manufacturing Company, Decatur, Ill., a corporation of Illinois. Jar and dipper for serving crushed fruit or the like.

779,277—Raoul A. Grimoin Sanson, Paris, France. Treatment of cork for the manufacture of cork fabric.

779,290—Iens P. Lihme, Cleveland, Ohio, assignor to The Grasselli Chemical Company, Cleveland, Ohio, a corporation of Ohio. Process of making sodium acetate.

779,338—Seward W. Williams, East Orange, N. J., assignor to Seabury & Johnson, a corporation of New Jersey. Tube for containing surgical articles.

779,347—William E. Brown, Los Angeles, Cal., assignor of one-half to Frederick Winstanley, Los Angeles, Cal. Bottle-corking machine.

779,377—Bruno R. Seifert, Radebeul, near Dresden, and Curt Philipp, Dresden, Germany, assignors to Chemische Fabrik von Heyden, Actiengesellschaft, Radebeul, near Dresden, Germany. Bornyl esters and process of making camphor, etc.

779,380—Walter A. Stattman, Toluca, Cal., assignor of two-fifths to Randolph C. Curry and Josephine S. Evans, Toluca, and Thomas E. Dilley, Los Angeles, Cal. Non-refillable bottle.

TRADE MARKS.

Registered January 3, 1905.

43,972—Remedy for certain named diseases. The Anti-Uric Company, Peoria, Ill. The hyphenated word "Uric-Antagon."

43,973—Tasteless castor-oil. Nathan J. Gillespie Savannah, Ga. The word "Aromol" disposed on a background comprising an ornamental scroll.

43,974—Bottles. Obear-Nester Glass Co., St. Louis, Mo. A monogram of the letters "O N."

43,979—Wool-fat and products obtained therefrom. Nordeutsche Wollkammerei & Kammgarnspinnerei, Bremen and Delmenhorst, Germany. The letters and character "N W & K" inclosed within concentric circles.

LABELS.

Registered January 3, 1905.

11,769—Title: "Malaria Bitters." (For medicine.) Reuben H. Andrews, Washington, D. C.

11,770—Title: "C. C. C. Tablets." (For tablet remedies.) Curtiss Manufacturing Co., Denver, Colo.

11,771—Title: "Piletine." (For medicine.) Henry Guelman, New York, N. Y.

11,772—Title: "Boehme's Digestive Powder." (For medicine.) Paul M. Bohme Brooklyn, N. Y.

11,773—Title: "Cook's Eczema Cure." (For medicine.) C. G. Martin, Springfield, Mo.

11,774—Title: "H. L. D. Ointment." (For ointment.) Carrie A. Daughenbaugh, Allegheny, Pa.

11,775—Title: "Boro Cream." (For Skin Lotion.) W. A. Sexton, Marshfield, Wis.

11,776—Title: "Endeavor." (For Face-Cream.) Ramsey Grocery Company, Springfield, Mo.

11,177—Title: "Curatum." (For soap.) Charles W. Shaw, Baltimore, Md.

11,778—Title: "Ullka." (For soap.) C. L. Campbell, Southington, Conn.

MARKET REPORT

AN UNEVENTFUL WEEK.

Steady Market, With Few Price Changes.

DEMAND IS SATISFACTORY AND ON SOME LINES IMPROVEMENT APPROACHES ACTIVITY.

New York, Jan. 9.—The new year opens with fair prospects and some improvement in demand. Orders have so far been mostly for small lots, but they have been fairly numerous. Some large contracts are expected to be placed shortly, which will swell the volume of transactions considerably. The market holds very well and the upward tendency continues marked in many lines. Few decided changes have occurred either way, however, with the exceptions that santonine and oil of wormseed, Baltimore, have both advanced sharply.

OPIUM.—A hardening tendency is observable throughout the market, because of reports of cold weather in Smyrna and crop shortage. Consumers are ordering with satisfactory regularity, but there is no decided movement. Prices have not been changed by jobbers, who still quote $2.85@3.00 for nine per cent., and $2.95@3.10 for eleven per cent. Powdered, $3.75@4.00 for thirteen per cent., and $4.50@4.75 for sixteen per cent.

MORPHINE SULPHATE.—A fair demand continues, but no speculation is evident. The tone of the market is firm in sympathy with opium. Unchanged jobbing prices are $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—The market is firmer and demand is improving, especially on the part of pill manufacturers. Bad weather has caused the strength shown and the fact that the December shipments of cinchona bark were lighter, 630,000 kilos against 640,000 kilos. Stocks in second hands are growing smaller. Jobbers, as before, quote 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10 oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

SANTONINE.—Owing to the shortage of the Russian wormseed crop, foreign markets have advanced sharply, and local prices in sympathy are 55 cents higher, making jobbing quotations, crystals, $9.00@9.50 per pound, 68@70c. per ounce; powdered, $9.20@9.70 per pound, and 70@73c. per ounce.

OIL WORMSEED, BALTIMORE.—The scarcity of supplies and the close holding of the visible supply has created another advance, this time of 25 cents. Local jobbers quote $2.75@3.00 per pound.

ANNATTO SEED.—Certain large consuming interests covered their needs recently, and as supplies are light the good demand raised jobbing prices to 20@25c. per pound.

CARNAUBA WAX.—Several causes of firmness prevail. The crop was small, light supplies are closely controlled at Hamburg, and supplies which were expected on the local market have not arrived. Jobbers now ask an advance at 35@38c. per pound for No. 1; 33@36c. for No. 2, and 32@35c. for No. 3.

OIL OF CLOVES.—Further easiness developing in the market for the spice, the quotations on oil have been dropped by jobbers to $1.05@1.15 per pound.

IGNATIA BEANS.—Values have eased a little and present jobbing prices are 30 cents for whole per pound and 40@45c. for powdered per pound.

ASAFETIDA.—A readjustment of jobbing prices makes the extra select 30@35c. per pound.

CALAMUS, BLEACHED.—A slight decline in jobbing values makes current quotations 35@40c. per pound.

OIL CITRONELLA.—The market for the native oil has eased slightly under more liberal offerings to the basis of 43@47c. per pound.

OIL SASSAFRAS.—A falling off in demand and an increasing of offerings lowers the jobbing market to 72@77c. per pound.

OIL WINTERGREEN (SWEET BIRCH).—Lack of demand causes a reduction by jobbers. Present value is $2.15@2.25 per pound.

SPERMACETI.—The market continues to show strength, because of the shortage of supplies. Jobbers now quote 32@37c. for lump per pound and 33@38c. for cakes.

SALTPETER.—The refined has risen a quarter cent on the wholesale market, in sympathy with the higher cost of raw material, but jobbing values are unchanged.

CELERY SEED.—Free offerings and an indifferent demand have caused a decline of half a cent in the primary market, but no change in jobbing figures.

COCAINE.—A good demand has developed for this commodity, but jobbing prices show no movement.

CANTHARIDES.—A falling off of demand has eased the jobbing market for Russian to $1.55@1.70 for whole per pound, and $1.65@1.80 for powdered.

GATHERING SPRUCE GUM.

A Tedious Process Requiring Patience.

The home of spruce gum is Maine, and Bangor is the headquarters for the supply. The gum is gathered in winter by expert woodsmen, many of whom are guides in the summer. The work is tedious and but poorly paid, considering the time and hardships necessarily required of the gatherer, and in spite of the high prices paid for the gum nowadays, the number of collectors is fast diminishing. The chief cause of the decline of the industry is that the supply of gum is growing less each year. The gum is no longer plentiful enough to make the business pay as it once did and fewer men are willing to spend their time gathering. This decrease in the supply of the gum is caused by lumbering operations for the pulp mills, which annihilate many spruce trees each year, and another cause is the opening up of the remote parts of the woods by improved methods of travel, which bring in civilization with its death warrant for trees. The country is being more thickly populated yearly. This scarcity has advanced prices. To-day $1.75 is paid for a pound of spruce gum in Bangor, while only a few years ago it cost less than a dollar. Yet the gatherers make less money to-day than they used to. They have to look farther and longer to find the gum. It is going the way of juniper gum.

Formerly juniper gum was in good demand and plentiful supply; to-day it cannot be had in the Bangor district. It is so scarce that $5.00 a pound is cheerfully paid for it. The flavor and medicinal properties of juniper gum rendered it very popular as a chewing gum. When it disappeared, spruce gum took its place in popularity. It also possesses medicinal properties to such an extent that it is said few habitual chewers of it ever are troubled with dyspepsia. But the high prices have lessened its use gradually, so that to-day the large majority of gum chewers use manufactured gum. This is because the supply is so small. Spruce gum is but one of the many indigenous American growths which have gradually been disappearing. It is the same with many barks and roots, as was told last week in The Era.

A hard working gatherer can collect 200 to 300 pounds of spruce gum between December and March, but the work is very arduous and requires much time each day to accomplish such results. The usual method pursued is to take what gum can be found on trees that have been trimmed or on which the bark has been bruised by the twisting of the tree in the wind or any accident. The gatherer carries a pole on which is fastened a knife or gouge. With this he dislodges the gum and catches it in a receptacle fastened to the pole just below the gouge. When the small can is filled, the contents is placed in a sack. When work is over the gouge is removed and the stick discarded, which does away with the necessity of carrying it home. Another stick can easily be cut in the woods the following day.

In camp at night the gatherer roughly cleans the gum with a knife, removing all bits of bark, twigs, dirt, etc. The waste is usually just half the weight of what he has gathered and a day's work will net but three pounds, on an average.

Some professional collectors have a well-defined territory of operation in which they work each succeeding year. Every season they puncture the bark of the trees with an iron, which permits the sap to flow and gather on each wound. The next year they collect it.

"Who wrote that beautiful sentiment, 'The stars shall fade away, the sun grow dim with age; the earth shall sink in years, but thou shalt live an everlasting life unharmed—amid the war of elements, the wreck of matter and the crush of worlds'?" asked the student.

"One o' them patent medicine fellers, I guess," said the sire, who was reading the cure-all ads.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JANUARY 19, 1905. Number 3.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, NO. 5653 JOHN

CHICAGO OFFICE: Room 314, 36 La Salle St.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Proprietors Must Protect Their Rights. N. A. R. D. in Pittsburg.—Contract and Serial Numbering.—Prof. Diehl on Ethical Conditions and Mr. Falkenberg on the Remedy.—Mr. Ebert's Argument for the Mann Bill.—The Trend of Modern Prescribing.—Pharmaceutical Notes.—Question Box.

NEWS.—How Druggists Have Prospered Under the N. A. R. D. in Pittsburg.—Meeting of the Manhattan Ph. A.—Newspapers Set Right on Stories of Substitution Crusades.—W. S. Rockey is Exonerated.—Varying Interpretations of the Conference Plan of N. A. R. D. Affiliation.—Petition for Sunday Soda in Pennsylvania.—Agitation in New Hampshire for Formulas on Patents.

TRADE.—The Development of Sulphur Mining in Louisiana and the Important Results. Why People Drink Soda.—Adulteration of Foods in North Dakota.—Regulations for Labeling of Foods Proposed by Bureau of Chemistry.—Mr. Bancroft's Views on the Workings of the Miles Plan.—Window Displays.—Primary Rules for Retailers.—Music as a Remedy.—Appraisers' Decisions.—Advertising Suggestions. Patents.—Market Report.

EDITORIAL COMMENT

The N. A. R. D. in Pittsburg.

Of the cities which have made good use of the National Association of Retail Druggists, and which The Era intends to exhibit for the benefit of less fortunate localities, Pittsburg deserves the place of honor. In no other city in the United States are the druggists so united and in no other body of pharmacists is the strength born of union used to better advantage.

An increase of profits equal to $600 per annum for a store of very moderate pretension is an achievement of no mean proportions, and the Pittsburg druggists do not permit their association to fall into disuse after the evils of competition among themselves has been done away with. They have shown that a well-knit organization wisely led may be employed with profit against any sort of common enemy. The cigar combination, the telephone companies and the blue law zealots have all tried the strength of the association, and in every case the druggists have been successful.

The history of the Pittsburg organization contains the secret of N. A. R. D. success in every other place. The national association is a means to an end, not an end in itself. It helps druggists to get together; they themselves must apply the remedy to their own local evils.

Doctors and Prescriptions.

The art of prescription writing seems to be in a much less serious state than we had been led to suppose. If we try hard enough, it is comparatively easy to find evidences of very substantial progress. Our friend, Dr. Clayton Thrush, recently collected for the Philadelphia County Medical Society a series of statistics which show that while the modern prescription may offer less trouble in the filling, it is at the same time far more rational and scientific than its prototype of fifty years ago.

Dr. Thrush examined one thousand prescriptions from the files of two Philadelphia drug stores conducted by college trained pharmacists. Of these, 621 were correctly written, 484 contained only official preparations; only two contained patent medicines and 349 proprietary preparations, presumably specialties designed for physicians' use.

The 'shotgun" prescription has no place in modern medicine; only 50 of the collection contained each six or more ingredients, and 232 were limited to a single preparation. Twenty-seven exhibited incompatibilities of one sort or another, which fact furnished the doctor with an excellent text for a dissertation on the lack of training in prescription writing among young doctors.

Among the conclusions drawn from the investigation, the following are of especial interest to druggists: "That the trend of modern prescription writing is in favor of proprietary medicines;" "That the use of polypharmaceutic preparations is diminishing to a great extent and their use is confined chiefly to the older practitioners," and "That the more educated the physician the greater the use of pharmacopœial preparations, and the greater the tendency to simple instead of complex, non-scientific, polypharmaceutic and proprietary preparations."

A New Argument.

Elsewhere in this issue, Mr. Bancroft, the owner of several drug stores in Brooklyn, gives us some entirely fresh views on price protection. There are one or two arguments showing why druggists should support the work of the N. A. R. D., and especially that concerned with the promotion of the direct contract principle, which are, as far as we know, entirely novel. They deserve a careful reading from everybody interested in price improvement, and specially from N. A. R. D. organizers.

Mr. Bancroft's most attractive argument is in effect, that, given a fair profit on proprietary medicines, the sale of these widely advertised preparations is far more profitable than the exploitation of "own 'make" goods. He furnished good, solid,

commercial reasons for his belief. His reasoning on the relative capital invested and the convenience and economy of handling a limited number of small lots are extremely convincing, and few are so well qualified to speak on these subjects as Mr. Bancroft. We know of no pharmacist who has reduced pharmacy so thoroughly to a science of reason and figures as he.

The assertion that anything can be more profitable than "own make" goods will sound like rank heresy to some of our ultra-professional friends. This particular heresy—if such it is—is subject to analysis by the lead pencil and bit of paper method. On another page are the facts, figures and reasons; disprove them if you can.

Herein lies also a hint to our proprietary friends. They complain of competition upon the retailer's counter. The cause of this competition is not far to seek; it is purely a matter of profit. Let them ensure a profit on their goods equal to or greater than that which the druggist can secure on his own product, and the incentive to compete will disappear. Think of the wear and tear, not to speak of the expense of frequent anti-substitution campaigns, which might be avoided by this simple means!

Schedule or Contract Plan.

In the past all N. A. R. D. organization work has been done on the schedule basis, and the bulwark of the price schedule has been the tripartite agreement. Although the association platform no longer contains the three-party plank, the organization department has not materially changed its method of attack. This is not so inconsistent as it seems, for schedules have been found not to rest heavily upon tripartite support; in fact, they persist even after that prop has been smashed beyond repair.

While the schedule, whether it happens to depend upon mutual agreement among druggists or upon arrangements with other branches of the trade, may still be the most useful force in improving prices, yet a too strict adherence to the one plan may defeat its own purpose. In some of the larger cities it is impossible to convince the retail trade that the schedule scheme is of any value, with or without the three-party prop. In such places the druggists, rather than risk the trouble and annoyance of price lists, prefer to leave the N. A. R. D. severely alone.

Mr. Rehfuss last week pointed out the danger of adhering too rigidly to one plan. The important question before the N. A. R. D. to-day is not the mere adjustment of local difficulties. The vital question at present is how to make the contract plan successful. The association is committed to that plan and the manufacturers are hesitating on the border line. Will the retailers succeed in gaining their unqualified support or not?

In order that the contract and serial numbering plan shall be effective, it is not sufficient that the N. A. R. D. represents the most powerful body of druggists in existence. The organization must represent considerably more than that; it must represent a majority of the druggists in the United States.

Although apparently more prosperous than ever before, the N. A. R. D. is at present in a critical position. Its original foundation, the tripartite principle, has crumbled away, and it must have another. The mutual agreement scheme is not sufficiently tangible, and it may flourish quite independent of any but local societies. The national conventions have declared for the contract plan, and the association can not afford to turn back.

While vital issues are in danger, unimportant details should be kept in the background.

The Druggist and the Newspaper.

The newspapers of this town have apparently been proceeding on the principle, "when in doubt, hammer the druggist." The pharmacist has received so much pummelling of late that he should be fairly accustomed to it by this time. Doctors, lawyers, carpenters and tinsmiths are spoken of with respect by the daily press; only druggists, cabmen and barbers are treated as though they could never, by any possibility, say anything in their own defense.

Why has the pharmacist been at the mercy of every unlicked pencil-pusher in search of sensation? The answer is simple and convincing; because he has never raised a finger in his own defense. Doctors and lawyers have their representatives who are constantly on the alert for anything which might reflect upon their confrères as a class. Any aspersions flung at random in the direction of one of the trades' unions would quickly bring a vigorous response. The druggists have been an exception to the rule.

All of this will now be changed, for the pharmacists of the city have taken the matter in hand. The visit of a committee representing the associations to the office of the New York Journal is a beginning from which we may expect to see some salutary results. One argument which is extremely effective in a newspaper office, seems to have been overlooked by the committee. A reference to the substitution howl as excellent free advertising for a wealthy manufacturing firm would make the average business manager exceedingly uncomfortable.

Must Guard Their Rights.

A point brought out in the drug counterfeiting case, last week, is interesting, if not instructive. It was conclusively shown that the sale of imitation goods had been extremely prevalent and that the sensational accusations had in a large measure stopped it. One of those legally interested in the case remarked that conditions would never have reached such a pass if the guardians of the trade-mark rights had properly looked after their interests. The makers of imitation goods were allowed to carry on operations unmolested for a long time, so that these adroit individuals had time, not only to stock the available markets, but even to go outside the usual lines and drum up trade. As a result, the bogus goods were bought and sold in good faith, and the arrests and accusations came as a bolt from a clear sky.

Trade-mark rights, like other forms of property, cannot be left lying around loose without loss. In this imperfect world, we are all expected to look after our own belongings. The farmer who permits the village boys to overrun his orchard gets no sympathy when his apples are stolen.

Our College News.

We have been blessed with not a little favorable comment upon our college news. For this we thank our friends. A college boy never grows so old that he ceases to be a college boy. When graduates pass out into the world the friends and instructors who are left behind often feel that college experience is remembered only as a passing incident crowded out of mind by the pressing affairs of the day. But the graduates themselves know better. It may be true that few alumni in active life go out of their way to keep the college fathers posted about their successes or failures, but where is the graduate who does not take some interest in what his alma mater and her children are doing?

Many of our readers will notice important changes in the schools where they learned the art of making a little knowledge go a great way. Methods of instruction have been modified and new subjects have been introduced. As the years go by the memory of our professors grows more and more tender; their fancied asper-

ities soften as their heads grow whiter and their steps less elastic. One feature of college life never changes; the spirit of the campus is ever youthful, ever buoyant and hopeful. We suspect that it is this tone which pervades our college news reports which more than anything else appeals to the old graduate.

Blondlot's N-Rays.

It may be necessary to invoke the aid of The Hague Tribunal to adjust an international dispute of the scientific world. The savants of France are at present arrayed against the scientific men of the rest of the world in a manner which promises, if not war, at least some interesting dispatches.

About a year ago, Mr. Blondlot, a physicist of Nancy, announced the discovery of a new form of radiation far more wonderful than that known as the X-Ray. The report was at once accepted by his compatriots, his results were confirmed right and left, marvelous developments followed, and the discovery was recognized by the French Academy. Charpentier pushed the investigation into the domain of physiology and claimed an ability to trace the course of the nerves and various organs of the body by means of the N-Rays, and even called attention to an interaction between organs and drugs placed at some distance. It was proposed to employ this method of studying the therapeutic behavior of medicine.

Thus far the story merely satisfies our craving for new scientific wonders, but men of science are not so easily content. Physicists in England, Germany and the United States repeated the experiments and were unable to obtain any but negative results. The evidence of the rays consisted of a slight increase in luminosity in a faintly illuminated screen, and the discoverer attributed the lack of success among foreign investigators, to defective eyesight; Frenchmen could see the N-Rays; foreigners could not.

The sceptical foreigners continued their investigation, invaded France, and, by means of sundry scientific tricks, tested the evidence with the eyes of the French enthusiasts themselves. A Harvard professor spent months in Blondlot's laboratory, and proved to his complete satisfaction that the evidence upon which the wonderful N-Ray discoveries rest is purely imaginary; that French eyes are no better than others, and that all the keen gentlemen who have written volumes upon the subject, are entirely mistaken.

This is the situation at the present time. The controversy has reached international proportions, and the end is not yet. It reminds one of the student who discovered an extremely delicate test for arsenic, one which would show an infinitesimal portion of a grain in a pound of material. Upon the suggestions of his professor, he tried the test upon material known to be free from arsenic, and the result was quite as positive as before.

Newspaper Mixers.

We have repeatedly had occasion to call attention to the danger of the formulas and advice printed in the "beauty" and "household" columns of the daily papers. The "jolly mixers" of the popular press gaily publish lotions and bleaches in total disregard of all laws of chemistry or pharmacy. Corrosive poisons in face lotions, incompatibilities of all kinds, and chemical crimes abound. One young lady cheerfully directs the "dear reader" to pulverize a substance always sold in liquid form; another gives a formula the chief ingredient of which is oil of bitter almonds.

An interesting question here presents itself. Suppose a reader were to take the penny advice and in consequence sustain injuries more or less severe. Who would be held liable for the damage, the paper, the girl beauty doctor, or the pharmacist who furnished the materials? Although the justice of the matter seems sufficiently plain, we are willing to predict on general principles that the pharmacist would get the worst of it.

The committee which last week called upon the management of the New York Journal should be a permanent organization.

For New Pharmacy Laws.

The season's pharmaceutical legislative campaign is already fairly under way. In New York nothing has yet occurred to stir the committees appointed to look after those matters into activity, but in other States the work has already been well begun. Michigan druggists are out for an amendment to their present law, which is said to lack in stringency and provisions for enforcement. In Tennessee the pharmacists were during the past week aroused to activity somewhat unexpectedly. Without warning to the trade at large, somebody introduced a measure permitting the registration of pharmacists without examination, the only requirement being five years' experience. The druggists immediately entered a vigorous protest, explaining that the measure could not possibly be of service to anyone but a candidate for registration unable to pass the examination. That should convince all but those who demand material arguments.

The End of a Scandal.

Some months ago the people of this city were treated to a tremendous sensation. A prominent druggist had been arrested on the charge of selling cheap, inferior and poisonous drugs, and startling revelations were to be made later on, more arrests, confiscations and the like. The impression conveyed to the popular mind was that the drug trade is honeycombed with fraud and that no druggist is much better than a common cheap robber.

Last week the case against the prominent druggist was dismissed and the promised exposures, confiscations and wholesale arrests have unaccountably fallen through. The sensation, like its predecessors, has evaporated; not so the ugly impression upon the public mind. Who will now create a counter sensation to relieve the people of the notion that druggists are a disreputable class of poisoners?

Sentiment in the Business World.

Who says that the world of commerce knows no sentiment? The popularity of Joel Blanc's drug trade sermons is beyond question; yet that amiable writer deals wholly in sentiment. Mr. White's sentimentality is of the ingenuous, sweet type, but it is sentimentality, as pure and unadulterated as that of Sterne and certain of the old English poets. Sentiment still moves the world, the world of commerce as truly as that of romance, religion and politics.

A curious circumstance about our drug trade sentimentalist is that this unworldly spirit flourishes in the midst of a proprietary medicine establishment. Mr. White is an unusually successful salesman. But, come to think of it, why should not that industry be governed by sentiment as well as the rest of this "oblate spheroid," as Prof. Beal scientifically dubs our planetary abode?

The Question of Salvage.

A body of pharmacists of St. Louis, some time ago, announced their intention to secure some of the goods exhibited at the World's Fair, after the close of the great exposition. It now appears that the success of the undertaking is both limited and doubtful. Representatives of Michigan University had anticipated them and secured the most valuable prizes.

Business enterprise now has a regularly established place on the campus.

C. P. EMANATIONS

"I SAID IN MY HASTE —."

"Either druggists are the most disreputable scoundrels on the face of the earth, or somebody is doing some tall lying," said the man behind the counter.

"You deal in strong language, this morning," replied the C. P., quietly.

"The case calls for strong language," retorted the druggist. "That firm—you know which firm I mean—claims to have evidence against 7,000 pharmacists in this country. And they have the nerve to add that the list is not complete; that they haven't caught them all yet."

"Well?" inquired the sage.

The old gentleman's friend floundered for a moment in speechless astonishment. "Why don't you say something?" he demanded. "If ever there was a case to get excited about, this is it. Do you believe that yarn? Have fully a fifth of the druggists in the United States sold smuggled stuff?"

"Quite likely!" replied the C. P.

"Is that all?" inquired the druggist, in evident disgust and disappointment.

"The trouble with all you righteous people," began the sage, in his most judicial drawl, "is that you imagine a vast distance between you and the poor chap who is not quite so righteous. You seem to think that an honest man differs as much from a cheat, as black from white. That is where you make a mistake. The difference is more like that between the gray of dawn and the gray of twilight. Potentially, every man is a saint and also a sinner. Heredity, training and circumstances have some influence in swinging our inclination one way or the other, but not so very much."

"Do you mean to say," demanded the druggist, "that I, or any other respectable druggist, would stoop so low as to sell imitation products?"

The C. P. discreetly busied himself with the cigar lighter. "It all depends," he said. "Suppose that you could buy goods precisely the same, as far as any customer was concerned, for a great deal less money; suppose it involved no cheating of the public, merely dodging the payment of a profit to a firm which doesn't need it. Suppose that you were practically certain that you could never be found out. Do you think that you would always have been proof against a combination like that?"

"The principle of the thing is enough," replied the druggist, his chin tilted at a lofty angle.

"Ah, principle!" said the old gentleman. "How many of us make our actions square with our principles? Let me ask you a question—it will not be necessary to reply—have you ever told a lie?"

The druggist showed some signs of discomfort.

"Yet," continued the sage, "you, and everybody else, knows that it is not only dishonest, but foolish to tell lies. It rarely pays, and to be found out is very unpleasant."

"A little misrepresentation is sometimes justified," ventured the man of drugs.

"Yes! That is an easy way out of it," said the old gentleman. "There are so many kinds of deception, some so pleasant and so harmless that we hate to consider ourselves dishonest for using them."

"Some kinds of cheating are worse than others," remarked the druggist.

"There you have it!" exclaimed the C. P. "The relative degree of guilt is adjustable, and that helps us out. If we mean to be very good, we practice only the mildest forms of cheating, such as telling our callers that we are glad to see them, when we are not pleased at all, or passing off a Canadian ten-cent piece for a coin of the realm. If we are bad, we don't try to fool ourselves with the belief that we are not cheating."

"Don't you consider this selling of smuggled drugs a very dishonest form of dishonesty?"

"To be sure!" replied the sage, with emphasis, "but it would not be so considered if there were no law and penalty against it, and if somebody did not periodically make an immense row about it. Did you ever smoke a smuggled cigar?"

The druggist admitted that he had.

"You no doubt enjoyed it more than usual," said the C. P., "and yet you knew that you were cheating your own government all the time you were doing it."

"But, I say," protested the druggist, "you are drawing the line too fine."

"Not at all!" replied the old gentleman. "I am merely trying to find out if there is a line at all between a big cheat and a little cheat."

"Do you mean to say that you see no difference between honest folks and those who deal in fake goods?"

"No, but the difference is not big enough to leave a great deal for those who call themselves honest to brag about. Human nature is human nature. Given the proper incentive, and none of us can be sure that he will resist the temptation."

"Every man has his price, you mean," sneered the druggist.

"I do not like to admit that," replied the C. P. "Some men who could not be bought with money would smoke a smuggled cigar."

Consumption of Sugar.

During the calendar year 1903 the average consumption of sugar in the United States was seventy-one pounds per capita and during the calendar year 1902 it was seventy-three pounds. In the United Kingdom, as estimated by Licht, the average consumption was still higher, reaching ninety pounds per capita during the beet-sugar year 1902-3. In Switzerland, with only one domestic sugar factory, the average consumption for 1902-3 was sixty-three pounds per capita. In Denmark, the per capita consumption was fifty-two pounds. The larger sugar-producing countries form a marked contrast to those given. In Russia the average consumption per capita was only eleven pounds during 1902-3, less than one-sixth that in the United States. In Austria the per capita consumption was eighteen pounds; in Belgium, twenty-two pounds; in France, twenty-four pounds; in Germany, twenty-eight pounds, and in Netherlands, thirty-one pounds. Spain consumed only eleven pounds and Italy seven pounds per capita, notwithstanding the rapid growth of sugar production in those countries.

FORMATION OF ACETONE.

Experiments to determine the influence of various fats on the formation and excretion of acetone were carried out upon man during periods of hunger lasting two days, and the fats fed were sodium palmitate, tristearin, triolein; the influence of stearic, oleic, palmitic and butyric acid, and of glycerol and sodium bicarbonate was observed (Jour. Med. Research). The acetone was determined in the urine and in the breath. That of the urine was determined by the Messinger-Hüppert method and that of the breath by the method of Muller, modified. Ammonia and nitrogen were also determined in the urine, and the feces were examined for fat, in order to get proof of their absorption. Control experiments showed that acetone increases in the first few days of starvation. Variations of 100 milligrams are within normal limits. With palmitic and stearic acid the most striking feature observed was the lack of absorption—practically eighty per cent. being recovered from the feces. The influence on the excretion of acetone was nil, or else tended to diminish the excretion. With triolein and tristearin, fifty per cent. of the former and seventy-five per cent. of the latter was recovered from the feces. They both retarded the excretion of acetone. Glycerol (10.8 grams) retarded the excretion of acetone to a greater degree than any other of the substances used. Sodium bicarbonate (31.4 grams) had practically no influence on the elimination of acetone. Oleic acid produced a marked acetonuria, amounting to thirty-four per cent. and ninety-seven per cent. above the control experiments in the healthy starving subject, while the same quantity of butyric acid was without effect. Sodium palmitate produced a marked acetonuria.

Corydalis Cave.

An interesting communication was presented by Gadamer (Chemiker Zeit., Notes on New Remedies) at the recent Congress of 'Naturforscher und Aerzte" on the alkaloids of the flowering herb, corydalis cave. Contrary to the observations of Battandier, the writer failed to find protopin in this herb. It was also demonstrated that bulbocarpin was the principal alkaloid in the plant. Among other alkaloids, the two following were more carefully studied; one which has the formula $C_{19}H_{19}NO_4$, crystallizes in greenish-yellow flakes, melts at 230° C., and polarizes to the left. The second has the formula $C_{21}H_{23}NO_7$, crystalizes in friable rectangular columns, melts at 137° C., and is probably closely related to hydrastin. These alkaloids are present in the dried herbs in quantity amounting to about 0.01 per cent.

Turicine.

Turicine, a powdery substance obtained by the condensation of tannin and gluten-casein, has been recommended in the treatment of dysentery and diarrhea.

NOTICE.

To Graduates of the Era Course in Pharmacy.

Each graduate of The Era Course in Pharmacy is earnestly requested to send his present address to the director of the course, Prof. J. H. Beal, Scio, Ohio.

OUR LETTER BOX

MR. FALKENBERG ON THE REMEDY.

Chicago, Jan. 9, 1905.

Editor The Pharmaceutical Era:

Your editorial in the January 5 Era (page 2) asks the question, "where is the remedy?" Being a man of few words, I think I quote not a suggestion for but the remedy. See the underscored contentions in Dr. Bertschinger's paper submitted herewith. Twenty years ago the theory therein expressed was my conviction; today I think I know of its truth. The remedy lies in the underscoring. Very truly yours,

FRANK E. FALKENBERG.

The "underscored contentions" to which Mr. Falkenberg refers, form part of a paper read before the Chicago Retail Druggists' Association, last summer, by Dr. Bertschinger, on "The Druggist's True Position." In this paper the author discussed the evils of substitution and argued that druggists and physicians should work together for reform. Mr. Falkenberg's answer to the question is the following extracts (the words underscored by Mr. F. are in italics.—Ed.):

CAMPAIGN OF EDUCATION THE REMEDY.

"But the remedy is easy and will put the druggist back to his standing of yore. And it does not consist in substituting a substitute, which is in fact no substitute, but the absolute equivalent. It consists in a campaign of education and publicity and could find its backbone in the *National Formulary*. If the manufacturers have made a success through the use of printers' ink *you will only have to get a printer's press a-going to show that you do not substitute, but that the manufacturers* are the *substitutors, substituting name, color and flavoring* in *otherwise identical preparations. Through periodical journalistic advertising* you *will be able* to *teach* the *doctors* that the majority of wholesale manufacturers in point of reliability do not differ and that *therefore* the *druggist* would be *justified* in using *anybody's make;* furthermore, you ought to *publicly educate* the *doctor* to the fact that *you,* with *your college training,* are *more able* to make those compounds in your store than an *underpaid day-laborer* without any responsibility in a wholesale elixir factory. Through *frequent additions to the National Formulary by a standard pharmaceutical commission of the highest rank (with power to act,)* the *exact* formula of any new compound and its *similis* of other manufacturers *ought* to be *given,* and *once* and for *all time* the *druggists ought* to be *given* and to *take* the *right* to use his *own* raw material in manufacturing these articles—*and if you are afraid to do so, a test case ought to be made in the courts to define your rights.*

PHARMACOLOGICAL EDUCATION FOR DOCTORS.

"The same campaign of education ought to go toward the general public regarding patent medicines. Finally, not the least stress should be laid toward enacting laws to further the course of study of medicine in order to give the student a proper pharmacological training which will enable him to write prescriptions as of yore and become independent of the *pons assini*—the asses' bridge of the manufacturers' current literature.

"Then the druggists' shelves will get empty of dead weights; his capital will turn round quicker and the whole brotherhood will again become the well-to-do scientific people of former decades, held in high esteem above all commercial trades."

PROF. DIEHL ON EXISTING CONDITIONS.

Louisville, Ky., January 12, 1905.

Editor The Pharmaceutical Era:

Your very cordial request that I shall address a few words of greeting to my fellow pharmacists through the columns of your valued journal, is doubtless

PROF. C. LEWIS DIEHL.

prompted by your recognition of the fact that, although I have severed my active participation in the drug business. I have by no means relinquished my interest in a profession with which I have been identified nearly half a century; an honorable profession, of which I felt proud to be a member, and toward the advancement of which I considered it a privilege, and found it a labor of love, to contribute a modest share in the degree of my ability.

That I have nevertheless been compelled to relinquish my active connection with the drug trade is due, partly to periods of illness, which at times incapacitated me from giving strict attention to business details, but more largely to the fact that, conducting my business on a professional basis, I have failed to recognize the drift of modern pharmacy into commercialism, and have been unable to reconcile existing conditions with professional demands.

You may therefore readily understand that I am not so closely in touch with the efforts of the retail drug trade to solve some of the perplexing problems, which has confronted it—increasingly—for a number of years, as to add anything to what has been so thoroughly discussed by others, who are in close touch with the situation.

Tendering to my fellow pharmacists, however, my sincere wishes, and the hope that this "New Year" may prove the turning point toward renewed prosperity, I venture to make the suggestion that the permanent prosperity of pharmacy can only be secured if the order of existing conditions is reversed; if, rejecting the obsolete, pharmacists will return to the older, conservative, but professional methods of conducting their business; and if, accepting the best of modern commercial methods, they will purge the drug business of the quackery that has, as I see it, been a most fruitful cause of the present ruinous condition of the drug trade. That this may be accomplished, is the profound wish of, yours truly,

C. LEWIS DIEHL.

PHARMACY OF THE CIVIL WAR.

New York, Jan. 13, 1905.

Editor The Pharmaceutical Era:

The Committee on Historical Pharmacy of the A. Ph. A., has undertaken to collate data bearing on the military and naval pharmacy of the Civil War, and has issued an appeal for aid from all who have any knowledge of this subject. The men who participated in that struggle are fast passing away, and it is to be hoped that the committee will be successful in its effort. Even the most isolated facts may prove of value as supplementing information gathered from other sources. Will you please bring the matter to the attention of your readers, and request all who are in a position to furnish any information on the subject, or who can suggest possible sources of information, to communicate with either one of the officers of the section, as follows: Albert E. Ebert, chairman, 426 State street, Chicago, Ill.; Prof. Edward Kremers, historian, University of Wisconsin, Madison, Wis., or the undersigned,

CASWELL A. MAYO,
Secretary.
66 West Broadway, New York.

MR. EBERT ARGUES FOR MANN BILL.

Chicago, January 12, 1905.

Editor The Pharmaceutical Era:

"Do you consider that substitution in the case of prescription drugs is increasing? In answer to this, I would say: Human nature is the same to-day that it was when Adam, in the garden of Eden, was tempted to bite into the apple. If he had not been tempted, he would not have fallen and there would not have been any need of pure or adulterated medicines to be furnished to mankind by druggists, as there would not have been any ills to cure.

Therefore, temptation is the existing evil, and we druggists of this country should make every effort to remove this evil by asking the United States Senate to pass at this session the Mann bill, which is at present before it. This is the greeting for the new year from, yours truly,

ALBERT E. EBERT.

ARGUMENT FOR SALESMAN'S CARD.

Chicago, January 12, 1905.

Editor The Pharmaceutical Era:

It would be useless to deny that I am dead set against the present patent law, but I am frank to say that the Farbenfabriken of Elberfeld Co. have treated the violators in the aristol cases as liberally as could be expected and deserve credit

for giving the bulk of violators the benefit of the doubt by assuming that they were duped. I certainly do not love the patent law, but I hate substitution worse! and above all—leaving the questions of honesty and ethics at rest—if the druggist had paid only one per cent. attention to what has been drummed into him at meetings, this visitation would have been avoided: I refer to salesman's cards.

Every issue of "Notes" urges druggists to ask for these cards—at C. R. D. A. and district meetings the salesman's card is the topic. Had these druggists asked the peddlers of bogus aristol for this card, the violations would not have happened—for those peddlers have not got the card. It seems as if it was next to impossible to coax the bulk of druggists to the road they should travel for their welfare.

W. BODEMANN.

LIKES OUR NEW DRESS.

Lewistown, Ill., December 30.

Editor The Pharmaceutical Era:

I like the "new dress" of The Era better than I like the type, but I cannot get along without the paper, so will put up with the type and will not grumble.

I have been successful in winning two prizes for window displays during the past year. I won second place in the Pierce window contest ($140 cash register) and the first prize ($25) in the Spiro Powder contest, in a field of one thousand contestants. I look upon "Window Notes" as one of the very good things in The Era. Yours truly,

GEO. F. LOAR.

NOT FOR TWICE ITS COST.

Thomasville, N. C., December 27, 1904.

Messrs. D. O. Haynes & Co.,
New York.

Gentlemen: Enclosed find check for $2.75, for which please renew my subscription to your most excellent journal, The Pharmaceutical Era, and send me one Era binder. I have been taking your journal for the past four years, and like it better now than ever before. I would not be without it for twice its cost. With best wishes for your continued success, I am, yours very truly,

CHAS. R. THOMAS.

Skimmianin.

Skimmianin is the name applied by Houda to an alkaloid, the toxic principle of the fruit of illicium religiosum or shikimi, of India (Arch. d. Exper. Path. u. Pharm.). The alkaloid occurs in the form of crystals which are insoluble in water, difficultly soluble in ether and carbon disulphide, soluble in alcohol and chloroform, and melts at 175° C. Crystallizable salts of the alkaloid are readily obtained. A solution of the alkaloid in concentrated sulphuric acid produces a brownish-yellow coloration, which soon changes to a brownish-red on the addition of a few crystals of potassium chlorate.

Formane.

Formane, a combination of formaldehyde and menthol, is stated to be a useful remedy for cold in the head (Bull. Gen. de Ther.). The following inhalation is suggested: Menthol, 120 grains; formalin, 75 grains, geranium oil, 10 drops. Use frequently.

MODERN PRESCRIBING.*

BY M. CLAYTON THRUSH, PH.M., M.D.
Instructor in Pharmacology and Therapeutics, Medico-Chirurgical College, Philadelphia.

The object of this paper is to show the trend of the physician in his prescribing at the present time. Five hundred prescriptions were carefully examined as they were received and filed in each of two of Philadelphia's best prescription stores, both of which are managed by able and energetic pharmacists who have had collegiate training.

Five hundred prescriptions were examined in each store, in order to make proper comparisons, and also to give a more general report of the type of the modern prescription.

These stores were so located that they received prescriptions from all the leading physicians of the city, and a large number of the prescriptions were from the pens of the professors and instructors on our medical school and hospital staffs, as well as a number from physicians in general practice, so that these prescriptions represent the type of prescription as written by our best practitioners in the twentieth century.

The following table gives the results of my investigation, these prescriptions all being written since January 1, 1904.

1,000 PRESCRIPTIONS.

	Store No. 1.	Store No. 2.	Tot. P. C.
Number containing chemical incompatibilities	8	5	1.3
Number containing pharmaceutic incompatibilities	10	3	1.3
Number containing therapeutic incompatibilities	1		0.1
Number containing 6 or more ingredients	34	16	5
Number containing 2 to 5 ingredients	347	371	71.8
Number containing one drug or preparation	119	113	23.2
Number containing only official preparations	244	240	48.4
Number containing proprietary preparations in whole or part	195	164	35.9
Number containing patent medicines	1	1	0.2
Number in which the metric system was employed	3	2	0.5
Number containing non-official preparations in whole or part	60	95	15.5
Number written correctly	328	293	62.1
Total prescriptions examined	500	500	100.0

Now, let us consider these prescriptions under the various headings as classified above:

CHEMICAL INCOMPATIBILITIES.

Only those were considered where a dangerous or objectionable compound would result from dispensing the prescription as ordered (intentional incompatibilities not being considered), and we find eight in the one series and five in the other. This is a good showing, but it would have been far better if there had been none, as in some instances the prescriber had to be notified and the prescription altered, in others a "shake well" label would suffice to obviate possible danger.

This shows two things; first, the importance of having our prescriptions compounded by competent pharmacists who have a thorough knowledge of chemistry and who can act as a "safety valve" when dangerous compounds are ordered, either through oversight or ignorance on the part of the prescriber. Second, the importance of every physician having a general knowledge, at least, of chemical combinations, and how to intelligently combine drugs in order to obtain the best results without forming dangerous compounds.

PHARMACEUTIC INCOMPATIBILITIES.

This heading is of particular importance to the pharmacist, as it is his duty to dispense as elegant and palatable preparation as possible.

As in the first group, only those prescriptions were classified which were particularly objectionable or unsightly in appearance, nauseating in taste or difficult to dispense as ordered. We obtained ten from the one store and three from the other. It has been frequently said that if a physician had to take some of the "potions" that he orders, there would be a radical change in modern prescription writing.

Every medical school should give a complete course in prescription dispensing in the pharmaceutical laboratory, as this knowledge would be of inestimable value, not only on framing elegant combinations, but would be of especial service to the country practitioner, who is compelled to compound his own medicine.

THERAPEUTIC INCOMPATIBILITIES.

Only one prescription was found that was particularly antagonistic from a therapeutic standpoint, and this shows that the average medical student is more thoroughly trained in therapeutics than he is in pharmacology.

SIX OR MORE INGREDIENTS.

Thirty-four in the one series and sixteen in the other contained six or more ingredients, and it was a noticeable fact that the majority of these prescriptions were written by a certain few physicians, who had drifted into poly-pharmacy. It is pleasing to note that this tendency is gradually dying out, and we hope that the day is not far distant when the old "shotgun" prescriptions, of from twelve to fifty ingredients, will be framed as curiosities of by-gone days.

Another noteworthy fact is that these prescriptions are mostly written by the very old practitioners. If this improvement had only occurred years ago, homeopathy would not have gained its present foothold; then, again, the system of prescribing as used in our best hospitals is so designed as to use only single drugs or preparations, and to make these as elegant and palatable as possible—a good step in the right direction.

FROM TWO TO FIVE INGREDIENTS.

This constitutes the great majority, almost three-fourths, of the prescriptions, and shows a great improvement over the prescription of a century ago, when it was the popular belief that the greater the number of ingredients the greater the chance of cure. This rule would apply where ignorance in diagnosis exists, as by this theory the greater the number of ingredients present, the more likelihood

*Read before the Philadelphia County Medical Society, and reprinted from the Journal of the American Medical Association.

of administering something that will be of service. A good example of this is the old Warburg's tincture; the original formula as directed by Dr. Warburg contained the old "confectio democratis." This was a complex astringent confection containing opium, and originally had sixty-four ingredients, many of the constituents being unobtainable at the present day.

ONE DRUG OR PREPARATION.

It is pleasing to state that the great number of these prescriptions were written by our most able practitioners, men who are prominent in medical teaching and while they do not represent quite one-fourth of the total number, this is not a bad showing.

ONLY OFFICIAL PREPARATIONS.

Approximately one-half belonged to this group, and it will be noted the very slight variation in this respect in the two series. This is likewise encouraging, and may the day be not far distant when the number will be increased still more. A point of interest observed here was the more educated the physician, the greater the use of the United States Pharmacopœia.

PROPRIETARY PREPARATIONS IN WHOLE OR PART.

One hundred and ninety-five of the one series and 164 of the other, about thirty-six per cent., contained proprietary preparations, or, in other words, more than one in three prescriptions.

This is a good showing, when we consider that the manufacturing chemists employ persuasive salesmen, who visit every physician's office at stated periods, and present him with a liberal supply of their "ideal" preparations, which are always "superior to any other made," and which are usually combined by a "peculiar" chemical process that enhances their therapeutic activity.

PATENT MEDICINES.

Only two of the prescriptions were for patent medicines, and one of these was written by an "osteopath," so that we are only responsible for one, and this was one too many. How any regularly qualified practitioner of medicine could so disgrace himself and his profession as to order patent medicines, is beyond any comprehension.

THE METRIC SYSTEM.

Only three of the one series and two of the other demonstrate the fact that the metric system is but little employed at the present time, and its use does not materially increase, as my own experience in the retail drug business for a number of years corroborates. One fact is observed, when a practitioner uses the metric system, he uses it exclusively. It is to be regretted that the profession does not adopt this system and use it exclusively, as it is simpler, more scientific and in every way preferable to our present system of weights and measures. The leading medical schools give their students a thorough training in this system, and teach them how to convert the various denominations into the English system, and vice-versa, but after leaving college halls this is all thrown aside.

PRESCRIPTIONS CONTAINING NON-OFFICIAL PREPARATIONS IN WHOLE OR PART.

In this group are classified prescriptions containing commonly used preparations which are not recognized by the United States Pharmacopœia, but which can be prepared by any pharmacist, such as elixir of iron, quinin and strychnin. In this group we have sixty in the one series and ninety-five in the other, showing considerable variation, a noteworthy feature being that the series that yielded a large number, thirty-four, of the polypharmacy type of prescription, yielded the small number, sixty, of this type, while the other series that yielded sixteen of the former, yielded ninety-five of the latter. A proportionate comparison.

PRESCRIPTIONS WRITTEN CORRECTLY.

The criticisms in prescription writing applied to the endings used in designating the drugs or preparations and the use of the proper official names as embodied in the inscription, and the proper phraseology as applicable to the subscription. As a rule, the prescriptions of the teaching class of practitioners were correctly written to a great extent, while those of some of the regular practitioners were carelessly written, and those of others showed a marked defect in the knowledge of prescription writing. This was especially noticeable among the prescriptions of the more recent graduates. Less than two-third were correctly written, and this is largely due to the deficient training in this important subject in the average medical school. Several of the prescriptions were written by a young practitioner who received the highest average among 400 men at a recent examination of the State Medical Board, yet every one of his prescriptions showed errors in writing and in combining drugs. This merely shows that his training was deficient in this important subject.

IMPORTANCE OF PROPER TRAINING.

Now, who is responsible for this deficiency? Is it the teacher, the means at his command and time allotted for teaching the subject, or the student, that is at fault? The teacher is often a physician, who has never received any practical pharmaceutic training other than the "smattering course" that he received as a medical student, and, as a rule, on account of limited training and lack of interest, he follows the same rut as his predecessor; as a consequence, the pharmaceutic laboratory is deficient in its equipment and very unattractive.

Because of these facts, officers and trustees consider this branch of medicine unimportant, and the student, not realizing the value of a pharmaceutic training, completes the course ignorant of its many valuable points, and usually not until he reaches the senior year and commences to prescribe, does he fully realize his deficiency in the knowledge of the mode of preparations, appearance, administration and effects of combining drugs, the very ammunition he is to use in firing his gun of knowledge to combat disease. It is not, however, until as a physician, authorized to use blank and pencil, and brought face to face with the patient, that he most seriously and keenly feels the sting of his pharmaceutic ignorance; tries to formulate a palatable mixture and fails, expects to find a nice, clear solution when he calls, only to find one with an unsightly and often dangerous precipitate. It is now, after repeated failures, that the horizon is filled with attractive-looking proprietary preparations, and these are substituted for the official drugs, because the label states that they are specific for the disease under consideration. As a result, his habit once established is continual through life.

OSTEOPATH AS A PRESCRIBER.

Three of the above prescriptions were written by "osteopaths" and they all showed utter ignorance of the first principles of prescription writing. This should be a warning to us, because, if osteopaths should receive recognition in the various States, they will attempt to prescribe medicines and to treat all diseases, not limiting themselves to their own particular methods. The medical profession should be aroused to this matter and take action before it is too late. In the past few months several scathing editorials have appeared in the daily press relative to the large number of incompetent practitioners who are turned out by our medical schools, and the State Board suggests an investigation of the present methods of teaching, and the adoption of a more comprehensive curriculum.

However, in looking over the examination results of the various State Boards as compiled in the August 13, 1904, number of The Journal of the American Medical Association, we find that the percentages of failures from the Philadelphia medical schools vary from none to 8.6 per cent. for the year 1903, and this was the most satisfactory showing of any State in the series, when one considers the number of students examined.

The total number of candidates examined in the thirty-seven States was 5,027. They represented 151 American colleges, 8 Canadian institutions, and there were some representatives of foreign schools. Of the whole number examined, 4,312 passed and 715 failed. The percentage of failure was 14.2, but of the Philadelphia students but 5.48 per cent. was found wanting. This was a lower percentage than was shown by any other State, or by the outsiders. The percentage of failures from New York was 7.12; of Boston, 7.28; of Chicago, 8.18; of Washington, 18.84; of Baltimore, 22.70; of Louisville, 27.67, and of St. Louis, 32.67.

QUESTIONS OF MEDICAL BOARDS.

Again, at the recent examination of a State Medical Board, the following are two of the questions asked under materia medica:

1. Name the drug of which pilocarpin is the active principle, and give the dose of the tincture that would be equivalent to one-twentieth grain of pilocarpin.

In the first place, there is no official tincture of pilocarpus, and hence no recognized tincture of definite strength, and the majority of our standard medical works do not mention any strength for the tincture, and those that do show a variation in strength, so that this question is unanswerable. Books like those of Remington, Casperi, Coblentz and United States Dispensatory on pharmacy, and of Shoemaker and Potter on materia medica, do not mention any strength for the tincture, and, granted that the strength was given, the yield of alkaloid varies from 0.25 to 2 per cent. in different lots of the drug, as all the books state; therefore, how in the world can a student answer such a question?

2. Give the dose of tincture of nux vomica equivalent to one-thirtieth grain of its principal alkaloid, and name two official

preparations into which this active principle enters.

This is a more desirable question, but even here very few students can remember the strength of the tincture as indicated in the United States Pharmacopœia, and for the second portion of the question, a number of the students gave the salts of strychnin instead of the preparations asked for. After conversing with a number of the candidates, as they came from the examination room, I found that not one answered these questions correctly.

If the medical boards desire less failures, let them ask: First, questions that can be answered; and, second, questions that when answered are of some practical value, and not unanswerable and unusual questions that no one could answer intelligently, even if they had access to the text-books. The object of State examining boards is to determine the fitness of candidates to practice medicine and surgery, and this can only be done by asking practical and useful questions, that every well-educated physician should be able to answer intelligently, and not by asking unanswerable or unusual questions, the knowledge of which would be of no practical value, and questions which examiners could not answer themselves without consulting the proper books.

CONCLUSIONS.

The above investigation warrants the following conclusions:

1. That the trend of modern prescription writing is in favor of proprietary preparations.

2. That the use of polypharmaceutic preparations is diminishing to a great extent, and their use is chiefly confined to the older practitioners.

3. That the number of incompatibilities observed is greater than it should be.

4. That the metric system is but little employed at the present time in prescription writing, a condition to be deplored.

5. That over one-third of the prescriptions are incorrectly written, and this is especially noticeable among the younger practitioners.

6. That certain non-official preparations are quite popular, and that some of these deserve admission to the United States Pharmacopœia.

7. That the more educated the physician the greater the use of the pharmacopœial preparations, and the greater the tendency to simple instead of complex non-scientific, polypharmaceutic and proprietary preparations.

Hugenschmidt's Dentifrice.

Menthol	0.5 gram
Salol	4.0 grams
Soap	10.0 grams
Calcium carbonate	10.0 grams
Magnesium carbonate	30.0 grams
Oil of peppermint	1.0 gram

In cases where the teeth are covered with much tartar add to the formula 5 to 10 grams of powdered pumice stone.—(L'Union Pharm.).

Platinum in Oregon.

Platinum has been found as a coarse, black powder near bedrock, in certain placers in Southern Oregon. The platinum sands, obtained by the washing-out process, contain both free and combined platinum, and rhodium, osmium, iridium and palladium.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 5 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Saturated Solutions and Prices.

(W. C. G.)—writes: "I would like a little information regarding a certain combination of drugs. I asked a local druggist if he could put up a saturated solution of about equal parts of Epsom and Glauber salts, containing about 5 minims of oil of wintergreen to the dram. He said it was impossible, but he could get 5 minims of the oil to the pint; however, it might be possible to make an emulsion. He quoted a price of about forty-five cents a gallon for the solution, containers extra.

"I then wrote to one of the largest chemical manufacturing houses in the country, whom I have always considered reliable; they have a reputation second to none. Their reply was: 'We are requested to estimate the cost of making an emulsion to contain oil of wintergreen, 5 minims to the dram, and equal portions of Glauber and Epsom salts to point of saturation. It is impossible to make an emulsion of this formula. We presume that what you want is a saturated solution with 5 minims of wintergreen oil to each fluid dram, and as this is pharmaceutically feasible, we have recorded the formula, etc. We beg to quote at $1.75 net, per gallon, bulk, or at $1.40 net, per gallon, in five gallon lots, bulk.'

"After getting this letter, local chemists said it was impossible. If that amount of oil was put into the solution, it was filtered out later as the solution could not be made to hold it. I submitted the proposition to other firms. One offered the following:

"Epsom salt, 4 oz.; Glauber salt, 4 oz.; calcium phosphate, precipitated, 1 oz.; oil of wintergreen, 1 oz., 160 minims. One gallon at $3.75, five gallons at $2.95 per gallon.

"Another wrote:

"'In reference to a saturated solution of Glauber and Epsom Salts, equal parts, flavored with oil of wintergreen: We would not care to undertake to incorporate with the above more than 30 minims of oil of wintergreen to the gallon, and, in fact, we are quite sure that this is all the solution will carry. Supply same at $1.50 per gallon.'

"Personally, I did not think such a combination feasible, but did not have time to experiment with it. I asked other firms for information, as my time was more valuable at other work. Every reply aroused more interest on my part. I have not the time to figure out the why and wherefore, but am satisfied that there is either ignorance or crookedness somewhere. I submit the matter to you and your readers. When it is fully threshed out, I shall be glad of my share of the wheat."

There is certainly a diversity in the character of the replies our correspondent reports in the above communication. On general principles, however, he will find that it is impracticable to attempt to combine any great quantity of oil of wintergreen in aqueous solution, whether the solution contains Epsom and Glauber salts, or not. In practice, the easiest way to make such a solution would be to prepare a wintergreen water after the general process of the pharmacopœia, and dissolve in it to saturation equal quantities of the salts. About one part of oil is sufficient to saturate 500 parts water. As a matter of fact, the official water of this type require 2 cc. of oil to 1,000 cc. of product.

An emulsion to contain these salts in any considerable quantity is impracticable, as neutral salts are incompatible with emulsions, though small amounts of salts may be combined if the emulsions are carefully manipulated. As to using another solvent or combination of solvents, we are not informed. A mixture of alcohol and water would allow the incorporation of more oil of wintergreen, but at the same time, it would materially lessen the quantity of salts which otherwise would be dissolved, as both of the latter are practically insoluble in strong alcohol.

The quantity of the two salts in equal amounts necessary to produce a gallon of saturated solution can only be determined by actual experiment. As given in the pharmacopœia, the co-efficient of solubility in water of Epsom salt (magnesium sulphate) is 0.8, and of Glauber salt (sodium sulphate), 2.8, at 15° C., but the solution of the salts in the presence of each other would modify these figures. The quantity of salt in any saturated solution varies with the temperature, and in calculating the amount necessary to produce saturation, account must be taken, also, of the water of crystallization, the percentage of which varies considerably in different samples.

At the price quoted above for the solution he intended to make, the retail druggist is nearest to the actual cost, but he apparently does not allow himself very much for his labor. We submit the query to our readers.

Silver Polish.

(F. C.)—A silver polish of the consistency of putty may be made as follows:

Oxalic acid	1 part
Oxide of iron	25 parts
Rottenstone	20 parts
Palm oil	60 parts
Vaseline	4 parts

The oxide of iron may be Venetian red. Both it and the rottenstone must be free from grit; oxalic acid is poisonous.

A polishing soap especially suitable for silver, is prepared as follows: Wash commercial colcothar in water six or eight times and then dry it. Next prepare a soap solution by dissolving at moderate heat 6½ pounds of cocoa soap, cut in pieces, in soft water. Mix intimately ½ pound of the prepared colcothar rubbed up with a little water and 5½ ounces of

purified ammonium carbonate, finely pulverized, and add the cold soap solution, with constant stirring. Keep the polishing soap thus prepared in stone jars closed with oiled paper (Techno-Chemical Receipt Book).

Polishing Paste (Hard)—Rottenstone, 4½ pounds; oxalic acid, 4 pounds, turpentine, 1 ounce; sweet oil, 3 ounces; boiling water, 16 ounces. Dissolve the acid in water, add the rottenstone and incorporate the other ingredients to make a stiff paste. (Era Formulary).

Furniture Oil or Polish.

(F. C.).

Furniture Oil.

(1.)

Benzoin in fine powder	2 ounces
Hydrochloric acid	5 fl. ounces
Vinegar	15 fl. ounces
Linseed oil	15 fl. ounces

(2.)

Alkanet root	120 grains
Linseed oil	5 fl. ounces
Oil of turpentine	1½ fl. ounces
Vinegar	1½ fl. ounces

Furniture Polish.

(1.)

Hard soap	2 ounces
White beeswax	1 ounce
Yellow beeswax	1 ounce
Oil of turpentine	40 fl. ounces
Distilled water, boiling	40 fl. ounces

Melt the beeswax and add the turpentine. Dissolve the soap in the distilled water and add to the beeswax solution with constant stirring.

(2.)

Ammonium oleate	1 ounce
Solution of ammonia	1 fl. ounce
Shellac varnish	3 ounces
Linseed oil	3 ounces

(3.)

Beeswax	1 ounce
Soft soap	1 ounce
Oil of turpentine	3 fl. ounces
Pearlash	60 grains
Extract of logwood	120 grains
Boiling water	3 fl. ounces

Melt the beeswax in the oil of turpentine. Dissolve the soap, pearlash and extract of logwood in the water. Add gradually to the warm mixture of oil of turpentine and wax, and rub in a mortar until cold.

Weather Barometer.

(F. H. P.)—"Can you inform me, through The Era, what the substance is sometimes used in advertising schemes, that will change color on changing of the air? It is used as a sort of a barometer."

Cobalt salts have the property of changing from blue to pink as they absorb moisture, so that in dry weather, paper or fabrics dyed with a solution of chloride or nitrate of cobalt will acquire a blue tint, but as the atmosphere becomes damp, the paper or fabric changes to a pink color. The same reaction is witnessed in writing done with the so-called "sympathetic ink," made from a solution of chloride of cobalt. A solution of this salt is almost colorless, and writing traced with it is invisible on white paper. But if the paper be warmed, the compound gives up the water which it has been holding in chemical combination, the deep anhydrous chloride of cobalt is produced, and the writing is very plainly seen. The writing disappears again as the paper cools, because enough water is absorbed from the air to cause the re-formation of the colorless hydrated compound.

Here are some formulas for window pane barometers which may prove helpful: (1)—Chloride of cobalt, 1; gelatine, 10; water, 100. (2)—Chloride of copper, 1; gelatine, 10; water, 100. (3)—Chloride of cobalt, 1; gelatine, 20; water, 200 parts; nickle oxide, ¾, chloride, ¼. The variations of color will indicate the probable weather. In damp states of the atmosphere the glass will be almost colorless, but in dry weather No. 1 will assume a blue, No. 2 a yellow, and No. 3 a green tint.

See also The Era of November 20, 1902, page 527.

Essence of Pepsin.

(R., Penna.)—Try one of the following formulas, the first being from the Hospital Formulary of the Department of Charities, this city:

Pepsin	2 drams
Anise water	1 fl. ounce
Dilute hydrochloric acid	2 fl. drams
Glycerin	4 fl. drams
Deodorized alcohol	1 fl. ounce
Sherry wine	1½ fl. ounces
Simple elixir, enough to make	1 pint

Mix and filter. Dose—1 to 2 fluid drams.

(2.)

Pepsin, in scales	1 ounce
Diluted hydrochloric acid	3 fl. ounces
Sherry wine	20 fl. ounces
Rennin	800 grains
Distilled water, a sufficient quantity to produce	80 fl. ounces

(3.)

Scale pepsin	128 grains
Dilute hydrochloric acid.	60 drops
Glycerin	4 ounces
Best sherry wine	4 ounces
Distilled water, enough to make	16 fl. ounces

Mix the glycerin, water, and acid; dissolve the pepsin in the mixture, and add the wine and some talcum (about ½ ounce). Let stand for two weeks, with frequent shaking, and filter. This pepsin solution, according to the author, "will not curdle milk (that property being imparted by rennet), but it is an elegant preparation"; contains 1 grain of pepsin in each fluid dram.

"Beatin."

(H. H.)—We are unable to find this name in any list of new remedies at our command. The spelling of the word, however, suggests that either "betain" or "betin" may be intended. The first, "betain," is a substance obtained by the oxidation of cholin. It is also found already formed in the sugar beet. According to Waller and Blummer (British Med. Jour.) betain extracted from raw beet sugar, possesses a well-marked, although not very powerful, poisonous action upon the animal organism. Syrup made with the sugar gave a cadaveric odor suggesting the presence of cholin and betain. These authors also state that about 44 grams of the hydrochloride salt were extracted from 1,000 grams of the material. Tested upon animals in doses of .1 to .15 gram per kilogram of body weight and given intravenously, fatal doses were found to paralyze the heat, while smaller doses caused a rapid fall of blood pressure. "Betin," a so-called Eclectic resinoid, is prepared by precipitating tincture of the common beet. It has been proposed as a substitute for ergot, and is listed in The Era Price List at $1.80 per ounce.

Hair Dye.

(G. T. D.)—We cannot give the formulas for the proprietary article. However, the following formulas from previous volumes of The Era may answer your purpose:

Blonde No. 1.

Sol. A—

Silver nitrate	1 gram
Bismuth subnitrate	2 grams
Water	10 grams

Sol. B—

Potassium disulphide	1 gram
Water	1 gram

Carefully remove all grease from the hair, dry and apply solution A. One hour later apply solution B.

Blonde No. 2.

Sol. A—

Tin chloride	2 grams
Calcium hydrate	3 grams
Water	10 grams

Sol. B—

Potassium disulphide	1 gram
Water	1 gram

Employ as above.

Blonde No. 3.

Sol. A—

Cadmium sulphide	1 gram
Water	20 grams

Sol. B

Solution of ammonium sulphide.

The color produced appears lighter or darker, in proportion, as more is applied to the hair of solution A or solution B. This dye is known as "Teinture Blonde Americaine." A "one-bottle" preparation, which may be made to produce the various shades of brown is this one:

Silver nitrate	70 grains
Stronger water of ammonia	q. s.
Orange flower water	½ ounce
Glycerin	½ ounce
Distilled water, to make.	4 ounces

Dissolve the silver nitrate in two ounces of water and add stronger water of ammonia until the precipitate first formed is dissolved. Then add the other ingredients. Preparations of this character should be kept in dark glass bottles.

Another one-bottle preparation:

Nitrate of copper	360 grains
Nitrate of silver	7 ounces
Distilled water	60 ounces
Water of ammonia, a sufficiency.	

Dissolve the salts in the water and add the water of ammonia carefully until the precipitate is redissolved. This solution, properly applied, is said to produce a very black color; a lighter color is secured by diluting the solution. Copper sulphate may be used instead of the nitrate.

Liquid Soap for Shampooing.

(S., S. & Co.)—Koller gives this formula, which he says makes a liquid soap that will lather freely: White soap, 20 parts; distilled water, 30 parts; alcohol

(60 per cent.), 60 parts; potash, 1 part; perfume, q. s.

Or, 1 part of caustic potash is dissolved in an equal quantity of water and shaken well for ten minutes with 4 parts of oil—olive oil or sesame oil—and ¼ part of alcohol. After standing for an hour, with frequent shaking, the mixture is diluted with an equal volume of water, and left for several days before filtering. The soap has the consistence of thick glycerin, contains an excess of fat, and shows a content of water up to 70 per cent. of water.

Here are two formulas for liquid shampoo:

(1.) Fluid extract of quillaya, 2 parts; eau de cologne, 2 parts; glycerin, 1 part; alcohol, 4 parts; rose water, 7 parts.

(2.) Alcoholic ammonia, ½ fluid ounce; tincture of quillaya, ½ fluid ounce; essence of bouquet, 2 fluid drams; alcohol (90 per cent.), sufficient to make 8 fluid ounces.

Butter Color.

(B. R. N.)—Annatto is the basis of nearly all butter color, though turmeric is sometimes added to modify the shade. Dry colors used for the purpose are frequently found to contain annatto, bicarbonate of sodium, borax, etc. Here are two formulas:

(1.)

Annatto	1 ounce
Turmeric	1 ounce
Olive oil	3 ounces
Spanish saffron	1 dram
Alcohol	5 drams

Macerate the annatto and the turmeric in the oil for four days, and the saffron in the alcohol for the same time. Filter the expressed liquids and add enough oil to complete the same measure of the former; mix the two solutions and expel the alcohol by gentle heat.

(2.)

Annatto seed	15 pounds
Cottonseed oil	10 gallons

Heat the oil to a temperature of 212 degrees F., add the annatto seed, and allow to macerate for 12 hours. Let settle, and pour off the clear, dark-colored oil.

Huckleberry Phosphate.

(H. L. S.)—We are unable to find in any of the soda water formularies at hand, a formula for a "huckleberry drink." However, it is quite probable that such a drink might be easily concocted. We offer the following in the way of a suggestion:

Huckleberry Phosphate — Huckleberry juice, 1 quart; sugar, about 6½ pounds, or enough to make a good heavy syrup. For the "drink," take of the syrup 1 ounce; soda water, large stream only, 7 ounces; one dash of acid phosphate. Stir with a spoon. Other modifications may be easily worked out by a little experimenting.

Manufacturers of Tooth Powder Cans

(F. C.)—Manufacturers of tin boxes for tooth powder are: The American Can Co., 11 Broadway, this city; Burdick & Son, Albany, N. Y.; John Dunlap & Son, Pittsburg, Pa.; Rumrill & Co., Boston, Mass. We are informed that the first named can supply the particular kind you name. A letter addressed to any of the manufacturers named would probably bring you just the information you seek.

Elixir of Lactated Pepsin.

(R. Penna.)—A typical formula for an elixir containing pepsin and lactic acid is No. 59, of the National Formulary. Another formula which has been published under the above title is:

Scale pepsin	128 grains
Pancreatin	64 grains
Diastase	9 grains
Hydrochloric acid	6 drops
Lactic acid	12 drops
Compound tincture of cardamom	2 ounces
Elixir of orange, enough to make	16 ounces

The glycerin, water and acid are mixed, the solids dissolved in the mixture, the wine added, and allowed to stand during two weeks before filtering, shaking the mixture frequently.

The National Formulary directs that the best commercial variety of diastase, capable of converting the largest amount of starch into dextrin and glucose, should be used for these preparations.

Paste for Storage Batteries.

(F. W.)—We cannot give the formula for the "paste" of peroxide of lead used in storage batteries. However, we are told that in practice, litharge is placed in a concentrated solution of caustic potash and boiled. A lead plate boiled in this solution will acquire a coating of spongy lead half an inch thick, which can be pressed to a very thin covering.

Formulas Wanted.

(H. J. L.)—"Formula and process for coating silk thread with a waterproof material which is not affected by wear or tear."

(H. L. S.)—"Formula for 'Dr. Pepper,' a soda drink."

FORMALDEHYDE TESTS.*

BY ALBERT F. JUDD.

The detection of formaldehyde appears to present to analysts many difficulties due to the unreliability of methods now in vogue.

While there are many methods used in practice, most of them are difficult to carry out and require too much time for a busy analyst; besides, at the best, there is always some doubt as to the correctness of the result. The one most generally used is sulphuric acid, containing a trace of ferric salt, which, in the presence of lactalbumin, gives a purplish coloration; this, therefore, can only be used for detecting formaldehyde in milk or in the presence of this peculiar albumin.

The same test wherein hydrochloric acid is used instead of sulphuric acid, does not seem to be reliable as milk which had not responded to the sulphuric acid test, and another test to be described later, gave as great a coloration as it did in milk, which, beyond doubt, contained the adulterant.

*Read before the Pennsylvania Pharmaceutical Association.

The older method consisted in distilling off a few cubic centimeters of the liquid to be tested and treating it with ammoniacal silver nitrate solution, which, if formaldehyde be present, gives the characteristic mirror. This method is used to some extent at the present time. The serious objection to the silver test is that any aldehyde will produce the same effect, and even sugar, chemically an aldehyde, will give like reactions if used in original solution.

Unfortunately, most text books which are used in our colleges, either fail to give any reactions for formaldehyde, or at best, give only general reactions for all aldehydes, leaving the special test to be given by the teacher in charge.

The method which I desire to submit, and which appears to have some merit, is the following, for which I do not claim any originality only as far as to the method of procedure.

The solutions required consist of a five per cent. aqueous solution of sodium hydroxide and a one per cent. alcoholic (aldehyde free solution of phloroglucin.

This was first brought to my attention as a means of detection of formaldehyde in milk, with the following procedure:

Ten cubic centimeters of milk are introduced into a test tube, then a mixture of ten cubic centimeters of the solution of sodium hydroxide and one to two drops of the phloroglucin solution are added, and the whole well shaken. If the formaldehyde is present in a large amount, the mixture assumes a reddish color at once. In smaller amounts the color and time of appearance are relatively fainter and longer.

This method answers very well for milk analysis, but where there is likely to be found other aldehydes, the test fails, as other aldehydes will give nearly the same results.

In order to be sure that I had chemically pure aldehydes, I slowly oxidized ten cubic centimeters of methyl alcohol with a heated coil of fine copper wire. This I also did with ten cubic centimeters respectively of ethyl alcohol and amyl alcohol, thereby obtaining a solution of formic, ethylic and amylic aldehydes. Upon treating these three aldehydes by the above method, I obtained nearly similar results, but with the following characteristic differences:

1. The color produced by the amylic aldehyde faded completely in four minutes:

2. The color produced by the ethylic aldehyde gave the same result in from six to eight minutes;

3. While the rose color produced by the formic aldehyde was permanent for twelve minutes and then faded to a yellowish brown color which remained permanent.

This method takes from ten to fifteen minutes for its completion, but it has the advantage of not requiring the continual attention of the operator, and, as it appears to be a characteristic reaction for formaldehyde, it may be and has been used by me for the detection of wood alcohol used to adulterate grain alcohol and also whiskies.

This method, if carefully carried out, will prove the presence of formaldehyde in the dilution of one in one hundred thousand.

HORLICK'S MALTED MILK

At Soda Fountains

If your supply of Fountain signs, window strips, Formulae cards, etc., is incomplete, please write us.

HORLICK'S FOOD COMPANY.

RACINE, WIS., U. S. A.

LONDON, ENGLAND. MONTREAL, CANADA.

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

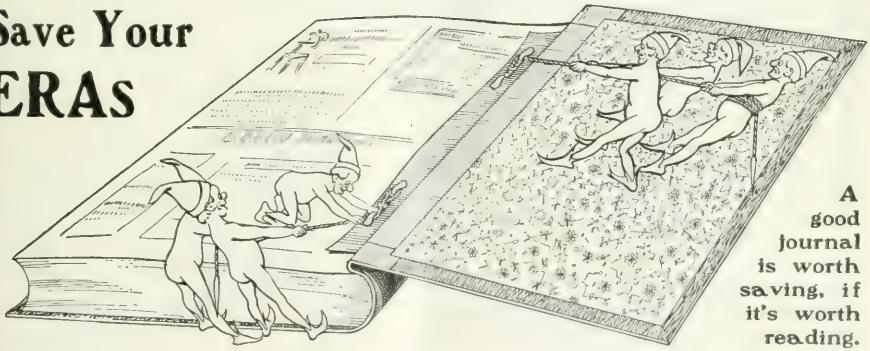
Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

(S. P. 3)

NO GUESSWORK

WHEN YOU SUPPLY

PARKE, DAVIS & CO'S

Antidiphtheritic Serum.

IT IS

ACCURATELY STANDARDIZED

OF UNIFORM
THERAPEUTIC ACTIVITY.

IT IS

BACTERIOLOGICALLY AND PHYSIOLOGICALLY TESTED

NO QUESTION
OF ITS PURITY AND SAFETY.

IT IS

Supplied in the well-known "P., D. & Co." Piston-Syringe Container (hermetically sealed)

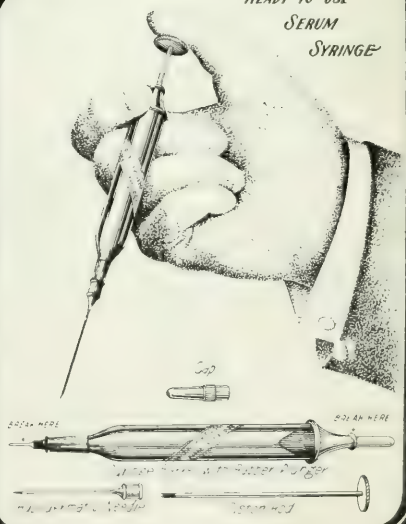
THE MOST PRACTICAL
"READY-TO-USE" SERUM SYRINGE
EVER DEVISED.

(Bottles of 500, 1000, 2000, 3000 and 4000 units)

NOW IS THE TIME TO SELL IT.

PARKE, DAVIS & COMPANY

PARKE, DAVIS & CO'S
"READY-TO-USE"
SERUM
SYRINGE



(S. P. 4)

News Section

N. A. R. D. WINS.

IT STOPPED A CHAOS OF PRICE CUTTING IN PITTSBURG.

Opinions of Some Druggists.

THOROUGH CANVASS MADE OF SITUATION IN WESTERN PENNSYLVANIA.—GOOD WORK OF THE LOCAL R. D. A.—ALMOST IDEAL TRADE CONDITIONS REALIZED THERE THROUGH SUPPORT OF THE NATIONAL ASSOCIATION.—AGREEMENT WITH DEPARTMENT STORES.

Pittsburg, Jan. 16.—"Peace, progress and prosperity dominate throughout Greater Pittsburg, thanks to the N. A. R. D.": this is the opinion that preponderates here. The Era representative has made an exhaustive canvass to ascertain the true conditions that have been produced since the formation of the N. A. R. D. at St. Louis in 1898, and there is presented the startling statement that some druggists in the Pittsburg district are benefitting to the extent of not less than $900 a year as a result of the national association.

Many leading pharmacists were interviewed concerning the success of the N. A. R. D., and not one regretted that he was a member.

Pittsburg claims to be one of the best and most thoroughly organized cities in the country, and it is difficult to locate a retail druggist who is not affiliated with the Western Pennsylvania R. D. A., which is an ally of the N. A. R. D. But previous to the formation of the national association, this city was the storm-center of cutters. Competition grew so keen that the trade became virtually demoralized. It was on this account that about five score of druggists gathered in the rooms of the Chamber of Commerce early in 1898, and proposed that an association be founded. Then, from chaos, the drug trade in this territory was drawn into order. There is no cutting to disturb the business, nor controversies with manufacturers. All is calm and satisfactory. Local disturbances arise occasionally, but these do not come under the jurisdiction of the N. A. R. D. They are troubles which originate mostly as the result of too ardent work of "reformers." Through the efforts of the N. A. R. D., the raising of prices by jobbers and manufacturers has been averted.

In describing conditions in this vicinity it is hard to credit the remarkable achievement wholly to the N. A. R. D. The movement was instigated by the Western Pennsylvania R. D. A. In telling of the situation the directors of the W. P. R. D. A. are extremely modest. They declare emphatically that without the moral support and backing of the national, nothing could have been accomplished. As a matter of fact, the national did not organize this section, nor did it lend any financial assistance. The W. P. R. D. A. pays dues to the national for each of its members in good standing. The dues of every member of the W. P. R. D. A. are $12 a year, or $1 a month. The W. P. pays a per capita tax of $4 to the national. This is the status of the local and national associations in this locality.

NO WORRY ABOUT COMPETITORS.

"Is the N. A. R. D. a benefit to you?" a retailer was asked. "Why, it certainly is," came the quick retort, "we do not have to worry about what our competitors are doing. Price-cutting has been entirely abolished. We hear no more tales from customers, saying that they can purchase so-and-so's hair restorer for sixty-two cents a bottle, while I ask seventy cents."

"What has the N. A. R. D. done for you?"—this to another druggist in the down town section. He answered, with a smile, "I am making $900 a year more on a list of only one hundred articles, if I sell but one of each of the items a week. I certainly derive a benefit from the association, as do all other dealers."

Charles A. Spang, who conducts a store at 500 Allegheny avenue, Allegheny, said: "Through the N. A. R. D., we have gotten a new price list. The prices are higher, but the cost has not increased. We have made contracts with the principal manufacturers, preventing any further cuts in prices. The direct contract and serial numbering plan will avert much confusion and materially aid the retailers. We have got the Peruna and Miles people into line. These are but a few of the features that mark the success of the national."

Statistics concerning the success of the N. A. R. D. were found in the offices of the Western Pennsylvania R. D. A., in the Bessemer building.

B. E. Pritchard, secretary of the W. P. R. D. A., was seen and queried on the subject. During an hour's interview, he produced evidence to show that the N. A. R. D. is all that its admirers claim. He exhibited documents which indicated the marked progress made by the W. P. R. D. A., backed by the national. He said: "Some people have been criticizing the association, and I don't want you to take anything for granted."

He said that he was the first outsider who was given access to the agreements made by the large department stores and the association, abolishing price cutting and placing the trade on a sound, paying basis.

PRICE LISTS BEFORE AND AFTER.

"I was shown the price lists that prevailed previous to the agreement in 1901, and that which prevails now," he said. "Basing the facts of the matter on one hundred items, it can be readily seen what are the profits realized by the retailers."

An analysis of the present list and a comparison with prices prevailing before the formation of the association manifests a significant fact. With a very conservative estimate of the average sales of patent medicines—such as one each per week of the most saleable fifty cent and one dollar ones, three per week each of the commonly sold twenty-five cent remedies, and one each per month of the slower selling ones—the difference in the profits, not gross sales, of each drug store in these two cities and the territory contiguous thereto reaches the snug sum of $839.56. This figure is based on the minimum sales of any retailer. Scores of stores dispose of more goods than what was quoted. If five times as much are sold the profits are five times greater. These are declared to be the facts in the matter, leaving aside all prejudices and gossip, and any sceptic is advised to look up the ruinous prices that prevailed before the revised list became effective in March 15, 1901, and those that dominate now. There has been no serious controversy over prices since the agreement was signed. The agreement is between the department stores and the W. P. R. D. A.

The rumor has been going the rounds that the managers of the department stores in this city dictated the terms of a settlement, but the secretary of the association produced the agreement itself, and said: "We broached the subject of a new price list to the department stores for several months. Finally we got them interested in the matter. Then they submitted to the association a price list. We did not favor it in its entirety, but during a meeting both factions made concessions, with the result that a contract was signed. It is in vogue to the present day. The contract was made February 21."

PHILOSOPHY OF MR. THOMPSON.

J. R. Thompson, one of the best-known druggists in this section, and manager of sixteen stores of the P. C. Schilling Co., said:

"Has the N. A. R. D. benefited the druggists of our city? Has it, do you ask? Well, I most prefer to rather guess in favor of the affirmative. The N. A. R. D. is the same to our most successful association here as the government of the United States is to the government of the State. The N. A. R. D. is the mother

The Boss—"Wake up now, Jimmy, and lend a hand with the inventory."

and father and the uncles and aunts of our locals and when old smoky Pittsburg bows to the sovereignty of a higher power I believe every association in the country will do the same. Do you know we have the strongest and solidest bunch in the realm. Well, that's right, we haven't a dissenting voice that you can hear without an ear trumpet. We're as strong as the Rock of Gibraltar and a half. If you want an idea of how strong we are, just think of that immovable body being shattered to smithereens by an irresistible Sunny Jim, and then multply the I. S. J. by five, and yet with all our solidity, with all our unanimousness, what could we do without the national? Not a substantial thing.

Yes, we might have boat excursions; we might have euchres, we might even hold meetings and move, and second, and resolute till Hades became a mass of congealed H_2O, but without the backing of our fellows, the country over, we could avail nothing.

"I believe I am a cutter at heart. I know if it wasn't for our associations, and if Thomas, Richard and Henry were selling goods for seven cents a wheelbarrow load and could buy everything they wanted, I would more than likely be one of them things myself. But so long as the N. A. R. D. is climbing toward the top of the pile, I and all others of the order of the quality of the dope will stay good, for the sake of peace, good will and the slippery coin.

"I am in a position to cut prices to as good advantage as anyone. With a large chain of stores, we buy in jobbing quantities, and buy right, but there's too much in life to waste all your time and energy watching your neighbor, to see if he is selling pills for two bits a million less than you are."

POISON LABEL VIOLATIONS.

The New York State Board of Pharmacy now has several cases pending against the proprietors of paint shops to recover penalties for failure to affix a proper label to poisons. H. A. Herold, counsel for the board, said:

"Although the legislature, years ago, provided against people selling oxalic acid, carbolic acid and other poisons, without affixing a label containing the name of the article sold, the word 'poison' and the seller's name and address, all printed in red ink, still a great many people sell such articles without complying with the law. They thus lay themselves open either to a criminal prosecution for a misdemeanor, or a civil action for a penalty of $25, for each violation.

EXAMS. FOR PANAMA SERVICE.

Dates have been announced for the examinations of those who wish to become pharmacists and trained nurses in the government's Panama service. The examinations in Greater New York were held yesterday, in the General Post Office of Brooklyn. The subjects and weights of the examination were as follows: Letter writing, 5; chemistry, 15; pharmacy, 40; materia medica, 15, and practical experience, 25. The salaries are $900, $1,000 and $1,200.

SET THE PRESS RIGHT.

Representative Druggists Explain "Substitution Raids."

RECENT SENSATIONAL STORY IS DISCUSSED, THE PHARMACIST'S SIDE IS PRESENTED, THE ANIMUS BEHIND SUCH CRUSADES IS LAID BARE, AND THE YARN'S WOEFUL LACK OF TRUTH IS EMPHASIZED.

A joint committee, representing all the local associations, called on the business manager of the New York Journal, last Thursday afternoon, in regard to a recent article in that paper accusing the druggists of wholesale substitution and adulteration. After a conference lasting over an hour, Mr. Brown, who represented the Journal, admitted that he had learned something about the druggists' side of the case, and stated his intention of laying the matter before the editorial department.

The party of representative pharmacists comprised Peter Diamond, Dr. William Muir, Dr. George C. Diekman, Joseph Weinstein, Dr. Wm. C. Alpers, Thomas Latham and A. Bakst.

Mr. Diamond began by reading a statement which set forth clearly the whole question of what is legitimate substitution and what is not. So-called "patent medicines" or proprietary remedies, he told the Journal representative, are advertised to cure every imaginable ill "from an ingrowing nail to a tumor," and this without any examination of the patient whatever. The pharmacist, on the contrary, puts up his own preparations with the idea of guaranteeing each one for the cure of one specific thing only. He can be held responsible for what he sells under his own label.

DEFENSE OF DRUGGISTS' OWN.

It is therefore perfectly legitimate, and not harmful to the public, said Mr. Diamond, for a druggist to attempt to substitute his own preparation for the much advertised one that is called for; especially as he makes more money on articles of his own manufacture. It is merely a matter of business with him.

The question of patented chemicals was next discussed by the speaker. It was the height of injustice, he said, that foreign manufacturers should be able to patent a chemical process in this country and thus secure a monopoly, something which they could not do in any other country. Such a process is necessarily patented under a popular name. The identical chemical is manufactured by American houses under its chemical name. Hence, if a pharmacist, in filling a prescription calling, say, for phenacetine, uses something which is chemically identical with it, but sold under a different name, he is immediately pounced upon by the monopoly and branded as an adulterator, although, morally and actually, he may have been filling the prescription with accuracy and good faith.

FOREIGN PATENTEES ARE SCORED.

These foreign manufacturers, Mr. Diamond charged, are the instigators of all the "crusades" against so-called adulteration. It is to their interest to deceive the public, who are the ultimate victims of the extortionate prices charged by the monopoly. To remedy these evils was the object of the Mann bill, which should receive the support of the daily press. Mr. Diamond then called on Dr. Diekman, as chairman of the Adulteration Committee of the State Board of Pharmacy, to give some facts as to the real conditions.

"What the Board of Pharmacy considers a violation," said Dr. Diekman, "is the failure to comply with the United States Pharmacopœia. For instance, if a man's camphorated oil falls two per cent. below U. S. P., that is technically a violation. But, at the same time, it isn't a violation that would endanger the public health. Such violations constitute the majority of the cases in which we impose fines. As a matter of fact, our records show that ninety per cent. of the pharmacists in this city keep their drugs up to standard—common household drugs, I mean, for over patent medicines we have no jurisdiction.

"I wish to state unqualifiedly that it is my belief that the public in this city are getting better drugs to-day than in any other city in the country. Your reporter quoted me correctly in regard to what I said about running down adulterators. But he left out the explanation I gave him."

"In other words," said Mr. Brown, "he used just what he needed for his story, and no more." Dr. Diekman agreed.

THE REPORTER'S INSTRUCTIONS.

Mr. Brown explained that the reporter was sent to work merely on the "news clue" that the Board of Pharmacy had flooded the city with inspectors. He was promptly assured by Dr. Diekman that no "raid" of any kind had been started, and that no more than the usual number of inspectors were employed to collect samples.

Dr. Alpers denounced the article in question as a pack of lies. He said:

"This is a case of the tail wagging the dog. The reporter took one item out of the annual report of the State Board of Pharmacy, and on that hung his interview with Dr. Diekman. Now, he quoted 'a prominent pharmacist' as saying that only ten per cent. of the druggists are honest. Who is that prominent pharmacist? Give us his name. There is no reason why he should not be prosecuted for slander, for he has done incalculable harm to our profession."

"A prominent pharmacist whose name is withheld at his request," Mr. Brown read from the clipping.

From the question of disciplining the reporter who misrepresented the interview with Dr. Diekman, the discussion branched off to the Mann bill and the injustice which it was intended to abolish. Mr Brown suggested that some pharmacist bring suit against one of these manufacturers for the purpose of testing the patents and giving the matter a public airing. He was reminded, however, that suits often take years to decide.

In conclusion, Mr. Diamond asked that the Journal use the influence of its editorial page to set right the bad impressions caused by the publication of the article referred to. Mr. Brown agreed to send a reporter to the meeting of the Pharmaceutical Association, on Monday night, at which Dr. Alpers would read a paper, setting forth the situation.

W. S. ROCKEY EXONERATED.

Complaint of Beecham's Pill Company Dismissed.

PROCEEDINGS DROPPED ON REQUEST OF GEORGE GORDON BATTLE.—NO EVIDENCE OF VIOLATION.—MR. ROCKEY MAKES A STATEMENT.

Walter S. Rockey, the druggist with stores at Eighth avenue and Thirty-fourth street, and Ninth avenue and Forty-second street, was dismissed from the custody of his counsel, by Magistrate Barlow, in the Yorkville police court, on Friday.

Mr. Rockey, who, as stated in The Era of October 13, was arraigned on October 6, before the same magistrate, on complaint of attorneys for Thomas Beecham, who charged him with selling spurious Beecham's Pills. He was subsequently paroled in the custody of his counsel, Frederick H. Kellogg, and now, at the instance of George Gordon Battle, attorney for Mr. Beecham, the proceedings are dropped.

Mr. Battle stated in his affidavit upon which the release was granted, that he is acquainted with all the facts in the case, among them that Mr. Rockey is the proprietor of two large stores, and was an innocent purchaser of the goods in dispute; also that there was no conclusive evidence of a violation of the statutory trade-mark law. He further deposed that his action was entirely voluntary, and that no consideration had been given or received to cause the dismissal of the original complaint.

Mr. Rockey's defense was that he was but an innocent party to the affair, and that he had been selected as a scapegoat, since it was admitted in court that the fake pills had flooded the American market, and that some were found among the lots sold by reputable wholesalers.

Mr. Rockey said: "Mr. Battle's action is not a surprise to me. Indeed, I expected it earlier. Perhaps the near approach of the trial of the case had something to do with it. The policy all along in my case has been 'postponement.' Indeed, I have been assured that it would never come to trial. Though I would have liked the public vindication that I would have assuredly received by an acquittal before a court of record, still the vindictive policy of the daily papers would doubtless result in much harmful publicity, the distinction between the guilty and the innocent not being clearly drawn. I have no sympathy with imitators, and was guilty only of misplaced confidence in the distributers of the goods, who offered them at a price not low enough to awaken my suspicions. The prosecution admitted that in outward appearance the 'fakes' were fac similes of the original, and even the manufacturer hesitated when identifying the questionable goods without comparison."

Simeon B. Minden, Manville Thomas, Charles Horn and Charles F. Risley were held for trial in the court of special sessions. The first two are charged with manufacturing and selling the imitation pills; Horn is accused as an accessory, and Risley as a distributer. Mr. Battle hopes to bring these cases to trial this week.

MERRY DANCE OF THE G. A. S.

More than the usual amount of hearty good nature and enjoyment marked the fifty-fourth anniversary and ball of the German Apothecaries' Society, which was attended by nearly three hundred people, last Thursday night. It was a strictly Deutscher Apotheker occasion.

At eleven o'clock the ball was opened with a grand march, led by President and Mrs. Imhof, after which dancing began in earnest. The costumes and the ladies were extremely pretty and captivating, so that the men joyfully waltzed themselves out of breath.

Among the spectators of the whirling throng was Gustav Ramsperger, the honored Honorary President of the society. He is the only surviving founder and his presence at the fifty-fourth anniversary was an eloquent tribute to the stability and excellence of the organization.

Supper was served at about 1.30, and the merriment went on. A temporary silence was secured for President Imhof, who made a few remarks. The traditional chorus of "Lang soll er leben" was swelled by every throat. Emil Roller was also seen to make a short speech.

Dancing was resumed shortly after three a. m., and continued until five. Although the ball was over at that time, many stayed another hour to chat and drink wine.

The entertainment committee was as follows: S. V. B. Swann, chairman; August Diehl, B. R. Dauscha, R. S. Lehman, George Leinecker. These, with the addition of Hugo Kantrowitz, were also the floor managers. Music was furnished by Lederhaus' orchestra.

MYSTERY OF M. H. LOVE CO.

If anybody has ever seen the man who pays the bills for the M. H. Love Drug Co., of Norfolk, Va., F. W. Babcock, an attorney of New Haven, Conn., would like to know it. He tried to collect a claim for $9 against the Love Co., who were supposed to be wholesale druggists, of Norfolk. In reply to a letter from Mr. Babcock, a prominent wholesale firm of that city stated that they had several inquiries about the Love Drug Co., but they did not know of any such concern.

John A. Baecher, a Norfolk lawyer, who tried to collect the claim, writes that he "called at defendant's place of business, but could get no satisfaction." The person in charge, he says, absolutely refused to give any information, saying that he knew nothing about claims against the company, and that the proprietor was sick and could not be seen. He even refused to tell where the proprietor lived. This lawyer examined the public records, and did not find any such firm incorporated. He returned the claim to Mr. Babcock as being uncollectable.

ONE COMPANY BARS CUTTERS.

The Paris Medicine Co. is out with a statement to every retail dealer in the United States, that they will not be allowed to sell Laxative Bromo Quinine for less than twenty-five cents a box. The proprietors assert that they will not supply cutters with the goods, nor allow jobbers to.

MANHATTAN PH.A. ON RECORD.

Dr. Alpers Reviews Substitution in All Its Phases.

HIS PAPER IS ACCEPTED AS THE SENTIMENTS OF THE ASSOCIATION.—GRIEVOUS FAULTS ARE LAID BARE.—A NEWSPAPER PROMISES TO SUPPORT MANN BILL.—QUESTION OF N. A. R. D. AFFILIATION DISCUSSED AND LAID ON THE TABLE.

Vindication in the sanctum of the daily press; such was the achievement in behalf of pharmacy which was reported last Monday night before the Manhattan Ph. A. This was the principal business, excepting N. A. R. D. organization, taken up in the association's regular monthly meeting at the College of Pharmacy.

Mr. Latham, of the press committee, told of the interview with the New York Journal editors, last Thursday, when that newspaper's accounts of substitution and other crimes were discussed. Dr. Alpers, who presided in the absence of the president, took the floor to read a paper, which he thought represented the views of the association, and if so, it might be adopted, so that the Manhattan could go on record once for all as to the question of substitution. The paper he read was a brief from the pharmacist's side, and its forceful presentation of the case was heartily indorsed by all the members present.

There were three classes of goods, Dr. Alpers said, in which substitution might be practised: (1) in drugs and chemicals named in the United States Pharmacopœia; (2) in proprietary articles; (3) in synthetic remedies, protected by patents or trade marks. Any druggist who practised substitution in the first class, he said, must be denounced as a scoundrel; and to buy and sell inferior chemicals, using them in prescriptions that called for something else, was a crime. And the general sentiment in the profession, he declared, was that these black sheep should be detected, punished, and driven out of business.

The practice, though, took another aspect as to proprietary articles, the speaker went on to say, and he described the patent medicine manufacturer as one who never diagnosed, who never even saw a patient, but advertised sure cures of many things, with the sole object of marketing

The Boss—"That's what you get for taking a lazy man's load."

his stuff. But patents were adverse in every respect to the interests of pharmacists, as well as of physicians, not to mention the public. "Are we then justified in offering our own preparations?" demanded Dr. Alpers, which question he dismissed as one of policy only, and not of morality. But, personally, he condemned the custom as bad business. The druggist should cheerfully sell what was asked for, and so build up a name for honesty and reliability.

DR. ALPERS SCORES PATENTS.

In the third class, of synthetic chemicals, Dr. Alpers described the unique position of foreign manufacturers who enrich themselves by their American trade, through our patent laws giving them a monopoly which they cannot enjoy elsewhere, even in their own country. Such laws, he said, checked enterprise, as when a chemist might find a better process of manufacture, besides drawing from this country vast sums of money without benefit to its citizens. A British jobber had offered him phenacetine at seventy cents a pound, but the law compelled him to buy it of the American distributor at $16 a pound. But, supposing a druggist used phenacetine not bought from the American distributor, could he then be accused of substituting? Was he not employing the identical chemical called for in the prescription? This was the question submitted to the newspaper already mentioned. Yet the crusades, instigated by this manufacturer, he said, had confounded both newspapers and public with the idea that druggists were everywhere guilty of the crime of substitution. In conclusion, amid an outburst of applause, Dr. Alpers urged that all unite to bring about the passage of the Mann bill.

Mr. Weinstein stated that he came from the newspaper interview with the impression that they would see no more such stories about substitution.

On motion of Mr. Hitchcock, the paper was adopted for the records of the association, and Dr. Alpers was heartily thanked. Copies are to be sent to the daily press and to the pharmaceutical and medical press. Members who wish to distribute the same will be enabled to purchase them by the hundred.

MR. DIAMOND AND THE JOURNAL.

Peter Diamond, president of the N. Y. R. D. A., who attended the meeting as a guest, had had a number of interviews with New York Journal representatives, and he described how courteously he had been treated, and how, after understanding the question, the Journal editors had promised him the paper's support of the Mann bill, beginning with an editorial during the week. As an earnest of their intention, they had sent a reporter to the Manhattan meeting.

A communication from the legislative committee of the N. A. R. D. was read by Secretary Swann, in which was urged that resolutions be passed and sent to senators at once, pointing out to them the reasons why the Mann bill should become a law. The association decided that Dr. Alper's paper be sent to the New York senators, and on recommendation of Mr. Smith, it was moved that all members be advised by postal card to write the two senators. Mr. Weinstein quoted Dr. Hugo Schweitzer, of the Farbenfabriken of Elberfeld Co., as asserting that the Mann bill will never be passed. Mr. Weinstein repeated this as a sample of the complacent insolence of this powerful foreign concern.

AS TO N. A. R. D. AFFILIATION.

The N. A. R. D. matter was taken up with Secretary Swann's reading of the conference committee's report, wherein the associations were recommended to affiliate with the national organization. Mr. Hitchcock, who was opposed to affiliation, moved that the report be "received"; at the same time he stipulated that this should not mean "adoption." His motion was carried.

The question later aroused considerable discussion, when Dr. William C. Anderson, of the Kings County Ph. S., was requested to address the meeting. The visitor, after being greeted with applause, said that the N. A. R. D. work was progressing nicely, but he was disappointed that all the associations had not carried out the conference recommendations as to affiliation. Though the Manhattan had recommended members to join individually, yet the N. A. R. D., did not have individual members. Individuals, then, had no standing in the national association in return for their dues, and would do the Manhattan no good either, unless the Manhattan were affiliated. He believed that the Manhattan ought to join with the other associations, and not leave its members to be districted by the N. A. R. D.

Mr. Bakst thereupon enthusiastically moved that the Manhattan affiliate with the N. A. R. D., and later he defended his motion with great earnestness. Mr. Hitchcock demanded to know if the association's recommendation to members to join individually would not have to be reconsidered first. Dr. Alpers decided in the negative, the two motions not being contradictory, but he thought it awkward that the recommendation had been made at the former meeting. This, though, had been done only at the solicitation of Mr. Duble.

Mr. Erb here observed that Dr. Anderson in a few minutes had thrown more light on the N. A. R. D. than Mr. Duble had as yet been able to do at all.

Mr. Duble not being present, Mr. Lincoln, an N. A. R. D. organizer, said that at first Mr. Duble had asked for moral support, with the idea of districting the city, but as there developed feeling against such districting, he later favored affiliation.

Mr. Pringle argued that the Manhattan had everything to gain and nothing to lose. But Mr. Hitchcock opposed affiliation, because the Manhattan had once before received a black eye in such a movement, and though he himself supported the N. A. R. D., yet he did not wish the Manhattan to again take the risk of failure. "What," he asked, "was to become of non-association druggists who joined the N. A. R. D.?" To this Dr. Anderson replied that such outsiders would pledge themselves to join one of the old-line organizations also, provided it was affiliated. Thus, instead of weakening the local bodies, the N. A. R. D. affiliation would only strengthen them. The matter ended with a motion by Mr. Hitchcock to lay the question on the table, which was carried.

STATE SHOULD GET FINES.

Medical Society's Prosecutions Against Druggists Said to be Unconstitutional.

The law which gives the County Medical Society the fines imposed upon persons prosecuted by its agents is unconstitutional, according to Charles L. Hoffman, a lawyer, of 320 Broadway. He has applied to have the case of his client, Louis Berdy, druggist at 1594 Madison avenue, taken to the Supreme Court for a decision on the constitutionality of the law.

Mr. Berdy was originally held in a police court on the charge of what is generally known as "counter prescribing." It appeared that two women agents of the County Medical Society had on different days called at Berdy's drug store, and said they were ill. In each case the druggist had recommended and sold some medicine. Mr. Berdy's case was sent to Special Sessions.

For such offenses the fine is $500 for the first time and $1,000 for the second time. All the money so collected goes to the society.

Mr. Hoffman has now moved that the case be transferred to the Court of General Sessions on the ground that a question of the constitutionality of a law should go before a higher court. He claims that the Court of Appeals has already decided that the law which gives such rights as those possessed by the County Medical Society is unconstitutional.

"As the law stands to-day," said Mr. Hoffman to an Era reporter, "any society at all can send out its agents and collect fines. These fines are the property of the State, and should go to the State. They constitute the punishments provided by law and are collected through the medium of the courts. To give these fines to a private corporation is absurd. Just imagine how profitable it is for a society to send out agents and get these fat fines.

"The County Medical Society," continued Mr. Hoffman, "has been going too far. A druggist has just as much right to recommend his goods as a grocer, or a hatter, or a hardware dealer. If he can't tell his customers that this medicine is good for a cold, and that for dyspepsia, then he may as well quit, and shut up shop.

"I believe this is a big question, in which every druggist in the city is interested, and I think they should all stand together; one man cannot carry on the whole fight."

The pharmacy law, which gives a part of the fines collected by the board to the New York and Brooklyn colleges, Mr. Hoffman also declares, is unconstitutional. The decision on the question, he says, will be of far-reaching importance.

REGISTER YOUR STORE.

Applications for the renewal of store licenses have been coming in so rapidly that Clerk DeLacey is kept busy piling up the "yellows" and sorting out the fifty-seven varieties of money that come in as license fees. Druggists have scarcely two weeks remaining in which to send in their applications to the Board of Pharmacy. Do it now, they are advised.

LIGHT ON CONFERENCE PLAN.

Its Interpretation by the Kings Co. Ph. S. Is Explained.

Since the Kings County Ph. S. has voted to affiliate with the N. A. R. D. as a body, under the plan of the joint conference committee, there are many in Manhattan who ask if the Kings County means by such action to be responsible to the N. A. R. D. for its members. Others wish to know if the Kings County does not by such action bind itself to the N. A. R. D. beyond any further control over its own local policy. Some believe that the Society has done this, though the sense of its meeting last week was exactly the opposite. In the same connection there appears a startling latitude in the manner of interpreting the plan adopted by the joint conference. For while the New York Retail Druggists Association and the Kings County Ph. S. both have affiliated as a body with the N. A. R. D., the German Apothecaries' Society and the Manhattan Ph. A. so far have gone no further than to recommend their members individually to join.

"I don't see," said Dr. Anderson, when asked about these difficulties, "how the organization movement can be a success unless the old line associations do come in as affiliated bodies. The plan embodies the idea of subsequent questions being settled through the joint conference committee, but how can an association that is not affiliated have any represenation on the conference committee? How can it do work through the N. A. R. D., not being a part of the N. A. R. D.? Recommending its members to join the national association, that seems to me to be only begging the question, and a way to evade actual affiliation."

INDORSEMENT OR AFFILIATION?

As to the interpretation of the conference plan of organization, whether it meant recommendation to individual members to join or local associations to affiliate, Dr. Anderson defended the view of the Kings County by merely quoting from the plan itself:

"That the delegates of this conference recommend to their associations that they affiliate with and endorse the N. A. R. D.," etc.

"If this is really the meaning," said more than one member of the Manhattan Association, "then we shall oppose the adoption of the report. At least, we do not wish to affiliate as an association. We do not want to tie ourselves in any such manner."

This objection being referred to Dr. Anderson, he mentioned the determination of Kings County to control its own local affairs, as expressed so forcibly at its last meeting, and stated that the plan of the conference in no way meant that an old line association by affiliation was surrendering itself bound and gagged. Greater New York questions would simply be settled by the old line associations, with the conference committee as a medium. The conference plan also answered the question as to whether the affiliated societies made themselves responsible to the N. A. R. D. for dues.

NOT RESPONSIBLE FOR DUES.

"As provided for by our resolution," said Dr. Anderson, "we are sending out circulars to each of our members, advising them that the Kings County has affiliated. Then they will expect the N. A. R. D. collectors, and pay $6.50 each as dues to the N. A. R. D. But whether they do this or not, their standing in the Kings County is in no way affected. The Kings County's representation in the N. A. R. D. simply depends on the number of its members who are also members of the N. A. R. D. But the Kings County is not responsible for them to the N. A. R. D."

Dr. Anderson referred to an objection often made, that many do not wish to join the N. A. R. D., to sign contracts, or otherwise to bind themselves, for fear of a neighbor who does not sign or in no other way restricts his competition. "This consideration," said Dr. Anderson, "appears to be the one serious question over which many will hesitate. But I think I shall ask the conference at its next meeting to discuss a solution, such as an agreement that no contract will go into effect until the conference decides that enough have signed the contract to make it a success. In this way those who really want to support the plan would not be deterred from signing, and we would know who are opposed to the plan. Then, before putting the plan into effect, we could make a final effort through wholesalers to bring pressure on those retailers who still hold out."

BIG MERGER NOT A FACT.

Squibb and P. & W.-Rosengarten Combine Still a Rumor Only.

As deep a mystery as ever surrounds the rumor of the merger between E. R. Squibb & Sons and the Powers-Weightman-Rosengarten Company. Positive denials were made by both H. B. Rosengarten and Dr. Charles F. Squibb, but the report is still the topic of conversation throughout the trade. Theodore Weicker, who is at present in Stamford, Conn., was asked to make a statement, but up to the time The Era went to press no reply had been received.

Dr. Charles F. Squibb, when seen on Monday, denied that Theodore Weicker had even secured any interest in the Squibb business.

"I can readily understand how the rumor of such a merger as you printed would get around," said Dr. Squibb. "The interests of the Powers & Weightman Co., Rosengarten & Sons and E. R. Squibb & Sons have always been very much alike. P. & W. and Rosengarten & Sons should have consolidated long ago; so that a rumor of our consolidating with P.-W. & R. would certainly be very plausible.

"What Mr. Weicker's plans are I have no means of knowing. He may have been contemplating a big deal of that kind, because Mr. Weicker is the kind of man to do big things; and he can't keep away from the chemical trade. But all these rumors are mere idle gossip and should be treated as such. They hurt nobody."

Dr. Squibb refused to say whether Mr. Weicker had made any overtures on the question of securing an interest in the Squibb business.

H. B. Rosengarten, president of the Powers-Weightman-Rosengarten Company, stated that there was "no foundation whatever" for the rumor.

MR. ROSENGARTEN DENIES.

Philadelphia, Jan. 16.—Another rumor, touching great things in the trade, is denied here. It was reported with some persistency that the recently-formed combination of the Weightman and Rosengarten interests would soon combine with the Squibb interests, and that negotiations with this end in view were under way. When told about this disposition of his vast business, to-day, Mr. Rosengarten said:

"This information is the first I have had that I was about to be absorbed. You can say emphatically that there is no truth in the report. There have been no negotiations looking to association with the Squibb interests, or with any other, and there is no reason for anyone to say that there ever will be any deal for a combination of the Weightman-Rosengarten concern with any others. The report is absolutely without any foundation, in fact, and I would be glad to have you deny it."

RAILROAD RATES TO BUYERS.

The Southern Pacific Railway has announced to The Merchants' Association, of New York that it will put in effect an individual special rate from Texas to New York, for the spring buying season. The special merchants' fare of one and one-third for the round trip over the Southern Pacific system, in Texas, will be in effect on February 11-15, inclusive, and March 4-7, inclusive, via the New Orleans gateway, on the certificate plan. The return limit on the certificates will be thirty days from date of issuance. The Southern Pacific Company has also agreed to make the same reduced rate from points reached by its system in Texas, in connection with water trip to New York from New Orleans, on the Southern Pacific passenger steamships. The special fare of one and one-third by rail and steamer also covers meals and stateroom while on board the boat. On Friday, of this week, the association will send to Texas merchants the circular giving full particulars of the rates, routes, dates, etc.

The Boss—"I erned it by hash'd drawed the water off the phosphorus."

FREDERICK TRAU,
Librarian of the German Apothecaries' Society.

WOULD STOP OPIUM TRADE.

Reform Bureau Hopes to Save China From the Drug.

Representatives of the International Reform Bureau announce that they will renew agitation for the abrogation of the treaty between England and China, by which China gave formal consent to the importation of opium from East India. The reform association promises the co-operation of a large number of the missionary societies of America and other nations. The first move, it is understood, will be to place the matter before Secretary Hay, with the hope that he may intimate to Great Britain that the abrogation of the treaty would be a pleasing act to this nation.

More than sixty years ago, China made an effort, and has since repeated it, to induce England to prevent the importation of opium, on the theory that the use of the drug was a curse to the Chinese, threatening their moral and physical future well being. England promptly refused to make the desired change, insisting that the Chinese simply wanted to protect the opium made in China, and get from it a large revenue for the government. There was some fighting over the subject, and the English won, securing by treaty the right to send opium to China from India.

The opium trade in China is a large commercial proposition for India. The suppression of the traffic would rob India of a vast revenue that would otherwise have to be raised by taxation on a people already overburdened.

MEETINGS OF THE CHEMISTS.

At the next meeting of the New York Section of the Society of Chemical Industry, January 20, at the Chemists' Club, papers will be read by Alan A. Claflin, on "Quick Process of Tanning of Sole Leather"; Edward C. Worden and John Motion, on "The Preparation of Volumetric Solutions"; Martin L. Griffin, on "Standard Methods of Sampling."

Members of the section will hold the usual informal dinner before the meeting at the café of the Hotel Savoy, Fifth avenue and Fifty-ninth street, at 6.30 p. m. Visitors are invited. The charge for the dinner is $1.00.

Preliminary notice is already out for the next annual meeting of the Society, which is to be in London during the second week of July. The provisional program has been arranged, as follows:

First week in London: Annual meeting, address of the president, William H. Nichols, excursions and visits in and around London. Second week: Visits to places of industrial and historical interest in England. Guests in charge of Provincial Committee. These visits will be so timed that the whole party would finally meet in Glasgow, where the Scottish Section would take care of the visitors, and where the meeting would terminate.

NEW COURSES AT N. Y. C. P.

The New York College of Pharmacy (Columbia University) announces the establishment of three courses, to begin with the present session. They will be known as the College Course, University Course and Graduate Course.

The first will correspond with the two-year undergraduate course, heretofore given. The second will consist of two full academic years, leading to the degree of pharmaceutical chemist. Candidates for this course must have a credit of forty-eight Regents' counts, or twelve Columbia counts.

The Graduate Course will remain the same as the previous "Pos.-Graduate" until the close of the season 1906-7, after which it will be open only to Ph. C.'s of the University Course, or to graduates of equal rank from other colleges.

CLERK HELD UP BY FOOTPADS.

Christian Frank, head clerk at Cameron, Sawdon & Driver's, Sixth avenue and Thirty-seventh street, was held up at Seventh avenue and Thirty-fifth street, by two men early Monday morning. Mr. Frank had closed the store and was on his way home when he was approached by a negro, who asked for a match. Then a confederate appeared, and the clerk yelled "police!" The thugs got no money, but left a black eye in their hurry to escape.

NEW YORK NOTES.

—Professor John Uri Lloyd, accompanied by Mrs. Lloyd, was in town a few days ago, and was the guest of Col. E. W. Fitch at luncheon, at the Drug Trade Club.

—Otto Alexander, a former treasurer and popular member of the German Apothecaries' Society, died last Saturday of apoplexy, at the age of seventy years. The funeral took place from the home of his son-in-law, Lexington avenue and Eighty-second street.

—Colonel E. W. Fitch, manager of the New York branch of Parke, Davis & Co., gave his annual dinner to the fourteen executives of the house, on Friday, January 13, at the Hotel Astor. In spite of the day and date, and the fact that the Thirteen Club was dining in the ball room, a most enjoyable time was reported.

—The Hass Pharmacy, of New York City, has been incorporated, with a capital of $50,000. The incorporators and directors are F. Rudd, J. N. Blair and L. F. Staar, all of New York City.

WHEN MUSIC IS A DRUG.

Fantastic Proposition in Therapeutics for the Trade to Consider.

There is an organization called the National Society of Musical Therapeutics, and it met one evening last week, at 180 W. Fifty-ninth street. The healing power of music was either the fad of the evening, or the weighty issue at stake, according as one has the fancy to regard this new phase of so-called freak ideas.

Miss Eva Augusta Vescelius, the founder and president of the society, gave a brief address in which she described music as "a potent factor in the healing art," and then Dr. Francis S. Kennedy, of Brooklyn, lectured on "Music as a Medicine," illustrating his talk with charts showing the effect of various kinds of music on the pulse and temperature. He spoke of music as a sleep producer, and The Sun's account of the meeting mentions as an example two old ladies who slumbered peacefully throughout the entire lecture.

A PHYSICIAN'S STORY.

The doctor said that a fellow physician had recently told him of a wonderful musical cure.

"A commercial traveler came into my friend's office," said the doctor, "and complained that he was entirely used up, and feared he could not get home. He asked for some kind of a tonic. The doctor told him to rest for a moment before being examined, and then sat down to the piano and played several stirring marches. The result was that the bright, muscle moving pieces so revived the drummer that he jumped up and said that he felt all right and would go home without waiting for the drug."

The doctor went on to tell of experiments performed on trained nurses and school teachers. He said:

"The patient first listened to 'Solveig's Song' by Grieg, and the pulse went from 60 to 80. Then came 'Traeumerei,' and the pulse dropped to 64. Next followed the 'Invitation to the Dance,' the pulse going to 80 and dropping at the close to 68. The 'Oberon' was played and the pulse jumped to 80. A Grieg nocturne followed and the pulse responded by dropping to 64."

RESPIRATION AFFECTED.

Similar phenomena were noted in the respiration of the subject, and the doctor drew the conclusion that music may be used as a stimulant or sedative. One subject whose pulse refused to respond to the dance music, and even suffered a drop when it was played, was found to belong to a church which forbids dancing. He had never learned the art.

At the close of the lecture Mrs. Mary Gregory Murray played various selections, grave and gay, to try the effect on the audience. The first stirring march awoke the two old ladies, but they promptly fell off again during the "Slumber Song," and the illustration was complete.

A line of such therapeutics, it is proposed, should be carried by all druggists. The remedies, presumably, would take the form of eight-ounce music boxes, or larger, either patent or non-secret, with either the names of selections and composers

published on the label as the formula, or else kept away back in the comfortable dark. To prevent price demoralization the source of supply—that is, the musicians who are tapped for a song or "piece"—would be put on the serial numbering plan, each particular song or piece, or other "crime" issuing from him having its own identification, like a subject for the Bertillon system. But so far the proprietors, with their customary shrewdness, have not made known any connection they may have with the National Society of Musical Therapeutics. This is regarded as only another striking proof of their consummate guile.

RAINES LAW AND DRUGGISTS.

Amendment Is Proposed for Stringent Regulation of Liquor Selling.

Albany, Jan. 16. Comment here is largely concerned with the proposed amendments to the Raines law, particularly one that concerns the druggist. The amendment which Majority Leader Raines in the Senate has formulated was the subject of conferences among the members of the Excise Committees of both Senate and Assembly. Mr. Plank and Senator Raines went over the subject thoroughly, and Senator Raines also held a conference with Gov Higgins and Lieut.-Gov. Bruce.

The drug store amendment to the present law is, it is said, almost certain to be added to the statute books, whatever happens to the rest. That amendment will provide much more stringent regulations for the sale of liquor in drug stores. It is claimed that not only is the drug store holding a license permitted many more licenses under the present law than it is justly entitled to, but that, owing largely, it is believed to the laxity of the present law, many druggists have been selling alcohol without right.

FOR A COLLEGE AT SYRACUSE.

Syracuse, Jan. 17.—There is a strong probability that a college of pharmacy will be added to Syracuse University to meet a demand which has been steadily growing since the pre-requisite law went into effect. The requirement that every licensed pharmacist must be a college graduate was strongly opposed by many of the druggists in this part of the State on the ground that they could not afford to pay the salaries that would be made necessary by the new law. This opposition has not died out, and druggists from this part of the State may make a fight at the next meeting of the New York State Pharmaceutical Association to put the association on record as in favor of the repeal of the law.

If this is not successful the Syracuse and other drug associations in Central New York, it is declared, will endeavor to persuade the authorities of Syracuse University to establish a college of phramacy. It is thought that it will be only necessary to prove that there will be students enough to pay expenses.

On the other hand many clerks favor the new law on the ground that it has already increased salaries and will probably continue to do so.

CIGAR STORES UP-STATE.

Signs Point to the Invasion of Syracuse by the United Company.

Syracuse, Jan. 17.—Thus far the United Cigar Stores Company, said to be a branch of the Tobacco Trust, has kept out of this city. But from recent developments it may be here soon, if it is not already, under a different name. Syracuse is the home of the Whelan brothers, who have been great factors in the tobacco business for the past few years. George J. Whelan is president of the United Cigar Stores Company, and his brother, C. A. Whelan, is vice-president. John F. Whelan and Michael J. Whelan up to this time have been owners of the most important stores here, and their influence with their brothers has kept the United Company from invading the city. The latest news, however, is that John F. Whelan has been chosen president of the Royal Company, said to be another branch of the Trust, and that Michael J. has been chosen to manage the mail order department of the United Cigar Stores Company. It is expected that the result of this will be that the United will now rear its many heads in Syracuse. The druggists expect to have this new problem to deal with in a short time.

Another phase of the cigar business is the running of card machines in all the tobacco stores. A druggist does not desire these machines in his store, as it would make the place objectionable to women, who are his chief customers. They have tried several times to make the city authorities enforce the law against gambling machines, but they have been unable to accomplish anything. There are spasmodic simulations of vigor on the part of the authorities, and the machines are ordered out. Only last week this was done, but within a few hours the machines were in again and running as hard as ever. The outlook for the cigar department of the Syracuse druggist is not reckoned as tremendously encouraging.

REGISTERED AT BUFFALO.

Buffalo, Jan. 16.—At the meeting of the Western Branch of the New York State Board of Pharmacy, held at Buffalo, Wednesday, Jan. 11, the following were granted licenses: Pharmacists—Wilber Ray Davis, Buffalo; George William Koerner, Racine, Wis.; John Leffler, Buffalo; Edgar Howard Lincoln, Charles Theodore Mann, Buffalo; John Hiram Rider, Lockport; William Andrew Robison, Frank Whitney Shaw, J. Lee Sherlock, Buffalo; Arthur Martin Wellman, Jamestown; Theodore Floyd Young, Buffalo. Druggists—Rosello Uberto Blackney, Angola; Thomas Duffy, Niagara Falls; Max Himelfarb, Joseph M Podlewski, Alvah Humphrey Radder

BAY STATE NOTES.

—Some fifty employees of Jaynes & Co., the Boston retail druggists, died at the Hotel Essex one Sunday lately, and had a most enjoyable time of it.

The Worcester County Pharmaceutical Association, at its January business meeting, has chosen March 2 as the date of the annual dinner. A committee made up of Walter S Doane, T A. Brennan and Victor Berwell, was appointed on arrangements.

—In a large fire in Chelsea, the theatre, the Academy of Music, and the entire block was destroyed. The pharmacy of Justin S. Bartlett was in the thick of it. The stock was valued at $10,000, insured for $6,500, but there was time to remove a large part of the goods before the fire reached the store. The loss will be considerable, however. Mr. Bartlett is in alderman in his city.

—James O. Jordan, a graduate of the Massachusetts College of Pharmacy, has been appointed inspector of milk and vinegar in Boston. For seven years Mr. Jordan was instructor in the College of Pharmacy, and has been an instructor in chemistry in the Harvard College Medical School.

—Daniel Connor, of Palmer, has begun suit against John Wilson & Co., druggists of that city, for an alleged mistake in selling saltpetre when Rochelle salts were asked for. The druggist replies that Connor had saltpetre in his house before the purchase of the Rochelle salts, and that his error was due to carelessness.

WANTS A LAW FOR PATENTS.

New Hampshire Solon Would Have Formulas on Labels.

Concord, N H., Jan. 16.—For each patent medicine label to tell what is in the bottle, is a matter to be demanded by legislation when next the lawmakers of New Hampshire assemble. It is the same project, by the way, as that agitated in Cuba, and described in the last issue of The Era. In Cuba, moreover, there is a precedent, namely, an old Spanish law, now a dead issue, over the island.

The father of the idea in this state is Joseph D. Malloney, who represents the town of Alstead in the lower branch of the Legislature. He appeared at the annual meeting of the Centre District Medical Society last week, and said he should introduce into the House a bill requiring that the printed formulas of all proprietary or patent medicines be put upon the labels of all bottles, boxes or packages in which they may be offered for sale in New Hampshire. Non-conformance will be attended by severe penalties.

"Gee, what's that?"

FOR SUNDAY SODA WATER.

Relief From Pennsylvania Blue Laws Is Sought by Petition.

Philadelphia, Jan. 16. The opposition to stringent blue laws in this State, and their enforcement, such as those who sell cigars and soda water on Sunday, has crystalized in a petition, now being circulated among druggists and tobacco dealers. The petition will be submitted to the legislature, and relief by the passage of the attached bill is prayed for. The petition follows:

TO THE HONORABLE MEMBERS OF THE SENATE AND HOUSE OF REPRESENTATIVES FOR THE STATE OF PENNSYLVANIA:—

WHEREAS, Your petitioners having seen the evils and oppression created by the enforcement of the Sunday Law in its present form by the Philadelphia Sabbath Association who have periodically prosecuted, before a Magistrate, druggists, cigar and candy dealers only. These same dealers have, in a little over a year, paid thousands of dollars in fines, and

WHEREAS, The said Sabbath Association, by their discriminative actions, have brought about untold misery, degradation and suffering; fines and executions have been imposed on the small dealers, while all large violators have remained unmolested.

WHEREAS, We, the undersigned, therefore pray and petition the Legislature for the State of Pennsylvania, to annul and repeal part of the Act of Assembly, approved the 22d day of April, 1794, and,

WHEREAS, We hereby present an amendment of a reasonable character—the same is embodied in the petition, and,

WHEREAS, By accepting and enacting said amendment into law, your honorable body will bring about a pacific settlement of this much vexed question.

And Your Petitioners will ever pray, etc.

AN ACT

Authorizing the Sale of Certain Articles and the Performance of Certain Labor on the First Day of the Week, commonly called Sunday:—

SECTION 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania, in General Assembly met, and it is hereby enacted by the authority of the same, hereafter it shall be lawful to sell Drugs, Medicines, Soda and Mineral Waters and other harmless and non-intoxicating drinks, Bread, Oysters, Cakes, Pastry, Ice Cream, Candy, Milk, Fruit, Cigars and Tobacco, to prepare, print, and sell Newspapers on the first day of the week, commonly called Sunday.

Provided, That nothing herein contained shall be construed to allow the sale of any non-intoxicant, or other drinks, in any saloon, inn or tavern licensed by law for the sale of intoxicating beverages.

CUT-OFF LISTS IN BALTIMORE.

Baltimore, Jan. 16.—Copies of a new list of cutters, issued by the American Mercantile Agency, of Chicago, have been received here. They contain the names of the retail druggists who pursue cut-rate methods, and the agency announces on marginal notes, that it is prepared to furnish other business information to subscribers. Revised contracts have been sent out by the proprietors, and are being freely signed. Apparently the methods have been changed to meet the altered requirements of the situation, but otherwise the fight against trade demoralization goes on uninterruptedly.

MARYLAND BOARD VACANCY.

Baltimore, January 16.—There will be a vacancy on the State Board of Pharmacy to fill next summer, when the term of David R. Millard, the secretary, expires. The board consists of five persons, two from Baltimore, one from the eastern shore, one from Central Maryland, and one from the western part of the State, and one member is to be elected each year. The first of the original members to go out was Dr. Henkel, of Annapolis, who was succeeded by Ephraim Bacon, of Roland Park, the place thus held by Anne Arundel County going to Baltimore County. Next, Wm. E. Turner, of Cumberland, resigned, to move to Louisville, and H. Lionel Meredith, of Hagerstown, was named to succeed him. Mr. Millard will thus be the third of the board to go out. Who will be appointed to succeed him is not known. So far no name has been mentioned with sufficient distinctness to afford a clue. There is no salary attached to the positions, which are places of honor solely, that confer a certain amount of distinction on the incumbents.

LIQUOR FIGHT IN MICHIGAN.

Lansing, Mich., Jan. 16.—The bitter fight between the druggists and saloon keepers of Marshall has finally reached the State Legislature. A bill has been introduced by Representative Beal of Ann Arbor at the request of the State Board of Pharmacy. Mr. Beal says the bill provides ways and means for the punishment of the violators of the pharmacy law, and particularly for the violation of that part of the law prohibiting the selling of liquor as a beverage by druggists not having a liquor license.

"There is a great deal of this sort of thing going on," said Mr. Beal, "not only in counties where there is a prohibition law, but in other places as well. The bill will permit country stores to do business in drugs by hiring pharmacists as clerks."

MICHIGAN NOTES.

—The druggists of Manistee have agreed that only one store shall be open after 6 p. m., except on Saturday nights. The covenant runs until April 1.

—Lee M. Hutchins, of the Hazeltine & Perkins Drug Co., has been made trustee of the chattel mortgage recently uttered by the Howard & Pearl Drug Co. of St. Joseph. The claims of creditors amount to $8,000; and the inventory will run about $12,000, and the book accounts $2,000.

—Dr. John Jackola, of Hancock, has bought a site at South Range, and in the spring will erect a business block there, opening a drug store in connection with his medical practice. South Range people have depended on Houghton and Hancock for drugs and medicines for years.

—Charles Wright, chemist, of Detroit, has removed to Battle Creek, where he will manufacture toilet articles and extracts.

—Frank Kornejewski, of Seventh street, Grand Rapids, because of misplaced bottles, drank a quantity of ammonia for mineral water. Frantic with pain, he quickly seized a bottle of sweet oil and poured its contents down his throat and saved his life.

—Louis Hoffer, druggist of Grand Rapids, charged with illegal sale of liquor, was acquitted in the short space of ten minutes by a jury in the Superior Court.

—Arthur H. Webber, Cadillac, and secretary of the Michigan Board of Pharmacy, has gone to Los Angeles with his family to spend the winter.

NEW PHARMACY LAW WANTED.

Michigan Clerks' Association and the State Ph. A. Have Two Bills.

Detroit, Jan. 14.—The annual meeting of the Retail Drug Clerks' Association of Michigan was the liveliest in the history of the organization. The election of officers was decidedly spirited, although the contests were all of a friendly character. President George J. Robinson was reelected by a handsome vote, and thanked by the association for his untiring efforts during the past year. In responding President Robinson laughingly remarked that his success was no doubt due to a reinforcement he received just before the election in the way of a ten-pound boy, which is No. 8 to come to the Robinson farm in Highland Park. B. W. Reddick was chosen recording secretary and A. G. Reisterer as financial secretary.

The association has had a very prosperous year, and has added forty-one new members to its roll. The question of a model pharmacy law was discussed, and it was decided to submit a bill before the State Legislature. The committee having the matter in charge reported on what they considered would be satisfactory, and a special meeting will be held Jan. 18 to act on the same. The Michigan State Pharmaceutical Association also has a bill, and there promises to be something doing between them when it comes to the question of influence with the state solons.

The association discussed the appointment of W. E. Collins, of Owosso, as a member of the State Pharmacy Board, and voiced their dissatisfaction. They declare that Gov. Warner will probably hear from both proprietors and clerks at the next election. Detroit has no member on the board, and hasn't had for years. The clerks declare that the pharmacy laws continue to be violated in this city with impunity, and that no effort is being made to put a check on the lawlessness.

MICHIGAN EXAMINATIONS.

Cadillac, Mich., Jan. 10.—The Michigan Board of Pharmacy held a meeting at Ann Arbor, January 3, 4, 5 and 6. There were thirty-eight applicants present for examination for the full registered list, and sixteen for assistant. The following is a list of the successful ones:

Registered pharmacists: Chas. E. Bond, Detroit; Arthur E. Crippen, Brighton; Angus De Kruif, Zeeland; Rudolf E. Fisher, Ann Arbor; Wm. R. Gordon, Wyandotte; Frank M. Gute, Owosso; Murray P. Harner, Buchanan; Chas. F. W. Hanses, Ludington; Harvey A. Hall, Cleveland, Ohio; Geo. A. Matnews, Grand Rapids; W. C. Spring, Marietta; Fare A. West, Croswell; Robert E. Weeks, Augusta; Frank X. Zinger, Detroit.

Assistants: Harry Bennett, Big Rapids; Fred D. Barnum, Cedar Springs; James F. Cain, Detroit; Samuel R. Crabb, Big Rapids; J. Harry Dunbar, Grand Rapids; M. Guillermety, Ann Arbor; Gordon F. Hill, Detroit; Floyd C. Letts, Traverse City; Herman A. Mayer, Ann Arbor; Florence M. Meek, Ann Arbor; Claud C. Owen, Maple Rapids; W. M. C. Scott, Detroit; Stanley Wilson, Yale; Frazer D. Wright, Tecumseh.

POISON BILL IN INDIANA.

Indianapolis, Jan. 14. The fatal poisoning of Miss Crytal Krauss, daughter of a well-known and prosperous druggist of Hartford City, by her stepmother, Mrs. Rae Krauss, has resulted in the drafting by David Hecht, of Evansville, of the Indiana State Board of Pharmacy, of a bill to regulate the sale of poisons. This bill now before the Indiana Legislature will very likely pass, it is thought.

The bill makes it unlawful for any person knowingly to sell to any minor under 16 years of age, except upon the written order of an adult, any of a long list of poisons, including carbolic acid, chloroform, opium, arsenic and morphine.

Of the druggist the bill says: "And before delivery shall be made there shall be recorded in a book the name of the article, the quantity delivered, the purpose for which it is alleged to be used, the date of delivery and the name of the purchaser and of the dispenser."

DRUGGISTS SUED FOR DAMAGES

Jefferson, Ia., Jan. 14.—Mrs. E. R. Lindell has begun suit against the drug stores of the city for $20,000 damages. Her husband was killed by a train some months ago, while in a drunken stupor, and she claims that druggists mentioned in the action were responsible for his death, by selling him the liquor that made him drunk.

DRUGGIST TRAPS ROBBERS.

Chicago, Jan. 14.—It is a good story, that of Frank Dieden, druggist, who trapped two footpads in his basement and stood on the trap door until the police came. At about 9.30, one evening last week, three men entered Mr. Dieden's store at 377 Cleveland avenue, when he happened to be alone. As he came from behind the prescription case, two of the robbers pointed revolvers at him and ordered him to hold up his hands.

At that moment a citizen passing the store saw what was taking place and discharged a revolver to attract the attention of the police. One of the hold-up men ran out of the store, and the other two commanded Dieden to pilot them out of the place through the basement. Once in the basement, the robbers debated as to whether they would kill the druggist.

Dieden groped through the darkness to a secret trap door, which he found, and sprang to the floor above. The door was quickly shut on the two robbers, and there was no escape for them. Two officers captured them there.

The other robber was fired upon by a saloon-keeper across the street from the drug store. He later was arrested at Wells and Division streets, suffering from a bullet wound in the leg.

PRAISES ILLINOIS BOARD OF PH.

Chicago, Jan. 14.—The governor of Illinois, in his last message, pays tribute to the State Board of Pharmacy. The manner in which the affairs of the board are managed, he says, has gained for it the reputation of being the best conducted pharmacy board in the United States. During the year 1904, 5,059 registered pharmacists' certificates were issued, 936 to assistant pharmacists, and 399 to apprentices.

BUSY MEETING OF C. R. D. A.

Trust Cigars, Contract Plans and Other Matters Are Considered.

Chicago, Jan. 14.—The regular quarterly meeting of the C. R. D. A., was held at the Northwestern University building, last Tuesday night. Attendance was large and important work was done. The report of the secretary showed that forty-seven new members had paid their dues and been taken into the association within the last month.

Representatives of the national and local cigar dealers' associations were present, and addressed the meeting, asking for support in their fight against the trust. They advised druggists to push independent goods, and pass out trust brands only when they are specifically asked for.

The report of the aristol committee, made by Chairman John I. Straw, coincided with the conclusions reached by Mr. Avery and Mr. Wooten.

President Avery stated that all but a few of the druggists charged with selling bogus aristol have signed the affidavits required by the Farbenfabriken of Elberfeld Company. The latter will prosecute those who have not signed.

A uniform insurance policy was discussed and held over for future action.

Mr. Schmidt introduced strong resolutions, endorsing the Mann bill. The resolutions were adopted; also resolutions endorsing House Bill 12,646 and Senate Bil 3,984, relative to better rank and pay for naval pharmacists.

On motion of Mr. Bodemann, resolutions were passed, expressing the appreciation of the C. R. D. A., for the Peruna Drug Manufacturing Company, in standing by the druggists, and not waiting for 30,000 signatures before putting its plan into force.

On motion of John I. Straw, the executive board was directed to prepare a financial statement of the association for the year ending April 1, and mail it to every member. On motion of Mr. Wooten, a committee of five was appointed to investigate trade and market conditions and notify the association of impending changes. This plan was cordially endorsed by Captain W. G. Morris and others. Resolutions were passed endorsing contract plan proprietors, thanking them for the measures they have adopted to protect their preparations from price cutters.

A change in the by-laws is proposed whereby the meetings will be held monthly, instead of quarterly. The matter will be decided at the regular meeting in April.

FOR THE SARGENT MEMORIAL.

Chicago, Jan. 14.—Memorial services for the late E. H. Sargent will be held on the afternoon of the 27th, in the Northwestern University assembly hall, under the auspices of the university. Dr. Patterson and W. Bodemann, as a committee, have announced the programme as follows: Music, prayer, remarks by Dr. Hogate, president of N. W. U.; oration by Dr. Mercer, of Cincinnati, for years pastor of Mr. Sargent's Church; remarks by A. E. Ebert, representing A. Ph. A.; remarks by H. Biroth, president of the C. V. D. A.

TOOK ACETANILID FOR SODA.

Louisville, Jan. 14.—The case of Martha Adkins against Charles D. Knoefel, a druggist, both of New Aloany, Ind., for $15,000 damages, alleged to have been inflicted on her health by the alleged substitution of acetanilid for phosphate of soda, went to trial in the Clark Circuit Court, in Jeffersonville, last Wednesday, and promises to be continued until the latter part of this week. On March 2, 1903, Mrs. Adkins alleges that she went to the home of her mother, a short distance back of New Albany, and that the following day, while there, was taken ill. Her mother advised her to take a dose of phosphate of soda, indicating a package which had been procured, she said, at Knoetel's drug store. Mrs. Adkins asserts that she took the drug and became violently ill. A physician was called and asserted that she had taken acetanilid instead of soda. Mrs. Adkins claims her health has been permanently impaired.

UNIFORM BILL OF LADING.

Louisville, Jan. 14.—Theodore Ahrens, president of the Board of Trade, has sent out to all members of that organization, a circular letter, in which all shippers are urged not to sign the proposed new uniform bill of lading, which, he says, deprives the consignor of freight of all claim of recompense for damage or loss. The adoption of the new bill was recently deferred by the railroads until April 1, and the matter is now before the Interstate Commerce Commission.

NOTES FROM LOUISVILLE.

—Charles F. Buschemeyer, of Buschemeyer Bros., has sold his interest in the firm to his brother, Julius E. Buschemeyer, and will retire from business. The firm will continue to be known as Buschemeyer Bros., Henry Buschemeyer retaining his interest.

—The Locke Drug Co., of Barren County, filed incorporation articles this week. It has $10,000 capital stock; the incorporators are W. W. Locke, S. T. Botts and J. B. Honeycutt, of Glasgow, Ky.

—Miss Lillian Baisch has left for Chicago, where she will be married to Edward Dotson, formerly in the drug business in Louisville. He is now connected with the Fuller & Fuller Drug Co., of Chicago. They will reside in Chicago.

Jimmy—"D'ye want these in your inventery?"

BLAMED FOR SUICIDES.

Milwaukee Druggists Held to Account for Poison Sales.

Milwaukee, Jan. 14.—The city health department and the city council are hot after the druggists for laxity in the sale of poisons. But, while both branches of the city government are clamoring for more law, or the enforcement of such law as there is, they are fighting between themselves. The agitation began when a local newspaper commented on the fact that suicides in Milwaukee are averaging one a day, and over half of them are due to carbolic acid. At the last meeting of the city council, Alderman Sherburn Becker introduced an ordinance forbidding the sale of the well-known poisons, except on prescription. Now the city board of health has put in an objection to the ordinance, asserting that the State laws are sufficiently rigid if they are enforced.

Frank B. Schultz, secretary of the city board of health, said: "I am inclined to think that the druggists are lax in observing the provisions of the State law, especially as to the use of the poison register. I doubt if there is a druggist in the city that complies with the law."

District Attorney McGovern says he is too busy to look at books. "We have more important business, but this is the first time this has been brought to my attention, and I will try to see that a deputy shall find time to give some time to the subject."

Says Alderman Becker: "It is ridiculous to say that the giving of a name and address will prevent a suicide. I feel positive that no druggist, for the sake of five or ten cents, would sell a person poison if he knew, or even suspected, that the poison was to be used for self destruction, but the percentage of suicides to the number of poisons purchased is so small that the druggist cannot be blamed if he sells poison to suicides."

WISCONSIN NOTES.

—The annual banquet of the LaCrosse Retail Druggists' Association was held at the Hotel Stoddard, January 9. T. H. Spence, president of the association, was toastmaster. The speeches were devoted to the advancement of the city's interests.

—Edward C. Giese, Anna Giese and William P. Bell have incorporated the Crabb-Giese (drugs) Company, at Ashland, with a capital stock of $5,000.

—D. D. Shea has been appointed receiver for S. A. MacCauley, of Arena, who disappeared November 30, leaving claims aggregating $1,500.

—The drug store of J. E. Kopenick & Co., of North Fond du Lac, was destroyed by fire January 6. The loss on stock is about $5,000, with $3,500 insurance.

CLERKS CHANGE OFFICERS.

St. Paul, Jan. 14.—The affairs of the Minnesota Drug Clerks' Association are in new hands. The president, Ed V. Goltz, placed his resignation with the executive committee and the duties of the office devolved upon Vice-President David L. Coldberg. Lewis C. Landon, the secretary, likewise withdrew, and the committee named George T. Heller as his successor. Mr. Goltz resigned because he could no longer devote time to the association's affairs, as he is taking a course in the medical department of Hamline University. As he continues head clerk for H. W. Rietzke & Co., St. Paul, there is no visible demand upon his inventive genius to create time-killing devices.

Mr. Landon's withdrawal as secretary was likewise due to the enlarged demands of his business. He finds the administration of a good-sized territory as representative of a Minneapolis wholesale drug house a much bigger proposition than clerking for Mr. Rutherford, of St. Paul.

The ambitious design formed by the association, on its reorganization a year ago, to organize the whole State into districts under officials subordinate to the St. Paul headquarters has not yet been realized. This work was to have been done chiefly by Walter T. Lemon, of St. Paul, counsel of the association. But Mr. Lemon is a member of the legislature, and his life for some years has been crowded with political activities. Hence, the district organizations of the Minnesota drug clerks are still on paper. But the association will not abandon what has been referred to as its "Tammany" scheme of organization. About a month hence its members will hold their annual meeting in the Twin Cities, and take a fresh "brace." President Colberg, Secretary Heller and Treasurer Gus. A. Dickman are evidently determined that 1905 shall be less barren of beneficial results than 1904.

MINNESOTA NOTES.

The Lyman Eliel Drug Co., it is announced, will erect a large four-story brick building in the spring, on Sixth street, between First and Second avenues, South. Details of the plan have not yet been made public, but a very fine and costly structure is promised.

—John J. Holzschuh's drug store, at Fourth avenue, South, and Twenty-second street, was closed by a deputy sheriff the other day. This was because Noyes Bros. & Cutler, St. Paul, had a judgment against Mr. Holzschuh for $177.59.

—The St. Paul Association of Retail Druggists devoted nearly the whole time at its December meeting to discussion of the increase of N. A. R. D. dues. The attendance was light because of the holiday business, and the matter was postponed until the January meeting.

NEW MISSOURI PHARMACISTS.

Kansas City, Jan. 12.—The State Board of Pharmacy met at Jefferson City this week and examined twenty applicants. Of that number seven received certificates to practice. They were: C. N. Spencer, Lee's Summit; William M. Guthrie, Neosho; Ernest J. Wilsie, St. Louis; Thomas Devaney, St. Louis; Louis O. Rudolph, St. Joseph; Elmer E. Luter, Oran; James T. Dolan, Joplin.

The tragedian was declaiming. "What," quoth he, "is that enthralling scent that e'en would o'erpower me? Are the roses poisoned? And yet 'tis a strange benumbing odor!"

"James," urged a voice in the audience, "I smell it, too. It's that dreadful iodoform. Let's go home."

NEW 'PHONE COMPLAINT.

Talking Is Now Made Too Comfortable in St. Louis.

St. Louis, Jan. 14. There is a new telephone question in St. Louis. The old one, that of pay 'phones, is not settled, but is hanging fire pending some movement on the part of the company. The new question concerns desk or counter 'phones. At the solicitation of company solicitors, many druggists have placed movable or counter 'phones in their stores, "because they are handy." The druggist, it was argued, would find them so much more comfortable for his own use.

The latter proved true enough, but customers found the 'phones so very comfortable that in some cases they forget to stop talking at all. In nearly all cases these 'phones are "monthly" ones, for which the druggist pays all the cost, and he is likely to want to accommodate as many people as possible. But in one case reported the other day but one person was "accommodated" in an hour and a half, although a dozen were waiting during that time. The "one person" was a frail looking young person with an open lace work waist who was talking to "George."

"I have worn out my stock of profanity on the agent who put in that 'phone," said the druggist, "and I've almost worn out the wires trying to get it out. When I do get it out, I will put one in the most uncomfortable place I can find. I can endure the torture myself."

The old question of pay 'phones is awaiting action on the part of the Kinloch Company. All druggists have pay Bell 'phones. The Kinloch Company promised pay 'phones, then asked time and ordered the price raised from $60 to $72 a year. Most of the druggists on whom the demand was made threw out the 'phones, and the raise in price was dropped. Now developments are awaited.

RACE FOR FAIR EXHIBITS.

St. Louis, Jan. 14.—The St. Louis C. P. committee to secure salvage from World's Fair exhibits are not having smooth sailing, as the Philadelphia Municipal Museum and the University of Michigan Museum have already carried off most of the prizes. However, the local committee has secured from the government the North Carolina turpentine exhibit. There are several tree trunk sections which show the formation of the turpentine gum, and others cut during the gathering season exemplify the method of work.

IN MISSOURI.

—Romanta Wells, who recently succeeded Major F. C. Vincent as secretary of the Kansas City Retail Druggists' Association, has taken charge of the office. Mr. Wells has been in the drug business forty-nine years, fifteen years of the time as a wholesaler. For some time past he has been a representative of the National Retail Druggists' Association.

—The annual banquet of the Kansas City Retail Druggists' Association will be held February 21. The details regarding place and programme have not been decided upon. A special meeting of the association will be held January 21 for making the arrangements.

AMONG THE COLLEGES

BUFFALO COLLEGE.

Buffalo, Jan. 14. Students of Buffalo College of Pharmacy resumed work again January 6. The matriculates now number 161, which constitutes the largest class in the history of the college. The committee on festivities for University Day are at work, and it is expected that the exercises will be held on Lincoln's Birthday instead of Washington's Birthday, as formerly. This change will provide for the entertainments to be given by the students.

A new microscopical laboratory is being fitted up for the use of Dr. Ernest Wende, professor of botany and microscopy.

Buffalo University did not have a football team in 1904, but an effort will be made to have an organization in the field when the next season opens.

SCIO COLLEGE.

Scio, O., Jan. 12.—Prof. J. H. Beel, dean of the Scio College of Pharmacy, reports a total enrolment of thirty, as follows: One year course, 18; two year course, 10; four year course, 2. After the present year the one year's course leading to the degree of "Ph. G." will be no longer offered. This action is made possible by the new set of rules recently adopted by the Ohio Board of Pharmacy, which Prof. Beel believes will work a great deal of good for pharmacy in Ohio.

Three separate courses of instruction are offered, the "Ph. G." course, covering a period of 40 weeks; the Ph. C. course, covering a period of two years, and a "special review course," of from three to six months, but for which no degree is conferred. Students who have completed either of the first two courses may select sufficient work from the regular college course of Scio College to graduate with the degree of "bachelor of science" or "analytical chemist."

Prof. Beal, the dean of the college, is the president of the American Pharmaceutical Association, and a member of the Board of Trustees of the United States Pharmacopoeial Convention. He has also done much work along educational lines, and he emphasizes the fact that intending students are very likely to judge of an institution by the number in attendance, while the fact is, the best colleges of pharmacy have the smallest enrolments, and many of them have sacrificed most for the good of the profession.

UNIVERSITY OF MICHIGAN.

Ann Arbor, Jan. 16.—During the Christmas vacation Raymond J. Van Doren joined the ranks of the Benedicts, as he was married to Miss Cora Wallace. Both of the young people are residents of Ann Arbor, and the groom is a senior in the pharmacy department, taking a four year course.

The Michigan Board of Pharmacy held an examination during the first week of this month in the chemical laboratory of the university. Fifty-four applicants presented themselves for examination. A considerable portion of the three days allowed for the test was devoted to practical prescription work. The prescription department of the laboratory was given over to the use of the Board.

L. T. W. Hogriefe, Ph. C. '97, B. S. '98, chemist at one of the mines at San Luis Potosi, Mexico, has been obliged to resign his position, as he could not longer endure the climate. He is temporarily in New York City.

Governor Warner has appointed William E. Collins, Ph. C. '90, of Owosso, a member of the Board of Pharmacy to succeed C. B. Stoddard, of Monroe, whose term has expired.

Dr. A. B. Prescott, dean of the school, is confined to his bed with an attack of lumbago.

MEHARRY PHARMACEUTICAL COLLEGE.

Nashville, Tenn., Jan. 12.—The Meharry medical department of Central Tennessee College was organized in 1876 for the purpose of furnishing to the colored people of the South an opportunity of obtaining a medical education. The name of Central Tennessee College was changed about four years ago to that of "Walden University." The Pharmaceutical College, now in its sixteenth year, began its present session in September last, with an enrolment of thirty, as follows: Freshmen, 12; juniors, 10; seniors, 8. Eight women are among the number.

As now constituted the course of instruction extends over three years, of six months each. Applicants for admission must be able to pass a satisfactory examination in the English branches and the elements of physics and of Latin. The degree of Ph. C. is conferred.

The Meharry College, of which the Pharmaceutical College is a part, is under the care of the Freedmen's Aid and Southern Education Society of the M. E. Church. Differing from most institutions offering courses in pharmacy, its rules for students forbid the "use of tobacco on the college grounds." Neither are students permitted to visit "the theater or other questionable places of amusement," and drinking intoxicating liquors is strictly prohibited. Students are also "required to attend morning prayers at the college chapel, religious services on the Sabbath, and monthly prayer meetings."

ATLANTA COLLEGE.

Atlanta, Jan. 10.—Dr. George F. Payne, dean of the Atlanta College of Pharmacy, reports an enrolment of 40 seniors and 70 juniors. This institution maintains a free dispensary, where, it is claimed, the students get actual drug store experience, prescriptions for several hundred patients being compounded daily. The college was organized in 1891, and claims to be the first of its kind in the United States to inaugurate a free dispensary for the benefit of its students. Two courses of study are offered, one of two years, leading to the degree of Ph. G., the other of three years, leading to the degree of Ph. C. (the college year is six months). Before he can receive the diploma, the student must have reached 21 years of age.

As an argument for attending college, the Atlanta C. P. presents some interesting data from a recent report of the United States Bureau of Education. The conclusions are: (1) The uneducated boy failed to become notable in any department of usefulness, and only 24 self-taught succeeded; (2) the boy with only a common school education has in round numbers one chance of success in 9,000; (3) the boy with a high school training has 22 chances of success in 9,000; and (4) the boy with a college training has 220 chances of success in 9,000; in other words, the college boy has ten times the chances of the high school boy and 220 times the chances of the common school boy, and all of the chances over the uneducated boy.

CHICAGO SUMMER SCHOOL.

Chicago, Jan. 9.—The department of pharmacy of Illinois Medical College, this city, is the only institution your correspondent knows of which claims to be a summer school of pharmacy exclusively. The college buildings are located at Washington Boulevard and Halsted street. The term begins April 1 and continues until October 1. The degrees of Ph. C. and Ph. G. are conferred, the latter being the "higher" degree. Frank E. Fisk is dean and professor of pharmacy.

ST. LOUIS AND BARNES.

St. Louis, Jan. 13.—Both the St. Louis and the Barnes schools had good openings after the holidays, and the students have again settled down to work. The St. Louis C. P. students are looking forward with some interest to the A. A. ball, the first opportunity given the students for the year to meet the druggists of the city and other active friends of the college. The ball will be held at the Liedrekranz Hall February 18. The A. A. and the students are drawn very closely together through the A. A. lecture course.

Dr. H. M. Whelpley, dean of the St. Louis C. P., will deliver his lecture, "The Mammoth Cave of Kentucky," before the Academy of Science next Monday night.

FERRIS INSTITUTE.

Big Rapids, Mich., Jan. 14.—The Ferris Institute has enrolled thirty-four new pharmacy students since January 1, 1905, and has a total of sixty-two in the pharmacy department at the present time. Seventeen students attended the Michigan Board examination at Ann Arbor, January 3.

The Boss "Well, I know how much alcohol there's left in that barrel."

AMONG THE BOWLERS

CONTEST IN NEW YORK.

The scores at the bowling of the New York wholesalers on Monday night were as follows:

Seabury & Johnson	798
Bruen & Ritchey	726
Seabury & Johnson	850
Colgate & Co.	839
Colgate & Co.	836
Bruen & Ritchey	[illegible]
Parke, Davis & Co.	861
Roessler & Hasslacher	775
Parke, Davis & Co.	895
Lazell, Dalley & Co.	796
Lazell, Dalley & Co.	730
Roessler & Hasslacher	756

High scores were made by Norris (Bruen & Ritchey), 227, Judge (Seabury & Johnson), 230, and Burgess (Parke, Davis & Co.), 203.

The postponed game between Colgate & Co. and Bruen & Ritchey was rolled off and resulted in 818 for the former and 727 for the latter.

UNSTEADY PINS AFTER BALL.

High scores were made by the bowlers of the West Side or Friday club last week, due apparently to the effect of the S. A. S. ball the night before. The pins were scarcely able to stand up under the influence of Kanty's gentle roll and Rieffy's magnificent swing. Henry Ihlefeld jumped three feet in the air (actual measurement) when August Drescher knocked down all the pins.

LEE CO. STILL AHEAD.

Philadelphia, Jan. 12.—The game played January 10, resulted as follows:

J. E. Lee Co.	800	829	795
Herron & Wright, each	—	—	190
Philadelphia C. P.	687	829	691
Dawson			195

The team standing.

	Won.	Lost.	P. C.
J. Ellwood Lee Co.	20	4	.833
S. Kline & French	11	4	.733
P. D. A. Blue	15	6	.714
Philadelphia C. P.	9	9	.500
Wanderers	8	13	.381
Hance Bros. & White	5	13	.278
P. D. A. Red	1	20	.047

High one game score, Maurice, 256; high three game score, Donnel, 610; high one game team score, J. Ellwood Lee Co., 910; high three game team score, J. Ellwood Lee Co., 2,568.

CONGRESS OF BOWLERS.

Baltimore, Jan. 14.—The Bowling Congress, in which the Baltimore Drug Trade Bowling Club is largely interested, will hold a meeting at Schneider's Café, next Monday night, to discuss the question of organization. It is the intention to form a strong central body and have permanent quarters. The question of electing delegates to a national bowling match, to be held at Cleveland, will likewise come up.

The Drug Trade Bowlers are keeping up their enthusiasm, and their work shows steady improvement. Without last night's games, the standing of the several teams was as follows:

	Won.	Lost.	P. C.
James Baily & Son	28	8	.778
McCormick & Co.	30	12	.714
Davis & Davis	21	15	.583
Sharp & Dohme	22	17	.564
Armstrong Cork Co.	9	24	.273
Calvert Drug Co.	4	38	.095

J. T. Jeffreys, who managed the affairs of the Welsh Grape Juice Company, in Philadelphia, in the absence of Mr. Walcott at the St. Louis Exposition, has been sent to Baltimore, as the local representative. As Mr. Jeffreys is one of the crack bowlers of the Quaker City, having been until now a member of the famous Wanderers, his removal to Baltimore is considered a great acquisition to the Baltimore Club.

BATTLE ROYAL IN DETROIT.

Detroit, Jan 17.—There was a battle royal in the Drug League, last week, the two Parke-Davis teams being pitted against each other. No. 1 walked off with two of the three games, and No. 2 made a new high score for the season in the second game, knocking down 979 pins. Michigan Drug captured two games from the Stearns team, and are only two games behind P.D., No. 1, for the lead. Nelson-Baker cleaned up with the Ingrams for three straight games. The highest individual score for the week was bowled by Ludwig, of the Nelson-Baker team, and he has the high average of the league to date, averaging 206 for the three games bowled. John Smith, of the Parke-Davis team, No. 1, is close behind, with an average of 203. Each team had a great crowd of rooters present, and the games were the most exciting of the season. The scores:

P., D. & Co., No. 1	923	863	896
P., D. & Co., No. 2	739	979	784
Michigan Drug Co.	782	835	747
F. Stearns & Co.	759	814	872
Nelson, Baker & Co.	863	818	933
F. F. Ingram & Co.	769	784	812

The Parke, Davis & Co. teams are watching the scores of the New York firm's team with interest, and are figuring on games with them for the championship, at the close of the present season. A challenge will be forthcoming from the Detroit boys, if the New Yorkers don't send one in first.

REORGANIZED LEAGUE PLAYS.

St. Paul, Jan. 14.—At the first round of the reorganized League of Minnesota Drug Clerks, January 12, the Pills failed to operate sucessfully, the Capsules winning all three games. The score:

Capsules	751	756	796
Everett			198
Tablets	740	745	688
Colberg			197
Pills	726	696	737
Bodsgaard			201

The Mortars took two games in the Druggists' League play for January 13, the score being:

Mortars	753	878	797
Allen			213
Pestles	658	772	828
Preston			235
Spatulas	698	668	649
Smetana			194

Want a Challenge from Buffalo.

Rochester, Jan. 17.—The bowling club of the Rochester Ph. A., under command of Captain Moore, is getting into fine condition. The team meets every Thursday afternoon. For some time the Rochester boys have been looking for a challenge from the drug bowlers of the Bison City, and if it is not soon forthcoming one may be sent from this end.

MEXICO'S BIG DRUG TRADE.

An interesting opinion on drugs and drug stores in Mexico comes from a manufacturer's representative who was recently there.

"At the present time," he says, "the Mexican market for drugs is controlled by American manufacturers. While the large drug stores of the republic are owned by French firms they are supplied chiefly by the United States. Especially is this so in the case of proprietary medicines. No foreign manufacturers can compete with the Americans in the manufacture of patent medicines.

"I have found Mexico to be a far more profitable field for American drug manufacturers than I expected. I believed when I started on my trip to Mexico that I would find so little business being done in the drug line that I would have a great deal of time on my hands for purposes of recreation, but I have found that my beliefs were wrong. I was a very busy man during my entire stay in the republic. Recreation was out of the question. There is no doubt in my mind that Mexico is thoroughly up to date as far as drugs are concerned."

OBITUARY.

—James W. Dygert, of Canajoharie, N. Y., of heart failure. He was a member of the firm of Bellinger & Dygert, and the town's oldest pharmacist. He was prominent also in church and Sunday school work. Local accounts refer to his death as a heavy loss. He had been a member of the board of trade, had served in public office as a Democrat, and seemed a candidate impossible to defeat.

—F. R. Hanrath, pharmacist in the United States Marine Hospital Corps, at the Marine Hospital of Cleveland, O. Mr. Hanrath was born and raised in Cleveland. He had a large acquaintance and was popular. The funeral services were conducted by the Knights Templar.

—Henry D. Weed, of Ashland, Wis., at the age of 75. Mr. Weed was one of the oldest residents of northern Wisconsin and proprietor of the oldest business house in Ashland, called the Pioneer Drug Store. In "'49" he crossed the continent in search of California gold, and returned via the Isthmus. He was born in Utica, N. Y.

DESTROYED BY FIRE.

—St. Louis: The store of Judge & Dolph, at 515 Olive street, suffered $5,000 damage from fire, during a recent blizzard, when the firemen were all but helpless. The reserve stock kept in the cellar was thoroughly soaked by the overflow.

—Center Point, Ia.: The Brazleton & Co. Drug Store; loss, $15,000.

—Fond-Du-Lac, Wis.: The Babcock block, with Kepenick & Co.'s drug store; loss, $30,000; insured.

Devine, Texas: Leon Drug Co.; loss, $9,500.

1842 NOT IN THE TRUST !! 1905

Upwards of SIXTY YEARS constant manufacture of SODA FOUNTAINS always taking FIRST GRAND PRIZE wherever exhibited and with MILLIONS INVESTED, we never saw any construction of SODA FOUNTAIN that has so quickly met with favor as our "CONSTELLATION" COUNTER DISPENSING APPARATUS. The patented SYRUP LIFT used in our "CONSTELLATION" is the acme of science, has no springs, measures accurately any desired quantity of syrup, quickest operating dispensing apparatus ever made. Dispenser always faces customer.

Order now, you cannot afford to delay, the demand is great.

SODA FOUNTAINS of every description, with slide, tilt or upright cans.
"FAITHFUL" CARBONATORS all sizes.
MODERNIZED secondhand apparatus, all makes at ridiculously low prices.

Catalogues now ready for distribution.

THE PUFFER MANUFACTURING COMPANY,

44-48 PORTLAND ST.
SUDBURY ST. BOSTON, MASS.
ELM PLACE

BRANCHES:

41 SOUTH PRYOR ST. ATLANTA, GA.
FIFTH & TOWN STS. COLUMBUS, O.
302 MARKET ST. PITTSBURG, PA.
1004 E. CHASE ST. BALTIMORE, MD.
1210 MAIN ST. COLUMBIA, S. C.
286-290 ST. PAUL ST. MONTREAL, P. Q.

(S. P. 5)

"IT TELLS YOU HOW"

THE ERA FORMULARY

CONTAINS OVER 5,000 FORMULAS.

For Household and Domestic Use
1,267
Formulas.

The Drug Store Laboratory is the best paying department of a Retail Drug Store.

For Perfumes and Toilet Preparations
1,013
...Formulas...

Increased profits are made when you manufacture your own goods.

For the Soda Fountain
168
Formulas.

When you sell your own preparations you extend your own business.

For Paints, Varnishes and Stains
212
Formulas.

For Veterinary Preparations
456
Formulas.

For the Drug Store
1,217
...Formulas...

Sample sheets will be sent on application showing the scope and character of the book.

FOR
Technical Methods
AND
Industrial Processes
389 Formulas.

Sent anywhere in the United States, postpaid, on receipt of $5.00.

D. O. HAYNES & CO., Publishers,
90 William Street, - - - NEW YORK, U. S. A.
(S. P. 6)

TRADE SECTION

SULPHUR FACTS.

HOME PRODUCT EXPORTED.

Its Entry Into Foreign Markets Due to Frasch Method.

MINING PROCESS USED BY UNION SULPHUR CO. AND THE EFFECT ON SUPPLY, DEMAND AND PRICE—A SULPHUR 99.9 PURE OBTAINED BY ONE OPERATION.

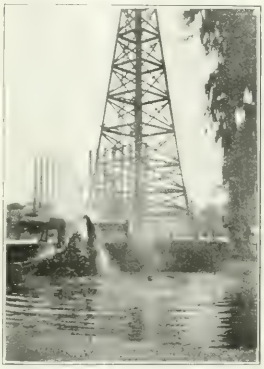
For the first time, a large shipment of American raw sulphur was exported to Europe, last October. The cargo consisted of 3,000 tons and was shipped from Louisiana to Marseilles, France, by the Union Sulphur Company. The exportation was an important event in our commercial history, for there now seems to be a fair prospect that American shippers will share permanently in the important French trade in this article. Heretofore such a shipment was impossible, because our production of sulphur was far too small to even meet a portion of the domestic demand. Large quantities of sulphur were therefore imported by this country, and this movement still continues, but the expectation that eventually we shall produce enough for our own consumption, without importing, seems reasonable.

For many years it was known that large deposits of sulphur existed in this country, but it was impossible to mine it profitably until very recently. The discovery by Mr. Herman Frasch, of a process which solved the difficulty, occurred in 1891. An able summary of this situation has been given by United States Consul-General Skinner, who is stationed at Marseilles, which we quote:

"Our American sulphur deposits were discovered in Calcasieu Parish, La., thirty-five years ago, while petroleum boring was in progress. The sulphur found was practically useless, however, being buried under 400 feet of quicksand. The rock being porous and filled with water containing sulphureted hydrogen, the sinking of shafts was impossible by old methods. After millions of dollars had been spent in attempts to reach the sulphur, it was decided by Mr. Herman Frasch to extract it by the application of water, superheated under pressure to many degrees above boiling point. It is then forced by means of iron pipes into the sulphur rock. The sulphur, being insoluble in water, and of greater specific gravity, falls to the bottom of the well or deposit, from which point it is raised to the surface by means of an air pump. On the surface it is allowed to congeal, and is then ready for shipment."

THE FRASCH PROCESS.

The Frasch method of mining the sulphur consists of the above steps, but details are as follows: A well is drilled in the same way as for petroleum, to the bottom of the sulphur bed. Down this is run a system of pipes, one within another, which reaches not quite to the bottom. The outside incasing pipe is ten inches in diameter; within this is a six-inch pipe, inside of which is a three inch pipe, and inside of all is a one-inch pipe. Down these pipes heated water at 330° F. is forced under pressure, which melts the sulphur in the rock. The sulphur, melting, runs to the bottom of the well and this pure liquid sulphur is forced to the surface by compressed air, which is driven down the one-inch pipe. The compressed air mixes with the sulphur in the well, and lowers the specific gravity of the column inside the pipe to such an extent that it quickly rises to the surface. As previously stated, the rock is porous and naturally holds sulphur water, as well as sulphur,



MELTED SULPHUR FILLING A TANK.

and, inded, the former is greater in volume than the latter. It was this fact that made earlier mining ventures impossible of success. When the cavity at the bottom of the well, made by the mining operation, becomes so large that the influx of the sulphur water exceeds the flow of the hot water forced down, cold water from the rocks flows into the cavity. The production of the well then lessens until enough water has entered to offset the hot water which has been used. The more hot water is introduced, the easier it is to work the wells, because the natural sulphur water itself grows heated, and the rock all through the bed becomes heated in consequence. Already the output has risen from 2,000 tons to 23,000 tons per well, on account of the cumulative effect of the constant inflow of hot water. At present, two wells are in operation, producing five hundred to seven hundred tons of pure sulphur a day, while the monthly output is 15,000 to 16,500 long tons.

STORING AND SHIPPING.

When the liquid sulphur is raised to the surface, it is pumped into reservoirs. One of our illustrations shows it actually running out of the pipe. In these reservoirs it solidifies. The usual custom is to float one-inch layers of the liquid on to a previously solid sulphur foundation, after which another tank is treated in the same way. When shipments are to be made, men are put to work on the solid sulphur, who pick it out in lumps. A pile of these ready for shipment may be seen in the foreground of another of our illustrations. The flat surface in the foreground of our second photograph is solid sulphur, ready to be broken up at any time. The quality of the output of the Union Sulphur Company is 99.9 pure.

What has been the effect on the commercial market for sulphur of this utilization of those deposits in Louisiana, so long resisting all effort? To consider this we must bear in mind a few statistics. The annual consumption in the United States and Canada is about 185,000 long tons of elimentary sulphur. The present market price is about $21.75 per long ton, ex-vessel New York. Until the last few years the production of domestic sulphur averaged less than one per cent. of total consumption. In 1902 the domestic production of elimentary sulphur was 7,443 long tons, and our importations 174,939 long tons, while the production of domestic pyrite was 104,129, and our imports 300,915 long tons. It is easily seen then, that the United States has until very recently depended on Europe for the bulk of its sulphur supply. Indeed, the United States is the largest consumer of sulphur in the world. The manufacturers of sulphuric acid, the refiners of petroleum, and the manufacturers of artificial fertilizers use great quantities of it. The paper pulp mills also consume a great deal. Of these latter, a recent United States Geological Survey report says: "By far the greater part of the sulphur consumed in the United States is used in manufacture of paper stock, by the sulphite process. The wood pulp is digested under pressure with sulphurous acid or the acid sulphite of calcium and magnesium, which, reacting upon the liquid and other incrusting materials of the fiber, transforms them into soluble products, which are subsequently removed in the liquor."

Our consumption of sulphur last year was a record breaker. It was 508,578 long tons, of which we mined 122,126 long tons, and most of this was in the form of iron pyrite. We were therefore forced to buy 386,452 tons abroad, of which 152,876 tons came from the Sicilian sulphur combination and the rest was Spanish pyrite. There are now worked but three sulphur deposits in the United States, in Louisiana, Nevada, and Utah, and their output is relatively in the same order as they are named. The Louisiana production is the important factor, and it is hoped that it will eventually reach a size suitable for all our domestic needs, doing away with the necessity of importations.

Before the inception of the Frasch method, four other companies had attempted to mine the Louisiana beds unsuccess-

fully. The natural difficulties of porous rock, gravel, quicksand and sulphur water in the deposit, which have already been mentioned, made the old method of sinking by shaft very costly, and finally forced the abandonment of the enterprise. Moreover, the high wage scale in this country and the steep railway freight rates to interior points, made it impossible to produce sulphur under old methods at a figure

THE SOLIDIFIED SULPHUR.

which could give a profit in competition with the Sicilian sulphur, produced as it is by low priced labor and shipped at small ocean freight rates.

THE SICILIAN INDUSTRY.

The Sicilian combination is primarily the Anglo Sicilian Sulphur Company (Limited), a concern organized chiefly by English capital. For many years it has had supreme control of the sulphur market of the world, and has regulated the price, seldom allowing it to drop below $22 a long ton. The mines of the company are in Sicily. In competing with this new adversary, the Union Sulphur Company, which has suddenly risen to such importance in the United States, through the successful operation of the Frasch method of mining, the Anglo-Sicilian Company has had the advantage of low labor cost. On the other hand the methods of extracting sulphur from its ore are of necessity slow and costly. Instead of a sulphur 99.9 pure, produced by one process, the Sicilian Company mines an ore which must be reduced. There are three methods of doing this in use, the Catania, the Gill and the Flocchi, all either primitive or costly. The first takes ten to twenty days and consists in merely burning the piled up sulphur ore and catching the liquid sulphur as it runs out. The Gill requires small iron ovens and is fairly speedy, but costly. The Flocchi consists of the use of double shelled iron receptacles for the ore, and the introduction of steam between these shells, which melts the sulphur. Very hard ore cannot be melted by this last process. The Sicilian sulphur exports in 1902 were 467,317 long tons.

The expense necessitated by this tedious refining process equalizes the price of the Sicilian and American product. But the American has the advantage of greater purity. The Sicilian Company is alive to the danger menacing its former comfortable control of the world's sulphur supply. Already the American product has been shipped to France, a market consuming much sulphur, using it to prevent the spread of diseases of the vines. On this subject Consul-General Skinner reported:

"The requirements of this country (France) are 90,000 tons a year, nearly all of which is used to prevent the spread of cryptogamic diseases of the vines.

"Heretofore the Anglo-Sicilian Sulphur Company (Limited) has had a virtual monopoly of the market. Second fine Sicilian brought $2.08.

"The last-named grade is the one for which the important demand exists, and against this inferior quality the American producers offer a sulphur 99.9 pure. The lowest prices at which Sicilian sulphur has been sold in Marseilles of which I find any record, were thirty-nine cents less than the above quoted prices in 1897, and were offered under the stress of exceptional conditions in Sicily. At the general meeting of the Anglo-Sicilian Company, on October 14, in London, the chairman reported gross profits amounting to $914,450, against $752,590 in the previous year. Exports had increased 20,000 tons. The chairman warned the shareholders that the company was a trading concern, and liable to the vicissitudes of trade. Sicily, he said, had been virtually the sulphur producer of the world, and there had been practically no serious competition from other sources; but it was this year threatened with competition by certain mines in Louisiana, where it was claimed that a considerable quantity of sulphur could be produced."

THE STRUGGLE OF RIVAL COMPANIES.

The Anglo Sicilian Company did not quietly acquiesce to an invasion of the French market by the Americans. It brought its extensive influence to bear on the French authorities, protesting that the American shipment should not be admitted as raw, crude sulphur, according to its classification on the manifest; that it was too pure to be elementary sulphur, and that it should pay the import duty on refined sulphur. Accordingly, the French authorities held up the importation for investigation. The difference in duty would have amounted to about $20,000, and would have killed any profit for the importers, the Union Sulphur Company. That concern, therefore, protested vigorously, through the State Department, and our Consul-General Skinner, at Marseilles. A French commission of three was appointed to take testimony. The Union Sulphur Company made a thorough exposition of its whole mining process before this board, using affidavits, photographs, and witnesses. The board, one member dissenting, decided in its favor, on the grounds that the American sulphur must be elementary (no matter if it was 99.9 pure), since it was not put through any refining process, but was mined direct in that condition.

FUTURE OF PRICES.

As to the future, a member of a most prominent firm dealing in sulphur said: "I do not look for any decided lowering of prices. It is not likely that the Union Sulphur Company will cut values. What would it gain by it? It has already proved its ability to dominate and control the home market. It is selling all it can comfortably produce with its present plant. True, by cutting, it might freeze out the foreign importations, but it would itself make less money. It is, you see, not suffering from over production, nor is it seeking hard for outlets. The shipment to France was perhaps more for strategic reasons than anything else. It wished to show its power to the Anglo-Sicilian crowd. It has successfully done so, and established a precedent, so it is plausible to suppose it will now rest on its laurels and come to some amicable arrangement with the Sicilian Company regarding the maintenance of prices. It is true that if the Union people cut prices to about half the present range, that the demand for sulphur to manufacture acid would increase stupendously. But how could it pay the company better than the present situation does? No, I do not expect any declines. The price will stay just about where it is, and be comfortably controlled within the confines of fifty cent fluctuations, as in the past."

LUMP SULPHUR READY FOR SHIPMENT.

MR. BANCROFT TALKS.

A Strong Argument for the Adoption of the Direct Contract Plan.

WILL THROW OUT "OWN MAKE" SPECIALTIES IF PRICES ARE CONTROLLED.—MONEY THUS SAVED CAN BE PUT TO BETTER USE.

Endorsement of the N. A. R. D. movement for weighty reasons comes from Olin F. Bancroft, the Brooklyn druggist, owner of four busy pharmacies in that borough's residential district. Several years ago, when the price control plan was tried in Brooklyn, Mr. Bancroft, together with other members of the Bedford Pharmacists' Association, found that the attempt to hold to a local schedule drove trade to the dry goods houses, where special prices on patents were featured.

"This serial numbering plan," said Mr. Bancroft, "if put in force, will be the advance agent of prosperity for retail pharmacists everywhere. Aside from the added profit on proprietary goods, and the admitted value of a powerful organization which makes price control possible, think of the thousands of dollars that can be saved to the druggists, themselves.

"How? As trade conditions are to-day, rapidly selling proprietaries which are cut to almost cost, are bound to be imitated in idea at least, by "own make" preparations that give a living profit. No matter what his intentions were when he stocked up on "own make" preparations, the druggist feels that he has his money invested in these preparations of his own, and if there is little demand for them he endeavors to create it, not by direct substitution for goods desired, but by the exercise of so-called salesmanship. It becomes second nature for the retailer to boom his own profit-making goods at every opportunity, until finally his patrons become tired of it and either buy at department stores or go to the larger stores where 'We give you what you ask for' is the motto. Those who continue to trade with the 'own make' boomer treat his really well meant advice as a huge joke, saying with a laugh, 'Oh, of course, it's your own stuff; I understand that.' A knowing wink accompanies this sally, and it's a mighty big man that doesn't feel small under those conditions.

LESS MONEY INVESTED.

"If prices were protected, as they are going to be, the handling of 'own make' preparations would entirely cease with me. That's where I could make a huge saving on money invested in my four stores. In order to compete with the 'cut' patents, I am compelled to carry an enormous stock of each variety of my own goods, and the famed '57' kinds of pickles are out-rivalled by the kinds of proprietary remedies. That money could be invested in other ways to a far better advantage and giving your patrons what they ask for without comment would do more than anything else to discourage the substitution cry which has been raised for years by the proprietary manufacturers and the daily newspapers. 'Something just as good' jokes would ultimately be retired and the druggist would cease to be the target for alleged witticisms of his 'wise' patrons.

"Another point. How can the 'own make' man cater to the physician? If he merely acts as the agent for advertised remedies, no fault can be found with him by the doctor who writes prescriptions. When the physician is called in, all the medicines purchased and used by his patient is paraded before him. No self-respecting doctor is going on record as approving of my or any one else's specialties. The least that he can say is, 'Well, it won't hurt you.' If the preparation happens to bear your label, the patient will wisely decide that your drugs are 'no good,' and I hardly think the physician would take great pains to correct such an idea. He is bound to figure you a competitor. He doesn't stop to ask if his patient wanted that particular remedy, but remarks to himself on the evils of counter prescribing. Maybe he talks out loud and that's still worse. Sick people treasure up these remarks, if they have confidence in the physician, and they swear by him on medicine, if they swear at his bills.

LESS RESPONSIBILITY.

"The Era, in an article on 'Blackmailing' last week, made a point that should not be overlooked by the druggist who assumes responsibility for internal and even external mixtures, by putting them up under his own label. If your cough mixture contains an opiate and a death results through the use of it by ignorant or careless patrons, what happens? If it's 'Blank's Cure' you can pass the suit on to the man who is able financially, liable legally, to defend himself and his wares.

"When will all this happen? When we druggists begin to look beyond our own noses. The argument is made that it will take time to get the plan working. That even though the plan is now put in force, it will take months to get direct results, because of the stocking up among the cutters, whether druggists or department stores. True enough, it will take time, but isn't it worth it? Think of it! You can't revolutionize things in a day, and the serial numbering plan will surely revolutionize conditions if it is enforced.

"The fact that the big jobbing houses have come into the fold, shows that the cut-off list is a menace to cutters and those who supply them. Sure enough, the department stores will fight. Can you blame them? The patent medicine cut-price business has brought thousands of customers to such stores, and these bargain hunters see something they need, or think they need, among the other displayed goods which are not cut. I venture to say that the success of the N. A. R. D. plan—that is, the serial numbering scheme to control prices—would redound to the benefit of other lines independent of the drug trade. The individual who goes to the mammoth store to buy a bottle of somebody's emulsion, will buy a spool of thread, or perhaps wander into the grocery department or the butcher shop, and buy what they would ordinarily order from the neighborhood tradesman."

FRENCH WINE PRODUCTION.

The wine product of France for 1904 has been officially estimated at 66,016,567 hectoliters (1,743,959,650 gallons), which exceeds the vintage of 1903 by 30,614,231 hectoliters (808,736,140 gallons), and is 23,662,608 hectoliters (625,095,116 gallons) in excess of the average for the last ten years.

WHY PEOPLE DRINK SODA.

Not Always Because They Are Thirsty.

SODA FOUNTAINS THAT APPEAL TO THEM.—COMFORT VERSUS LUXURY.—THE SOCIAL SIDE OF SODA TIPPLING.

A woman's reason sums up in one word why people, winter and summer, drink soda. "Because" is the reason.

Mingling with the transient theatre rush that nightly crowds the neighborhood of Long Acre square, an investigator, listening attentively, noted several remarks bearing on soda. "Let's all go down to Blank's," said one of a party of five, who, apparently, were not in favor of after-theatre suppers. The Era man sauntered along with them. Three drug stores and several confectionery soda fountains were passed on the journey.

A THEATRICAL FOUNTAIN.

The leader of the party explained: "Down's at Blank's you get a chance to mingle with the theatrical celebrities off stage." Developments proved he was right. Several theatrical personages rubbed shoulders with the party. An actress was chatting with her companion, surrounded by a circle of admirers. The other patrons were aware of her presence, seemingly by intuition, and there was no boiting of drinks. "That is the reason for this store's popularity as a drinking place," thought the investigator, but he was quickly undeceived, when he ordered. "Kindly get a check at the desk," the soda man said, politely. Service was prompt, but not noticeably hurried; there was an absence of noise, the dispensers being thoughtful and attentive. The dissatisfaction of a drinker resulted in an exchange of a drink, without argument or testiness upon the part of the dispenser, who had only obeyed the "fussy" one's instructions. The store began to fill, new comers moved to a glass show case contiguous to the soda counter. The drug clerk on the floor quietly moved back displayed goods, of which there were only a few, and, presto! there was an emergency counter. The soda men lengthened their service space, kept a watchful eye for signs of dissatisfaction, as the ranks of the drinkers were steadily replaced by new comers, among them lesser theatrical lights. Calisaya was asked for several times, but was not served, though coca wine was.

Though the fountain was an old-type wall apparatus, it was brought up-to-date by various improvements, but it is doubtful whether the soda patrons could state positively, after leaving, that it was a counter fountain or a plunger type. There was a plenty of beveled glass mirrors in the store. Women and men, too, eyed themselves and other people, in the fountain's mirrored top.

A SHOWY FOUNTAIN.

Further down the street is a fountain which is also crowded by the theatre-goers. It is a show place for the bejeweled patrons. Mirrors, glassware in exposed profusion, make it a veritable fairy land, with the light effects produced by electric counter lamps. Two persons

stopped at the door of the drug store. "Don't go in there," said the woman. "I'm not fit to be seen under such strong light." So they went to a more retiring store, with less glare of illumination. Entering the brightly-lighted store, the observer found a really notable crowd of customers. There were two well-known physicians and a gentleman named Chauncey M. Depew, or someone who looked remarkably like him. These people evidently had some other reason than thirst alone for patronizing the soda fountain. At the end of the counter two men were standing, drinkers of Apollinaris. They were discussing the fountain. Said one: "Somehow Apollinaris tastes better here than in a cafe, where whiskey tipplers make you want to get off the water wagon." The other agreed. "Notice any difference between this and most fountains up town?" asked the other man. "I mean aside from the magnificent display, the people and all that," he hastened to add. The first man indicated the soda check lying on the counter. His companion nodded. "They trust their clerks," he said tersely, indicating a sign: "Get your soda first. No checks sold." A man in evening dress entered and nodded at the dispenser. A bottle of kumyss was served, without a word. That type of customer, apparently a regular, is common in the upper Thirties, and elsewhere, too.

DRINKS WITHOUT SODA.

A large part of the soda business has nothing to do with the soda draught arm. Kumyss and like fermented drinks, grape juice, egg and milk, milk shake, frappes, etc., have made the average drug store a gathering place for the men and women who think they require food in a liquid form. To these drinkers the type of fountain, the method of drawing soda, means little. But the refrigeration of these bottled and no-soda drinks is important in their eyes. In this store, such drinks were stocked in cold air coolers, without direct ice contact. Several "freak" orders were given, together with instructions for concocting them, and "very nice" and other commendatory remarks were passed by the drinkers. This was a counter service fountain; the men were constantly facing their customers. A man lingering over a phosphate attracted the attention of the dispenser. "Too sour?" he inquired.

Next, one of the oldest fountains in the city was visited, during a matinee crush. It is so old that it is new, being a counter style fountain, ice in huge molded balls being placed on top of the counter's silver draught arm standards, within which are placed the soda pipe coils. The bottle system is in use; monogramed holders and the choicest of glasses are adjuncts. Here, also, people come to drink and see, or to be seen. "How are you, Mrs. X?" queries a dowager, as she catches sight of an acquaintance. "I usually stop in here after a shopping tour," replies the other woman, who has been caught in the matinee crush.

THE SHOPPER DRINKS.

Another store that caters to women of the shopping district was visited. It is also a bottle apparatus, counter draught arms, one of the old time silver reservoir types. One woman, who, with a companion, was drinking an ice cream soda, and evidently was a regular patron, turned to the soda man. "You've changed the fountain in some way, haven't you?" she asked.

The soda man indicated a narrow ledge of marble raised four inches above the counter, to which it was clamped by nickel-plated braces. "I knew it," said the questioner, as she manipulated the soda spoon "I always thought the counter was too low for convenience." So no matter what the druggist believes, it is evident that patrons do notice the little points about a soda fountain.

A fountain near the Grand Central depot was the scene of a little comedy. A party of three with grips and other evidences of travel, entered, and after depositing the incumbrances, debated on the soda menu. "Three lemonades," finally announced the man. The soda clerk reached for lemons, but was stopped by the customer. "Make mine a vanilla cream soda," said he. "I want to see those new-fangled things work." He indicated the plunger pump syrup tanks, and was an interested observer, while the soda man concocted. The visitor was a western druggist. "That's a fine machine," he said, "but my folks want to see what they're getting. I've got a fountain with a cut glass front, to the wall syrup jars at home, and electric lights behind them make the syrups gleam and prove my jars clean. You New York fellows don't know it all, by a jugful,' was his parting.

CANDY VERSUS DRUG STORES.

A chain of high class candy stores was the next scene of operations. Women patrons were in the majority. Weighty questions of dress were discussed by soda drinkers. Ice cream soda was the usual order. These and frappes indicated that buyers were after ice cream with a soda chaser. The counter bottle service is in use in these stores, but they are of a type long since relegated to the manufacturer's store room. Mirrors were always in evidence.

The family, or home trade stores, when called on, were in sharp contrast to those described. Many druggists close their fountains in winter in these neighborhoods, driving their trade to the confectionery stores. This class of soda drinkers thinks first about getting its money's worth, and of comfort, rather than luxuries. Seats, or revolving stools, are provided, and a nickel goes far. In one of these stores, a woman asked for an orange phosphate, tasted it, and observed to her companion: "I was just thirsty for a nice orange phosphate, like you get in drug stores. These candy fountains are only an excuse for booming their ice cream. They give you too much for your money." She left the twelve-ounce glass of soda untasted.

Other candy stores with five cent ice cream soda had the "fellow and his best girl" as customers. The ten cents was hardly missed, and the post-theatre supper was averted. There be many romances of the soda counter.

In the down town districts of two and three cent soda, it was observed that the pure fruit juice crusade had caused a radical change. There was less suggestion of aniline coloring in syrups, and though the investigator did not sample drinks, he observed a youthful Morgan, who swapped three two cents stamps for a double dose of chocolate.

People drink soda then, because they are thirsty, or because they are not thirsty, but curious, or, as was the case with one man, because they are afraid they will get thirsty, and fall off the water wagon. And after due deliberation, it is asserted that many people drink soda, in some stores at least, simply as a chaser, or a diluent for coca wine, calisaya and coca wine or calisaya alone. Their opinions are of little value, as they are interested only in getting their money's worth of their favorite tonic. Fortunately, this business is less prevalent than the newspapers would have us believe.

IGNORANCE, OR ENTERPRISE?

Tale of a Druggist Who Scorned Drug Journals.

"Can you imagine the kind of a druggist who wouldn't take a drug journal?" inquired Col. Duble, once, when he was reminiscent. The question obviously exacted a negative, and the raconteur, on getting it, proceeded joyfully.

"Well, one time I had to stop in a small town between trains, and as there was an hour or so to spare, I just thought I'd stroll around to the local druggist and pay a visit, especially as I wanted to see the latest news about something of importance to the N. A. R. D.

"I found the corner store, and it was a typical one of the small town, and all that. During the first lag in conversation, I asked the druggist if I might see the last pharmaceutical journals he had. And I want to tell you, sir," exclaimed the colonel, in his most ponderous manner, "that man confessed to me that he did not take any pharmaceutical journal, nor ever had. And I want to tell you, he didn't seem to think there was anything stange about it, either.

'Can you imagine what kind of a druggist he was? Of course, you can't! Now wait. An old farmer came into the store while I was still there. The farmer said that he had a horse, but that the horse hadn't any hair on one leg, and what was good to make the hair come back on the horse. Now, sir, that druggist looked over his patents, and he brought down a bottle of Blank's Hair Vigor, and he sold it to the farmer for a dollar, to use on the horse. There, you see the kind of druggist who's above trade journals!"

FOR CLEANER CHICLE.

A Louisville importer, Mr. John Colgan, president of the Colgan Gum Co., has made a complaint, according to the India Rubber World, to the customs authorities concerning the payment of duty on uncleaned gum chicle. He pointed out that he has to pay duty at ten cents a pound on chicle which contains bark, stones, and other rubbish in large quantities, and asked that the Treasury Department make provision to allow the chicle to be cleaned before duty is levied. It is said that other chewing gum companies, particularly the American Chicle Co., of Louisville, import the gum from Canada, where it is first received and thoroughly cleaned before entering the United States. The present customs regulations do not provide any method of overcoming the difficulty.

SHOW WINDOWS AND FEATURES.

Silent Salesmen Methods in Harlem.

"HELP YOURSELF" SALE.—POPULAR PRICES.—TRUST CIGARS, TEN FOR A QUARTER.—A MUSICAL AUTOMATON.—BABY CONTEST.

James Crammond, of Eighth avenue and One Hundred and Thirty-ninth street, has a store that is an exponent of the silent salesman idea, for he shows both the article and its price, in window displays, on counters, and in the glass show cases. Making one show window into a frame for a picture, by means of a border of purple crepe paper, the druggist made an attractive display of his Invincible Cough Balsam against a purple background. The bottles, cartoned in white, were arranged on crepe-covered wooden steps, and only a dozen or two were shown. Two-inch strips of yellow crepe paper led from the bottles to the bottom of the window. The color contrasts, white, purple and yellow, were logical, and the whole effect pleasing, giving one the impression that he was looking, not at the objects, but at an artist's reproduction of them.

Another window is given to ten cent novelties and preparations, and here again an individuality is lent the store by the method used in displaying such articles as sewing machine oil, corn cure, perfumes, bronchial lozenges, benzine in small bottles, etc. Two dozen wire net baskets are filled each with a special article. Brief signs are attached to the baskets and prices are always quoted. The baskets, says, Mr. Crammond, cost him seventy-seven cents a dozen, save their cost many times by preventing breakage when changing windows, and because they give an idea of special sales to the onlooker, and sell goods.

Within the store, the observer will find a general scheme in use, which the proprietor has found to be the best plan to push goods, especially those of his own manufacture. Small wooden boxes or platforms are placed on top and at the back of counter show cases. On these platforms various "own makes" are exhibited.

A sign attached to the platform tells its little story and the waiting customer can surely find something that he needs. A deep box has an attached card, reading, "From Japan and France; 10c." Pictures of a Jap maiden and a petite French lass are attached to the sign. In the box are tooth brushes. A bargain table is featured. This week Snowberry soap, eight ounce cakes for a nickel, are shown. They are the remnants from last week's two hundred cake window display of the same article.

In the show cases every article is priced. Signs are hung about the store, dealing with the substitution claims of the daily papers. These signs are neatly made by the druggist, who has a complete rubber stamp outfit made up of several different fonts, and he says returns show that the additional work is worth the time and pains he spends on them.

Witch Hazel Cure-Alls.

The American Witch Hazel Company, 240 Broadway, is showing a complete line of its specialties, with a sign, reading: "A remedy for every ill. Prominent physicians, hospitals and specialists use and recommend witch hazel preparations, because they are true scientific curative agents." These "own makes" include tubes of pile cure, tooth powder, talcum powder, healing ointment, witch hazel Vaso Motor Nerve Tonic, shampoo, etc., all shown in profusion, together with quantities of witch hazel, bottled in half pints, pints and quarts, at 15c., 25c. and 45c.

Rubber Gloves.

W. B. Riker Sons & Company, opposite Wanamaker's, have a quantity display of rubber gloves, quoted at fifty-nine cents the pair. They are scattered about the floor of the window, shown in cartons, and are hung at the side and back, reaching from floor to ceiling of the display window, so that the quantity shown is impressive. "These are the fruit of the india rubber tree" is a needless announcement.

Help Yourself Sales.

Jesse McCreery's pharmacy, 2737 Eighth avenue, has a window show of insoles, left-over remnants. They are tumbled in the show window, which is protected from the store's interior by a low curtain, only. A sign reads: "Here they are. Pick 'em out yourself, 10c. a pair."

Popular Prices.

J. Milhau's Sons, 183 Broadway, have a sign which reads: "All goods at popular prices." No prices are quoted in the window, which shows Peruna, Pierce's preparations, Phillips' Milk of Magnesia, Gray's Glycerine Tonic, Wampole's Cod Liver Oil and Dr. Kennedy's preparations. Peruna sells at sixty-seven cents within the store. Hand Sapolio sells at seven cents, and an offering of Turkish towels at twenty-five cents completes special features.

Some Resolutions.

Dr. Emile Brunor, of Eighth avenue and One Hundred and Thirty-sixth street, has gotten out fac-simile typewritten circulars, at the bottom of which appears a large red seal, with the words, "attested by everybody, and the resolutions are signed by E. Brunor, as proprietor of the Red Cross Pharmacy:

"Whereas, The press has recently called the public's attention to a band of rascals who were caught in the act of making and selling counterfeit medicinal preparations. The district attorney has brought to bear the influence of his powerful office and secured the indictment of these men. This disclosure prompts us to state that it is our rule to give you just what your physician has prescribed and under no circumstances do we deviate from this rule. While our motto of quick sales has created a revolution in the price of prescriptions and drugs, we have never used inferior drugs or chemicals; in fact, we are proud to say that we use the products of the largest and most reliable makers of medicinal chemicals in the world almost exclusively in our prescription department, and this fact, combined with the personal supervision of Dr. Brunor, makes our establishment worthy of your implicit confidence. Therefore, it is a place where purity is paramount. Henceforth let it be your sole purveyor of drugs and chemicals, prescriptions and household remedies."

With these circulars are given sample bottles of Dr. Brunor's Constipation Cure, with directions for use. The two articles are enclosed in an envelope bearing the store's imprint and a Creolin-Pearson advertisement. One is given to each patron, and there is a window display of the pills advertised.

Sleepy Musicians.

J. N. Hegeman & Company's 21 Park Row store continued to show imported French novelty window features. This time it is a musical automaton, in which three lazy musicians are caricatured. The mechanism once started, the musicians appear to be rendering a very difficult musical composition, and a clearly toned music box, which is hidden at the base of the figures, completes the illusion. The leader of the trio, with a baton in hand, is directing. The violinist is becoming wearied, and his eyes are fast closing in sympathy with the tempo, until he is apparently asleep. The music stops. The director whacks one of the sleepers with his baton. A red lump appears where the violinist was struck, and for a few moments he saws away for dear life, only to fall asleep again. An electric light is placed within the head of the figure which is struck by the baton, and an alternating current makes the red light show through the bump. This novelty, with others previously described in The Era, were specially imported, and are worth in the aggregate, over a thousand dollars.

Candy and Trust Cigars.

Saturday candy at twenty-nine cents a pound, continues to be a feature at F. W. Kinsman, Jr., & Co.'s One Hundred and Twenty-fifth street store. A cigar trust store nearby is featuring Cremo cigars and the drug company has gone it several better, quoting Cremo, Spaniola and Anna Held brands at ten for a quarter. A large stock is shown in the window, and the smokers are taking notice.

Pick the Winning Baby.

T. H. MacDonald, of Third avenue and Fifty-ninth street, Brooklyn, is kept busy by patrons who are voting for the handsomest or some other "est" baby of some forty photographs entered by fond mammas and papas, in the prize contest. Ten dollars in gold will be given the youngster who receives the greatest number of votes, and the polls are being carefully watched by the child politicians of the neighborhood, who endeavor to steer drug purchasers toward MacDonald's.

MARYLAND.

For weeks a large glass jar, measuring nearly two feet in height and correspondingly big around, has been an object of much curiosity at the warehouse of the Calvert Drug Company, South Charles street, Baltimore. It was filled to the top with Blaud's five-grain blood pills, and Messrs. Hance Bros. & White offered a prize of $25 to the druggist who would come closest to guessing how many pills the jar contained. Various expedients were resorted to in order to arrive as nearly as possible at the total, and numer-

ous local druggists brought their mathematical knowledge into play. They measured the jar carefully and then proceeded to calculate how many pills could be put into the space the jar was found to contain. Whether Mr. Charles L. Meyer, Madison avenue and McMechen street, tried this method or some other one, the fact remains that he came nearest to the actual number. His guess was 78,150, and the jar contained exactly 77,760 pills.

MASSACHUSETTS.

In the Bixby Block Drug Store, in Brockton, there has been going on for some time, a guessing contest regarding the time a watch, on exhibit there, would stop. One man, John H. Clifford, guessed within half a minute of the exact time the watch, sealed in a case, actually came to a stop. He does not get the timepiece, however, as the prize is a full course in photography, including necessary materials. It was a scheme of a school of photography, whose goods are sold at the pharmacy.

"THEM KIDS."

Four children, one push cart vender, two tramps and one policeman gathered to watch a druggist remove the copper ballast from a gum slot machine on the sidewalk.

The harvest was enormous. It took the druggist several minutes to transfer the contents of the machine to his coat pocket, and when he re-entered the store he was followed by the policeman and two of the bystanders. One of these remarked, to the world at large:

"You'd think by the crowd around that it's an unusual thing for a druggist to be pullin' money out of somethin'."

The druggist emptied his jingling pocket on to the counter.

"And that's the kind of money he gets," he replied.

The pile of copper pennies was liberally sophisticated with brass disks, punched exactly the size and thickness of a penny. By actual count there were sixty-two of these pieces of metal, with about an equal number of genuine currency. In addition, there was a curious copper coin which might have been an old Confederate piece; one of the spectators said it was, anyway.

The policeman made some remarks about "them kids," while the druggist proceeded to figure how much the brass disks were worth, if the vending company redeemed them at two for a penny.

E. ANTHONY CO. MOVES.

The E. S. Anthony Co., Inc., Fall River, Mass., has announced its removal to larger quarters, at No. 138 to 146 Second street. Its new quarters are in one of the modern fireproof buildings of that city, and are equipped with the latest labor-saving devices. The firm is one of the prominent New England wholesale drug houses, carrying a complete line of drugs, chemicals, specialties, and pharmaceuticals.

THE DRUGGIST'S EPITAPHS.

"He has got something just as good."—Daily paper.

"I have got something better."—By himself.

"It couldn't be worse."—The truth.

FOOD ADULTERATION.

North Dakota Agricultural College Reports.

LARGE PERCENTAGES OF ALCOHOL FOUND IN PATENT MEDICINES, SODA FOUNTAIN BEVERAGES, ETC.

Bulletin No. 63 has recently been issued by the North Dakota Agricultural College, Government Agricultural Experiment Station. It deals with adulterated food products and food studies. The author, Mr. E. F. Ladd, chemist and food commissioner, introduces the data obtained by the researches of the college staff, several of whom are pharmacists, with the following, which should prove of interest to all pharmaceutical houses doing business in North Dakota:

"The mass of data accumulated under the working of the state food law has reached such proportions that it is impossible to present the entire list of products examined during the year. In this bulletin we have decided to present just the list of products found to be adulterated and to discuss these more fully and reserve the legal products as a part of our forthcoming report now in course of preparation.

"The method laid down at the time the law went into effect, namely, to depend more largely upon personal work with the manufacturers and jobbers, to induce them to have their products in compliance with the requirements of our law, has been followed out with good success. Our method has been, therefore:

"1. To induce manufacturers and jobbers to have goods in compliance with the law.

"2. To give wide publicity to all food frauds.

"3. To induce retailers to leave illegal goods alone.

"4. To induce the public to demand pure food products and beverages.

THE LAW'S REQUIREMENTS.

"The first question to be answered then, is what are the requirements of the North Dakota Food Law? I believe the following answers the question:

"1. Harmful and unnecessary preservatives are prohibited from being used in food products.

2. The use of coal tar dyes is prohibited in all food products and beverages offered for sale in North Dakota.

3. That all food products must be labeled true to name and no deception practiced in the wording of the label, so as to mislead the purchaser or consumer."

Mr. Ladd next argues that the requirements of the law are not unnatural and "its enforcement should not work any great hardship on the honest manufacturer." He claims that indeed, "the manufacturers of high grade, pure goods have not complained, but only the man who produces inferior products made to appear as of high grade by the use of chemicals." An instance of the kind was unique in that the offending firm admitted that if saccharin was to be condemned in all classes of products, it meant an expense of $10,000 per year for the house, as against $500 at the present time."

In the course of the operation of the law, several offending firms urged retailers to continue selling their goods, guaranteeing to stand back of the retailer in the event of legal proceedings by the State. Chemical preservatives in food are not within the law, benzoate of soda being one of those in frequent use.

North Dakota is a prohibition State. As a result, medicinal beverages containing a large percentage of alcohol are in great demand. The college investigators during the year examined a number of these, some of them well-known proprietaries. Six of these preparations were found to contain from 24.02 to 41.80 per cent. of alcohol by volume.

A large number of brands of chocolate and cocoa were analyzed. While many were found to be pure, eighteen makes showed the presence of starch.

In connection with the examination of beverages the report says: "But very little attention has been given as yet to the examination of beverages, soda fountain supplies, etc. From the examinations made, it is believed that there is need for some work in this direction." Of the various brands of blackberry brandy, port wine, apple cider, wild cherry, root beer, birch beer, champagne cider, and grape juice examined, seventeen were found to be adulterated, the usual illegal ingredients being coal tar dye, salicylic acid, saccharin, or benzoic acid.

Taking up the subjects of catsups, the report says: "A catsup, to be legal, should be made from ripe tomatoes, with the necessary sweetening and condiments, but should be free from coal tar dyes or vegetable colors, unless so labeled, and free from starch paste, saccharin, or other vegetable products other than that derived from the whole tomato." Of a large number of brands analyzed, sixteen were found to be illegal through the use of coal tar color or filler-starch. The report adds: "There has been a very marked improvement in the catsups and but few of the better known brands are found to be in violation of the law. Often these samples may have been from old stock, or products reshipped from other States where the laws are less stringent."

LEMON AND VANILLA EXTRACTS FAULTY.

Of lemon extracts, the report states: "A lemon extract, to be legal, must contain five per cent. of lemon oil, be free from coal tar colors, and of good and alcoholic strength." The results obtained from examining lemon extracts were rather startling. Fourteen brands were proved illegal, all containing less than five per cent. of lemon oil, and three held no lemon oil at all. Foreign colors were prevalent. One brand held methyl alcohol.

Thirteen makes of vanilla were found to violate the provisions of the law. Many of these were synthetic products. Others contained foreign color.

Concerning cream of tartar, the report says: "A considerable portion of the bulk cream of tartar sold in this State has been found to be badly adulterated, to have as its basis alum, and in some instances to be a mixture of alum and phosphates, or of alum and sulphates and sulphites. In several instances jobbers have withdrawn the adulterated product from trade and replaced it with a pure product. It is evident that as yet we cannot de-

pend on securing a pure product in the bulk form. Retailers are warned against handling this class of goods and should buy only from houses willing to furnish a guarantee that the cream of tartar furnished by them will comply with the pure food law of this State."

APPRAISERS' DECISIONS.

—The Treasury Department has ordered an appeal from the recent decision of the Board of General Appraisers which held that pieces of agate intended to be used as scale bearings were to be classed as precious stones, cut and not set. The Treasury Department considers them properly dutiable as manufactures of agate.

—Olive oil, which formed the importation of F. G. Favaloro, at New Orleans, was found by the Board of General Appraisers to be edible, although containing 2.9 per cent. of free, fatty acid, and held properly classified as dutiable. The importer claimed it was free of duty as olive oil for mechanical and manufacturing purposes only.

—French chalk imported by H. Lichtenstein & Son, at New Orleans, was assessed by the collector of customs. On the appeal of the importers, the Board of General Appraisers decided that the importers' contention was sustained by a former decision and that the chalk should have been classified as an unenumerated manufactured article.

—Distilled spirits. The Treasury Department has issued the following: "Spirits produced from fruit are subject to tax, and the producer is liable as a distiller. A person can make wine from fruits and sell the same at the place where made, or at one general business office without incurring liability." An inquiry had been addressed to the department as to whether the laws forbid the buying an alembic and the distilling of waste apples, pears and grapes for the makers' own use, when these fruits were grown on the distiller's own farm, and were formerly thrown away because they were not marketable. Going into particulars, the department stated: "As under the internal revenue laws of the United States, a tax of $1.10 a gallon would attach to the spirits produced from these fruits, even though they were not produced for sale, but only for the personal use of the distiller, you could not engage in such distillation, except after having given bond as a distiller and having complied with all the other provisions of the internal revenue laws relating to the distillation of spirits from fruits, without involving yourself in heavy penalties under these laws. You can, however, express the juice from these fruits, and by fermentation, make it into wine; and under the provisions of section 3,246, Revised Statutes, sell this wine in any quantity, small as well as large, at the place where you made it, or at one 'general business office' (but not at any other place), without involving yourself in any liability under the internal revenue laws of the United States. Any liability in which you might become involved on this account would be under the laws of the State of Michigan or under the local ordinances. For information on this point you should apply to the authorities at your county court house."

LABELING IMPORTED FOODS.

Proposed Regulations to Take Effect February 2d.

The Bureau of Chemistry of the Department of Agriculture has just issued a circular setting forth the regulations proposed by the bureau to govern the labeling of imported food products. The use of copper sulphate as a coloring matter, the use of glucose and the labeling of foods "prepared with oil" are treated. The circular is signed by H. W. Wiley, chief of the Bureau of Chemistry, and approved by Secretary Wilson. The proposed regulations and comments as published in the circular follow:

The use of sulphate of copper as a coloring matter in certain green vegetables has become quite prevalent. Sulphate of copper is a substance which in itself acts as a quick emetic and irritant, and therefore its presence in food products must be looked upon as undesirable.

PHYSIOLOGICAL EFFECT.

"Copper sulphate is irritant or mildly escharotic; and when in dilute solution, stimulant and astringent. At one time it was given in epilepsy and other nervous diseases; but at present it is never used internally, except for its influence upon the gastro-intestinal mucous membrane. In chronic diarrhœa with ulceration it is often a useful remedy. In doses of five grains it acts as a powerful, prompt emetic, without causing general depression or much nausea, but it is too irritant to be used freely. A dose of copper sulphate as an astringent is a quarter of a grain (16 milligrams), as an emetic 5 grains (330 milligrams)."—United States Dispensatory, 18th edition, p. 468.)

It is claimed by some manufacturers, chemists, and hygienists that copper sulphate, when added to green vegetables, forms compounds which are harmless to health.

Pending investigations which are now making, all food products colored with sulphate of copper, or to which sulphate of copper has been added for any purpose, should contain upon the label a statement in English, in letters not smaller than long primer caps, as follows: "Colored with sulphate of copper," or if preferred, "Prepared with sulphate of copper." A statement of the quantity of copper, if any, which may be permitted in food products under the provisions of the law is reserved until further study of the question can be made

SHOULD NAME DYES.

Food products artificially colored with other substances than sulphate of copper should bear upon the label, in letters of the size described above, the legend "Artificially colored,' or if the manufacturer prefers, the statement "Colored with anilin dye," or whatever dyestuff may be used.

Manufactured food products in which glucose (sugar made by hydrolysis with an acid or otherwise from starch) has been used instead of sugar, or for other purposes, should bear upon the label in English, in letters of the size above mentioned, "Prepared with glucose" or some statement of similar import. The glucose which is used must be free from arsenic or other injurious substances.

In countries where olive oil is the common edible oil the expression on food products "Prepared with oil' or "Packed in oil" will be construed to mean olive oil. Where a mixture of oils is used, or another oil than olive oil, a statement to that effect should be made upon the label.

This regulation in regard to labeling will go into effect on February 2, 1905. Importers are requested to immediately acquaint their agents in foreign countries with the ruling, in order that the proper preparation of the labels may be secured.

CINCHONA BARK STATISTICS.

An interesting and useful tabulation of the statistics of cinchona bark shipments from Java has been issued by Messrs. C. F. Boehringer & Soehne, of 7 Cedar St., New York. Each year they prepare this statement. The present issue shows the dates of cinchona bark sales at Amsterdam and London for the year 1905, the shipments of cinchona bark from Java for the past nine years, the unit paid for quinine by the manufacturers at the Amsterdam bark sales and the corresponding selling prices for quinine sulphate. These statistics are very interesting to all large buyers of quinine who wish to be thoroughly posted on the movements of cinchona bark. The tabulation is printed in red and black, on a heavy pasteboard card about 11½ by 9 inches. The figures on Java bark shipments appear itemized for each month, beginning with 1896, and blank spaces are left for this year's. The unit paid for bark at the monthly Amsterdam sales and the dates of change in price are also given. On the reverse appears a calendar for 1905 with the dates of coming bark sales indicated, the Amsterdam in red, and the London in green.

THE DEADLY PROOF READER.

The editor wrote it: "A siphon of ammoniated seltzer water is an excellent deterrent for burglars, if properly used."

The proof reader, an ex-druggist, made "detergent" out of "deterrent," and sustains his action by referring to a definition of detergent: "Substances used for cleansing wounds, ulcers, etc." "You'll have to admit,' said he, that ammonia water will cleanse all right, and if the burglar isn't a wound or ulcer, morally, what is he?" Thus, again logical pharmacy triumphs.

The man who was taking "Helpful Memory Lessons" entered the drug store.

"I want," he began, "some tablets for a cough. I forget the name, but it's got something to do with a drama."

The druggist was dazed for a moment. "Don't sell morphine," he suggested, figuring his patron for a Shakespeareian.

The forgetful man, after some time spent in inductive reasoning, gave it up.

"What's the dose?" asked the druggist.

"One twelfth of a grain."

"Gee, but I'm dense to-day," muttered the druggist, as he reached for the heroin tablet bottle. But he didn't sell 'em, for he reflected that baby might get 'em through a similar course of reasoning.

RETAILER'S ADVERTISING.

Blunders That Might Be Avoided—Hints That Pay.

BY J. C. NATTRASS.
Bellingham, Wash.

Newspaper advertising has made such progress during the past four or five years that a person would naturally think no new light could be shed on the subject. Yet, if we pick up the average country daily or weekly and read the "ads." of the merchants, especially the advertisements of druggists, we will find that, while the larger firms in the large cities are doing business on business principles, the smaller firms in the country towns have not advanced a step in the past fifty years. They are paying for space which is doing them more harm than good. They are using the old forms and styles and their "ads" are always the same—no change, no variety, no life in them. No wonder some merchants say that advertising does not pay. Advertising—the right kind—does pay, and it pays handsomely in most cases.

Merchants are too apt to look for direct and immediate results. Because a quarter, half page or full page "ad" does not crowd their store with customers on the following day, they get discouraged and conclude that they have wasted their money. They made no allowance for the future nor for the cumulative effects of good advertising.

"ADS" THAT TELL TOO MUCH.

Many advertisers in the drug trade in the larger cities make serious blunders. They frequently attempt too much. Their "ads" will often mention a dozen or more articles at one time.

A sample of broadside advertising is before the writer. It occupies a full quarter page in a first class daily in a city of 150,000. It lists thirty-four separate and entirely different items, clinical thermometers, bedpans, hair tonic, trusses, prescriptions, hot soda water, camera supplies, curling irons, bath cabinets, etc., and about twenty cut-rate proprietaries. Picking up a New York daily we find an "ad" of one of the largest and best known merchants, occupying a full page, and how many items does he list in that large space? One only; a small lamp, or more properly speaking, a burner, "Jones lamp," we will call it, for convenience. From top to bottom of that large "ad" there is no mention of any other article, though the merchant has in stock almost everything in the way of furniture and house furnishing goods. "Jones' lamp" is so well described and illustrated in the "ad" that we venture the assertion that the one "ad" will pay for itself ten times over in the next six months.

CUTTERS' COMPETITION.

Many druggists complain that they find it difficult to advertise their business without offering goods at cut rates and competing with the department stores. The writer has found the reverse to be the case. He has so many articles that he wants to advertise that he feels tempted occasionally to try a broadside, but experience has taught him that advertising one article at a time pays best in the end.

Our contract calls for a five-inch space, single column, a daily change, no duplicates, and we insist upon correct composition and punctuation. We try to put some ginger into that little space and make it more than pay for itself. Nor will we allow the half or full page advertiser to crowd us out of our pet corner.

The druggist's "ad" should be plain, simple, modest. No extravagance, no fancy language. It should be dignined and sincere. It must be backed up by the man behind the counter, who must make good under all circumstances. He must live up to his "ad." He cannot afford to advertise inferior or unknown goods. Only reliable goods that have stood the test of time should be advertised. Quality, rather than price, should be his watchword.

MARGARET MIXTER'S MIXTURES.

The New York Evening Telegram is no worse than the other daily papers which are publishing helpful hints for the toilet, but it is apparent that the person responsible for this paper's ludicrous and oft-time dangerous receipts, is well named Margaret Mixter. A sample of two of the fair Margaret's latest efforts are submitted by a druggist, who queries: "Has Margaret Mixter self on sweet almond oil and bitter almond oil?"

"C. O. B.—A massage emollient which is excellent for relaxed tissues and will soften and whiten the skin as well, is made of the following ingredients: Oil of sweet almonds, one and a half ounces; oil of bitter almonds, five grams; balsam of tolu, one gram; benzoin, one gram; essence of lemon, one drop; essence of cajeput, one drop. The resins are powdered and mixed with the oils. Keep at a gentle heat for twenty-four hours, then pour off from the sediment and add the essential oils."

Doubtless, fearing that she would be outdone by a rival beauty editor, who advised getting ten cents' worth of balsam of Peru, breaking it in small pieces and applying, Miss Mixter had published the following on Friday:

"An excellent skin food is composed of oil of bitter almonds, five grams; balsam of tolu, one gram; tincture of benzoin, one gram; essence of lemon, one drop; essence of cajeput, one drop. Apply night and morning, wiping off in the morning, but allowing it to remain on all night. I do not recommend one's trying to make one's own soap, for the quantities to be handled are so enormous that one could never use it all. Either buy a make that is recommended by a reliable druggist, or else use almond meal, that suits some skins far better than any soap, as it is more softening and whitening."

The druggist points out that in the first formula, aside from the mixing of ounces and grams, five grams of poisonous bitter almond oil are directed to be mixed with an ounce and a half of sweet almond oil, which weighs 37.68 grams (specific gravity, .915-.920), making better than a thirteen per cent. solution of bitter almond oil, to be used as a massage emollient.

The Era's informant stated that he had refused to dispense this mixture, fearful of consequences when left in the hands of irresponsible parties, and because the Dispensatory mentions the bitter oil as an external preparation for itching, in the proportion of five drops to an ounce of water.

If the first formula is dangerous, how about the second, which calls for pure bitter almond oil?

It is to be hoped that no druggist will dispense such mixtures thoughtlessly, or without a poison label, and a proper poison book entry, if he feels that he is ever justified in dispensing such a mixture.

There is apparently a typographical error in the second formula, otherwise Margaret has discarded the sweet oil of almonds altogether.

Where, oh where would some of the daily papers be without the patient druggist, who one day finds himself arraigned as a substituter, and the next day standing between a paper and a possible damage suit to which he would undoubtedly also be a party, because "he shouldn't have gone and done it?"

PRIMARY RULES FOR RETAILERS.

An address consisting of "Practical Suggestions on the Business Side of Pharmacy" was delivered by Mr. Samuel C. Davis, before the Tennessee Pharmaceutical Association, at its nineteenth annual meeting, at Lockout Mountain, last July. While the ideas put forward by Mr. Davis are not remarkably new, they are so fundamental and full of common sense, that they should constantly be kept in mind by all druggists. Mr. Davis defined the business side of pharmacy as "the successful side, which, in my opinion, is the buying side, for an old mercantile adage states that 'Goods well bought are half sold.'"

A successful buyer should keep himself informed of general conditions and the course of the market for all commodities in which he is interested. The Far Eastern war, at its inception, should have warned an observant druggist that camphor, carbolic acid, and various oils and spices would advance. He should, therefore, have bought such goods.

Watch your business and ascertain from past sales where you can profitably buy in quantity in future, saving the discount always given on quantity. Be friends with your competitor and divide quantities between you, thereby each saving half the discount in cases where the whole quantity would be too large for your individual needs.

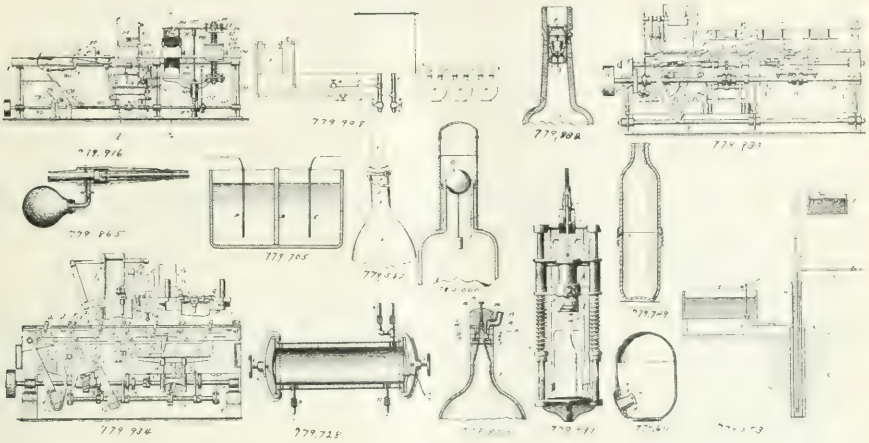
Get rid of "stickers" by cutting prices to cost, or even less, and use the ready money in your business.

Conduct your business as far as you possibly can on a cash basis. Refuse credit a second time to customers who fail to settle accounts. It is better to lose a small account and know it is lost, than to continually allow it to grow and be uncertain about its ultimate payment.

Never ask a clerk to do anything you would not have done when you were a clerk. Encourage your clerks to originate ideas regarding the business, and pay them a percentage on their sales of "own makes." Increase their salaries when you can, if they deserve it.

Twas in '64. The retired druggist was drafted. "I will go," he said, as he bid his loved ones good bye. "Never shall it be said that I would knowingly allow substitution."

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued January 10, 1905.

779,527—Herbert H. Church, Bellows Falls, Vt., assignor to Casein Company of America, a corporation of New Jersey. Wax emulsion and process of producing same.

779,582—Firmen C. Brooke, Chicago, Ill. Nipple-holder for nursing-bottle.

779,611—Lambertus Kuntz, Canute, Okla. Anti-refilling bottle.

779,705—William T. Gibbs, Buckingham, Canada, assignor, by mesne assignments, to The National Electrolytic Company, a corporation of New York. Method of treating alkaline solutions of chromate of soda.

779,728—John M. Morehead, Chicago, Ill., assignor to Union Carbide Company, Niagara Falls, N. Y., a corporation of Virginia. Process of making lampblack from acetylene.

779,749—Charles W. Tinling, Hamilton, Canada. Antiseptic feeding-bottle.

779,805—Otto J. Schinck, Newark, N. J. Non-refillable bottle.

779,832—Paul B. T. Berner, Brooklyn, N. Y. Non-refillable bottle.

779,833—Maylean Bjornstad and Joseph Stacey, Auckland, New Zealand. Medicated sweetmeat.

779,853—Samuel Hughes, Summerville, S. C., assignor of one-half to Edward F. Lowndes, Charleston, S. C. Means for elevating acids.

779,865—Peter McGrath, Hibbing, Minn. Siphon.

779,916—Harry L. Duncan, New York, assignor to New York Labeling Machine Company, New York, N. Y., a corporation of New York. Labeling machine.

779,933—James G. Hendrickson, Bayonne, N. J., assignor to New York Labeling Machine Company, a corporation of New York. Double labeling machine.

779,934—James G. Hendrickson, Bayonne, N. J., assignor to New York Labeling Machine Company, a corporation of New York. Top-labeling machine.

779,991—Harvey Coale and Lewis S. Greensfelder, Baltimore, Md. Machine for applying closures to bottles.

779,998—William T. Gibbs, Buckingham, Canada, assignor to The Electric Reduction Company, Limited, Buckingham, Canada, a corporation of Great Britain. Process of making hydrochloric acid.

780,000—Harry P. Hall, Wartrace, Tenn. Non-refillable bottle.

TRADE MARKS.

Registered January 10, 1905.

43,992—Remedial agent for the treatment of lung and nasal diseases. The Somnola Medicated Pillow Company, Louisville, Ky. The word "Somnola."

43,993—Medical compounds for certain named diseases. Leonard L. Hill, New York, N. Y. The words "Ascatco Gnu," associated with the representation of the animal known as the "gnu," surrounded by an irregular and ornamental border.

LABELS.

Registered January 10, 1905.

11,787—Title: "Hoffman's Life Preserver." (For a hair tonic and dandruff cure.) R. H. Hoffman, Idaho Springs, Colo.

11,788—Title: "Locion Higienica De Eucaliptus." (For a medicinal preparation for the preservation of the hair.) Ruizy Roca, Buenos Ayres, Argentina.

11,789—Title: "Locion Higienica De Eucaliptus." (For a medicinal preparation for the preservation of the hair.) Ruizy Roca, Buenos Ayres, Argentina.

11,790—Title: "Locion Higienica De Eucalyptus." (For a medicinal preparation for the preservation of the hair.) Ruizy Roca, Buenos Ayres, Argentina.

11,791—Title: "Crapser's Easy Workers." (For a cathartic medicine.) The M. L. Crapser Company, Colorado Springs, Colo.

11,792—Title: "Taka Tonic." (For a proprietary medicine.) Taka Tonic Company, Allegheny, Pa.

A Chalk That Has No Equal.

Thomas' English Prepared Chalk is not only a strictly pure and thoroughly reliable article, but one which has no equal in the style and convenience of its conical form, the softness of its texture and its absolute freedom from waste. If you want the best and most popular brand, specify "Thomas' English Prepared Chalk."

MARKET REPORT

INCREASING ACTIVITY.

Firm Market Generally, But Several Price Changes.

IMPROVING DEMAND NOTICEABLE ON MANY DRUGS.—CHLOROFORM LOWER, BUT SPERMACETI CARNAUBA WAX AND OIL WORMSEED ADVANCE.

New York, Jan. 16.—The indications last week of an increasing interest on the part of buyers have been multiplied this week. On several of the important lines a fairly good demand is developing. The week has produced a number of changes in prices, but most of them are of no great importance. In general the market is a firm one, and the outlook is promising to jobbers and manufacturers. The leading staples hold steady and show no evidence of decided price movements in the near future, which must be of advantage to the consummation of satisfactory business transactions. The most important variation in values for the week is the decline of five cents in chloroform.

OPIUM.—The unfavorable foreign weather reports still operate toward strength. Both foreign and home markets are firm and if there is any tendency in values at all it is upward. The consumptive demand shows satisfactory proportions, with a moderate amplification. Jobbers have not altered prices, which still are $2.85@3.00 for nine per cent., and $2.95@3.10 for eleven per cent. Powdered, $3.75@4.00 for thirteen per cent., and $4.50@4.75 for sixteen per cent.

MORPHINE SULPHATE.—Buyers are ordering more liberally, but there is no speculation, a good movement into consumption being responsible for the demand. This holds the market firm in conjunction with the strength of opium. On this market jobbers quote unchanged prices as $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—There is a good demand for consumers, which gives indication of expanding. Values are firm, in sympathy with foreign strength, but moderate stocks, and good inquiry. At the London bark auction this week, all offerings were easily absorbed at former prices, which adds strength to the situation. prices are unchanged, jobbers asking 23@23½c. for bulk in 100-oz tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

CHLOROFORM.—Manufacturers have announced a decline of five cents, which was caused by increasing competition for the trade in evidence. Accordingly, jobbing prices have been reduced to 40@45c. per pound and 50@55c. for purified per pound.

POTASSIUM CHLORATE.—No decided movement or feature has influenced the market, but jobbers have readjusted values to 9@9½c. for kegs, and 12@15c. for less per pound; powdered, kegs, 9¼@9½c., and less, 12@15c. per pound.

GOLDENSEAL.—The scarcity of this drug grows more influential and as no relief is in sight and a fair demand keeps up, jobbers have raised prices to $1.90@2.00 for the whole root, per pound, $1.95@2.05 for ground, per pound, and $2.00@2.10 for powdered, per pound.

HEMP SEED.—As supplies are but small and demand fair, prices quoted by jobbers have risen to 3¼@3½c. for bags per pound, and 4@6c. for less, per pound.

MASTIC.—The failure of the crop proves more influential with the passing of time and the gradual diminution of supplies on the market. Jobbing prices have again advanced, and are now, tears, 60@65c. per pound, and powdered, 65@70c. per pound.

MENTHOL.—The situation continues complicated, because of the Far Eastern war. The latest rumor is that the Japanese government may prohibit the exportation of anything except the refined. Jobbers have readjusted values to $3.50@3.75 for crystals per pound and 30@35c. for ounces per pound.

COLCHICINE.—A decline of $3.00 per ounce has occurred in the primary market, but local jobbers have made no changes, 10-grain vials being quoted 14c. per grain.

OIL CASSIA.—More liberal offerings have induced jobbers to lower prices to $1.10@1.20 per pound.

OIL ANISE.—The primary market has eased 2½c., but jobbing quotations remain unaltered.

ACID GALLIC.—An improving demand with lighter offerings makes jobbing values 65@68c. per pound.

BALSAM PERU.—A slight easiness is evident in the market because of increased offerings. Jobbing prices are $1.50@1.60 per pound.

CASSIA BUDS.—The market for these has eased a trifle and is now about 30c. per pound.

NUTGALLS.—The continued scarcity, due to the practical failure of the crop, has again caused an advance in the primary market, this time by about 6c. Jobbers now quote 34@38c. per pound, bruised, 35@39c., and powdered, 39@44c.

OIL WORMSEED.—There seems to be no limit to the advances in this article. During the week Baltimore has climber 25c. higher. Jobbers have raised their prices to $3.25@3.50 per pound.

OIL CEDAR LEAF.—Values have declined somewhat, with larger offerings and jobbing prices have been revised to $1.10 per pound.

Lambert Company Wins Medal.

Among the awards made at the St. Louis Exposition was that of a gold medal to the Lambert Pharmacal Company, for their Listerine and Listerine Dermatic Soap. This decision was made by the International Jury of Awards, after careful consideration of numerous competing exhibits in the same line. Merit wins.

The druggist was buying another man's store. "Figures don't lie,' said the seller, as he showed his salesbooks. "True,' said the canny druggist, who had been bit before, "but liars do figure."

PRICE LISTS RECEIVED

Manufacturers are requested to send in their price lists as issued, and to put The Era on their mailing list for price-list changes. It is important that we have this information to enable us to list your goods properly in our price-list editions.

We acknowledge receipt of the following price lists, recently received at this office:

C. F. Boehringer & Soenne, 7 Cedar street, New York City.—Chemicals.

Gleason Grape Juice Co., Fredonia, N. Y.—Grape and Apple Juice.

Whitall-Tatum Co., 46-48 Barclay street, New York City.—Glassware and Druggists' Sundries.

Whitall-Tatum List.

Its annual price list and catalogue has just been issued by the Whitall-Tatum Company, for 1905. It is a handsome production of 208 pages, gotten up in its customary attractive style, profusely illustrated. The paper used is of high grade, and the typographical work excellent. All the regular lines are listed, and in addition, some new features. Important among these is the "nonsol glass." The list defines this as "a new glass for laboratory purposes, which offers greater resistance to the action of chemical reagents than any-other glass on the market." This was described in The Era of December 1, page 572. A useful reminder is the statement that "during July and August, owing to the heat, but little glass is made. It is, therefore, essential that our customers, in order to procure a stock of glassware to meet their wants during the summer, should, so far as practicable, send in their orders by the first of May in each year." Other novelties are a powder insufflator, the Emmet Smith nebulizer, and a soft rubber ear syringe.

They Continue to Grow.

The corporation of Hegeman & Co., 200 Broadway, this city, at the earnest request of a number of physicians residing in the upper West Side district, has opened a new branch pharmacy on the southwest corner of Broadway and 101st street. Their other branches are at 125th street and Seventh avenue, 155th street and Amsterdam avenue, and 149th street and Third avenue. Messrs. Hegeman & Co. are now sampling the trade with their specialties, santalsol, a soluble extract of Sandalwood Comp., and Lubrikant, a sterilized lubricant for use on surgical instruments. Another specialty which they claim to be a perfect product, staple, safe and reliable, is Peroxide of Hydrogen. The attention of the profession is called to their analytical department, which is in charge of an experienced chemist and biologist.

"Where have I seen you before?" asked the bank paying-teller, as he glanced suspiciously at the presenter of a check.

"Before the bars, maybe," answered the man, quietly. "I was a keeper up at Sing Sing quite a while." The check was cashed, it is needless to say.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JANUARY 26, 1905. Number 4.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS
90 WILLIAM ST. = NEW YORK
CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Sign the Contract.—Fruit Juices in Pennsylvania.—Letter Box.—Dr. Kremers Defends Regents.—Mr. Avery Draws Some Practical Lessons From the Chicago Aristol Cases.—Mr. Frailey on N. A. R. D. Work.—The Status of Official Remedies and Proprietary Preparations by Dr. Alpers.—Tests by Odor and Taste.—Question Box.

NEWS.—Joint Conference Committee of Greater New York Holds Its Second Meeting.—How the N. A. R. D. Has Helped in St. Louis.—Peruna Contracts Operative.—Montreal to Organize.—Cocaine Raids in Various States.—Milwaukee Jobbers' Answer to the Charge of Conspiracy.—New Pharmacy Board Wanted in Colorado.—Annual Meetings of Many Retail Dealers' Associations.

TRADE.—Proposed Revision of Pennsylvania Pure Food Laws.—Growing Cigar Leaf Tobacco in Texas and Alabama.—The Changes in the Bulk Perfumery Trade of the Retailer.—Window Displays.—Appraisers' Decisions.—Advertising Commentary.—A Self-Recording Thermometer. — Patents. — Market Report.

EDITORIAL COMMENT

Sign the Contract.

All misapprehension about the delay in enforcing the contract plan in this city has been explained away. Each of the half-dozen different parties necessary to make the plan operative is waiting for one or all of the others to proceed. The "giant druggists" are waiting for the pharmacist of usual proportions to sign, the small retailers are waiting to see what will happen to their friends who have courageously affixed their names, the friends are waiting for numbered goods, the Peruna people are waiting for something more than a bare eight per cent. of 2,000 possible signatures, the local leaders are waiting for the N. A. R. D. to do more proselyting, and the N. A. R. D. seems to be waiting for the local retailers to get together.

Of all the druggists of Greater New York, less than 150 have signed the Peruna contracts. The rest of the country has already furnished 20,000 signatures! What is the matter with the druggists of New York? No manufacturer can be expected to go to the vast amount of trouble involved in preparing a remedy for the retailer's woes and, after the preparation is complete, to open jaws by main strength and to pour the dose down unwilling throats.

The jobbers are the only players in the game who are free from reproach. They were the first to sign the contract, and are now awaiting the signal to do the rest. The New York wholesalers fill their new role as leaders in the price protection movement with grace and dignity.

It is to be hoped that the letters of the conference to the trade will hasten the signing of the important papers. The explanation that the terms of the contracts will not be enforced until the firm most concerned can be assured of at least a reasonable number of authorized distributors should remove some misgivings. The assurance that no penalties will be inflicted upon druggists who merely meet the prices of competition should also reassure the timid.

The future of the direct contract and serial numbering plan is in the hands of the retailers at whose request the contracts have been issued. The druggists of this city are at present the block in the wheel.

Those excitable persons who feared a scarcity of clerks as an immediate result of the prerequisite law may take comfort from the fact that some two or three hundred candidates passed the last examination in one branch alone. A clerk famine is the least of the druggist's troubles.

Fruit Syrups in Pennsylvania.

The druggists of Pennsylvania are supporting a bill before the State legislature, permitting the use of preservatives and artificial coloring matter in syrups used in soda water and soft drinks. They ask the lawmakers to grant an exception in their particular case, and advance a series of exceedingly ingenious arguments. The reasons advanced are, in brief, that preservatives are necessary to prevent harmful decomposition, that customers demand prettily colored liquids, and that the quantity of the added material in soda syrups is too small to do any damage anyhow.

One argument excites our admiration especially. It is, that the natural product does not look natural to the consumer, and that the real reason for the addition of coloring matter is a desire to prevent the customer from deceiving himself into drinking something artificial and deleterious. That is worthy of a Chinese diplomat.

The plea of the soda syrup manufacturer—for such the author of the Pennsylvania bill appears to be—is a very good one as far as it goes, but it reminds one curiously of similar pleas advanced by the dairy men, the canned goods manufacturers, the spice grinders, the liquor men and scores of others. Everybody is sure there is no harm in his own little sophistications and is extremely conscious of the trouble which a law would impose upon him; whereas the inconvenience of his neighbor is entirely invisible to him, and there is not the slightest

doubt in his mind about the wickedness and danger of food adulteration in detail and in principle.

It is quite possible that the present law in Pennsylvania is unduly troublesome to druggists, especially since it seems to have become the custom to employ preservatives and artificial colors in the preparation of syrups. We also believe that a little sodium benzoate and cochineal in a glass of soda does so much less harm than some other forms of adulteration, that it is scarcely worthy of consideration. If that is not reason enough for a revision of the law, it is difficult to see how the case can be strengthened by the addition of a lot of claptrap arguments which are as transparent as they are insincere.

It is possible to make a good fruit syrup without the aid of either preservatives or artificial coloring; to say that it is not, is to insult public intelligence.

That ancient jest about a popular talcum powder has at last found a resting place in the columns of one of our neighbors. Requiescat in pace!

Designing Tattlers.

Don't believe all that your customers tell you! The greatest source of trouble in towns in which schedules are maintained by mutual agreement are reports of cutting, carried about by customers. Patrons will come into a store and declare that goods can be obtained at a much more reasonable price elsewhere, all for the purpose of lowering the price to themselves by a few cents.

A druggist who has had experience advises his fellow pharmacists not to heed such stories. "Give your competitor the benefit of the doubt," he says. "Ten to one he is keeping his agreement as carefully as you are, while your customer's talk is only bluff." He tells of reports brought in by old customers in effect that his nearest neighbor had reduced the price agreed upon for a medicated liquor by some seven cents. Our friend promptly offered to buy any quantity of the preparation from the dissatisfied patron at the schedule price. It is needless to say that no supplies were ever received through that channel.

Problem.—If two druggists undercut each other at the rate of two cents a week, what per cent. will the creditors get at the end of six months?

Cannot or Will Not Understand.

A comparison of Dr. Alpers' very able article with the abstract which appeared in the New York Journal shows just how sincerely that publication tries to be fair and honest. The scholarly article was, as our readers know, prepared for the very purpose of giving the daily papers a closer view of the substitution matter. It explains the difficult question fully, precisely and yet briefly, and it is difficult to understand how anyone could miss all the telling points unless eyes were deliberately turned the other way. Here is the Journal report of the last meeting of the Manhattan association:

> The Mann bill, pending in Congress, which, it is claimed, will prevent or check adulteration in drugs, has been urged for passage by the Manhattan Pharmaceutical Association. At a large meeting Dr. William C. Alfers, president of the German Apothecaries' Association, declared that the druggist who wilfully adulterated drugs and chemicals should be branded as a criminal and driven out of business.
>
> "Phenactine," said Dr. Alfers, "is sold here to retailers at $16 per pound. It can be bought in England at 70 cents a pound, but here it is patented. The public has to pay this swindling profit. The Mann bill will give relief and compel owners of patented articles to manufacture them in this country."

It would be difficult to compress more inaccuracy into two short paragraphs than have been injected into this report. Are the publishers of that paper merely stupid and careless, or is it a case of "None so blind as those who will not see?"

Does Not Refer to All Licenses.

Several readers have gathered an impression from our report of the conference between the Board of Pharmacy and the regents which is erroneous. The acceptance of license from other States as a qualification for examination does not refer to licenses granted upon examination passed later than January 1 of the present year. Candidates who have passed the board examinations in other States prior to that date, will be admitted to examination in this State, provided that the Board of the State in question complies with certain requirements of the New York board.

The details which must be taken into account in introducing a radical change like the prerequisite law, are many and complicated. We do not blame people for mixing the terms of the New York regulations more or less, for we are not by any means convinced that anybody has so far succeeded in fathoming them all.

Adulteration and Preservatives.

In another column we reprint a portion of a letter written by Mr. George Merck, of Merck & Co., this city, to U. S. Senator Dryden on the subject of food preservatives. Mr. Merck believes that in all legislation a distinction should be drawn between actual food adulteration and the addition of substances for food preservation. He argues that as the quantity of the standard preservatives usually employed is so small it is not reasonable to suppose that any toxic effect will follow their use. Mr. Merck strongly condemns adulteration, but he believes that in many cases the addition of a suitable preservation is a necessity and should therefore be permitted by law.

Pharmaceutical Arithmetic.

Prof. Edward Kremers, of Wisconsin University, this week favors us with some very pointed remarks about the preparatory education of pharmacists. He disapproves of the manner in which we and some of our readers have been urging the necessity of pharmaceutical arithmetic as a part of the preliminary equipment and says in effect that if the general training has been properly attended to the division of fractional doses will take care of itself.

Our correspondent is undoubtedly right in his main contention that pharmaceutical arithmetic is no better than any other sort of arithmetic. We hope that he differs less with the rest of us than he thinks. The main difference seems to be that he has more faith in our public educational system and in the utility of general culture than have some others. Practical knowledge of things is largely the result of familiarity and unfortunately some very well-informed people are not at all familiar with the art of numbers.

We venture to assert that a question involving, say the division of one-eighth into twenty-seven parts, would trouble sixty per cent. of the graduates of our city high schools. It is not that they have not been taught these things, but they have never been brought into intimate contact with fractions. General education is very necessary in the equipment of the pharmacist, but the ability to manipulate fractional doses is essential. Any sort of arithmetic is as good as pharmaceutical arithmetic, provided that there is enough of it, but unfortunately no diploma carries with it a guarantee that it covers the proper kind.

Should Have Been "Dined," Not "Died."

The press of this country has often been likened to a mighty engine, resistless, remorseless, slaying all that dare stand before it. Yet The Era, when it slew some fifty employes of Jaynes & Co., as narrated near the bottom of the second column, page 81, of the last issue, did so unconsciously, without malice, slew them as the unhappy man who occasionally mistakes his roommate for a housebreaker. The Era steaming, all unknowing that the starboard lights were out, speeding to make the harbor with the tide, crushed out the souls of those fifty employes of Jaynes & Co. in an enchanting hour of their lives.

NEARLY 42,300 DRUGGISTS IN U. S.

THE ERA DIRECTORY FOR 1905 SHOWS AN INCREASE OF 2,382 STORES SINCE 1903—IN ONLY A FEW STATES IS THERE ANY DECREASE.

An increase of six per cent. in the number of drug stores in the United States since October in 1903 seems to disprove the statement that the drug trade is less prosperous than other branches of commerce. The Era Druggists' Directory, 1905, which will appear this week, shows an increase in nearly every one of the States and Territories. In the very few instances in which a decrease occurs the loss is very small in comparison with the total number. The gain is distributed without favor to any one section of the country, the most conspicuous increases appearing in Alabama, Pennsylvania and Texas. Many other interesting facts may be gleaned from the rows of figures given below. The table is compiled from the Era Directory, 1903, and from the new edition.

RETAIL DRUGGISTS IN THE UNITED STATES.

States.	October, 1903.	January. 1905.	Increase.
Alabama	492	695	203
Alaska	16	18	2
Arizona	58	59	1
Arkansas	666	822	156
California	906	965	59
Colorado	432	458	26
Connecticut	516	530	14
Delaware	116	118	2
District of Columbia	203	196	7*
Florida	300	337	37
Georgia	694	746	52
Idaho	134	171	37
Illinois	2,695	2,768	73
Indiana	1,785	1,824	39
Indian Territory	462	596	134
Iowa	1,733	1,813	80
Kansas	1,125	1,190	65
Kentucky	885	928	43
Louisiana	516	537	21
Maine	400	413	13
Maryland	554	572	18
Massachusetts	1,541	1,565	24
Michigan	1,539	1,576	37
Minnesota	826	873	47
Mississippi	485	522	37
Missouri	2,385	2,466	81
Montana	125	144	19
Nebraska	818	828	10
Nevada	33	30	3*
New Hampshire	256	245	11*
New Jersey	890	920	30
New Mexico	65	78	13
New York	1,850	1,894	44
New York City	1,883	1,880	3*
North Carolina	450	481	31
North Dakota	277	275	2*
Ohio	2,135	2,217	82
Oklahoma	345	405	60
Oregon	280	280	..
Pennsylvania	3,125	3,371	246
Rhode Island	256	274	17
South Carolina	348	378	30
South Dakota	315	342	27
Tennessee	565	611	46
Texas	2,040	2,284	244
Utah	102	112	10
Vermont	190	185	5*
Virginia	480	520	40
Washington	360	415	55
West Virginia	277	325	48
Wisconsin	905	965	60
Wyoming	65	65	..
Totals	39,899	42,281	2,382

*Decrease.

There are at present 42,281 retail drug stores in the United States, 2,382 more than in 1903. Taking into account partners, clerks and employes, there are probably not far from 100,000 persons dependent upon the drug business for occupation and means of livelihood.

The increase in the number of drug stores since the publication of The Era Directory in 1903 is about six per cent. Pennsylvania leads with an expansion of 246. Increased activity and growth of mineral and manufacturing wealth is probably the cause for the opening of a great number of new stores in the South. Texas has to-day 244 more than it had in 1903. With the awakening of Indian Territory came 134 more stores. Alabama contains 203 more; Arkansas, 156; Georgia, 52. Not one of the southern commonwealths appears among those which have lost in numbers.

Deductions drawn from the figures betraying decreases can have little value. The losses are so small that they may safely be left out of consideration. Still, one might have expected an increase in New York City, where the population advances by leaps. It is probable that as the resident district moves northward, those drug stores which appear in the new lands are offset by the closing of drug stores in the wards where the wholesale and purely business houses find fresh footing. There are three fewer in the city now than at the time of the publication of the last Era Directory. Of North Dakota we might have expected an increase natural to a growing western State. Instead, the figures show a contraction of two. In the District of Columbia the falling off is seven. Nevada, in spite of the revival of a great mining boom, has now thirty druggists, where in 1903 the State had thirty three. New Hampshire and Vermont report a dwindling of eleven and five, respectively.

Though the changes have not been few, Oregon and Wyoming possess no greater number of pharmacists than they did two years ago.

As for the States wherein the druggists are most numerous, New York is the home of 3,774, distancing all other States, the closest to which—Pennsylvania—has 403 fewer. New York City has nearly as many druggists as all the rest of the State combined. Following Pennsylvania is Illinois, with 3,768. Its neighbor to the west, Missouri, has 2,466. So far, the size of the figures seems to follow that of the big cities, New York, Philadelphia, Chicago, St. Louis. But with Texas the immense territory must go toward explaining the numbers. With the exception of the States mentioned in this paragraph and Ohio, it will be observed that New York City has more druggists than any other State in the Union.

The influence of legislation upon the numbers of druggists in a State is not apparent. States having new and stringent laws regulating registration show about the normal increase, while measures which seem likely to encourage the opening of new pharmacies have apparently had little or no effect.

The reason for the relative importance attached to New York City by the price control forces, is easily found in these figures. The entire commonwealth of Massachusetts, including the city of Boston, has fewer drug stores than this "center of disturbance." Only five States in the Union, with their great extent of territory and many hamlets, each proud of at least one druggist, contain more stores than this city.

Some of the densely populated States have surprisingly few pharmacists. New Jersey, although the number of presidential electors which it furnishes compares favorably with that of some of the larger States, has less than a thousand stores. No doubt other anomalies of distribution can be found by those skilled in the meaning of figures and familiar with the conditions in the various localities.

C. P. EMANATIONS

TWO AND TWO ARE FIVE.

"Why don't you adopt Mr. Falkenberg's plan and make some money?" inquired the C. P.

The druggist had been complaining about profits, the cost of rent, gas, clerk hire and about the very general difficulty of keeping a handful of the elusive.

"What sort of plan is that?" he said.

"Most simple possible—charge more!" the sage explained. "What you seem to need is more profits. As you must have noticed by this time, the profit is the difference between what you get and what it costs you to supply the stuff. You want more profit and cannot reduce the cost; then the only thing left is to get more for the goods. Nothing could be more simple."

"Humph!" snorted the druggist. "Everybody on the face of the earth knows that much. What we don't know is, how. Tell us how we can get more for the goods, and we will erect a monument to you at once."

The C. P. smiled. "That doesn't seem to have been provided for in the plan," he said. "Anyhow, that is not my affair, nor Mr. Falkenberg's; that is your part of the scheme."

"Oh!" said the man behind the counter, perceiving a twinkle in the old gentleman's eye. "It seems to me pretty much all there is of it. What do you suppose would happen if I set the boy to marking things up? Mrs. Moriarty from around the corner would come along with a market basket, looking for bargains. I can imagine her sniff. Charge her twenty cents for a cough syrup which she always bought for eighteen? Not much! I'd be a 'robber and a thafe.' Within ten minutes Mrs. Flynn would know of it. 'The childer all barkin', too!' No, no, it is not so simple as all that."

"No, of course not, if you go at it in that way. You must do it diplomatically, so that customers won't mind. Mr. F's customers are glad to pay more."

"My customers would not be glad," said the druggist, with emphasis. "I am no hypnotist. If it's only a matter of charging more, what is the use of all your big associations, schedules, plans, and the rest? The N. A. R. D. has been trying for six years to make it possible for us to charge more. It will take a lot of profit to pay that eighty thousand which they expect to spend this year."

"I forgot to tell you," interposed the C. P., "that the method applies only to prescriptions."

"There is some sense in that," the druggist admitted. "None of us get enough for our special qualifications. It costs more to fill a prescription than formerly and yet we get just about the same prices. I'll tell you what I'll do. You get Brown and Pillen and Billy Sharp and the Eagle to double prices, and I'll do it, too."

The sage smiled. "In my opinion, you'd better extend your list a little," he said. "Include a few of the big fellows down town."

"If you are looking for reasons why prices, and especially prescription prices, should be raised," the druggist resumed, "I can give you all you could possibly want. The biggest and best of all is the effect upon the customer's mind. Faith in a medicine is largely a matter of price; the greater the cost, the better the medicine, is a popular belief and not a bad one, either."

"Still, you wouldn't charge for the belief, would you?" inquired the sage.

"And most doctors would be pleased to have us charge their patients more," continued the druggist, ignoring the reference to faith as a financial factor. "It is a bit ridiculous to charge for a prescription less than twenty-five per cent. of the consultation fee. I know a doctor who receives a fee of $5. He invariably sends his prescriptions to a drug store where he knows the charge will be $1."

"The doctors manage to keep up prices," the C. P. remarked by way of encouragement.

"Yes, their code of ethics and reputation does that. Now, if we druggists could get the people to attach more importance to the preparations of the medicines so that some of us could get a reputation, too."

"In the meantime, every druggist ought to raise prices," suggested the sage.

"Of course."

"When do you expect to begin?"

"When the others begin. Charging sixty-five cents for fifteen powders costing twenty cents may be all right for your Chicago friend, but I cannot do it, yet awhile."

"So, there you are!" said the C. P.

"That is precisely where the drug trade is at," assented the practical dispenser. "The beauty of the prescription business is that customers don't know what the other fellow would charge, but let one little pharmacist put up his prices, and the people would soon find out."

"Dry Cleaning" Fabrics.

Benzine is used in the process for "dry cleaning" fabrics. The specifications of a recent French patent provide for a closed chamber or vat in which the fabrics saturated with benzine are suspended. At the bottom of the vat a steam coil is placed. Air is introduced through a pipe at the bottom of one side of the vat and, being heated by the steam coil, removes the benzine from the fabrics. It is then pumped off up a tall column, down which a shower of cold water falls, thus condensing the benzine vapors. The mixture of water and benzine is separated in any convenient apparatus, and the benzine removed. The cooled air is pumped again into the vat containing the fabrics, thus completing a closed circuit and avoiding loss of benzine.

Potassium Permanganate Pencils.

Sodium phosphate is suggested by M. Lemaire for use in the preparation of permanganate pencils. The salt is melted in a porcelain dish and the desired quantity of potassium permanganate added; the melted liquid is poured into molds, greased with vaseline. The pencils are directed to be stored in glass tubes and hermetically sealed.

RESPONSIBILITY FOR FORMULAS

The Lyons courts recently acquitted a physician who had made an injection of 40 grams of a 5 per cent. solution of cocain with the consequent death of his patient. The operation was for the relief of hydrocele, and the patient succumbed in twenty minutes after the preliminary injection of the cocain. The physician stated that he had merely followed the directions in Tillaux' Manual of Clinical Surgery, second edition, page 411, which advised for cases an injection of "about 30 grams of a 5 per cent. solution of cocain"; that is, a gram and a half of cocain. In the third edition, which followed three years later, Tillaux warned against large doses and advised "about 10 grams of a 1 per cent. solution," that is, 10 cgm. The necropsy revealed pleural adhesions which made any injection of cocain dangerous. The court acquitted the physician, stating that the citation from Tillaux's text book freed him from responsibility. Professor Tillaux was president of the Paris Academie de Medicine at the time of his death last fall, which occurred not long after this legal decision. The Journal de Med. de Paris, commenting on the affair, remarks that the decision evidently offers a precedent for holding the author of a book or formula responsible if the application of his formula entails any mishap. It doubts, however, if this precedent will be accepted in jurisprudence, as any physician making such an injection ought to know enough not to inject 2 grams of cocain under any circumstances. "Our confidence in the works of the masters should not deprive us of our powers of judgment."

A similar case was recently decided in Georgia. The proprietor of a patent medicine was sued for injuries by a person who had taken the medicine. The court held that the proprietor was responsible and stated that after careful search not only in the authorities quoted by counsel, but in others, no record of a similar question having been determined by any court could be found. The court further held: "If the contents of a medicine are concealed from the public generally, and the medicine is prepared by one who knows its contents, and he sells the same, recommending it for certain diseases and prescribing the mode in which it shall be taken, and injury is thereby sustained by the person taking the same, proprietor would be liable for the damage thus sustained. . . . These proprietary or patent medicines are secret, or intended by the proprietors to be secret, as to their contents. They expect to derive a profit from such secrecy. They are, therefore, liable for all injuries sustained by anyone who takes their medicine in such quantities as may be prescribed by them. . . . He has a right to rely on the statement and recommendation of the proprietor, printed and published to the world; and if, thus relying, he takes the medicine and is injured on account of some concealed drug of which he is unaware, the proprietor is not free from fault and is liable for the injury thereby sustained.—Journ. Amer. Med. Asso.

OUR LETTER BOX

MR. FRAILEY ON N. A. R. D. WORK.

Lancaster, Pa., January 16, 1905.

Editor The Pharmaceutical Era:

The drug trade is in a transitory stage! True! It has been so for twenty-five years and more!

Years ago it required only the professionalism of a few who formed the various State and county associations to keep down ultra-commercialism in the trade. But with the advent of the large department stores and their so-called modern methods, the spirit of rivalry and competition invaded all ranks and the drug trade was not exempt.

As to price control contracts, we've had Campion plans, Detroit plans and tripartite agreements. These were failures, largely because the cut-rate evil was not general nor deep-seated nor the cutting so drastic as it has become in these latter days, so that it was impossible to enlist the influential power of numbers in the retail trade to combat the evil. Failures brought discouragement for a time and conditions became worse until, like all great crying evils, they began to work their own cure.

With the greater necessity to cure the grosser evils came a greater organization, which is being supportea by a greater number of the retail trade than ever before, and of a personnel that never knows defeat. As the weakness of the tripartite agreement became apparent, the contract plan was evolved and at this time it is the accepted specific for the cure of the cut-rate evil. Whether the present plans in vogue or any one of them will ultimately prove to be the best we can adopt, no man knows. The step that led up to the present conditions have united in one organization the best brains, character, judgment and wisdom and the greatest monied interests in the drug world to-day.

By organization I refer to the N. A. R. D., and that in the broadest sense. Not merely embracing those retail druggists who pay a per capita tax for its support, but all who are working toward the success of its objects and aims. For what better and more loyal and valuable members has the N. A. R. D. than Kramer, Beardsley, Garst, Grove, Bessett, Pierce and his colleagues, Schumacher, Hentz, and others who are doing like work?

The cynic will impute selfish motives and we may so far agree with him as to say, "you may be right!" But when selfish motives impel men to do so much more than mere self-interest and hope of personal gain demands, when they give of their time and money and best effort to attack conditions for the purpose of bettering them, while so many others who are holding aloof are bound to share in the advantages gained by their labors and sacrifice, I maintain that selfishness is no longer a factor; the dominating influence is the broad spirit of humanity which leads to the noble deeds and elevating ideals and the voice of the cynic is drowned in the glad shouts of those who appreciate the altruistic spirit in others.

It will be like pulling teeth for many proprietors to adopt the contract plan for, no matter how thoroughly it is explained that it is for their own best interests to do so, the feeling will remain that they are being coerced into doing so, which is naturally repugnant to them; also, when added to this they consider the expense of adopting the plan, it is reasonable to suppose that many of them will hesitate until they feel compelled to adopt it by falling off of business. Alas! It will then be too late for the weak ones. They will adopt the plan with the hope of reviving a dying business and expect that one act to restore them to the flood tide of prosperity. It will do nothing of the kind. The late

WILLIAM O. FRAILEY.

comers and the weak ones will pass out of existence. The retailer will be selling the goods of those proprietors who have early adopted the plan.

The reforms brought about by the N. A. R. D. are gradually looming up and rapidly growing. If the spirit of fraternity and mutual co-operation now existing and gradually spreading among former enemies and strangers and between proprietors, jobbers and retailers was the only reform brought about by the activities of the N. A. R. D., it would be worth all the time, labor and money spent to accomplish it. But with these reforms come education along both commercial and professional lines, a closer and wider reading of the trade journals, a frequent interchange of thought and opinion on trade methods and laboratory experiences, an elevation of the professional and commercial status of the pharmacist, protection from and defeat of vicious legislation, the enactment of just laws for the protection of the public from the capacity and greed of the ignorant and incompetent, the pending national legislation for amending the patent laws, reducing the tax on alcohol, etc.

Experience with the price controlling contracts emphasizes the first claim that the direct contract serial numbering plan is *The Plan*.

As to substitution in prescription drugs, I not only think it is *not* increasing, but I do not think it is as bad as the inspirers of the yellow journal writers would have us believe. I am personally acquainted with nearly every pharmacist in my county of Lancaster, and if I were asked to say conscientiously and sincerely who among them I would suspect of stooping to such despicable practices, I would say, *"not one!"*

Fraternity and co-operation are gaining rapidly in the drug world. But it requires courage and true friendship to criticize in a fraternal way the acts of others. Honesty of purpose is emphasized when one man criticizes another's acts in a fraternal way for the purpose of correcting an error. I believe that this is being done among the leaders and workers in the N. A. R. D. to a greater extent to-day than ever before. Such criticism is helpful. It helps us to see ourselves as others see us. It helps us to avoid making the same mistake twice. I am optimistic as to N. A. R. D. work, and feel that the organization will grow stronger each month. Every retail druggist, jobber and proprietor should consider it his own organization, and support its branches to the end that success once attained will be instantly reflected on proprietors and jobbers alike. The success of one will be the success of all.

To the retail druggist in particular I would say: Join your local association and help along with your influence and counsel. Attend the meetings, pay your dues promptly and you will not regret it. Don't fail to talk out your true opinions in meeting. If appointed on a committee, see that your committee does the work it was asked to perform and don't rest until you have done more than your share of the work. If grievances are reported, investigate them in a spirit of fraternity and candor, and lots of mountains will shrink to molehills which can readily be stamped to the level without difficulty.

WM. O. FRAILEY.

MR. AVERY ON THE CHICAGO EPISODE.

Chicago, January 14, 1905.

Editor The Pharmaceutical Era:

The recent Chicago "aristol" experience teaches some practical lessons, and awakens many suggestions, pregnant with possibilities, for future consideration.

Out of the present "unpleasantness" good results will surely follow. Reputation for dispensing drugs of known purity will have a high value in the minds of pharmacists generally. Like the cashing of "bad checks," the demand will be that the "source of supply" of chemicals shall be able to "make good" in case the confiding druggist is "taken in." There will be a growing demand for some recognized agency which shall guarantee the purity of drugs on the market, and relieve the pharmacists of the outlay of time and money consumed in proving purity.

The temptation to evade the workings of unfair patent laws must be removed, and these laws so modified that the manufacture and sale of medicines cannot work undue hardship to consumer or compounder. The great majority of pharmacists are honorable men. Their resentment of protected monopolies in the drug trade exposed them to the cunning of robbers of another class, the "fake" drug brokers. Had the pharmacists who sold spurious aristol been of the criminal class they would not have paid eighty cents per ounce for stuff they could have made themselves at two cents per ounce. In

the examination by me of the Chicago victims of the aristol crusade, the fact was revealed that the average sale of aristol (of all sorts) did not exceed one ounce a year for each drug store. The extortionate price exacted by the patentees has rendered its use almost prohibitory. Substitution is the evil of the hour. It is induced not alone by the high price of protected chemicals, but by the policy of some pharmaceutical manufacturers as well. They market many facsimiles of various proprietary remedies, and promptly duplicate any specialty a rival house puts on the market and its similarity is called to the attention of the retailer as yielding a larger percentage of profit.

Ruinous "price cutting" on patents has led many pharmacists to force the sale of similar remedies affording better returns. Notwithstanding the sore trials besetting the pharmacist to-day, the future surely gives promise of a more hopeful nature. The day of organized effort and unity of action is here. Individually weak, collectively we shall be a power, not alone for the elimination of ruinous competition, but we shall progress along other lines as well, and we may assist in securing legislation, conducive to public welfare. One important gain will be a far closer alliance with our friends, the medical practitioners. The new issues of the Pharmacopœia and National Formulary should awaken activity on our part to secure general use of these high authorities and thereby supplant in many cases the secret nostrum of the day.

The recent adoption of the "direct contract" by the Paris Medicine Co., and the action of the Peruna Company in putting their contracts into effect at once will inspire confidence in the hearts of faint-hearted members of the trade. The ranks of the N. A. R. D. will be strengthend and a conviction brought home to the growlers which should secure their active support and financial backing to an agency which aims to help the poor pharmacist in so many ways. May the Pharmaceutical Era continue its activities in promoting the welfare of the retailer, and its present appearance of well being be perpetuated by its record of well doing. Sincerely yours,

CHARLES H. AVERY.

DR. KREMERS DEFENDS REGENTS.

Madison, Wis., January 17, 1905.

Editor The Pharmaceutical Era:

Permit me to say a word in behalf of the position taken by the Regents of the State of New York with reference to the question of so-called "pharmaceutical arithemetic" which has received so much attention in your journal of late.

If you were to engage a reporter and soon found him to be deficient in general education and in mental training so that he could not write up an event of local interest, would you advise him to take a course in pharmaceutical English?

If a grammar school pupil has grasped the division of three-fourths by thirty, do you think it will make a difference to him whether the words grains, ounces or pounds happen to appear after the decimal? Do you for a moment suppose that if the teacher had taught him how to divide three-fourths grains that he would have been better prepared to divide three-fourths scruple by thirty, later on in his course at a college of pharmacy?

Since when do the best engineering colleges of this country demand "engineering arithmetic" as an entrance requirement, or are you and your correspondents of the opinion that mathematics in any form are less important to the engineering student than to the pharmacy student?

What we need is not drill in "pharmaceutical arithmetic," but a better all round preparation for prospective pharmacy students. Capacity, not bits of technical information, should be the motto of those who are trying to direct young men who are about to enter our profession.

One year of high school training is certainly a great improvement upon no entrance requirement at all. However, it is far from being enough. To make one's self believe that a few scraps of "pharmaceutical arithmetic" can make up in any way for this deficiency is even worse than to make the pharmaceutical profession ridiculous in the eyes of the educators of this country by asking that the Regents of the State of New York devise "a new measuring rod" which shall seemingly add to the educational stature of an insufficiently prepared pharmaceutical student or candidate.

Call for *more* arithmetic; still better, call for algebra and geometry, but don't ask for a subject in which the prospective students will prepare by committing to memory a few tables and rules, and drill in quiz-compend-like fashion.

No one can appreciate more than does the writer the need of a better preparation on the part of pharmacy students, not only in arithmetic, but in all those subjects that will develop in them *the capacity to think*. The pharmacy student who cannot divide three-fourths grain by thirty is so defective in the capacity to think, that any amount of training in pharmaceutical arithmetic will never make him a safe pharmacist. Respectfully yours,

EDWARD KREMERS.

THE ERA FULL OF NEW IDEAS.

Cosmopolis, Wash., Jan. 10, 1905.

Editor The Pharmaceutical Era:

I send you herewith a bit of a circuar I got out last Christmas. I live in a small sawmill town of eight hundred inhabitants and am the only druggist here, but I believe in advertising just the same. I took in $1,700 cash during the month of December and booked about $200 in gilt-edged accounts. I think that this is not so bad for a small town. The little circular was quite a help to Christmas shoppers, as well as myself. I enjoy reading your suggestions on advertising, window dressing, etc. That is what I take your paper for. It is always full of new ideas. Very truly yours,

D. F. SPIEGLE.

(An abstract of the circular to which Mr. Spiegle refers and our comments thereon will be found in another column.—Ed.)

Antidol.

Antidol is stated to be a combination of caffeine, antipyrin, citric and salicylic acids. In doses of 1 gram it has been employed in the treatment of headache, coryza, etc.

ALPERS ON SUBSTITUTION.*

Aspects of the Question and Why Mann Bill Should Be Passed.

STATUS OF OFFICIAL REMEDIES AND PROPRIETARY PROPRIETARIES. — SALE OF THE LATTER A PURELY COMMERCIAL MATTER.—PECULIAR POSITION OF PATENT SYNTHETICS. — PARACET-PHENETIDIN AND PHENACETINE ALIKE BUT POSSESSION OF THE FORMER ILLEGAL.—UNFAIR PRIVILEGES OF FOREIGN MANUFACTURERS.

BY DR. WM. C. ALPERS.

There are three classes of goods in the pharmacist's stock in which substitution might be practiced, and for a clear understanding of this question it is necessary to consider them separately.

The first class comprises drugs, chemicals and pharmaceutical preparations as outlined in the United States Pharmacopœia. The second class comprises proprietary articles commonly called patent medicines, although as a rule they are not patented. The third class comprises synthetic remedies of definite chemical composition, generally protected by patents and often also by trade-marks under an arbitrary name.

OFFICIAL DRUGS.

The druggist who wilfully or carelessly adulterates the first class of goods must under all conditions be stamped a scoundrel. As these goods are the ones that are generally prescribed on physicians' prescriptions, an adulteration becomes the more condemnable. There is absolutely no excuse for giving a customer an inferior article in his prescription than the one that the physician ordered. No plea can be advanced in excuse of such practice. To substitute wood alcohol for grain alcohol, to make a weak tincture of opium or iodine, to prepare tinctures or extracts from cheap and worm-eaten drugs, to buy and sell inferior chemicals for the sake of saving a few cents, is a crime against which every honest druggist will rise in protest. We druggists cannot claim that our craft as a class stands morally higher than any other profession or business. We are subject to the same human frailties and temptations that other people are, be they lawyers, ministers, bankers, merchants, mechanics, or laborers. Therefore, it may be presumed that among the two thousand druggists in New York City there will be some black sheep, and the records of the Board of Pharmacy show that some violators of the law have been found and punished. But it is equally true that in this large number of druggists, no matter how they may differ on many minor subjects, there is only one sentiment as to these violators, and that sentiment is to detect them, to expose them, to punish them, and to cast them out of the profession if possible. The records of our Board of Pharmacy show that the number of wilful violators is comparatively small, and it can be stated without fear of contradiction, that the public in New York is better served in regard to purity of

*Read before the Manhattan Pharmaceutical Association, Monday evening, Jan. 16, 1905.

drugs than in any other city of the country.

PROPRIETARY GOODS.

While then, the substitution of official drugs, chemicals and preparations is always criminal, this practice takes another aspect when applied to the so-called proprietary goods. The composition of these compounds is kept secret; yet they are claimed to be remedies for certain ailments, sometimes for all ailments. Their preparation, therefore, is a commercial venture, and the unfortunate sufferer of some sickness is financially exploited for the sake of personal profit. The manufacturer of these goods never sees the patient, never diagnoses his disease, and, as a rule, cares very little about the result of his preparation. All he wants is to sell the goods, and the more skilfully the advertisements can be framed, and the more plausibly the virtues of the preparation can be extolled, the greater the success. The proper attitude for the professional pharmacist in reference to these goods would be that of positive hostility. Proprietary goods are adverse in every respect to the interests of the pharmacist, as well as physician, and it might also be stated that as a whole they rather injure than benefit the public. However, the conditions of trade, the custom of this country, and the expectation of the customers, compel us to keep a supply of these goods on hand and sell them. As neither knowledge, ability, nor experience is required for this work, their sale is a purely commercial matter into which the question of professionalism can never enter. The question here arises: Have we a right to persuade a customer to accept a different article from the one that he asked for, for instance, Brown's Cough Cure in place of John Smith's Cough Cure? This is a question rather of policy than of morality. The public is neither benefited nor injured by such substitution. The chances are that the one remedy will do no more good and no more harm than the other, and if injury is done at all, it is done to the man whose advertisement brought the customer into the store. The druggist is in that case in the same position as a shoe dealer who persuades his customer to take a different shoe than the one he originally asked for, for instance, a Regal shoe instead of a Douglas shoe; or the hatter who for some reason, prefers to sell and succeeds in selling a Young hat, when a Knox hat had been asked for.

ESSENTIAL PRINCIPLES OF SUCCESS.

I personally condemn such practice, not so much on moral grounds or out of sympathy with the advertiser, but because I consider it bad business. I believe that one of the essential principles of successful business consists in furnishing quickly, cheerfully and cheaply the article that the customer wishes. By this method the seller pleases the customer; but by persuading him to take another article, he takes great chances. Any little drawback, or defect of the article, any careless handling or wrong use by which the article becomes less valuable, will be charged against the seller, because, as the customer will argue, "he did not give what I asked for." The dealer who practices this kind of substitution has in view only the one individual sale, and he may never see the customer again. But the proper serving of the public with goods that they ask for will not only build up a good business, but also a reputation for honesty and reliability. The question of price and profit has nothing to do with this argument. The druggist in this case, however, generally has a good opportunity to make the best of the situation. We all know that the majority of our customers are undecided as to what article they want, and often leave the selection to the judgment of the druggist. He is the successful druggist who has by his own actions built up a reputation of good judgment and reliability.

PATENT SYNTHETICS.

The third class of goods, the so-called synthetic patented articles, have during the past twenty years taken a peculiar position in medicine and pharmacy and in the eyes of the public. The majority of them are manufactured abroad, and their exploiting and sale in this country is in itself a perfectly legitimate and honest business. But owing to a defect or omission in our patent laws, the foreign manufacturer is given remarkable powers by which he holds the American public in his grasp. All patent laws are enacted for the purpose of promoting enterprise, investigating research and investigation, and securing for the inventor a profit commensurate to the value of his invention for a number of years, and thereby benefiting the country and the whole people. These foreign manufacturers, however, pervert the intention of our patent laws and make them a means to stifle enterprise, to check original investigation, and to draw enormous sums of money out of this country without the least benefit to its citizens. They have done this by securing patents not only for the process of manufacturing these chemicals, but also for the articles themselves. This latter privilege is not given them in their own country as contrary to the public weal. Now, what is the result? No chemist in this country tries to invent new methods or improved machinery to prepare such a protected article, because, if he did, he would have to combat a gigantic monopoly with unlimited resources; nor is any capital invested here in its manufacture. As an illustration let us take Paracet-phenetidin, sold under the trade-marked name Phenacetine. The importation and sale of this article is restricted and confined to a foreigner, who takes advantage of the situation, sells it here at an enormous profit, more than ten times the actual value. We all know that Phenacetine is sold to retailers at $16 per pound and to wholesalers at the best figure of about $12. I have in my possession a letter from a large chemical house in England in which they offer me Phenacetine at seventy cents a pound; but I am told that I have no right to buy this, or to import it, or to use it after it is imported. Not one soul in the United States, not one branch of industry derives any benefit from this state of affairs. The fabulous profit is collected here and shipped to Germany; and the unfortunate patient, in addition to the misfortune of his sickness, is taxed this enormous profit to enrich a foreign manufacturer.

TWO KINDS OF PHENACETINE?

Now, let us suppose that there is some Paracet-phenetidin brought into this country, without passing through the warehouse of this foreign monopolist. It is the same article in every instance as Phenacetine. It has perhaps been made by the same manufacturer, in the same laboratory. Are there at once two different kinds of Phenacetine? Is the one different from the other, because the one box bears the imprint "patented in the United States," and the other one "the resale in the United States is prohibited?" Can it be claimed by any sound mind that the contents of a prescription calling for either Paracet-phenetidin or Phenacetine will be different whether the article is taken out of one box or the other? Is it not an outrage to the intelligence of every pharmacist and physician to claim that this is a question of substitution?

AN ABSURD ARGUMENT.

A few days ago, one of the representatives of a large German chemical house was in my store, when a prescription was handed me calling for thirty grains of Paracet-phenetidin to be made into six capsules. I turned to the representative of the German firm and asked what he would dispense in such a case. He answered, "Of course, Phenacetine." "But," I replied, "the prescription calls for Paracet-phenetidin." "Well," he said, don't you know that Phenacetine is Paracet-phenetidin?" "So it is," I said. Then according to your opinion, if Phenacetine should be ordered, I have a right to dispense Paracet-phenetidin." "No," he said, "because you have no right to possess that chemical, nor has a doctor a right to order it." The absurdity of this argument needs no further words. If, therefore, we have in our possession chemicals of definite chemical composition, and know positively by our own investigation that such chemicals are correct and answer all the requirements of another chemical of the same composition, which sells under a trade-marked name, the taking of the one for the other, and the other for the one, can by no process of logic be called substitution. It is in each and every case the same article, just as two pounds of sugar are alike, no matter if the one is wrapped in blue paper and the other in yellow.

POSSESSION NOT SUBSTITUTION.

Whether the possession of such an article is a violation of some trade-mark law, is a different question that has absolutely nothing to do with pharmacy or medicine, or the ethics of either profession, and its possession can in no case imply substitution. We might as well argue that the physician whose coat is made of a piece of smuggled cloth is therefore unfit to diagnose a case, or that a surgeon who applied a smuggled splint to a patient with a broken leg is a scientific substitutor and sure to ruin that patient's health. I do not advise the purchase of such goods in a round-about way. A druggist who chooses to buy these chemical compounds in avoidance of an unjust trade-mark law, may be liable for a certain fine, but to reflect on this account on his ability and integrity as a pharmacist is an absurdity. The manufacturers of these compounds, however, have tried, and in many instances successfully tried, to confound the minds of the medical profession, the press, and the public on this question. They have picked out one sentence from a report of the Board of Pharmacy in which a violat-

ing pharmacist was detected and punished, by skilful perversion of argument applied this to their protected article, drawn inferences therefrom reflecting on all druggists, and charged as unable and rascally the representatives of an honorable profession.

WORK FOR THE MANN BILL.

It is therefore our duty to oppose the unfair privileges of these foreign manufacturers with all the powers in our possession. This is our duty as pharmacists, in order to protect our reputation that these men sometimes knowingly and viciously sully and besmear. It is our duty as citizens and patriots to help to free our country from this octopus that holds one branch of our chemical industry in its grasp. We should, therefore, all unite, no matter how we may differ on other points, to work for the final passage of the Mann Bill, which has passed the House, and is now referred to the Senate. In this bill the leading abuses, as delineated above, have been abolished, so that no grant will hereafter be given to a foreigner whose own country does not grant the same, and that the receiver of a patent must use this patent and manufacture the article patented in this country within a fixed time.

Let us work, therefore, in unison to see this bill become a law.

TASTE AND ODOR.

It is often desirable to determine, with some precision, the relative value of a sample, with regard to its flavor. In some cases it is all-important. The worth of oils and essences used for ærated waters and for culinary purposes is necessarily judged by the delicacy and richness of their flavor. It is in some respects the simplest and most easily applied of all tests, but it requires to be made under proper conditions. The careless way in which it is often done renders the indication altogether misleading. Frequently a sample is examined by applying the bottle to the mouth or the finger to the bottle, and then to the lips, without any care as to the condition of the parts with which the substance may come into contact.

PALATE MOST SENSITIVE.

Some years ago I made some observations on this subject, and found that to arrive at any trustworthy result it is necessary to work with almost as much care as in a quantitative analysis. The palate is a very sensitive organ, and it is easily overpowered, so that if a strongly tasting substance be applied, slight differences of flavor are quite obscured. Accordingly, full provisions should be made for taking advantage of the delicacy of the "apparatus" available. With few exceptions, the body under examination should be well diluted; a hundred, a thousand, or even ten thousand times, according to circumstances. Except in those cases where the chemist is quite familiar with tasting the particular substance, the observation should be made by comparison with another sample taken as a standard. In all cases every form of extraneous matter must be carefully avoided. Liquids are conveniently withdrawn by means of a clean, dry pipette, or by a glass rod; and the mouth of the bottle must be rendered perfectly clean before pouring any out; a little oxidized oil or extra t from the mouth of a bottle may seriously modify one's impression of the quality of a sample. It is important to give attention to the state of one's mouth. It is not wise to criticise a flavor soon after a meal, especially after partaking of highly seasoned dishes, or after smoking. If the mouth and lips are not quite free from taste, they should be well rinsed with water before experimenting. It ought to be recognized that the principal flavor in two samples of the same substance is similar, so that it is the subsidiary factors which have to be compared; but it is the flavor as a whole which is first of all in evidence. It is, therefore, required to eliminate as far as possible the principal flavor, so that attention may be paid as exclusively as possible to the subsidiary. This may be achieved to some extent by first tasting both samples, so as to accustom the palate to the element which is common to them, and then, after a minute or so, repeating the tasting critically.

METHOD OF SAMPLING.

A procedure which is simpler and occasionally better, is to taste first sample A, then B, and after some time, taste first B and then A. The palate quickly tires, and if satisfaction is not readily obtained, the examination should be repeated some hours later. Generally, water alone should be used for dilution, but in the case of essence for ærated waters, it is often more to the point to dilute with water containing say, ten per cent. of syrup, which may, if desired, be slightly acidulated with citric acid; the conditions under which they will be used are thus more nearly approached. The proportion of essence employed should be such as will give a full, but not powerful effect. The quantities of sugar, acid, essence and water must be strictly the same in mixtures to be compared. For lemon oil the following works well:

Place 1 cc. of the oil in a separator, dissolve it in 1 cc. of absolute alcohol, add 10 cc. of syrup, shake well, then add sufficient water to make up to 100 cc., shake vigorously, and let stand five minutes; draw off the aqueous layer and taste it. The odor of the oily layer, also its taste, may throw further light on the quality of the oil.

Some other volatile oils may be treated similarly, but usually much less oil must be used—say, 0.1 cc. in 100 cc. For fixed oils—e. g., olive and cod-liver—the best and simplest method is to place about 1 cc. on a small watch-glass, from which it is sucked without letting it touch the lips more than can be avoided.

TESTS BY ODOR.

The general principles involved are the same as those for taste. When it is desired to compare two liquids or powders in their natural state, equal quantities should be put into two 50 cc. beakers placed side by side on the bench. If they are held in the hand for more than two or three seconds, they become warmed, and the odor is modified; and as it is unlikely they will become warmed equally, the comparison is entirely upset. Care should be taken to avoid breathing into the containing vessel. Volatile oils may be dissolved in ten or more volumes of odorless alcohol, and a few drops of the solution spread over a small filter-paper, which is hung on a pin, stuck in a shelf or the like, and examined as soon as the alcohol has dissipated. For comparisons the solutions must be prepared and used quantitatively. Generally it is best to use the substances pure, or merely diluted at the ordinary temperature; but sometimes an odor can be artificially developed with advantage. For example, an apparently good glycerin rarely has much odor when cold, but on warming, an unpleasant odor may become evident. If the glycerin be mixed with half its volume of dilute sulphuric acid (1 in 4), and heated to about 90° C., it will probably have a decidedly unpleasant fatty or sharp smell, if it has not been properly refined.—S. J. Lewis, in Chemist and Druggist.

THEORY AND PRACTICE

Mercury Bichloride as a Disinfectant.

In the class of "liquid disinfectants" may be mentioned mercury bicnloride solution, carbolic acid preparations, coal tar preparations, mineral acids and metallic salts solutions, potassium and sodium permanganate solutions, eucalyptus oil, etc. (Med. Brief.), but few are of any practical use. Undoubtedly, the best is mercury bichloride, the solution (one in one thousand) being a true disinfectant or germicide, but one requiring care in handling, owing to its poisonous character. A convenient formula follows:

Mercury bichloride	1 ounce
Common salt	5 ounces
Hydrochloric acid, commercial	1 ounce
Opal or cotton blue, commercial	1 grain
Water, to make	3 gallons

Strength = 1 in 500.

The hydrochloric acid in the formula assists solution, and the common salt prevents the precipitation of monochloride of mercury and the coagulation of albuminous matters by the formation of albuminate of mercury when the fluid comes in contact with living tissues. The opal or cotton blue is used for coloring purposes, and thymol or some other odorant is added. The color and odor so characterize the solution that there is little danger from the disinfectant being mistaken for a harmless solution.

Iodotannic Syrup.

From a series of experiments with various flavorings, Wyatt, in a paper read before the Liverpool Chemists' Association, reports that he has found that coffee is the best to hide the taste of the hydriodic acid and mask that of the tannin in iodotannic syrup. He suggests the following formula:

Iodine	320 grains
Tannin	320 grains
Sugar	12 ounces
Tincture of vanilla (1-40)	80 minims
Freshly roasted coffee	2 ounces
Water	to 20 fl. ounces

Make a strong infusion of the coffee by percolation with boiling water until 4 ounces of liquid have passed. Set this aside and continue the percolation until

four more ounces are obtained. Rub the iodine fine and put it and the tannin in a flask with percolate No. 2 and one ounce of the sugar and heat until the iodine is absorbed. Finally dissolve the rest of the sugar in this and percolate No. 1, adjust to one pint, and add the tincture of vanilla last. This makes a thin, dark syrup of pleasant odor and taste. The proportion of sugar may be increased if a denser and sweeter syrup be desired.

Determining Hardness of Water.

Charles R. Walker, in a recent issue of the Technical Quarterly, discusses the method of determining the hardness of water by a standard soap solution, which gives good results only when the water does not contain soap curdling substances over 100 parts per million. With harder waters two methods of procedure are possible—to use a stronger soap solution or to use a smaller volume of water than the usual 50 cc. The first method works fairly well, but with very hard waters there is still difficulty in determining the end-point, owing to the curd. Experiments, however, showed that the exact end-point could be determined within 0.05 cc. by sound, as the harsh sound as of solid and liquid is suddenly deadened, as if oiled, when the end-point is reached. It was also noticed that until the "earthy" salts were all precipitated by the soap, the larger bubbles broke almost instantly and without iridescence, but when the soap was in slight excess, or the end-point was reached, the larger bubbles lasted from one to two minutes and showed marked iridescence. The second method, using less volume than the customary 50 cc., gave, with sound method, uniform results.

Bleaching of Flour.

Three processes are in use for bleaching flour, viz., ozonized air, air charged with chemically prepared nitrogen peroxide and air charged with nitrogen oxides obtained by electrical discharge. According to Fleurent (Comp. rend.), if these processes merely changed the color of the flour, they would not be worth using, but, it is claimed that experiment has shown that they do have an influence on the transformation of the fatty matters, acidity and diastatic power, and on harmful micro-organisms; further, an increased amount of superior flour is extracted and its keeping qualities are improved.

Gasoline Soap.

"Gasoline soap" is made, according to a process recently patented in France, by agitating 32 kilos of gasoline with 16 kilos of soda lye and stirring into the mixture 20 kilos of melted animal or vegetable fat; twenty-four kilos more of the lye are then stirred in; the resulting soap is run into suitable moulds, and transferred to a room heated to about 30° C., where it is allowed to remain for twenty-four hours, to complete the saponification.

Depilatory.

Barium sulphide, 25 parts; powdered soap, 5 parts; French chalk, 35 parts; starch powder, 35 parts; benzaldehyde to make, 120 parts. One part of the preparation is mixed with three parts of water, the mixture applied to the part and washed off after five minutes. (L'Union Pharm.)

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Benzoinated Almond Cream.

(Q. A.)—An "almond cream benzoin hand lotion" may be prepared by adding a sufficient quantity of tincture of benzoin to any one of the following formulas:

(1.)

Almonds, blanched	1	ounce
Rose water	8	ounces
White wax	1	dram
Almond oil	2	ounces
White castile soap	1	ounce
Honey	2	ounces
Cologne	1	fl. ounce
Oil of bitter almonds	4	drops
Oil of rose geranium	5	drops
Glycerin	½	fl. ounce

Blanch the almonds and beat to a paste, adding the rose water; heat this to about 212, and incorporate with the white wax, almond oil and soap, melted together; then add the other ingredients.

Directions: After washing the hands with warm water and castile or palm soap, apply the above, rubbing it thoroughly in, then wipe the hands with a dry towel.

(2.)

Ointment of rose water	5 parts
Oil of sweet almonds	5 parts
Glycerin	5 parts
Boric acid	5 parts
Solution of soda, U. S. P.	12 parts
Mucilage of quince seed (2 drams to 1 pint)	25 parts
Water, sufficient to make	200 parts
Oil of bitter almond,	
Oil rose, of each, sufficient to perfume.	

Heat the ointment, oil and solution of soda together, stirring constantly until an emulsion is formed; then warm together the glycerin, acid, mucilage and about 150 parts of water; mix with the emulsion, stir until cold, and make up to 200 parts by adding more water. Lastly add the perfume.

Askinson gives this formula:

First prepare an almond cream as follows: Melt ten pounds of purified lard in an enameled iron pot or a porcelain vessel, and while increasing the temperature, add little by little, five pounds of potash lye of 25 per cent. strength, stirring all the time with a broad spatula. When fat and lye have become a uniform mass, 2¾ to 3½ ounces of alcohol is gradually added, whereby the mixture acquires a translucent, crystalline appearance. Before the alcohol is added three-fourths to one ounce of oil of bitter almonds is dissolved in it. The soapy mass thus obtained is called "almond cream" (creme d'amandes) and may be used alone for washing.

To prepare amandine or almond emulsion:

(3.)

Expressed oil of almonds	10	pounds
Almond cream	3½	ounces
Oil of bergamot	1	ounce
Oil of bitter almond	1½	ounce
Oil of lemon	150	grains
Oil of cloves	150	grains
Oil of mace	150	grains
Water	1¾	ounces
Sugar	3½	ounces

In the manufacture the following rules should be observed:

Effect the mixture in a cool room, the cellar in summer, a fireless room in winter. Mix the ingredients in a shallow, smooth vessel, best a large porcelain dish, using a very broad, flat stirrer with several holes. The sugar is first dissolved in the water and intimately mixed with the almond cream. The essential oils are dissolved in the almond oil contained in a vessel provided with a stopcock. The oil is first allowed to run into the dish in a moderate stream under continual stirring. The mass soon grows viscid, and toward the end of the operation the flow of oil must be carefully restricted so that the quantity admitted can be at once completely mixed with the contents of the dish. Well-made amandine must be rather consistent and white, and should not be translucent. If translucency or an oily appearance is observed during the mixture, the flow of oil must be at once checked or enough almond cream must be added to restore the white appearance, under active stirring. As amandine is very liable to decompose, it must be immediately filled into vessels in which it is to be kept, and the latter, closed air-tight, should be preserved in a cool place. By adding three-quarters ounce of salicylic acid, amandine may be made quite permanent so that it can be kept unchanged even in a warm place.

Books on Fluid Extracts and Tablets.

(J. B. G.)—We know of no work on the manufacture of soluble fluid extracts, such as you outline. The best information on this subject as regards formulas, etc., outside of the Pharmacopœia, the National Formulary, Remington's Pharmacy and other hand books on practical pharmacy, will be found in the files of the pharmaceutical journals and the various annual volumes of the Proceedings of the American Pharmaceutical Association. To put this information in the form you desire would take an individual considerable time.

About the same scarcity exists with reference to books on the manufacture of tablets. However, there are two small books on the subject; that of Coblentz, published by the Whitall-Tatum Co., this city, and Edel's "How to Make Tablets," published by the Spatula Publishing Co., of Boston. If you read German, you will find Utz' "Compression of Medical Tablets" helpful, but by far the best information will be found in the articles like that by Rodwell and Turner, in recent issues of The Era. See September 1, 1904, Era, page 216 and the October 27 Era, page

421. There is also some information to be found in the recent editions of Scoville's "Art of Compounding," and Caspari's "Practice of Pharmacy."

Paste Stove Polish.

(C. W. S. Co.)—Mix 2 parts of black lead, 4 parts of copperas and 2 parts of bone black with water, so as to form a creamy paste. This is claimed to produce an excellent polish, as the copperas produces a jet black enamel, causing the black lead to adhere to the iron.

(2.)

Plumbago	2 pounds
Water	8 ounces
Turpentine	8 ounces
Sugar	2 ounces

Knead thoroughly and keep in tin boxes. Apply with a brush.

(3.) Plumbago made into a paste with sodium silicate or water glass. Must be brushed thoroughly after applying to the stove.

(4.)

Pulverized black lead	2 pounds
Oil of turpentine	2 gallons
Water	2 ounces
Sugar	2 ounces

(5.) Mix 5 parts black lead, 5 parts bone black and 10 parts of iron sulphate. Use enough water to form a paste.

(6.) Turpentine and black varnish put with any good stove polish is said to be the blacking used by hardware dealers for polishing heated stoves. If properly put on it will last throughout the season.

Paste for Labels on Tin.

(L. D. M.)—First roughen the tin with emery or sand paper, or brush over it some nitric acid or compound tincture of benzoin, and allow to dry. Then apply the labels with one of the following pastes:

(1.)

Tragacanth	½	ounce
Acacia	2	ounces
Water	8	fl. ounces

Boil together, strain and add:

Thymol	7	grains
Glycerin	2	fl. ounces
Water to make	1	pint

(2.)

Rye (or other) flour	4	ounces
Water	1	pint

Boil thoroughly and add

Alum	½	ounce
Or Nitric acid	1	fl. dram

(3.)

(a.)

Brown sugar	2	pounds
French gelatin	½	ounce
Hot water	20	fl. ounces

Make a solution.

(b.)

Corn starch	12 ounces
Water	12 fl. ounces
Boiling water	32 fl. ounces

Rub the starch with the cold water, pour into the boiling water and boil the mixture until translucent. Then mix the two solutions and add thymol, oil of cloves, or other preservative. The sugar is said to render the paste proof against cracking in a dry atmosphere.

Egg Shampoo.

(L. V. C.)—Many of the "egg shampoos" are so-called from their appearance. They usually contain no egg and are merely preparations of perfumed soft soap. Here are some formulas:

(1.) White castile soap, 4 ounces, powdered curd soap, 2 ounces; potassium carbonate, 1 ounce; honey, 1 ounce. Make a homogeneous paste by heating with water.

(2.) Melt 3½ pounds of lard over a salt water bath and run into a lye formed by dissolving 8 ounces of caustic potassa in 1½ pints of water. Stir well until saponification is effected, and perfume as desired.

(3.) Ammonia water, 3 fluid drams; cologne water, 3 fluid drams; alcohol, 5 fluid ounces; water, 5 fluid ounces; whites of egg, as many as desired. The whites of egg (about 2) are thoroughly beaten up previous to being mixed with the water of ammonia; the remaining ingredients are added in their order and the whole stirred briskly.

(4.) Incorporate 2 av. ounces of borax in fine powder with 1 fluid ounce of glycerin and add gradually with constant stirring, 10 fluid ounces each of bay rum and rum. Then add the previously well beaten whites of 2 eggs and then stir thoroughly until an even mixture results.

Almond Meal.

(L. D. M.)—

(1.)

Ground sweet almonds	1	pound
Wheat flour	1	pound
Orris root, powdered	½	pound
Oil of lemon	½	fl. ounce
Oil of bitter almonds	16	minims

If a very light colored article is wanted, the almonds must be decorticated before being ground. This is usually accomplished by dipping them into hot water, and then removing the brown husk, which becomes loosened by the scalding.

(2.)

Ground decorticated almonds	30 parts
Powdered soap	10 parts
Powdered cuttle-bone	10 parts
Powdered orris root	3 parts
Perfume	q. s.

(3.)

Orris root, powdered	4 parts
Powdered soap	1 part
Powdered borax	1 part
Perfume	q. s.

These two are used with water like soap.

(4.)

Ground bitter almonds	6 parts
Orris root, powdered	4 parts
Rice flour	4 parts
Borax	1 part
Perfume	q. s.

(5.)

Powdered oatmeal	10 parts
Sodium carbonate	1 part
Borax	1 part
Perfume	q. s.

Any handkerchief extract may be used to perfume the powder.

Harness Dressing.

(Mixer.)—The following compound is said to be used for oiling the harness and artillery saddles in store at the National Armory, and appears to be very satisfactory in preventing mold, preserving pliability, and freedom from stickiness and rubbing off: Neat's foot oil, 1 gallon; bayberry tallow, 2 pounds; beeswax, 2 pounds; beef tallow, 2 pounds. These quantities are sufficient for two gallons of the compound. Put the ingredients in a pan over a moderate fire and let them remain one hour until thoroughly liquefied; then add two quarts of castor oil and stir well until the mass comes to a boil, and the ingredients are well mixed. Then add an ounce of lampblack and stir well for ten minutes; strain the liquid while hot, through a cotton cloth, to remove sediment of beeswax, tallow, and lampblack, and put aside to cool. Apply to the harness and saddles with a woolen cloth and leave until the next day, when they should be wiped off with a woolen cloth, to remove the superfluous lampblack. For russet or "fair" leather, use the same mixture without the lampblack.

Liquid Shampoos.

(T. H. P.)—See last week's Era, page 73. Here are some other formulas:

(1.) Oil of lavender, 10 minims; rectified spirit, ½ ounce; soft soap, U. S. P., 2 ounces; distilled water, enough to make 6 ounces. The preparation may be perfumed as desired by dissolving the essential oil or other odoriferous substances in the alcohol.

(2.) Potassium carbonate 1 ounce; spirit of ammonia, 2 ounces; soft soap, U. S. P., 1 ounce; glycerin, 1 ounce; tincture of cantharides, 1 ounce; tincture of capsicum, ½ ounce; alcohol, 10 ounces; water, enough to make 1 quart. Dissolve, mix and perfume. After standing twenty-four hours the liquid may be filtered.

(3.) Tincture of quillaja, 10 fl. ounces; cologne water, 4 fl. ounces; glycerin, 3 fl. drams; fluid extract of jaborandi, 4 fl. drams; orange flower water, enough to make, 32 fl. ounces.

Fire Extinguishing Powder.

(A. C. E.)—We cannot give the formula for "fire dust," a powder for extinguishing fires. The character of some compounds which have been recommended for extinguishing fires is shown by the following formulas gleaned from various sources:

Bucher's Fire Extinguishing Powder—Powdered sulphur, 30 parts; purified saltpeter, 60 parts, and a small quantity of coke and bole.

Munich Fire Extinguishing Powder—Common salt, 43 parts; alum, 19.5 parts; Glauber salt, 5.1 parts; soda, 3.5 parts; waterglass, 22.3 parts.

Fire Extinguishing Powder—(1)—Eight parts common salt, 6 parts sodium bicarbonate, 2 parts Glauber salt, 2 parts calcium chloride, 2 parts sodium silicate. (2)—Sixty parts common salt, 60 parts sal ammoniac, 80 parts sodium bicarbonate. (3)—One hundred parts sal-ammoniac, 60 parts sodium sulphate, 40 parts sodium bicarbonate.

Resinol.

(G. D. S., Montreal.)—"Resinol" is a proprietary preparation in ointment form, and recommended by the manufacturers as "a harmless and true skin anesthetic." We cannot give the formula.

Massage Cream.

(W. F. A., Sr.)—See formulas in The Era, issues of November 17 and December 29, last year, pages 500 and 662, respectively.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

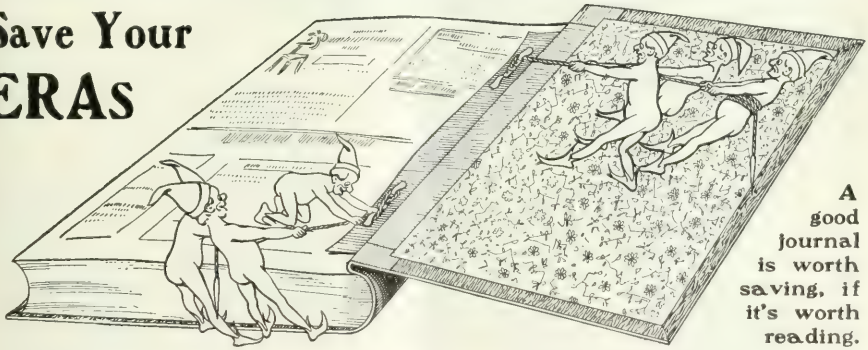
Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

(8. P. 3)

NO GUESSWORK

WHEN YOU SUPPLY

PARKE, DAVIS & CO'S

Antidiphtheritic Serum.

IT IS

ACCURATELY STANDARDIZED

OF UNIFORM THERAPEUTIC ACTIVITY.

IT IS

BACTERIOLOGICALLY AND PHYSIOLOGICALLY TESTED

NO QUESTION OF ITS PURITY AND SAFETY.

IT IS

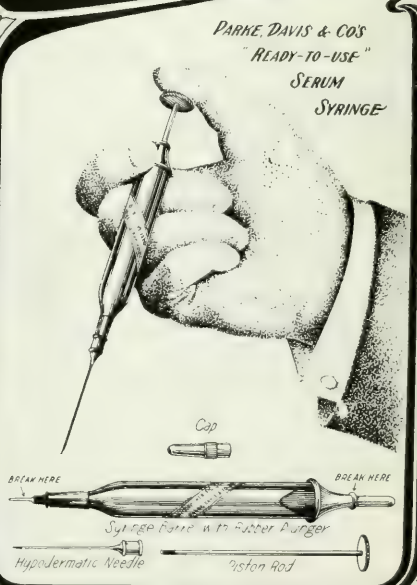
Supplied in the well-known "P., D. & Co." Piston-Syringe Container (hermetically sealed)

THE MOST PRACTICAL "READY-TO-USE" SERUM SYRINGE EVER DEVISED.

(Bulks of 500, 1000, 2000, 3000 and 4000 units)

NOW IS THE TIME TO SELL IT.

PARKE, DAVIS & COMPANY



(S. P. 4)

News Section

N. A. R. D. HELPS ST. LOUIS.

Almost Ideal Conditions Are Now Reported From There.

THE CITY AFFORDS A STRIKING INSTANCE OF THE VIRTUES IN ORGANIZATION. — THE NATIONAL BODY IS REPRESENTED BY TWO LOCAL ASSOCIATIONS, WITH A MEMBERSHIP OF NEARLY FOUR HUNDRED. — WHAT INDIVIDUAL DRUGGISTS SAY ABOUT IT.

St. Louis, Jan. 10.—Local men say that St. Louis is the best organized city in the United States, and that the field here gives the best possible results of organized work.

There are two associations, the Cinchona Club, which is the outgrowth of the Saturday Night Club, a combined business and dinner club comprising about forty of the progressive druggists of the city. The popular organization is the St. Louis Retail Druggists' Association, incorporated, which includes all but eight or ten of the Cinchona Club members and a total membership of about 350 druggists.

DUES PAID TO N. A. R. D.

Each member of these two organizations pays dues to the N. A. R. D., through one or the other of the local organizations. Both have been allied with the N. A. R. D. since its birth in this city. The associations took the field, getting whatever they could for proprietary remedies, without any general "understanding." They have accomplished three minimum price schedules, the last with a minimum price of twenty cents, forty-two cents and eighty-three cents. They have both adopted the Peruna and Wells-Richardson contracts. They have secured a withdrawal of the determination of the jobbers to reduce the cash discount from 1½ to 1 per cent. They have persuaded the jobbers to resume refilling containers without charge. They have secured abolition of the soda fountain water tax where there was no hydrant under the soda counter. They had the determination of the jobbers to cut deliveries to three deliveries a week rescinded.

These are perhaps the most important things accomplished through organization. With the situation as here outlined in mind, The Era man sought interviews on, "Is the N. A. R. D. an aid to local organizations, and why?"

THE N. A. R. D. A HELP.

Theo. Hagenow, of Fifteenth street and Chouteau avenue, and Jefferson and Shenandoah avenues, said: "The N. A. R. D. has most certainly been a help, in that while we were working on the St. Louis field alone, it brought us assistance from outside territory in which our jobbers do business and made demands from those sections similar. It also gives added dignity to our local associations to be so affiliated and gives us a better and more confident membership." Mr. Hagenow is a member of both local associations and has been active in N. A. R. D. work.

Charles J. Koch, a South End druggist, an active member of the St. Louis R. D. A., of Eleventh and Rutger streets, said: "The N. A. R. D. has been of great value, especially in introducing the tri-partite plan, which puts us all on an equal footing. It also enables us to hold our membership in line. Our regulation of local affairs would not clear the field of cutters and we would be helpless in ourselves to keep objectionable features from coming in our way."

OTHER VIEWS.

A. W. Pauley, a North End druggist, with stores at Fourteenth and Madison streets, and Grand and Hebert avenues, spoke as follows: "I was a cutter and built up my business by cutting. Were the bars let down to-day, I would certainly be an aggressive cutter again. But I realize the conditions which at present are the best for the druggists, and we are making more money than before. I certainly think the N. A. R. D. has been of value in this work. It has served to gather a community of interests and center them for what we wanted. All druggists could not work as one organization without friction. All branches of the trade could not be represented in a popular organization. But through combination of interests, we are bringing the manufacturers to give us some attention, and in time, we may be able to dictate to them."

Mr. Pauley is a member of the Cinchona Club, and in stating his position as regards price schedules, he openly announced that he opposes placing the minimum price up to the printed price, as in his opinion city stores should not place themselves on a level with the country stores.

John Raboteau, of Raboteau & Co., down town druggists, at St. Charles street and Broadway, said: "I am not friendly to the N. A. R. D., and do not give it credit for work here. I think local associations can and ought to take care of their own field."

But it is estimated from those actually seen, that eighty per cent. of the druggists who had given the matter serious attention would credit the N. A. R. D. largely for the good accomplished here.

MR. SWANN'S NEW DUTIES.

S. V. B. Swann feels that he is a very busy man already, and now he threatens to be busier yet. Besides his secretary duties, and his duties on committees, he has just been named on the board of directors of the N. Y. Consolidated Drug Co., and on the legislative committee of the N. A. R. D. In the latter capacity he may have to go to Washington soon to do what can be done from the New York side for the Mann bill now before the Senate. Between times Mr Swann remembers that he has a drug store.

CUT-OFF LISTS CONTINUE.

But They Are Issued Now by a Private Company.

Chicago, Jan. 21.—The cut-off list, so called, is no longer issued by the N. A. R. D. This announcement comes hardly as a surprise, in view of a recent publication of the fact in this journal. There is a cut-off list, however, which is being issued as a private enterprise, after the manner of a commercial report, by the North American Mercantile Agency, Chas. C. Bombaugh, manager, 145 La Salle street, Chicago. This service costs manufacturers and jobbers ten dollars a year, payable quarterly in advance. Information of what druggists are cutters comes from any accepted source of information, but principally, it is fair to presume, from the agents of the N. A. R. D. and from local affiliated associations. It is explained at the N. A. R. D. offices that the report is being issued, not by the N. A. R. D., but as a commercial, private enterprise, Mr. Bombaugh and his agency acting not as the agents of the N. A. R. D., but of the jobbers and manufacturers to whom the list is supplied.

The statement is made that, while Mr. Wooten did really act in a similar capacity in compiling and issuing the list of rate-cutters, it was impossible to convince a court that the list was not gotten out as a part of the machinery of the N. A. R. D. (!) and used as a club by the N. A. R. D. to coerce druggists and to punish those who would not "line up." Many thought best, therefore, to turn the list over to a private concern and run it in connection with a purely commercial business.

As a matter of fact, the information comes from the same source it always came from, with, perhaps, some added advantages which Mr. Bombaugh may have

The Boss:—"This kitten's for one of Mr. William's kids. Don't let it get away."
Jimmy—"I've an idea."

or be at liberty to devise. Its issuance, however, is divorced from the national association.

This, it is expected, will fulfil legal requirements. The list as it stands is simply news of a certain, definite kind, bought and paid for by the persons requiring it, and carrying no intimation of any unfavorable action on the part of any person, firm or association.

DAVID ANTOINE GABAY.

David Antoine Gabay, head of the sponge department of McKesson & Robbins, and one of their oldest employes, died of apoplexy, last Saturday, after a

DAVID ANTOINE GABAY.

short illness. He was one of the best-liked and most respected men in the house and his loss is keenly felt.

The deceased was born in Hamburg, Germany, in 1826. At the age of sixteen he went in a sailing vessel to Havana, Cuba, where he obtained employment. After "roughing it" for a while, he came to New York and went into business for himself. He then became head of a department of the old house of A. W. Gabuden, then took a similar position with Henry Levy & Co., 49 Maiden Lane. His next venture was with McKesson & Robbins, whose employment he entered in July, 1877. He built up their sponge department to its present prominence, and was looked upon by the United States appraisers as an expert in sponges. He leaves a son, Arthur, who has been in the same department since 1883 and will probably succeed his father.

IN DRUG CLERKS' CIRCLE.

The Drug Clerks' Circle at its last meeting talked over the recent annual ball and came to the conclusion that it had been an unprecedented success. Plans were discussed for bringing all the drug clerks of Greater New York under one organization. A resolution was adopted which condemns druggists who employ unqualified men to fill positions of registered drug clerks. A copy of the resolution was sent to President Bigellow, of the Board of Pharmacy, with a request that he see to the enforcement of the law in this regard.

NEED NOT FEAR CONTRACT.

Druggists Are Urged to Sign by the Joint Conference.

THE CONTRACTS ARE NOT TO BE OPERATIVE UNTIL A DATE TO BE NAMED BY THE CONFERENCE.—JOBBERS GIVE ASSURANCES THAT THEY WILL SUPPORT SERIAL NUMBERING.— G. A. S. DECLARES ITSELF AGAINST AFFILIATION WITH N. A. R. D.—THE DISTRICT PLAN.

The joint conference committee of the local associations of Greater New York, appointed to facilitate the N. A. R. D. organization of this section, met for the second time last week, in the Drug Trade Section of the New York Board of Trade and Transportation rooms. The presence of the jobbers and their assurances as to support of the serial numbering contract plans were among the features of a very earnest-minded session. A way to allay the fears of those retailers who had not signed the contracts, lest they suffer from a neighboring cutter, was the leading achievement of the meeting. In this the committee was aided by the counsel of Lee M. Evans, representing the Peruna manufacturers.

After Albert Plaut, of Lehn & Fink, director of the Board of Trade, had extended the privileges of the rooms, a roll-call showed the following present: From the Westchester Ph. Society, Schleussner & Foster; Kings County Ph. S., Anderson, Muir, Hegeman, Kleine and Gesell; the East New York, Rosenzweig; the Queens County, Boenke, Cannon and Lee; G. A. S., Gregorius, Hirseman, Lauer, Swann and Kunkel; Manhattan Ph. A., Searles, Emelin; N. Y. R. D. A., Diamond, Weinstein and Zagat; Brooklyn Consolidated Drug Co., Rehfuss and House; the Bushwick, Heimerzheim, Adler and Severn. Jobbers present were: For Lehn & Fink, Albert Plaut; C. N. Crittenton Co., Kennedy; McKesson & Robbins, Malloy; Towns & James, James; Britt, Loeffler & Weil, Weil; Kinsman & Co., Chauncey Ives. Mr. Messereau, on the part of Schieffelin & Co., could not attend, because of sickness. The Dry Goods Merchants' Association was represented by Mr. Graafe, but for information only, since this association had not as yet met to take action on the invitation from the conference.

ALL BUT TWO AFFILIATED.

Reports were heard on the action each local association had taken as to the recommendations of the conference about affiliation with the N. A. R. D. The Kings Co. Ph. S., the N. Y. R. D. A. and the Bushwick had affiliated as organizations. The G. A. S. and the Manhattan Ph. S. had gone no further than to advise their members to join. The Westchester delegates reported that their association had been affiliated for several years, already.

The first question Dr. Anderson, as chairman, submitted to the conference, was to find out if all the associations would affiliate, and if not, what action was to be taken. Dr. Muir believed that there would be unanimity on affiliation as soon as everyone understood that this action would not mean disorganization of the old-line societies. "While if they don't affiliate," he added, "then the N. A. R. D. must organize the individual members into districts, which would weaken the local associations.

Mr. Hirseman replied that as for the G. A. S., they did not care to assume this kind of work, it not being in their line, which was largely scientific and social. They never lost a member except by death, so that they were not jealous of the N. A. R. D. taking them into district organizations.

Though some delegates thought that a single plan of organization would carry more weight, there did not appear any objection to the G. A. S. indorsement of the district plan as regarded its own membership. Mr. Duble being called upon, urged the associations for their own interests to affiliate, since non-association members, on joining the N. A. R. D., would be induced to join an affiliated association, if possible. "Then," said Mr. Duble, "the whole city would be under the supervision of the local associations, and the effect would be to solidify and unify these associations."

DISCUSS THE DISTRICT PLAN.

Mr. Lauer here moved that the conference indorse the district plan, which motion brought Dr. Muir to his feet with a ponderous arraignment of the schedule plan, and a stout defence of serial numbering as the beau ideal of organization. Mr. Diamond declared the motion out of place, since all but two of the associations had already affiliated, and Mr. Sheldon, representing the St. Louis Club, felt called upon to "arise to say a few remarks to clear the situation a little, but after he had talked and talked, and there was no more unanimity than before, it did not appear that he had cleared up anything in the least. Finally, Mr. Lauer arose and withdrew his motion. He had only wanted to hear a little discussion, and he had heard it.

But more was to follow. The jobbers being next called upon to speak, Albert Plaut, of Lehn & Fink, said that his house had signed all the serial numbering contracts and were living up to them without any great difficulty. However, should the plan be adopted by, say fifty proprietors, then methods of business would have to be changed. With fifty different lists of customers to supply, and lists of those not to supply, it would be impossible to make deliveries. Mr. Mallory reported for McKesson & Robbins that their force would have to be increased for checking, etc., but that they were willing to lend every assistance to make the plan a success. A. H. Kennedy, of the C. N. Crittenton Company, also mentioned the inconvenience incurred, but considering the hoped-for benefits, his firm was entirely willing to continue with the plan. Mr. James, of Towns & James, declared that his people would do all in their power to make the new venture as successful as they possibly could. He suggested that some expression of opinion be secured from the department and big drug stores.

WHAT THE GIANTS SAID.

Mr. Sheldon then reported a conference he had had with the giant druggists, "such as Hegeman, Riker, and others of that class." These men, he said, "had agreed on a material raise, to go into effect when some other branches agree to the same," which agreement he, Sheldon, would "bring about as soon as can be."

There were some who took this as quite definite, but Mr. Zagat, for instance, wanted the intentions of these big men stated in black and white before he could have any big faith in the contract plan.

Mr. Weil, of Britt, Loeffler & Weil, said that while his firm had signed the contracts, he yet thought the N. A. R. D.'s system would prove a failure unless the Kramer plan were combined with it.

Mr. Evans, the Peruna man, assured the conference that the large retailers had said that they would agree to the plan after it had been put into effect. But he was ashamed to note that only 150 druggists in New York had signed the contract, out of the eighteen or twenty thousand signers over the country. "When it looks like a formidable proposition here in New York," he said, "then the giant druggists will come in, although they have large stocks on hand."

At this point Dr. Anderson led up to the one important resolution passed that day, by suggesting that the date when contracts go into effect be left with the conference. Then, he said, druggists would not be afraid to sign, for they would not be binding themselves before all was in readiness.

PROTECTION FOR SIGNERS.

"That's a good suggestion," said Mr. Evans. "It rests with the conference to relieve the situation. The big dealers would go in on the date that this conference names. The goods now coming to New York are serially numbered."

Thereupon, Dr. Muir moved that the secretary send notices to every druggist in Greater New York, advising them to sign the contract, with the understanding that it will not go into effect until a date to be later anounced by the conference, the notices to be signed by all the conference members, and to be accompanied by copies of the contract.

Mr. Rehfuss and others raised the point that they had been notified that the contract went into effect January 12, but assurance promptly came from Mr. Evans that the penalty clause would not be enforced against any dealer who has to meet aggressve cutters.

The motion being put, was carried.

For greater convenience in carrying on the work, Mr. Duble suggested that a sub-committee be appointed, to deal with questions arising between meetings of the conference. The suggestion was promptly embodied in a motion, and the sub-committee was named as follows: For Kings County, Anderson; for Queens County, Cannon; for G. A. S., Lauer; for Manhattan, Searles; for N. Y. R. D. A., Diamond; for Bushwick, Fischer; for Westchester, Schleussner; added to whom Secretary Swann was made an ex-officio member.

After a vote of thanks to the Board of Trade for its courtesy, the conference adjourned to meet at the same place, February 24.

The Schneider & Macy Drug Company, of Troy, has elected the following directors: W. D. Bunny, H. Judd Ward and M. A. Burton. The directors elected Mr. Bunny president and treasurer; M. A. Burton, vice-president, and Mr. Ward, secretary. Mr. Bunny, the new head of the company, has been connected with The Polk & Calder Drug Company and is a prominent man of the city.

FEAST OF THE ALUMNI.

Brooklyn C. P. is the Scene of Pharmaceutical Good Times.

A most successful dinner was that held by the Alumni Association of the Brooklyn College of Pharmacy, last Wednesday evening, at the college building. The presence of ladies, which the association has decided is to be a feature of all its entertainments, added much to the brilliancy and dignity of the occasion. All told, about sixty persons were present.

The guests were seated at two long tables in the pharmacognosy room on the top floor. At a cross-table at the head sat Dr. F. P. Tuthill, who presided, and other prominent members of the association.

Music was furnished by Charles Kleine, who played the violin, with piano accompaniment. The menu was voted excellent. some of the specially-named articles were: "Boiled Halibut a la Alumni," "Punch Pharmacy" and "Ice Cream Medico." The latter was served in various anatomical shapes ranging from models of the cerebellum to reproductions of the heart.

Toasts were in order at 11:30 p. m., with Dr. Tuthill as toastmaster. In the absence of President Bruckman, Dr. Edward Kleine, first vice-president, was called upon to respond to "Our Alumni Association," a duty which he performed gracefully.

Dr. George C. Diekman, being called upon as the man who knew all about Brooklyn Rapid Transit, assured the alumni that they had plenty of which to be proud, despite their short existence as an association.

"You're young yet," he said, "but you'll soon get over it."

"The Brooklyn College" was toasted by Dr. A. P. Lohness. Dr. Walter Bryan followed with a semi-scientific eulogium of the work of the faculty and trustees. William Weygandt responded for "Our Alma Mater" in crisp, forceful style, after which Dr. Tuthill concluded with a few words of thanks to the executive committee for its efforts to make the affair a success. Dancing followed in the alumni room.

Among those present were Dr. and Mrs. F. P. Tuthill, Dr. and Miss Muir, Dr. and Mrs. George C. Diekman, Dr. and Mrs. William C. Anderson, Professor Henry W. Schimpf, Dr. Walter Bryan, Hieronimus A. Herold, Mr. and Mrs. Gesell, Dr. A. P. Lohness, Oscar C. Kleine, Edward Kleine, Dr. Joseph Kahn and William Weygandt, secretary of the association.

EMPLOYES GET DIVIDEND.

For the first time in its history the McKesson & Robbins Mutual Benefit Association has declared a dividend. The association is composed of employes in the different departments of the house, each member paying weekly dues. This year the business of the organization has been so successful that there remained a surplus of $514.20, which was divided among the members, according to the length of time each one had belonged to the society.

The twentieth semi-annual report of the treasurer showed total receipts of $1,732.73. After deducting for all expenses, including the payment of the dividend, there remains a balance on hand of $697.78. According to the secretary's tenth annual report, there are at present 183 members. There was a net loss during the year of six members.

The officers of the association are as follows: President, George F. Moore; secretary, James J. Kane; treasurer, Alonzo Hageman; board of trustees, J. A. Cross, T. F. Farrell, H. Belden, T. Quinn, J. Hutchings.

URGED TO AID MANN BILL.

Following the action taken at the last meeting of the Manhattan Ph. A., Secretary Swan has sent to each member a postal, on which is the following:

"By a resolution unanimously adopted at the regular meeting, January 16, you are earnestly requested to write a strong letter to U. S. Senators Hon. Thomas C. Platt and Hon. Chauncey M. Depew, Washington, D. C., urging upon them to support the 'Mann Bill' now before the U. S. Senate. The 'Mann Bill' is a measure introduced by Representative Mann, of Illinois (which bill has passed the House by a unanimous vote) to prevent foreign manufacturers from securing patents on medicines, chemicals, or chemical substances in this country, thus allowing them to secure a monopoly on an article in this country, which in their own country sells for a trifle. You know only too well what preparations this bill has reference to, and the firm or firms back of the same. Every letter counts. Don't leave it to the other fellow to write. Attend to this matter at once, as immediate action on the part of every individual druggist in this city is demanded to secure favorable action of this 'Mann Bill.'"

LOOK OUT FOR SCHULTZ.

A man who calls himself H. Schultz and claims to be an agent of the Brooklyn Consolidated Drug Co., has been securing considerable cash from druggists who imagined they were paying for membership in the company. So far, about a dozen druggists have been so victimized. The money, of course, never reached the company.

"H. Schultz" is of middle height and appears to be about thirty years old. He is well dressed, clean shaven and speaks broken German.

The Boss:—"Hurry back, Jimmy."
Jimmy:—"Sure."

JERSEY CITY D. A. MEETS.

Mann Bill Indorsed, and Contracts Declared Operative.

A resolution heartily endorsing the Mann bill, now before the Senate, and asking the support of the two State senators in its behalf, was passed unanimously by the Jersey City Druggists' Association, at the regular meeting held January 17. Every member was urged to write a personal letter to each senator, asking him to vote for the measure. President Kimple stated that he had already done so.

On the question of schedules and prices, there was considerable discussion. Most of the members present stated that they were getting twenty-five cents for Laxative Bromo-Quinine. Mr. Kimpel said:

"I keep on hand the postal card from the Paris Medicine Co., notifying me that the contract is now in force, and if a customer kicks I simply show him the card and tell him that I would be breaking a contract if I sold it for less. So far, I have had no trouble at all." John C. Gallagher said that not a single one of his customers had "kicked."

All those present were prepared to charge eighty-three cents for Peruna as soon as they received notice from the company, which they expected that day. Mr. Gallagher mentioned that he had seen the list of authorized retail agents for Peruna, which showed that only about 150 druggists in New York had signed the contract. In Jersey City fifty or more had signed. Mr. Hartnett asked:

"Suppose a man breaks his contract, is there anyone to call him to account for it?"

"There are enough of us here to watch out for any such thing," replied Mr. Gallagher. "We'll take care of that and we won't need a brass band, either."

On motion of James Faulke, it was unanimously decided to notify every druggist in the city that the contracts on Peruna and Laxative Bromo-Quinine were now in force.

A communication from the N. A. R. D. was read by Mr. Gallagher, thanking him for the check for $28 received as dues from seven members of the Jersey City D. A. Another letter, from the Anti-Trust League, urging the association to petition the House in favor of the Hearst bill, was received without any action being taken. "We have enough troubles of our own," was the general sentiment.

Mr. Kimple reported against having a banquet, as proposed at the last meeting. A stag was suggested instead.

DRUG SECTION, BOARD OF TRADE.

The annual meeting of the Drug Trade Section of the Board of Trade and Transportation was held at the Drug Trade Club, 100 William street, last Thursday afternoon. It was preceded, as usual, by an informal luncheon.

Owing to the absence of Chairman Thomas P. Cook, who was then in Chicago, I. F. Stone presided. A letter from Mr. Cook, in the nature of an annual report, was read. In a general way it commended the good work accomplished by the Section, and called attention to the need of regular attendance on the part of the members. The outlook for a prosperous year, Mr. Cook thought, was excellent. A satisfactory financial condition was reported by the treasurer.

As chairman of the committee on membership Mr. Stone reported that sixteen new members had been added during the year, and that there had been five resignations. The Arbitration Committee was "pleased to report no report," meaning that there were no troubles on hand.

A letter was read from an out-of-town house, calling attention to a bill introduced in the Pennsylvania Legislature and advocated by the Retail Druggists' Association of that State. The act was designed to prevent the manufacture and sale of unwholesome fruit syrups, prepared fruits or fruit products used as flavoring syrups. The matter was referred to the Committee on Legislation.

The following officers were proposed by the nominating committee and unanimously elected for the ensuing year: Chairman, I. Frank Stone, of Schoellkopf, Hartford & Hanna Co.; vice-chairman, Charles S. Littell, of R. W. Robinson & Son; treasurer, William F. Hamann, of Roessler & Hasslacher Chemical Co.; secretary, William F. McConnell; representative in Board of Trade, Thomas P. Cook.

UNUSUAL MORPHINE SUIT.

Suit has been brought against Howarth & Ballard, druggists of Utica, N. Y., by Truman E. Spencer, who seeks to recover $50,000 for alleged alienation of his wife's affections. He claims that for the past six years the defendants have sold morphine to his wife without his knowledge and consent, and that the drug has unbalanced her mind.

Spencer is a traveling salesman and absent from home a great deal. He claims that before his wife began using the morphine she was perfectly healthy and sound of mind. Since then she has become ill and emaciated and "unable to perform her household duties." The complainant alleges that the druggists knew she was using the drug and that it was injuring her health.

A demurrer was filed by Howarth & Ballard, but Justice Keogh, in the Supreme Court, decided that the case should go to trial, a cause for action having been established.

DR. GILMORE'S DEATH

Dr. William Gilmore, one of the most popular and widely known men in the drug trade, died at Dayton, Ky., after an illness of more than a year. "Billy" Gilmore was best known in the middle and southern States, but he had friends all over the country. He was identified with the drug business for over forty-five years.

William Gilmore was born at Smithfield, O., in 1845. When he was twelve years old his parents moved to Pittsburg, where he was apprenticed to a local druggist. The boy showed such ability as a salesman that he was sent out on the road while still but a lad. His winning personality soon made him many friends, and his success was assured. He moved to Covington early in the '70's, where he married. A widow and one son, Dr. Park Gilmore, survive.

WITCH HAZEL CO. FAILS.

A petition in bankruptcy has been filed against the American Witch Hazel Company, which recently established a store at 240 Broadway. The creditors are: Schieffelin & Co., $676; Orlando H. Jadwin, $241, and Eugene W. Dunstan, $70, all for drugs. Ferdinand A. Hoyt, Jr., has been appointed receiver and authorized to continue the business for two weeks.

The American Witch Hazel Corporation was chartered in Jersey City, in August, 1902, with a capital of $4,000,000. The incorporators named were Edward L. Conklin, Newark; Bernard Sheridan, Newark; Edward D. W. Langley, New York; Frank E. Fontaine and Frederick J. Weiss, Newark. This business was taken up in February, 1903, by the American Witch Hazel Company, with Charles C. Dickinson as president, and a capital of $1,000,000.

After a long fight among the stockholders, President Dickinson was ousted last week, and a new man elected in his stead. E. E. Hand, the former treasurer, placed the liabilities at between $40,000 and $50,000 and the assets at from $10,000 to $15,000.

In February, 1904, Mr. Hand says, the company's plant at Chester Commons was damaged by fire, and $20,000 collected as insurance. The stockholders, added Mr. Hand, wanted to know what had been dont with this money. The company has four distilleries at Westchester, Hadam, Kellingworth and Goodspeed, all in Middlesex county. The county sheriff has taken charge of these distilleries under labor claims of employes.

TO BE REGULAR JOBBERS.

The stockholders of the New York Consolidated Drug Company, at their annual meeting, last Thursday, voted to stand by the action of the Board of Directors in applying to the N. W. D. A., N. A. R. D. and P. A. of A. for recognition as a regular jobbing house.

It is understood that the N. W. D. A. objected to the method of dividing the profits among the shareholders in proportion to the amount of goods each had bought in the course of the year. The stockholders accordingly ordered a new application to be sent out, which in the matter of division of profits is to read like that on which the Calvert Drug Company, of Baltimore, secured recognition.

It was proposed to increase the amount of each share by $100. This will be voted upon at a special meeting.

The following officers, constituting the Board of Directors, were elected: President, George Gregorius; vice-president, R. C. Werner; secretary, George Leinecker; manager, Felix Hirseman; George Kleinau, Dr. William C. Alpers and S. V. B. Swann. All but the last two are re-elections.

N. Y. C. OF P. NOMINATIONS.

At the meeting of the New York College of Pharmacy on Tuesday last, the following nominating committee was appointed to select officers for the ensuing year: Ewen McIntyre, Sr., chairman; Frederick W. Carpenter, Gustav Balser, Felix Hirseman, Thomas P. Cook, William H. Ebbitt and Hugo Kantrowitz. The committee is to report at the next meeting.

FAKE RADIUM AS A CURE.

Dr. Henry H. Kane, a physician of 136 West Thirty-fourth street, has been arrested on the charge of having swindled John McCullom, a carpenter, out of $10,000, which the latter paid for alleged treatment with radium. The arrest was made through agents of the County Medical Society, who took up the case.

McCullom, it is alleged, was told by the physician that he had a disease which only radium could cure. A tube of this radium was procured by Champ S. Andrews, counsel for the County Medical Society, and was sent to the Lederle laboratory for analysis. It contained, said Mr. Andrews, ginseng, strychnine, a few other drugs usually found in tonics, but no radium.

"The arrest of Dr. Kane," said Mr. Andrews, at a meeting of the County Medical Society, "puts an end to one of the worst swindles we have ever met with. Nothing like it was ever attempted before. We are after another doctor who was in with him, and already have many cases against this man, showing that young men and old men by the score have been swindled out of sums ranging from $100 to $2,500. If there was nothing the matter with a patient, these men used nitrate of silver or some other agent, to produce something to convince a patient that he had a disease that was close to incurable and that only radium at $10,000 an ounce in some cases could work the necessary cure. These men are practising under State licenses, and it is time the business was stopped."

WESTCHESTER CO. PH. A.

The Westchester County Ph. A. held its annual election in New Rochelle, and chose the following: Frederick Koch, Mamaroneck, president; George B. Wray, Yonkers, first vice-president; Frederick D. Lent, Peekskill, second vice-president; Howard R. Safford, Yonkers, secretary; J. D. Sackett, Tarrytown, treasurer; L. J. Schlesinger, of Yonkers; James A. Hart, of Ossining, and James Lawrie, of Tarrytown, members of the executive committee.

The County Association expects, in the future, to take steps to include in its membership rolls the name of every druggist in the county. The next meeting will be held in White Plains.

TALK ABOUT OPIUM TRAFFIC.

Local druggists are manifesting keen interest in the efforts to regulate opium traffic in China. The Pittsburg Chamber of Commerce is also taking an active part in the matter. At a monthly meeting of the board of directors on Tuesday the committee appointed with this express object filed a report in which it joined in petitioning President Roosevelt to use his good offices to have the treaty between England and China so amended that China can prohibit and restrict the traffic in the drug.

NEWBURGH D. A.'S ELECTION.

Newburgh, N. Y., Jan. 23.—The Druggists' Association of this place has elected its annual officers as follows: Isaac B. Lozier, president; Philip F. Hoffman, vice-president; Frederic Wallace, secretary; W. Francis Nutt, treasurer; Elmer Tibbetts, Arthur Dubois and Isaac C. Chapman, executive committee.

It was decided to hold the annual banquet of the association at the Palatine, next Tuesday evening. The banquet committee consists of President Lozier, George H. Merritt, Philip F. Hoffman and Clarence Miller.

ONLY NEGRO PH. G. IN STATE.

Lockport, N. Y., Jan. 23.—Among the candidates who recently passed the State examination for licensed pharmacists, was Henry Leon Smith, of this city, and the notable fact in his case is that he is said to be the only member of the negro race who has ever successfully taken the examination and been given a license as a practising pharmacist in this State.

OLD FIRM WILL MOVE.

H. Planten & Son, the "pioneer capsule house," have secured a desirable site at 93 Henry street, corner of Pineapple street, Brooklyn, and have contracted for the erection of a large modern building. Their present quarters in New York, which they have occupied since 1847, are inadequate to handle their increasing business. The house was established in 1836.

NEW YORK NOTES.

—The next Board of Pharmacy examination takes place February 15, at the New York C. P.

—Dodge & Olcott expect to occupy their new six-story building at 87 Fulton street, by June 1.

—Charles Stuckert, of Trenton, N. J., is improving his store by the addition of $1,000 worth of "silent salesman" showcases.

—Dr. V. Mott Pierce, of Buffalo, was elected president of the Association of American Advertisers at the annual meeting, last week.

—W. A. Dawson has taken possession of the Freeport Pharmacy, at Freeport, L. I., formerly owned by Dr. F. W. Fletcher. Mr. Dawson will carry the usual side lines.

—Schedules in bankruptcy of the Burrows-Taylor Pharmacal Company of 112 and 114 William street, show liabilities $5,174 and assets $145 in cash, in the hands of the receiver.

—The roof of the building occupied by Skillman & Van Pelt, druggists of New Brunswick, N. J., was partially destroyed during a fire in an adjoining building, and much damage by water resulted.

—Dr. F. P. Tuthill was initiated into Phi Chi Fraternity last Thursday night, with due and proper ceremony. Owing to the quality of the candidate, specially refined tortures were employed. Three juniors also went through the mill.

—The druggists of Trenton, N. J., held a banquet at the Stirling House, Monday night. Twenty-eight out of the thirty-five pharmacists in the town attended.

—A negro walked into Max Simons' drug store, at Seventh avenue and 136th street, and asked the proprietor, who was alone, for some pills. No sooner had the druggist turned his back than the negro sprang at him and beat him on the head with a hammer. Simons' skull is believed to be fractured. The negro escaped after taking $65 from the druggist's pockets.

ANNUAL MEET R. I. PH. A.

Fifty Pharmacists Assemble at Providence.

Providence, R. I., Jan. 21.—Business, pleasure, food for thought, and a dinner, these were the features of the annual meeting of the Rhode Island Pharmaceutical Association, held here last week, at the Wellington. Fifty members attended from over the State, and Alderman Gilbert R. Parker presided, with Secretary Charles H. Daggett on his right.

Reporting for the committee on the "Progress of Pharmacy," J. E. Groff briefly review three notable advances made during the last year through pharmaceutical study and discovery. Clarence Gowmer moved for the holding of four yearly meetings in place of two, as under present by-laws. The resolution called for the annual January meeting and quarterly meetings in April, July and October. The matter was placed on the table. Prof. Edward E. Calder, of the Rhode Island College of Pharmacy, was elected an honorary member of the association.

The secretary reported a membership of 156 and a loss by death in the past year of 4. The treasurer reported the year's receipts as $614.48; expenses, $372.93, balance, $341.55.

A brief address on the present status of pharmacy was delivered by President Parker. Thereafter was appointed a nominating committee as follows: Alfred J. Johnson, Enoch W. Vars, Edward T. Cotton, James T. Wright and James M. Fenner.

The association organized for the new year as follows: President, John E. Groff; vice-presidents, Charles A. Gladding, of Providence; James T. Wright, of Newport; Samuel W. Hines, of East Greenwich; William Buffington, of Bristol, and Albert B. Collins, of Westerly; secretary, Charles H. Daggett; treasurer, Albert Fenner; executive committee, Howard Pierce, Enoch W. Vars and Alfred J. Johnson.

Following the election, papers were read by Professor Strickland, of the Rhode Island College of Pharmacy, and Secretary Daggett. The latter's address was on "How Can the Present Condition of Pharmacy be Improved." In it he deplored the practice of admitting inefficiently trained youngsters to the ranks of registered pharmacists. He advocated an ex-

Jimmy :—"Just wait till she reads the tag."

tension of the restricting provisions of the pharmacy law. Three years' experience at compounding physicians' prescriptions prior to first registration and five years' service as registered assistant pharmacist before full registration, were the changes suggested. He declared a change in appointive methods in connection with the State Board of Pharmacy necessary. The State association should have more say. Patent medicines were unkindly treated and the "bargain counter drug store" was scored.

Considerable discussion arose over the suggested change in the pharmacy law. Ultimately the legislative committee was instructed to draw up a bill to be presented to the present General Assembly, the bill to be passed upon by the associaton at a special meeting to be called at the option of the president and said legislative committee. At 6 o'clock the members with their wives sat down to dinner. The entertainment committee was composed of Messrs. George W. B. Fairbanks, Edward T. Colton and Clarence Bowmer.

BAY STATE NOTES.

—The Board of Overseers of the Poor, in Brockton, solicits bids for all drugs and medicines required by that department during the year.

—Dr. C. O. Weber, who has just died at his home in Newton, was a chemist who had identified himself with the manufacture of India rubber goods. Born in Germany, he was educated at Heidelberg University, where he received the degree of doctor of philosophy in 1880. He at one time occupied a chair as professor in Manchester College, England. He was considered an expert authority on India rubber.

—Four Brockton druggists, Eugene Linehan, Matthew Reilly, Thomas A. Duprey and Almon Willey, all pleaded "not guilty" to the two charges brought against them, that of selling intoxicating liquors and unlawfully selling drugs. Each had his case continued and furnished bonds.

—A verdict against the Rust & Richardson Drug Company, Boston, has been found by a jury in the second session of the Suffolk Superior Court, in Boston, in a suit brought by Thomas F. Edwards, et al., to whom were awarded the sum of $2,057.

—Members of the Drysalters' Club, of New England, held their midwinter dinner meeting at the Trade Club. F. A. Goodhue presided and F. A. Atteaux acted as toastmaster.

—Leon T. Foster, a Wakefield druggist, has opened a free registry for nurses of that place and surrounding towns. The druggist's patrons and physicians have free access to the records and in this way trained nurses may be secured readily.

—Investigation is being made by the Boston police as to the death of George C. Webster, who has a drug store at Warren avenue and Clarendon street, Boston. He was found dead in a room above the drug store, his body in bed, and the room filled with gas escaping from a heater. The druggist was twenty-nine years of age and leaves a family.

—Following an operation for appendicitis, Charles F. Borden, of Fall River, died on Jan. 12. He was owner and manager of the Borden & Remington Drug Company

BOSTON R. D. A. IN SESSION.

Growth and Prosperity Are Noted at the Annual Meeting.

Boston, Jan. 24.—The annual meeting of the Boston Retail Druggists' Association, held at the Massachusetts College of Pharmacy, showed that the organization is growing and is well established on a sound basis. The president, Henry Canning, whose pharmacy is an old-time one in Green street, in the West End, was reelected to his office, as was also John J. Tobin, of South Boston, to the office of secretary. Other officers chosen were: First vice-president, John Tupper, Cambridge; second vice-president, C. P. Flynn, South Boston; treasurer, John G. Godding, Back Bay, Boston. An executive committee is made up of the presidents of the twelve auxiliary branches of the Boston organization, including the "Down Town" (or city) association; that in the Back Bay, and others in East Boston, South Boston, Charlestown, Chelsea, Cambridge, North Cambridge, Dorchester, Brookline, Jamaica Plain, and the Brighton and Allston (in one organization). The association now has 275 members.

It was voted to raise the annual dues to $10. The "telephone committee" of the association reported on its conference with the officials of the local telephone company, which, it was stated, had promised to raise the percentage of profit to druggists for installing the public telephone service in pharmacies.

DRUGGISTS OF FIVE TOWNS.

Boston, Jan. 23.—Five towns, Marlboro, Hudson, Maynard, Concord and Northboro, are represented in the Marlboro Association of Retail Druggists, which has just had its annual meeting and election of officers. These are as follows: President, P. Charles Favreau, of Marlboro; vice-president, Dr. George B. Cochran, of Hudson; treasurer, J. Frank Carney, Marlboro, and secretary, Philip J. Burke, Marlboro. An executive committee with members to represent each of the five places of the association will be appointed by the president. The association intends to have a banquet soon and social gathering.

ENERGY OF MR. MEGATHLIN.

Hyannis, Mass., Jan. 23.—Chas. W. Megathlin, who was burned out at midnight of December 3, in a fire that destroyed fourteen stores, has since then been constantly on the jump, with the result that he is now in temporary quarters and well restocked for business. His loss was about $12,000, partly insured. He is rebuilding on the old site.

VERMONT BOARD OF PH.

St. Johnsbury, Vt., Jan. 23.—The State Board of Pharmacy, at its January meeting, organized as follows: President, C. C. Bingham, of St. Johnsbury; secretary, J. G. Bellrose, of Burlington; treasurer, W. F. Root, of Brattleboro. The other members of the board are Z. B. Hopkins, of Brandon and A. W. Higgins, of Rutland. Instead of holding meetings in various parts of the State, future examinations will be held at the State House. It is probable that the legislative cloak room will be used for this purpose. Meetings will be held early in April, July and October of the present year.

RHODE ISLAND BOARD OF PH.

Woonsocket, R. I., Jan. 23.—The State Board of Pharmacy in its annual report to the Senate, expresses the belief that the time has come when the standard of proficiency required of candidates for registration should be increased. The board believes that the already increased requirements have been successfully met, this being due to the superior educational advantages now offered.

The report shows that on January 3, 1904, there were in the State 299 registered pharmacists in good standing, while at the beginning of this present year there were 311.

VERSATILITY OF A POLICEMAN.

Camden, N. J., Jan. 23.—Considerable interest has been aroused here in the case of Police Sergeant Dr. David Bentley, since Chief of Police Foster has declared that it is against the rules of the police department for policemen to engage in any other business. Sergeant Bentley is not only a practicing physician, but also conducts a drug store. As far as can be learned, there is no complaint as to neglect of duty. He has become a physician and druggist since his appointment to the police force. He was young and ambitious and at once devoted his spare time to the study of medicine. He graduated with first honors in medicine and pharmacy at the Medico-Chirurgical College, in Philadelphia, and since then has built up a large trade and a lucrative practice.

PREPARE A "KAFFEE KLATCH."

Philadelphia, Jan. 23.—Extensive preparations are being made by the entertainment committee of the Philadelphia Retail Druggists' Association for its "Kaffee Klatch," the first of a series of social events to be given this year. The Maennerchor Garden has been secured for this novel affair, which will be held on the evening of January 31. Many visitors are expected, for each member has the privilege of bringing one friend. The cost will be one dollar per capita. The program is an extensive and varied one. The entertainment committee follows: Chairman, S. W. Strunk; secretary, S. B. Davis; treasurer, H. A. Nolte; C. W. Smell, Otto Krause, H. L. Stiles, S. C. Henry, W. E. Supplee, J. P. Frey, James C. Perry, N. S. Steltzer and C. S. Cameron.

CONTRACTS IN PHILADELPHIA.

Philadelphia, Jan. 23.—Pharmacists located in the Twelfth District of the Philadelphia Retail Druggists' Association, on Tuesday evening decided to sign the contracts of the Paris Medicine Company, for the sale of Bromo-Quinine. The contracts will become operative February 1, next. Other districts of the fourteen into which the city is divided have already taken this action, but in some the pharmacists have been well supplied with Bromo-Quinine, and their delay in signing the contract held up the entire district. The signing of this contract raises the price of Bromo-Quinine from twenty cents to twenty-five cents.

WHAT THE P. A. R. D. IS DOING.

New Executive Board and Telephone Service to be Discussed.

Philadelphia, Jan. 23.—At the next meeting of the Philadelphia Association of Retail Druggists, February 3, steps will be taken to change the formation of the Executive Board, the completion of which movement it is believed will result in much good to the organization. Heretofore the Executive Board has been composed of members elected by the association, but in the future it is proposed to have each district auxiliary represented by its chairman. One member will be elected by the association, making the membership of the Executive Board fifteen. This idea of having every section of the city represented on the board, it is argued, will do away with the possible formation of cliques, to say nothing of giving each auxiliary a voice in the doings of the parent body.

Among other matters to be discussed will be the effort to secure other arrangements with the telephone companies. The subject of charging for the delivery of telephone messages is also being largely discussed. A few auxiliaries have adopted a rule of charging five cents for each message delivered. Some druggists say they cannot do this without injuring their trade. They say it is such a small matter they cannot ask for the money. One enterprising proprietor overcomes this bothering of his patrons by having a slip printed on which it states that you are wanted on the telephone at his store. In addition, in large type, the person notified is informed that the cost of such notification is five cents. If they do not take this broad hint, he does not mention it. It is expected that the newly-appointed Telephone Committee of the P. A. R. D. will take up the question in detail at the next meeting.

DEATH OF TWO PARTNERS.

West Chester, Pa., Jan. 23.—Samuel K. Hammond and Charles M. Hammond, two of the best-known druggists in this town, died suddenly last week within an hour of each other.

Charles, nephew of Samuel K. Hammond, died of typhoid pneumonia, and soon after breathing his last the uncle, who was also ill, was told of his death. The news brought on a sinking spell and within an hour he too had expired.

Uncle and nephew were devoted to each other and they had been together in business here about thirty years. Charles, aged forty-one years, leaves a widow and two children. Samuel, aged seventy-three, leaves a widow.

COCAINE SCANDAL REVIVED.

Pittsburg, Jan. 23.—The police again threaten to inaugurate a crusade against the selling of cocaine by druggists without a prescription. The police in the East End part of the city rounded up a gang of youths last night who are said to be addicted to the cocaine habit. It is further charged that they sold the drug among boys younger than themselves, who are physical and moral wrecks from the excessive use of the drug. The question of where the cocaine was procured is being thoroughly investigated. The boys are said to have declared that the drug was as easily obtained as patent medicines.

P. A. R. D. ELECTS OFFICERS.

Philadelphia, Jan. 24.—Most encouraging were the prospects for a prosperous year as shown at the annual meeting of the Philadelphia Retail Druggists' Association. More than a score of new members were elected and a substantial balance was reported by the treasurer.

Officers were elected as follows: President, Thomas H. Potts; first vice-president, William L. Cliffe; second vice-president, William E. Lee; third vice-president, J. N. G. Long; recording secretary, N. A. Cozens; financial secretary, C. W. Shull; treasurer, G. W. Fehr; executive committee, Dr. A. D. Pollard, N. C. Blair, Charles Leedom, Richard Lackey, A. J. Frankeberger, John P. Frey and O. W. Osterlund.

CONTRACTS IN OPERATION.

Philadelphia, Jan. 24.—Retail druggists who signed the contracts with the Peruna Drug Manufacturing Company have just been notified that those contracts are now operative. Believing that there was no doubt that the new rate, eighty-three cents a bottle, would shortly be adopted, many of the local trade had already been selling Peruna at that price. The communication was welcome news to the signers of the contracts in this city.

MRS. EMERSON'S COSTLY WORDS.

Baltimore, Jan. 23.—Mrs. Isaac E. Emerson, wife of the millionaire manufacturer of bromo-seltzer, will have to pay $4,000 for speaking her mind to a police captain here. It came about through her chauffeur getting himself arrested for speeding in Druid Hill Park, and, being indignant at such treatment, Mrs. Emerson told Captain Bernard J. Ward, of the police, that he was a liar, a thief and a puppy. These three words, according to the verdict of a slander suit just rendered in the Superior Court will cost the wealthy woman over a thousand dollars each. Throngs fought for admittance to the trial, because everybody wanted to see Mrs. Emerson's silks and diamonds.

DECISION ON PH. EXAMS.

Washington, Jan. 23.—Corporation Counsel Duvall has submitted an opinion to the commissioners which states that a graduate from a school of pharmacy requiring only three years' experience must be examined before he can be granted a license to practice pharmacy in the district. Mr. Duvall states that the district law requires that an applicant for a license to practice pharmacy without examination must hold a diploma from a school which requires four years of practical experience. This opinion was submitted by the corporation counsel at the request of the district pharmacy board, which also asked if an applicant can be licensed when he is a graduate of a school requiring no practical experience, but the dean of which furnishes a certificate to the effect that the said applicant has had four years' experience. Mr. Duval gave a negative answer to this last question.

SOLD COCAINE AND FELL.

Confession of a Druggist Who Supplied Drug Fiends.

Baltimore, Jan. 23.—The agitation here against the sale of cocaine to fiends has called forth a letter to the press by one who signs himself "A Druggist," and unburdens himself of a sensational confession. He reveals himself as the victim of his own nefarious traffic in the drug. His letter follows:

"I am from a distant State, and at present stopping in Baltimore. I have read a great deal about the cocaine law which was recently passed. I write these lines to give druggists advice to lead them away from that awful habit of selling cocaine to fiends.

"I am an experienced druggist, and was at one time proprietor of one of the largest retail drug stores in our city. But as time rolled on fiends became numerous, especially in our neighborhood; seven and eight would come to my place of business in an hour, expressing what they wished by 'Five cents' worth "Coc,"' 'Spezt, spezt,' 'A trip to Heaven,' 'Round trip to Coney Island,' etc.

"So great was the demand, so many were the dealers, my neighbor druggists, that I thought I ought to share some of the profits. Profits? Loss was the consequence. True it was, cocaine brought some profit, but what little profit I received was lost, and more yet.

"My increase of 'coc' customers was outnumbered by my loss of respectable customers. My prescription trade diminished, and outside the cocaine I sold I would have starved.

"Then a law was passed as you now have in this city, prohibiting the sale of cocaine. My business was a total wreck.

"To save my reputation (for it was ruined enough then) I sold my store and am now clerking, but I am better off than when I sold 'coc.'

"Brother druggists, take my advice and put a stop to it at once. It will ruin yourself and your trade. I hope this will do you good."

The Brady Drug Co., Manhattan, has been incorporated, with a capital of $2,000. The directors are: Joseph A. Brady, Eugene J. Reynolds, Thomas E. Brady, all of Brooklyn.

The Boss:—"Oh, oh: some of that derned kid's work."

HONORS FOR W. E. COLLINS.

Detroit, Jan. 17.—W. E. Collins, of Owosso, who has just been appointed by Governor Warner to the State Board of Pharmacy, is an exceedingly popular young man and is recognized as strongly equipped for his present duties. It is confidently asserted by his friends that the pharma-

W. E. COLLINS.

ists throughout the State will have nothing to regret over his appointment. And yet, it is an appointment not altogether satisfactory to the druggists of this city, he not being their own candidate. But in a measure it was their own fault. They were divided among themselves, one faction representing the "regulars," and the other the "cut raters." Each faction had a candidate for the position, but they were not able to get together, each being afraid of the other, so apparently there was nothing for the governor to do but to choose an outside man.

NEW POISON MAIL ORDER.

Washington, Jan. 23.—The former ruling of the Postmaster-General, which made poisonous articles non-mailable, has been modified. Under certain conditions, such articles can now be sent through the mails. The order making the change is as follows:

"Proprietary articles of merchandise, not in themselves unmailable (see Sections 480 and 497), such as fancy soaps, tobacco, pills, tablets or other preparations such as are used by the medical and pharmaceutical professions, put in fixed quantities by the manufacturer, for sale by himself and others, which may be sealed in such manner as to properly protect the articles, but to allow examination of such package in its simplest mercantile form, will be accepted for mailing; provided, that poisonous articles, or articles containing poison, and not unmailable (see Sections 480 and 497), shall be accepted for mailing only when the package bears the label or superscription of the manufacturer of or dealer in the article mailed.

"R. J. Wynne, Postmaster-General."

Last May the postmaster at Texarkana, Tex., reported to the Postmaster-General at Washington that the Memphis postmaster had permitted a local drug house to mail an ounce package of morphine. The Postmaster-General was asked to decide whether articles of poison were mailable. An order was made that excluded morphine, cocaine, belladonna, strychnine, arsenic and remedies prepared for the cure of drunkenness.

Then the Memphis postmaster wrote to the Postmaster-General asking a modification of the terms. He explained that physicians living in a great number of cases away from the railroads and express offices constantly need poisons in their treatment of the sick, and that in many instances unless such articles were sent by mail great delay in their delivery would result, and that physicians living away from railroads and the offices of express companies would be materially interfered with in treating their patients, such articles being indispensable in many cases.

DOWN ON OPIUM TRAFFIC.

Washington, Jan. 23.—Secretary Taft has forwarded to Representative Payne, for introduction in the House, the draft of the bill fixing tariff rates on goods entering the Philippines. An interesting feature is a provision increasing the duty on crude opium from $3 to $4 per kilo, and on manufactured opium from $3.50 to $5. The commission or any succeeding Philippine legislature is empowered to suppress the opium traffic. Accompanying the bill is the report of the commission headed by Bishop Brent, which visited the opium using countries of the East. This report recommends the creation of a government monopoly in opium for three years, the drug being sold in that period only to confirmed Chinese opium users in the Philippines as a measure of humanity. After that period the traffic is to be suppressed.

WET STORE NOT WANTED.

Charlotte, N. C., Jan. 23.—The proposition to establish a city dispensary or drug store in this place will be no longer heard for the present. Since the publication of the text of the measure in the local newspapers the opposition developed fast and furiously, even threatening disruption in the ranks of the prohibitionists. Many of those who voted for a dry town refused to stand for the radical drug store dispensary measure. While nothing official has been given out, it is definitely understood that the measure will not be allowed to go to the legislature.

NEW COCAINE LEGISLATION.

Raleigh, N. C., Jan. 23.—The legislature has responded to the late sudden demand, and passed a bill for the regulation of cocaine and morphine sales. Neither drug can now be sold by a retailer except upon regular prescription of a practicing physician or dentist. The measure was passed after much debate and many amendments. All of the latter were defeated, except one, permitting sale in cases of emergency or when attended by a reputable physician. The State Pharmaceutical Association had urged the law.

TAYLOR & CO.'S NEW STORE.

Louisville, Jan. 21.—The building at 582 Fourth avenue has been purchased by T. P. Taylor & Co., the wholesale druggists and manufacturing chemists. As soon as the building is vacated, this company will open a store there.

DEATH OF FRANK WELLS.

Detroit, Jan. 24.—Frank Wells, the first president of the Michigan State Pharmaceutical Association, died of typhoid fever last Friday after a brief illness.

Mr. Wells was born in New York State 76 years ago, and moved with his parents

FRANK WELLS.

to Ohio in early youth, where he attended Huron Institute at Milan, a college preparatory school. From there he came to Michigan, settling at Howell. He engaged in the mercantile business for ten years, and in 1861 moved to Lansing, where he lived up to the time of his death. For many years he was interested in the drug business in the latter city. He occupied his spare time largely in literary work, being a member of the U. I. Club, one of the most prominent literary organizations in southern Michigan, and had served the club for ten successive years as its presiding officer. He had been president of the Michigan Business Men's Association, and for the past twelve years was president of the Michigan State Board of Health. His studies have been largely along lines of scientific research and investigation, and he was the author of several papers in this field.

HAD A WEEK OF ROBBERIES.

Indianapolis, Jan. 21.—During the past week no less than half-a-dozen drug stores have been entered by burglars and robbed of cigars and bottled liquors. In most cases the goods taken did not run up into many dollars. Birk Brothers, in addition to losing $50 worth of goods, had two cash registers broken to pieces. At Navin's drug store the burglars carried off 72 pocket-knives and 11 razors; total value, $150.

R. D. A. OF WHEELING.

Wheeling, W. Va., Jan. 23.—The Wheeling Retail Druggists' Association held its regular election of officers at the last meeting here, as follows: John Coleman, president; W. C. Gordon, secretary, and John Klari, treasurer.

It was decided to incorporate the association and articles of incorporation will be applied for. The association indorsed J. H. Bean, of Moundsville, for commissioner of pharmacy for this district.

WOULD ABOLISH EXAMS.

Proposed Registration Bill in Tennessee Arouses the Druggists.

Nashville, Jan. 21.—Sudden activity prevails here in the field of pharmaceutical legislation. Local druggists are up in arms against the proposed pharmacy law introduced in the Senate Friday, by Mr. Woodlee, of Blount County. Mr. Woodlee introduced it upon request and so indorsed it. The measure as drafted provides for the registration as regular pharmacists of all persons who have continuously engaged for five successive years in the practice of pharmacy in Tennessee and have had daily practice in filling prescriptions.

The executive committee of the Nashville Association of Retail Druggists met immediately upon learning of the introduction of Mr. Woodlee's bill and steps were taken to acquaint the pharmacists of Tennessee with the purport and provisions of the measure with a view to securing their aid toward defeating its passage. A committee composed of Harvey Neil, I. B. Clark and Charles Kirkland waited on Senator A. G. Ewing, Jr., and requested that he use his influence toward the defeat or withdrawal of the measure.

The druggists assert that it is a backward step and one that will be dangerous to the public health. The present law provides that all applicants for registration as pharmacists shall pass an examination to determine their ability to compound prescriptions. It is asserted by local druggists that the only persons to be benefited by such a measure are those who are unable to pass such an examination, and they claim this alone demonstrates that they should not be authorized to fill prescriptions.

THIEF IN A SILK HAT.

Chicago, Jan. 23.—Robert Stevenson & Co.'s wholesale drug house, at Lake and Dearborn streets, was robbed of $1,270 in cash by a daring thief Saturday while the store was filled with clerks and customers. Dr. Victor Pycana, cashier of the company, went to the bank shortly before noon and drew out $1,270 to pay certain of the employees their wages. He returned to the store and entering the private office, placed the valise, filled with bank notes, on his desk.

A short time afterward the telephone bell rang, and while Dr. Pycana was at the 'phone, the valise full of money disappeared.

An investigation was started. Clerks remembered they had seen a well-dressed man, evidently in a hurry, walk into the store, hurry into the private office, removing his hat as he did so.

A moment later the stranger reappeared, bowing as if bidding some one farewell, and walked hastily out of the store.

NOTES FROM CHICAGO.

—Clarence Davidson & Co., the new druggists' sundries firm, are now out after business. Their offices are ready and stock is all in. Mr. Davidson is well known as a skilful buyer of drug store sundries, and has a host of friends in Chicago.

—Frank Layer, formerly a clerk in the drug store of B. S. Cooban, Sixty-third street and Normal avenue, has bought R. M. Frisbey's drug store at Gilman, Ill. Mr. Frisbey will probably locate in another town.

—A Chicago druggist has been fined $500 for refilling cigar boxes.

—W. F. Blake is back home from the hospital, and recovering rapidly. G. A. Graves is not only through with the sick room, but out on the street again, and looking fine. He may go South to recuperate.

—The Sargent memorial services have been postponed, since Mrs. Sargent cannot attend until spring. She will spend the winter in the South.

JOBBERS MAKE ANSWER.

Their Reply to Charges of Conspiracy in Milwaukee.

Milwaukee, Jan. 21.—The so-called "conspiracy case," in which the proprietor of the drug department of a local department store is suing to compel leading jobbers to sell him goods, is still pending in the local courts, and will likely come up for final adjudication within a short time. It is charged that the wholesalers refuse to sell to this dealer because he cuts prices.

The jobbers have filed their answers and the issue is joined on the double question of the right of a dealer to refuse to sell for cash and the self preservation of the jobber as such. The jobbers will attempt to show at the trial that they have the right arbitrarily to refuse to deal with any prospective customer without giving him any reason. This, they think, is sufficient, but back of this they will set up the claim that they are not able to furnish this price cutter the goods he wants, including proprietary medicines. The answer further pleads that these goods are bought under contracts, that they are to be sold at a stipulated price to the retailers, and that the goods are to bring a stipulated price and a uniform price in the retail market. If a customer of the jobber sells below the uniform retail price, it will be shown that the jobber lays himself liable to forfeit his right to purchase more of the goods from the manufacturer. Therefore, while the jobber could furnish the goods once or twice to the price cutter, he could not continue to do so, and would ultimately be unable to procure them for his legitimate trade.

It will be shown that if this contract between jobber and contractor is illegal, or is against public policy, it is not a matter to be adjudicated between retailer and jobber, but between jobber and manufacturer, and that the initiative lies with the jobber. If he is satisfied with the arrangement, it is not for an outsider to interfere; but if it is in the sphere of the department store to attempt to upset the established order of things in the drug trade, then the case will have to go to the federal courts, as the parties to the suit do not all live in this State. The plaintiff is Fred B. Eycleshymer, of the Boston Store, and the defendants are Drake Bros., Yahr & Lange Drug Co., F. Dohmen Co., Jerman, Pflueger & Kuehmsted.

MEET OF ST. PAUL CLERKS.

St. Paul, Jan. 21.—An exceptionally enthusiastic meeting was held by the Minnesota Drug Clerks' Association the other evening in the parlors of the Windsor Hotel, this city. It was a record attendance, and the meeting was a spirited proposition from start to finish. The chief business was the nomination of a ticket for the ensuing year. There is no contest except on the presidency. Following are the nominations: For president, David Colberg (incumbent) and Lewis Paulson; first vice-president, E. W. Chilstrom; second vice-president, August Morelius; third vice-president, Fred Klenert; secretary, George T. Heller; treasurer, Gustave A. Dickman; trustees, Charles Muessell, Erwin Pattee; employment bureau, H. Lang, Ernest Otto.

Most of these are renominations. The election will take place at the annual meeting, to be held February 1, at the National hotel parlors in Minneapolis. It will be followed by the annual banquet, for which the entertainment committee is preparing an elaborate spread.

BILL TO REGULATE SAMPLES.

St. Paul, Jan. 21.—A bill to guard children against illness from eating or drinking samples of medicine, it is expected, will be introduced in the legislature during the present session. The bill will make it a misdemeanor, with a $25 to $100 fine, for any person or firm to distribute such samples from house to house. Those who favor the bill say many children have been sickened seriously and some killed from eating samples thrown on the porch or inside the door by boys employed by medicine concerns. The Southern Minnesota member who intends to bring forward the measure says that several little ones in his town were made dangerously ill by drinking sample cough medicines and he sees no other way to stop the distribution.

PIERCE TO ENJOIN PLATT.

Chicago, Jan. 14.—Dr. R. V. Pierce has filed a bill in the United States Court here, seeking to enjoin Isaac Platt from interfering with his business by forcing wholesale druggists to sell him the goods of the World's Dispensary.

The Boss:—"It's a good joke, Jimmy, but I've got to lam you, to keep this old maid customer. Haw, louder."

MAY GOVERN IN IOWA.

John Herriott, Druggist and Town Santa Claus, Has Ambitions.

Des Moines, Jan. 22.—Iowa may soon have a druggist-governor, Hon. John Herriott, of Stuart, one of the pioneer druggists of the State, is in the race to succeed Governor Cummins, father of the famous "Iowa Idea." Mr. Herriott is now lieutenant governor, and his chances of winning the plum next fall are considered very good.

John Herriott started in the drug business with J. R. Dosh at Stuart in 1872. The first store was a small frame affair built on the east side of Main street. Within a year the firm had so prospered that a new brick structure was needed. Starting with less than $2,000 worth of stock Herriott & Dosh in 1880 had over $6,000 worth of goods in their store. Now the stock will double that amount. Mr. Herriott bought out his partner in 1880.

It is said that John Herriott likes nothing so much as to jump out of the political whirl and get back behind the counter in the drug store where he has made most of his money. He is chief stockholder in a bank now, and the leading speaker in the State on railway reform. He presides over the Iowa Senate, and he has numerous political and social duties. But, notwithstanding these, he wandered back to Stuart three weeks before Christmas and got himself very busy handing out toys to the eager parents among his customers. In Stuart he is known as Santa Claus. Many of the children of the town grow up in the belief that Herriott's drug store is Santa Claus's place of business.

HON. JOHN HERRIOTT.

DRUG PEOPLE AS WITNESSES.

Minneapolis, Jan. 21.—Several employes of the Minneapolis branch of Parke, Davis & Co. were witnesses for the State in the Gebhard murder trial at New Ulm. Their depositions had to do with the attempt of the prosecution to show that Dr. Koch, the defendant, once sent Dr. Gebhard, the murdered dentist, a package of poison. Fred H. Tucker, who has charge of the Parke-Davis shipments, and Miss Elizabeth Mesken, bill clerk, were the witnesses. They were examined as to dates of shipments to New Ulm, etc., and the identity of wrappers in which bromo-caffeine and a dental preparation were sent out over the State. Fred Kitzuld, superintendent of the box department of a Minneapolis manufacturing concern that makes boxes for Parke, Davis & Co., was also questioned on the stand.

W. G. Alwin, a New Ulm druggist, was among the scores of witnesses in the case. He was examined for the defense, and told of the effect of burns produced by carbolic acid and by alcohol. Injuries which were noticed on Dr. Koch's hands shortly after the tragedy cut a large figure in the chain of circumstantial evidence. Mr. Alwin also testified in the matter of the bottle of poison, pronouncing the particles left in the bottle to be effervescent salts.

A verdict of acquittal was the result of the murder trial of Dr. Germain, at Moorhead, in which Prof. H. C. Carel, chemist of the University of Minnesota, appeared as an expert witness.

IN MISSOURI.

—C. P. Walbridge, president of the J. S. Merrill Drug Co., St. Louis, has been re-elected president of the Business Men's League, a representative civic improvement association.

—G. W. Carmack, of Plattsburg, Mo., is the new secretary of the State Board of Pharmacy, vice Paul Hess, of Kansas City, who resigned the office.

—Katsky's Pharmacy at Delmar avenue and King's highway, St. Louis, has been sold to a brewery.

—The St. Louis police have asked the New York police department to arrest for them a woman doctor who sold to Mrs. Dora Williams, of 5337 Easton avenue, pills which caused her death January 19. Mrs. Williams was the wife of Dr. Leon Williams. Neighbor women testified that Mrs. Williams had answered an advertisement. The name of the advertiser has been withheld, pending developments in New York.

ST. LOUIS DRUG CLERKS.

St. Louis, Jan. 24.—The St. Louis Retail Drug Clerks' Association at their annual meeting January 16 elected Albert J. Bretscher, president; Carl Heinrich, first vice-president; Henry T. Sun, second vice-president; Chris G. Mueller, secretary; Henry A. Wolf, treasurer, and an executive committee of A. J. Bretscher, C. G. Mueller, H. A. Wolf, R. Boesewetter, J. M. Travis and George M. Shen. D. P. Wright is chairman of the entertainment committee; retiring president Richard Boesewetter is chairman of the by-laws committee, and Charles E. Miller will have charge of the employment bureau, making his headquarters at the Parke, Davis & Co. office at 108 South Fourth street. The annual banquet will be held at Priester's cafe, February 16.

PECULATIONS OF A CLERK.

St. Louis, Jan. 24.—Elmer R. Smith, recently clerk at Joseph Massarang's drug store at Washington and Leffingwell avenues, was bound over to the federal grand jury on a second charge growing out of the irregular money orders issued from the post-office station in Mr. Massarang's store. The post-office inspectors charge that Smith has made $5,300 by his transactions.

MONTREAL TO ORGANIZE.

Druggists There Have Their Own Questions of Affiliation.

Montreal, Jan. 21.—Affiliation with other Canadian drug organizations was the subject of a special meeting of retail druggists, which was held here last week at the College of Pharmacy. The drug section of the Retail Merchants' Association of Canada has a large membership throughout the Dominion, and the advisability of uniting was obvious to many of the local trade. The Merchants' Association is composed of all classes of retail merchants, and is organized for the purpose of protecting the commercial interests of the retail trade. It is composed of branches and sections, and it is the intention of the officers to form an active branch in Montreal.

A. E. Walton, provincial chairman of the Drug Section of the province of Ontario, addressed the meeting and explained the work that has been carried out throughout the province of Ontario, and showed the advantages that had been gained by organization. C. S. Tinling, of Hamilton, Ont., representing the Ontario branch of the Wholesale Druggists' Association, impressed upon the members the need for closer relationship between the manufacturers, wholesalers and retailers, and he urged the necessity of uniting with their fellow druggists throughout Ontario.

E. M. Trowern, Dominion secretary of the Retail Merchants' Association, explained the aims and objects of the association. He stated that their association had had legislation passed two years ago in the provincial Legislature of Ontario to abolish trading stamps, and they were also successful in winning an appeal in the High Court. He stated that the members from Ontario were willing to aid the retail merchants of Montreal if necessary in endeavoring to sustain the trading stamp legislation that they had secured here, and which was now attacked. He stated that he would shortly visit Montreal again and address a general meeting of all retail merchants and explain the Dominion legislation that the association desired to obtain at the present session of the Dominion Parliament. His address was listened to with great interest, and a special committee was appointed to arrange for a further meeting, so as to make arrangements to affiliate with the Dominion body.

LEGISLATION IN MISSOURI.

Jefferson City, Mo., Jan. 24.—There is no visible effort here on the part of the State druggists to secure special legislation from the State Assembly now in session. The elaborate plans of retiring President Wright of the Mo. Ph. A. do not seem to have carried over into the new administration. Senator McIndoe, of Jasper County, last week introduced a bill permitting the sale of cocaine on physicians' prescriptions only. This regulation is now in force in several of the cities of the State but otherwise the traffic is unrestricted. Mr. McIndoe says his bill is not prompted by request of any drug association.

AMONG THE COLLEGES

COLUMBIA UNIVERSITY.

New York, Jan. 21.—As noted in the Era last week, the New York C. P. (Columbia University) has just announced the establishment of three courses of instruction to be known respectively as the college course, the university course and the graduate course.

The College Course, leading to the degree of Graduate in Pharmacy, will correspond in every way with the two-year under-graduate course heretofore given, except the improvements that will be introduced from year to year and the entrance requirement of twelve regents' counts now imposed by law upon all schools of pharmacy of the State, and upon all those outside of the State whose graduates can hereafter be accepted for examination by the State Board of Pharmacy.

This entrance requirement can be met (1) By submitting to the Education Department, State of New York, evidence of having successfully pursued a course of one year's study at high school, or some other school of corresponding grade. Such credentials should be sent to the Examination Division, Albany, N. Y. (2) By passing examinations conducted by the State Department in any of a certain list of academic studies which may be selected by the candidate, the subjects so selected to give a total credit of at least twelve counts. These examinations are held simultaneously in January, June and September, in Albany, New York, Buffalo and Syracuse.

The University Course of two full academic years (October to June) leads to graduation with the other departments, and to the degree of Pharmaceutical Chemist conferred by the University. Arrangements are now being considered by which graduates from this course will be allowed a time-credit in the Medical Department should they subsequently matriculate there. Members of the present senior class are required to complete their present academic year only.

The conditions for admission to this course require that the candidate must have a credit of forty-eight regents' counts or twelve Columbia points. This condition is subject to the following modifications: Members of the present classes will be allowed to secure these credits at any time before the commencement dates of their respective classes, provided that no entrance credit will be allowed them for work done as students of this college. Students matriculating in the fall of 1905 will be accepted conditioned in one-half of the required counts or points, the deficiency to be made good before the beginning of their second course. For entrance to the University Course, application should be made to the College of Pharmacy. If the applicant is entitled to credit for the full forty-eight counts, by virtue of graduation, he must secure a regents' certificate, which must accompany his application for matriculation. If entitled to partial credit, for one or more years' attendance, a certificate to that effect must be secured, and the additional required counts must be obtained by examination. The examination may be passed before the State Education Department or before the Board of College Entrance Examination, in June, or the Columbia University Committee on Entrance Examinations, in September.

All the conditions of the Graduate course will remain as heretofore until the close of the session of 1906-7, after which it will be open only to pharmaceutical chemists graduating from our University Course, or to graduates of equal rank from other colleges. Graduates of the class of 1907-8, and of succeeding classes, will receive the degree of doctor of pharmacy from Columbia University.

CHICAGO COLLEGE OF PHARMACY.

Chicago, Jan. 21.—Prof. F. M. Goodman, dean of the Chicago C. P., has sent the following letter to Messrs. Robt. and C. P. Van Schaack:

"Gentlemen: At a meeting of the faculty of the University of Illinois School of Pharmacy, held January 10, 1905, resolutions of sympathy and condolence relative to the loss of the president of your firm and an old-time friend and fraternal co-worker were adopted, and the dean was instructed to inform you and extend such words of sympathy as he might in regretting the loss of an old and time-tried friend. His loss will be sorely felt by his great circle of acquaintances, and I, personally, deeply regret his demise, and will in the years to come miss the cheery salutation, 'Good morning, comrade,' which I have so often heard during the past quarter of a century.

"Although I realize that his mantle falls upon the shoulders of strong, able and earnest workers, we will all miss him; men of his sterling qualities die regretted, for, alas, there are too few of them, and the world cannot afford to lose one; yet, an inexorable nature says: 'Come.' We bow in humble submission, express our sorrow and await our turn. Sincerely,

"F. M. GOODMAN, Dean."

TEMPLE COLLEGE.

Philadelphia, Jan. 19.—Numerous changes have been made this year in the faculty of the department of pharmacy, Temple College, under the direction of Dean I. M. Snively. New instructors have been added, and former ones promoted. The new members are: Chemistry, James C. Attix; materia medica, Miss Susan G. Haydock; pharmacy, Edward B. Finck; physics, Walter D. Spiess; practical pharmacy, David Dalton; operative pharmacy and dispensing, Robert K. Pentland; instructor in chemistry, John H. Snoke. The course consists of two years of nine months each.

MEDICO-CHI. C. P.

Philadelphia, Jan. 21.—Extensive preparations are being made by the Alumni Association of the Pharmacy Department, Medico-Chirurgical College, for a smoker and reception to be given to the undergraduates on the evening of February 1 at the University Club. The committee of arrangements consists of Martin W. Rodawig, chairman; D. S. Rhone and John R. Minehart.

Among the changes made in the faculty are the following: C. Stanley G. Mylrea, Ph.G., made demonstrator of pharmacy; Joseph F. Ulman, M.D., made assistant instructor of physiology; Harvey E. Kendig, Ph.G., adjunct professor of theory and practice of pharmacy, formerly docent; Charles H. Shaw, A.M., Ph.D., professor of botany, formerly adjunct.

The senior class is preparing to give a reception to the Freshman class early in February.

Members of the Meeker Analytical Society will give a theatre party to the Fisher Materia Medica Society in February.

The botanical excursions to Horticultural Hall in Fairmount Park are in charge of Professor C. H. Shaw.

In order that there may be increased opportunities for pharmaceutical laboratory work a forenoon has been added to the work of the senior class.

PHILADELPHIA C. P.

Philadelphia, Jan. 24.—Judging from indications the athletic association of the P. C. P. will realize a substantial sum from its theatrical benefit which was held last week at the Walnut Street Theatre. The attraction was Wilton Lackaye in "The Pit." Many theatre parties, composed of students and their friends, have been features of college life this week.

Arrangements have been completed for the annual ball of the Freshman class held in the college auditorium.

HOWARD PHARMACEUTICAL COLLEGE.

Washington, D. C., Jan. 20.—The Howard College of Pharmacy, a department of Howard University, gives a three years' course of thirty-two weeks each. The degree of "doctor of pharmacy" is conferred. Matriculants must hold diplomas from High or Normal schools or a teacher's certificate, and must make not less than 75 per cent. in each subject required for graduation. This college maintains a free dispensary where the students get practical drug-store experience. A new laboratory has recently been constructed and equipped with modern apparatus. Dr. J. Hervé Purdy, vice dean,

Jimmy:—"Don't be nervous, kitty, it'll soon be over."

is the director, assisted by Dr. R. B. Tyler.

A two-hours' quiz is held weekly, special attention being paid to questions taken from state board examinations. The members of the faculty are: John Gordon, D.D., president; Robert Reyburn, A.M., M.D., dean; J. Hervé Purdy, pharmacy; F. J. Shadd, materia medica and therapeutics; A. B. Burrows, theory and practice of pharmacy; W. H. Seaman, chemistry, toxicology and botany; W. W. Alleger, microscopy and bacteriology.

PURDUE UNIVERSITY.

West Lafayette, Ind., Jan. 16.—The senior pharmacy students of Purdue University will this month receive several special lectures on the drug business and trade in general by Messrs. August J. Detzer, of the Indianapolis Drug Co.; Chas. Downing, of A. Kiefer Drug Co., Indianapolis; Louis H. Schulmayer, of Daniel Stewart & Co., Indianapolis, and J. S. Wright, botanist for Eli Lily & Co., Indianapolis. Something very good is expected from these experienced men, and they will be given a hearty welcome.

The seniors are finishing their work under Prof. A. L. Green in the chemical laboratory with alkaloidal assaying and organic testing, and have begun under Prof. B. M. Hoak a series of quizzes on materia medica.

Ary Baldwin, '95, now a pharmacist of Noblesville, was married to Miss Gail White, of Westfield, Ind., during the holidays, and Philip S. Hance, '01, Indianapolis, was married to Miss Pauline Aauk, of West Lafayette, December 27.

Martin Quinn, an attorney of Lafayette, has begun a series of interesting lectures to the school on pharmaceutical jurisprudence.

William C. Elston, who has just entered the junior class, comes from Indiana University with plenty of credits in chemistry which enables him to join the '06 class so late in the year.

Dr. Stanley Coulter has begun giving a regular course of lectures on botany to the juniors. The course will last a couple of months.

RHODE ISLAND C. P.

Providence, Jan. 12.—Both senior and junior classes of the Rhode Island College of Pharmacy have organized, and a constitution and by-laws are forthcoming. The officers of the junior class are Harry Hanson, East Providence, president; Adelbert S. Goldthwaite, Evanston, vice-president; Frank E. Lockwood, Lakewood, secretary; William F. Hand, Woonsocket, treasurer. Seniors—Edward J. Gallagher, Providence, president; J. B. Drinkwater, East Greenwich, vice-president; T. E. Doherty, Providence, financial secretary; W. H. Atkinson, Providence, recording secretary; John Mullen, treasurer.

The college, which was opened in 1902, is located in the old Norman school building, not far from Brown University. The laboratory has accommodations for fifty students. The principal members of the faculty are E. E. Calder, dean and professor of chemistry; C. H. Daggett, registrar and professor of pharmacy; J. E. Groff, materia medica; A. H. Brundage, toxicology and physiology; F. N. Strickland, operative pharmacy; C. A. Schilling, languages.

AMONG THE BOWLERS

S. & D. TAIL-ENDERS.

In the bowling of the New York Wholesale League on Monday, the Parke, Davis & Co. team performed their usual feat of winning three straight games. Sharp & Dohme were the tail-enders. The scores:

Parke, Davis & Co.	813
Dodge & Olcott	706
Parke, Davis & Co.	783
Seabury & Johnson	771
Parke, Davis & Co.	893
Sharp & Dohme	691
Dodge & Olcott	733
Seabury & Johnson	802
Dodge & Olcott	730
Sharp & Dohme	667
Seabury & Johnson	782
Sharp & Dohme	724

Judge, of Seabury & Johnson, made three "200's"—204, 213 and 211. He has an average of 212 for the last five games. Other high scores were: Lovis, S. & J., 200; Bruun, P., D. & Co., 221; Blake, P., D. & Co., 220.

PHILLIES MAKE HIGH SCORES.

Philadelphia, Jan. 19.—The bowling of the Wholesale Drug League, at Central Alleys, on January 17, resulted as follows:

J. E. Lee Co.	935	930	970
Wright			250
Sm., Kline & French	757	720	662
Sanner			201
Philadelphia C. P.	751	734	797
Worthington			227
P. D. A. Reds	612	673	716
Johnson			172

High one game, single, Maurice, 256; high three game single, Herron, 632; high one game, team, J. Ellwood Lee Co., 970; high three game team, J. Ellwood Lee Co., 2,835.

The standing to date:

	Won.	Lost.	Per C.
J. E. Lee Co.	23	4	.852
P. D. A. Blue	15	6	.714
Smith Kline & French	11	7	.611
Philadelphia C. P.	12	9	.571
Wanderers	8	13	.381
Hance Bros. & White	5	13	.278
P. D. A. Reds	1	23	.042

P., D.'S IN THE LIMELIGHT.

Detroit, Jan. 24.—The Parke, Davis & Co. teams, of the Detroit Drug Bowling League, continue in the limelight. In the games of the past week team No. 1, the champions, got away with two of the three games with the strong Nelson-Bakers, and No. 2 cleaned up with Stearns & Co. in like manner. The games between Michigan Drug and Ingram were particularly exciting, Ingram winning the first by three pins, and Michigan the last by the same majority.

Those who obtained "200" scores during the series were McDonald, of P., D., No. 1, who rolled 222; Hedges, of Michigan Drug, 212; Barry, of P., D., No. 2, 208, and Snyder, of P., D., No. 1, 204. The scores:

P. D., No. 1	805	868	953
Nelson-Bakers	866	846	826
Michigan Drug	747	815	870
Ingram Co.	750	737	867
P., D., No. 2	847	775	877
Stearns Co.	807	843	760

In the Parke, Davis & Co. Interdepartmental League, there is a hot race for the leadership, the first three teams being separated by but fifty-five pins in forty-two games. Scientific is but two pins in the lead of the Chemicals, while the latter made a decided gain in the last series with the Pharmaceuticals. The record for the week:

Mechanical	752	854	718
Scientific	745	700	735
Publication	691	688	780
General Business	706	691	789
Pharmaceutical	799	762	791
Chemical	762	879	724

The standing to date:

	Total pins.
Scientifics	32,179
Chemicals	32,177
Mechanicals	32,124
General Business	31,844
Publication	31,822
Pharmaceutical	30,813

TABLETS TAKE THREE.

St. Paul, Minn., Jan. 21.—The scores of the games bowled January 19, by the Minnesota Drug Clerks' League, follows, the Tablets taking all three:

Tablets	802	744	777
Lillis			211
Pills	685	702	628
Bodsgaard			178
Capsules	673	660	769

The Mortars, of the Druggists' League, took two games January 20, the third going to the Pestles. Score:

Mortars	784	674	836
Walter			225
Pestles	738	727	701
Aberwald			186
Spatulas	[illegible]	722	673
Everett			191

TALL WORK BY COCKED HATS.

St. Louis, Jan. 24.—The Retail Druggists' Cocked Hat Bowling League is becoming the stellar "sport" page feature in its line. Recently every bowling night has resulted in some exceptional records.

First Secretary Fritz Neu made a score of 311 out of a possible 450. Next Gus Woehrlein, the former Carondelet druggist, made a 90 score in one inning. The next session, W. F. Aszman, the Arsenal street druggist, ran a score for the evening of 322, and thereby incurred the enmity of Mr. Neu, who thought he had the one evening score "cinched." At the last meeting H. Delkeskamp ran a 90 score in one inning, but his work for the rest of the evening did not put him in the high average class. The last scores were

Retail Druggists: Nelson-Bakers, 3; Meyer Bros., 2; M. C. Paints, 3; Eli Lillys, 2; J. S. Merrells, 4; Moffitt-Wests, 1.

"IT TELLS YOU HOW"

THE ERA FORMULARY

CONTAINS OVER **5,000** FORMULAS.

For Household and Domestic Use
1,267
Formulas.

The Drug Store Laboratory is the best paying department of a Retail Drug Store.

For Perfumes and Toilet Preparations
1,013
...Formulas...

Increased profits are made when you manufacture your own goods.

For the Soda Fountain
168
Formulas.

When you sell your own preparations you extend your own business.

For Paints, Varnishes and Stains
212
Formulas.

For Veterinary Preparations
456
Formulas.

For the Drug Store
1,217
...Formulas...

Sample sheets will be sent on application showing the scope and character of the book.

FOR
Technical Methods
AND
Industrial Processes
389 Formulas.

Sent anywhere in the United States, postpaid, on receipt of $5.00.

D. O. HAYNES & CO., Publishers,
90 William Street, - - - NEW YORK, U. S. A.
(S. P. 5)

Ammonol

The Stimulant

Ethical Antipyretic and Analgesic

AMMONOL AND COMBINATIONS.

Ammonol Powdered.
Ammonol Salicylate Powdered, in 1-ounce bottles only.
Ammonol Tablets.
Ammonol Salicylate Tablets.
Ammonol Lithiated Tablets.
Ammonol Peptonate Tablets.
Ammonol Bromide Tablets.
Ammonol Camphorated Tablets.
Ammonol with Camphor and Codeine Tablets.
Ammonol with Ipecac and Opium Tablets.
Ammonol with Quinine, in five-grain flat oval tablets, put up in 1-ounce bottles only.

THE AMMONOL CHEMICAL CO., Manufacturing Chemists, 366 & 368 West 11th St., New York, N. Y.

Nutrolactis

THE GALACTAGOGUE

FOR NURSING MOTHERS

THE NUTROLACTIS CO. NEW YORK U.S.A.

Approved by the Academy of Medicine, Paris.

THE NUTROLACTIS COMPANY,

Offices, 366 & 368 West 11th Street, New York, U. S. A.

CARTER'S BEECHWOOD CREOSOTE TROCHES
CARTER'S BEECHWOOD CREOSOTE EMULSION
FOR ALL LUNG TROUBLES.
THE BEECHWOOD CHEMICAL CO.,
366 & 368 West 11th Street, - - - NEW YORK

QUASSONE

A Valuable Sedative in the Nervousness of Alcoholism
A Certain Antagonist to the Drink Craze
A Reliable Tonic in Alcoholic Debility
Non-Alcoholic, and Safe.

DOSE—A teaspoonful in water every two hours.

GAL-E-TONE

(GALEGA VERA)

THE IDEAL TONIC

THE CENTRAL CHEMICAL CO., 366 & 368 West 11th St., N. Y.

FOLEY'S HONEY AND TAR

The original and genuine LAXATIVE cough remedy

Make No Mistake. See that you are buying FOLEY'S HONEY AND TAR, the original, the kind that you know will give satisfaction.

PREPARED ONLY BY

FOLEY & COMPANY :: Chicago, Ill.

TRADE SECTION

PENNSYLVANIA AGITATION.

Druggists and Manufacturers Wish New Pure Food Regulations.

THEY SEEK PERMISSION TO USE CERTAIN PRESERVATIVES AND COLORING MATTERS IN THE PREPARATION OF SODA FOUNTAIN SUPPLIES. —SODIUM BENZOATE FAVORED.

The associations of retail druggists in Pennsylvania have set out to secure a revision of the present so-called pure food law of that State in those particulars which pertain to the manufacture and sale of fruit syrups, prepared fruits and other fruit products used in the preparation and dispensing of soda water, carbonated beverages, and other so called soft drinks. The proposed new bill will be submitted to the next session of the Pennsylvania legislature, and it is expected that it will become a law, as it has been endorsed by all branches of the trade.

The new measure is entitled, "An act to prevent the manufacture or sale of unwholesome fruit syrups, prepared fruits and other fruit products, and providing for the enforcement thereof." Its text is as follows:

SECTION 1. Any person, firm or corporate body, who shall by himself, herself, or themselves, or by his, her or their agents, or servants, manufacture, sell, ship, consign, offer for sale, or expose for sale, or have in possession with intent to sell, any fruit syrup, prepared fruit, or fruit product, or any syrup whose flavor is derived from any bark or root, such as Birch, Ginger, Sassafras, or Sarsaparilla, or any plant such as Peppermint or Wintergreen, or any vegetable product, nut or bean, such as Chocolate or Vanilla, or other kindred products, such as herein described, or any admixture of such fruit syrups, prepared fruit or fruit products, which are or may be manufactured particularly for use in the preparation and dispensing of soda water, carbonated beverages, or so-called soft drinks, ices or ice cream, and containing in the original package or concentrated form, more than one fourth of one per cent. of Sodium Benzoate or more than one-fourth of one per cent. of added color obtained from Cochineal, Caramel, Tumeric, Cudbear, Beets, Saffron, Spinach, or any vegetable substances which are equally harmless, according to the United States, National or other standard Dispensatories, shall be deemed guilty of a misdemeanor and upon conviction thereof in the court of quarter sessions of the proper county, shall be sentenced to pay a fine of not less than fifty dollars or more than one hundred dollars, or be imprisoned in the county jail for not exceeding sixty days, or both, at the discretion of the court: but the use of such added substances in said proportions or less shall be and is hereby permitted. Provided, however, That nothing in this section contained shall in any way alter or affect existing laws regulating the sale of wines, spirituous or malt liquors, vinegar, or natural fruit juices. And provided further, That no added or artificial color shall be used in any product mentioned in this section, so that putrefaction, decay or other inferiority of a similar nature is concealed, or so that any article or product herein referred to shall appear other than it really is, or so as to have any other effect than to restore or supply the natural color or appearance of the fruit or vegetable substance from which said article or product is made.

The advocates of the measure publish a strong series of arguments in its favor. They first protest high and honorable motives in their attempt to remedy the present law and claim that their efforts, if successful, will have the effect of establishing higher standards of purity and wholesomeness of fruit syrups and fountain beverages. It is claimed that the present laws inflict unnecessary hardships on manufacturers, dispensers, and consumers, because they are too stringent and sweeping, stopping legitimate trade in healthful and harmless articles of food and drink. "Further than this, the rulings heretofore established by which the application of the present law is determined, are such as to pledge irrevocable allegiance to principles and standards which are constantly becoming obsolete, being modified or refuted by later investigations of science, thus precluding the benefits of later discoveries and more accurate knowledge which has been and will be developed by scientific progress."

ARE AFTER STANDARDS.

The purpose and tendency of all pure food laws is endorsed by the supporters of the new bill as being in the right direction, but the object of the present enterprise, according to the statement, is "to establish more definite standards for the more efficient and equitable execution of the law and to insure a higher degree of purity and wholesomeness in all products affected by it." Stress is laid on the fact that the purpose of revision is for fruit syrups and soda fountain beverages only. "It will readily be understood," continues the published pamphlet on the subject, "that such goods are in a class by themselves, first because of the extreme dilution to which they are subjected before they reach the consumer, and second, because they do not constitute part of the daily diet of every individual like most other foodstuffs." On the contrary they are used "sparingly and at infrequent intervals." A careful explanation follows of the dilution to which such supplies are subjected necessarily, and it is stated that "as a matter of fact all fruit syrups, prepared fruits or other fruit products manufactured expressly for use in the preparation of soda fountain drinks are used simply as flavors."

All this is introductory to the first real argument that preservatives must be used in such goods. "The use of harmless preservatives is not prohibited" because "all substances used as food or drink, particularly those of a vegetable nature or origin, are liable to decomposition, putrefaction, decay or other dangerous chemical transformation. Thus the absolute necessity of preserving such articles of food or drink from the natural effects of chemical change, decomposition or deterioration is recognized and admitted by the law."

The use of sodium benzoate is therefore defended. Some of the arguments used in its favor are now given.

Sodium benzoate "when taken internally is eliminated from the system in the urine and perspiration, without any noticeable injurious effect, although in nearly all cases a beneficial effect is likely to result, owing to the tendency of benzoic acid to prevent the formation of phosphatic deposits in the urine, but this would be only in the case of moderate doses of benzoic acid administered several times a day. It has been for many years one of the ingredients of the well-known household preparation called paregoric, administered for the alleviation of stomach irritation, which preparation is officially recognized by the United States, British and other Pharmacopœias. Sodium benzoate has no cumulative effect on the human system when taken continuously. As a preservative the quantity used would be so exceedingly small as to have no appreciable effect upon the system. Sodium benzoate is simply a combination of benzoic acid with ordinary soda, and is preferable to the free benzoic acid only because of its greater solubility in water and because it is more tasteless."

"The average dose of sodium benzoate as a medicine varies from 120 grains per day for infants under three years of age, to 360 grains per day for adults. The maximum quantity which may be used in fruit syrups, prepared fruits or other fruit products under the proposed enactment, would be equal to one-fourth of a grain for each eight-ounce glass of soda water, by which it will be seen that it would be necessary for a person to drink at least seventy-five gallons of soda water in twenty-four hours in order to get the maximum dose of benzoate of soda."

The argument, after mentioning the fact that benzoic acid is found naturally in certain fruits, claims that if it were used in larger quantities than specified in the new bill, it would injuriously affect the fruit flavor.

THE USE OF COLORING.

Going a step further, the supporters of the measure undertake to show why sodium benzoate should be used. It is claimed that fruit syrups and crushed fruits must stand open to the air for a considerable time when being used on a fountain. Consequently, they are likely to decompose. Therefore, a preservative should be used. Again, such preparations must be put up in the hot summer season, which makes possible some deleterious chemical change before the process of manufacture is finished, which strongly argues for the use of sodium benzoate. It is even stated that its use is necessary. To the suggestion that sterilization and the use of sugar would solve all difficulties, the statement replies that such packages would be too bulky and expensive and would not even entirely do away with the danger of decomposition. Since the use of boracic acid not exceeding one-half of one per cent. is permitted by present laws, the use of sodium benzoate should certainly be allowed.

The second main division of the pamphlet issued by the advocates of revision is devoted to the question of the use of coloring matter. Starting with the hypothesis that there are two classes of colors, harm-

less and detrimental, the argument is advanced that there can be no objection to the use of the former on reasonable grounds. An address delivered by Professor J. H. Shepard, State chemist of North Dakota, is cited as proving that many colorings are harmless. But to the objection as expressed by him that their use may have a tendency to hide inferiority or to deceive the purchaser, the answer is given that the coloring is not used to conceal inferiority but "to prevent the seeming appearance of inferiority which does not exist, or to make the article appear to be what it really is, instead of what it is not.

COLOR DETERIORATES.

"To explain this more clearly, let us mention strawberry syrup or prepared strawberry fruit as an illustration. Everyone knows that the fruit possesss a naturally high color and that when either the fruit or the syrup is first put up it retains in some degree the natural color of the fruit, although it is deteriorated somewhat by the processing the fruit receives. But, however strong the natural color of the product may be, it soon fades to a dirty brown, giving it an unattractive and damaged appearance which is misleading and deceptive, quite as much so as the use of any color could be, and with the double effect that the consumer is prevented from buying an article which would be otherwise healthful and enjoyable, and the manufacturer or merchant suffers the loss of trade. The use of a harmless coloring matter in a limited, minimum quantity as provided in the proposed act entirely obviates both of these unnecessary, deceptive and harmful effects and prevents the appearance of inferiority which does not exist, and instead of being used for the purpose of deception, it is in such a case used to prevent deception."

Further on the statement says: "Why then should it be made a crime to imitate nature by harmless means, or to reproduce nature in restoring or supplying the natural colors of fruit products, the color of which is lost or impaired in the process of manufacture? It is useless to contend that the natural and pleasing appearance of such products does not render them more palatable."

The amount of vegetable color used, it is shown, because of dilution, would be only about one part in one hundred and twenty-five for all soda fountain supplies and by the time it was absorbed by the consumer further necessary dilution would reduce it to one part in four thousand.

FLAVOR TOO STRONG.

Again, "If a sufficient amount of the concentrated syrup were used to give the beverage the desired color, the flavor would be so strong and the product so much overflavored that it could not be partaken of, much less enjoyed by any ordinary person. It will thus be seen that the natural amount of essential flavor in a given product is not commensurate with the amount of natural color which the product contains, so that when such a product is diluted to a given strength of flavor, it is invariably deficient in characteristic color."

It is emphasized that the proposed amendment does not seek to legalize the use of any so-called coal tar colors. But some hint seems to be conveyed that the future may see them advocated, for some of them are claimed to be harmless.

As a desirable adjunct to the proposed measure it is shown that any violation of its provisions are easy of detection. "It is believed, therefore, that the entire measure as proposed will not only confer benefit by the privileges which it seeks to obtain, but will assist in the proper observance of the present law and should therefore receive hearty support."

In closing, the document alludes to the magnitude of the interests affected. There are about ten thousand dispensers of soda water in Pennsylvania, with annual sales of perhaps more than $5,000,000.

CREDIT MAN AND HIS WORK.

The importance of credit is appreciated by every business man. Therefore, a practical work on this subject is of widespread interest. Such a book, and a good one, has recently appeared from the press of the Book-Keeper Publishing Company, Ltd., Detroit, Mich. The author is E. St. Elmo Lewis, a gentleman well qualified by experience to speak with authority. The basis of his theme is this definition of credit: "Credit is a transfer of commodities involving the return of an equivalent at a future time." From this Mr. Lewis draws the conclusion that "it is the duty of the credit man to be thoroughly acquainted with his collateral." The major portion of the book is an exposition of practical methods of doing this, working on the idea that "the basis of normal commercial credit is the demand for marketable goods."

There are twenty-five chapters, commencing with a history of credit, next defining the term, treating of business methods, competition's effects on credit risks, practical methods of tabulating statistics and collecting accounts, the legal side of the subject, and credit information systems.

The book contains some 500 pages, is printed on good paper, and is usefully illustrated, with specimen pages of several filing schemes and of various systems of books used by credit men to record the condition of customers. It should prove a useful and instructive work to all business men. Price $2.

PILLS, THE AGE'S SYMBOL.

When in doubt the American takes a pill. A statistical Job attempted the other day to compute how many pellets and tablets went down the American throat in a twelve-month, but his supply of figures gave out. When a man has to use millions for fractions even the mathematical expression of Mr. Rockefeller's riches looks unequal to a sandwich.

In the olden times the flagged youth threw himself on the earth for the revivifying touch of mother nature. To-day he takes tonics. The ancient strong man with his lever sought for a fulcrum on which he might move the world. To-day he takes tablets and lets the old world wag on. If the gods dined on Olympus last night, they would be haunting the drug stores this morning for pepsin.

One of the familiar passages in "Romeo and Juliet" is this:

"I do remember an apothecary—
And hereabouts he dwelt—whom late I noted
In tatter'd weeds, with overwhelming brows,
Culling of simples; meager were his looks,
Sharp misery had worn him to the bones."

See the apothecary to-day! A man of goodly bearing, a philosopher, a leading citizen, and very likely a bank director.

For though pills cost little, the billions of littles make millions of profits. Nowadays the culling of simples has a new meaning.—The Baltimore Herald.

AFRICAN CINCHONA.

The first attempt at transplanting cinchona outside of America was made in Algeria. The plants came from the Jesuits of Cuzco and from the French consul at Bogota (1849-1850). These attempts did not succeed, owing to unfavorable climatic influences. Similar trials, on the contrary, gave a satisfactory result in the Dutch Indies. Moreover, in 1866 and in 1868, plants from Java were imported into Algeria and did not give a single satisfactory result.

In 1814, upon the advice of Roxburgh, the importation of cinchona succirubra was tried at St. Helena, but without success. In 1868 Chalmers made some new trials. He planted 5,000 cuttings of cinchona succiruba, officinalis, calisaya, pahudiana and condaminea. At an altitude of 800 to 900 meters they thrived so well that their number was soon increased to 20,000; but the plantation was not taken care of; it deteriorated little by little and in 1883 there were at St. Helena only 156 trees, in bad condition.

At Teneriffe (Canaries) cinchona was also planted with success in 1868. At Reunion satisfacotry results were obtained. The first trials were made in 1885, and in 1894 there were on this island 80,000 plants of cinchona succirubra, officinalis, ledgeriana and calisaya in full production.

A trial at Maurice gave good results for some time, but was subsequently abandoned. In 1871, at Madagascar, cinchona officinalis was planted and has fared well.

The plantations started at St. Thomas (Portuguese possession) at an altitude of 1,000 meters, are everywhere composed of cinchona succirubra. They grew splendidly and in 1893 234,416 English pounds of bark were exported from St. Thomas. They contain 5.45 per cent of total alkaloids, 1.40 of quinine, 0.90 of cinchonidine, 1.46 of cinchonine and 1.54 of amorphous alkaloids. These are, together with the German plantations of Cameroun, those which have the most promising future.—Nouveaux Remedes, from Apotheker-Zeitung.

"I came in to look at your cornucopia," announced the visitor.

The druggist, unduly sensitive, because of his Cyrano de Bergerac beak, hesitated. Reflecting that a cornucopia meant a horn o' plenty, he was duly insulted, and threw the first article handy at his insulter. It happened to be the pharmacopœia. "Thank you," muttered the man. "You're prompt, if not gentle," and he fell to perusing.

"So this is hell," ejaculated the shade of the druggist. Satan acquiesced. "Why?" "Well," quoth the shade, after a sniff, "as I'm damned, you've got a lot of good SO_2 going to waste." And straightway he formed a Hellish company, capital unlimited, to manufacture H_2SO_4, forgetting for the moment the absence of the H_2O.

BULK PERFUME TRADE.

Said to Be Retired in Favor of Original Packages.

"SUBSTITUTION" THE REASON, SAY PERFUMERS — THE DEPARTMENT STORES, SAY DRUGGISTS.—CUT GLASS A BACK NUMBER.

Whether the decadence of the bulk perfume trade, which was an important side-line for the old-time druggist, is due to the advertising of special odors by the manufacturing perfumers, or to the apathy of the druggist himself is a question. It is a fact, however, that bulk perfume trade is steadily decreasing. The era of cut glass bottles, also a profitable side-line formerly, as containers for these bulk perfumes, is virtually over.

Speaking of the noticeable absence of cut glass bottles in the shops of to-day, an old-time druggist said: "The perfume business of America has certainly become an art. We are close to the French as producers of excellent scents. Our packages, bottles and labels of to-day are in my opinion, in many case improvements on the Parisian goods after which they are patterned. But the money making bulk trade of my day seems to be fast disappearing. We got from fifty cents to a dollar an ounce for violet, rose, patchouly, frangi pangi and other forgotten favorites. A handsome cut glass container for the best girl's gift added considerable profit during a business year. To-day, those who buy perfumes in bulk, say an ounce or so at a time, are in the minority. The great majority have favorite odors, French or American, and they purchase original packages whether they buy a quarter's worth or four dollars' worth. Is this as it should be?"

ARTISTIC PACKAGES.

Unquestionably, the progress of American perfumers is directly responsible for the retirement of much of the bulk trade. Where the perfumer formerly used lithographed or embossed labels only upon expensive goods in pound or half pound packages, he now realizes the value of the labels suggestive of contained odors and places them indiscriminately on even trial size bottles, selling at a quarter.

Most every druggist has a supply of the old fashioned "Triple Extract" labels, bearing a blank space for the name of the odor, which was either written in ink carelessly, or left blank. The patron who regularly purchased rose perfume noticed after a while the bulk bottle used. He became acquainted with the manufacturer's name. He specified that manufacturer. All of which is as it should be. The maker of a good article, whether it be perfume or a locomotive, is entitled to specification, and it is due him to receive repeats on odors or orders.

A prominent American perfumer said: "The reason for the small packages holding from three and a half drams upward, which bear facsimiles of the labels of the pound or bulk bottles which we put up, is the old one, substitution. It was no unusual thing with us to find a half pound bottle with trade scarred label, that had done service for years as a bulk container for a special odor made only by our firm. Other goods had been placed in these bottles; they masqueraded under our labels. It was ofttimes unintentional. A bottle of violet or other odor might be broken. The perfume was poured into the stock bottle and was sold as our violet. Candidly it was as good, perhaps cost more than ours, but that paved the way for substitution. Understand, we have no objection to a druggist making his own bulk goods. In fact, we supply many druggists with gallon lots of our extracts for this purpose. They are the same as our special goods, too. So the reason that we bottle small lots of these special orders under our trade-mark is because we wish to reap the fruits of our legitimate advertising. The druggists are themselves responsible for the loss of profit. We naturally have to cover cost of special labels, etc., on the smaller vials, all of which tends to reduce the profit on the aggregate trade."

THE DRUGGIST-PERFUMER.

While the statement of the quoted manufacturer is acknowledged to be partially true, druggists call attention to the fact that the apathy of the pharmacist where the manufacture of his standard odors was concerned, has made it possible for the specializing perfumer to succeed.

One druggist who features regular odors under his own "litho" labels, said: "There is no patent on the perfume business. I don't attempt to compete with the French perfumer. I don't push my goods when a special maker is mentioned. But a call for an ounce of violet or rose perfume, without specification, gives me my opportunity. The violet which I sell I compound in ten minutes. But I allow it to age for several months. That's where the regular perfumer has us beaten. Like champagne, the older the odor, if tightly sealed during the ageing period, the better it is. I have a large demand for my violet by bulk customers. And here is a point: Never let your stock container become only half full. Don't have it entirely full, either. The discerning public say when they see the 'last in the bottle': 'Oh! haven't you a fresh bottle?'

"I carry all the regular brands, also. Have to in order to compete with department stores. I don't agree with the manufacturer who considered substitution the cause of the use of trial size bottles. Department stores sell more of these small vials than we do. Why? Because the average department store perfume girl couldn't distinguish between four drams and an ounce on a graduate, in bulk sales. In the old days of only bulk and ten-cent bottles, these stores didn't bother with perfume other than imported brands. Look at the situation to-day. Special sales on perfumes; but prices ——."

Here the interviewer objected. "The big perfumers have a schedule, have they not? Cutters are cut off."

The druggist snorted. "Yes, there is a schedule with some houses." He pointed to his perfume department. "I carry their goods because there is a schedule. But there are other manufacturers who have 'caught on' and they don't care a hang for the druggists. Their goods are featured, too, by these department stores. These schedule perfumers are all right. Some of 'em don't want department stores as patrons.

"It's a common thing nowadays, when anything goes wrong in the drug trade, to blame the dry goods stores. And in this case, they really are to blame. What business have they to handle perfumes, anyway?"

THE OTHER SIDE.

The heads of perfume departments have something to say about the reasons for their success, for they are admittedly successful. A buyer for one large department store stated: "Yes, we push the druggists hard on perfumes. Bulk goods? What are those?"

After an explanation, she said: "Well, I don't know about that part of it. But I do know that it's the way we display the goods that makes the sales. Take Roger & Gallett's goods. We have a complete line. There's the R. & G. case; it contains only their goods. People can see them. Then they ask the price. It would be impossible in the regular drug store to give the space to them, if they had the capital to invest. They haven't the patrons to draw from, for one thing. Notice the placing of our department. It isn't by accident that it's on a store thoroughfare. Our aisles are streets; passers-by who are simply looking about, have no hesitancy in asking prices. There are no doors to open, no long waits for attention while the chemist is selling stamps or telephoning.

"We have perfumes under our own label, too," she continued. "But somehow, even on special sales, they don't move very well." Which was certainly an edifying admission.

Some druggists welcomed the absence of bulk trade, regardless of lost profits. One man said: "I've a perfume graduate somewhere about that's a curiosity. We used only the one graduate, whether we measured a whiff from the sandal-laden Orient or the delicate flower odors of France. More frequently we guessed at measurement. My regular one-ounce prescription bottles hold nine drams. We couldn't appear stingy, so we filled 'em up. I'm glad I'm rid of it all. There isn't much doing, anyway."

Query: Had that "whiff-laden" graduate anything to do with it?

AGEING OF PERFUMES.

However, the druggist can make his own perfumes. Formulas for regular flower odors are virtually the same. Concentrated oils may be purchased. Dilution and ageing do the rest. Many druggists purchase in bulk, as previously stated, simply labeling the goods. One New York store this year featured "own perfume" made by a regular perfume house, and the returns make it worth their while.

The American public knows very little about perfumes. Some of our best selling brands are said, by the French, to be atrocious. One special odor, in particular, a great seller, owes its success to an accidental mixture of a pungent Oriental perfume with a delicate lily of France odor. It was marketed under a trade name, simply to save the loss of the expensive flower oils. It "caught on." It is said the chemists were puzzled for a time, in fact, are yet, as to the reason it pleased.

The secret of the success of perfumes, say the makers of flower odors, is the ageing, and the use of cologne spirits, not alcohol, in the preparation of extracts and toilet waters.

A NEW INDUSTRY

Growing Cigar-Leaf Tobacco in East Texas and Alabama.

THE DEPARTMENT OF AGRICULTURE REPORTS SUPERIOR QUALITY, DUE TO ORANGEBURG SOIL AND IS FOSTERING THE BUSINESS.

The growing of cigar-leaf tobacco in East Texas and Alabama is attracting attention through the fostering effort of the Department of Agriculture.

The Bureau of Soils of the department is of the opinion that the tobacco leaf grown on the type of soil called Orangeburg sandy loam (a reddish or grayish sandy loam with a red clay sub-soil) possesses an unusually fine aroma and quality. This soil is most frequent in East Texas, but is somewhat prevalent also in Alabama.

The bureau has not only investigated and experimented, but has planned to give, during the present season, expert advice and general supervision to those growers who wish it. The counties most concerned are Nacogdoches, Anderson and Houston in Texas and Perry in Alabama, for in these is found most of the Orangeburg soil which the department believes to be the best for the growing of this southern tobacco.

The importance of the development of this industry and the success of the bureau's work to the tobacco trade at large, and even to cigar retailers, can be seen from the following statement issued by the Department of Agriculture: "The 1903 crop is now being sold and distributed among the principal cigar manufacturers of the country, who express satisfaction with the leaf. It is the general feeling of the trade that this tobacco will fill an important place in the market, if produced in sufficient quantities and at reasonable prices. The tobacco being an entirely new product, and having at the present time no fixed status in the market, it is to be expected that its introduction will be more or less slow and tedious, and the growers of this Texas leaf must not at first look for the highest prices. On the other hand, judging from the character of the leaf grown and cured under the supervision of the Bureau, the prices should increase considerably as the trade becomes acquainted with the tobacco, and channels for its distribution become established.

"The value of this tobacco, as far as the bureau has informed itself to the present time, varies considerably, the prices for the finished product ranging from twenty-five to forty cents a pound, according to the grade and quality of the leaf, but the grower cannot expect to obtain at the outset more than fifteen or twenty cents for the unfermented leaf. From computations based on the past work of the bureau, it is estimated that the cost of growing the tobacco, under normal conditions, should not exceed ten cents a pound. The average yield is estimated to be six hundred pounds or more per acre.

"The tobacco grown in Alabama, while not considered quite so good as the Texas product, meets with much approval from the trade, but the leaf so far produced in South Carolina is pronounced less satisfactory, and while the bureau will continue its experiments in that State on a small scale, in the hope that methods for the improvement of the leaf produced there may be discovered, it does not for the present recommend that the farmers enter into its production.

"In Texas and Alabama, on the other hand, the indications are so favorable that the Department of Agriculture, through the Bureau of Soils, will encourage the farmers to undertake the growing of the crop to a limited extent. As a preliminary step an effort is to be made to have a limited number of farmers undertake the production of a relatively small area of tobacco, with the advice and supervision of the bureau experts."

Several years ago the attention of the department was first called to the subject, and it was found the industry had assumed considerable proportions around Willis, Montgomery County, in East Texas. "An examination of the tobacco, made by the Bureau expert showed that some of the leaf produced was of excellent quality, surpassing in aroma any domestic leaf examined up to that time, but that the crop as a whole, for reasons not determined, was not such as to warrant the prediction of any phenomenal development of the industry along the lines then being followed."

When the exhibit of domestic tobaccos for the Paris Exposition was being collected by the Bureau of Soils, in 1899, the high quality of the Texas tobaccos again attracted its attention. But it was still uncertain "whether this quality was the result of the particular soil upon which the leaf had been grown, of the kind of seed used, of any special system of fertilization, or of care and skill in handling and curing."

Two years later this question was thoroughly investigated and the bureau found the special soil was the cause of the superiority of the East Texas product. Meanwhile, the industry had fallen on evil days. "From a maximum acreage of 1,000 acres planted in 1898, the plantings had declined to 506 acres in 1899, and thence to less than 100 acres in 1901; and the growers, although needing some crop, like tobacco, in which to specialize, had become very much discouraged."

Lack of knowledge among the growers as to the methods necessary to profitably handle and market the crop were assigned as the reasons of this discouraging state of affairs. Other surveys of the bureau having established the fact that the Orangeburg soil was widely distributed in East Texas, and in other Gulf and South Atlantic States, it seemed that the possibilities of developing a large and profitable industry, with care and right methods, were good. So the bureau has ever since been conducting experiments and seeking to promote the practical working and expansion of the raising of cigar-leaf tobacco in that region.

"Have you any ideal?" queried the customer.

"Yes, if you insist upon knowing, I have. My ideal is a questionless drug store. I—"

The customer grinned. "I mean a perfume," he managed to say.

The druggist lamely apologized, without correcting the customer's French. "$3.60," he said, with inward satisfaction, as he handed out a bottle of Ideal.

CHINESE CAMPHOR TRADE.

A recent British consular report contains this information: "It is only of recent years that any attempt has been made by the Chinese to utilize the resources which the province affords in the way of camphor. Camphor trees have been known to abound in the mountainous regions of the West, but no systematic efforts had ever been made, either by the Chinese government, or by the natives, to turn them to account until 1902, when camphor made its first appearance as an export in the customs returns, amounting to 222 piculs, valued at 11,228 Halkuan taels (£1,460). During the past year there has been a considerable increase, which would unquestionably have been largely augmented had it not been for an arrangement come to between the provincial authorities and a certain syndicate, whereby the latter acquired the exclusive right to traffic in this article, which had the effect of curtailing the supply, owing to the intereference exercised by the syndicate, through the Chinese authorities, with the manufacture of camphor by the natives in the interior and its transport to the coast. British merchants who had already embarked in the trade maintained their right to carry on the business without obstruction, but their attempts were little more successful than those of the native dealers. Cargoes were confiscated and the trade generally disorganized, and the matter has only been satisfactorily settled during the present year. Prices ruled high in Hong Kong, which increased the bitterness of feeling on the part of the British merchants, as they saw the prospect of a lucrative business slipping from their grasp.

"Future returns should show a great increase, as it is said that camphor can be produced at a very reasonable rate within the province, and there is an ever-growing demand for it on the home markets. It is largely used in the manufacture of smokeless powder and celluloid articles."

SUBWAY CIGAR STANDS.

The company controlling the news stand privileges in the subway is now installing cigar stands. Many are already in place and within a few days the sale of subway cigars will have commenced. Whether the new movement is an underground branch of the United Cigar Stores Company or not is uncertain. The enterprise is, however, of sufficient importance to have aroused a storm of protest from small dealers throughout the city, who say the use of public utilities for private gain should be stopped at once, before subway barber shops and manicure parlors get a foothold. Were smoking permitted on subway trains, the cigar men would not object so much, but they claim that the stands are conveniently arranged so that patrons can purchase the evening's supply of cigars upon leaving trains, especially in the home districts, where the cases are placed at exits.

"What does N. A. R. D. stand for?" asked the man with the wooden leg.

"Not a Ridiculous Demand," answered the pharmacist, with an eye to the future.

PRESCRIPTION PRICES.

The Big Downtown Drug Stores Have a Low Price Scale.

ACTUAL PRICES IN NEW YORK CITY. —BULK OF BUSINESS MAKES CLOSE FIGURING POSSIBLE. — SMALL DRUGISTS KICK ON SHOPPING.

Comparison of price schedules on ordinary prescriptions as dispensed by the Hegeman Corporation, of 200 Broadway; J. Milhau Sons, 183 Broadway, and Reid, Yeomans and Cubit, of 140 Nassau street, prove that quick sales and small profits are the rule.

Frank E. Falkenberg, a Chicago druggist, is quoted as giving some data of original prescriptions filled at his store. In an interview with "Notes," he says concerning prices:

"Four-oz. mixture, 50c.; 3-oz. mixture, 50c.; 15 2-gr. quinine capsules, 50c.; 2-oz. mixture, 35c.; 3-oz. mixture, 50c.; 8-oz. sod. phos., 65c.; 15 powders, 80c.; 3-oz. mixture, 45c.; 3-oz. mixture, 45c.; 15 powders, 65c.; 22 powders, 65c.; 4-oz. powders, my own, 65c.; 3-oz. powders, 65c.; 3-oz. powders, 50c.; 6-oz. powders, 90c.; 4-oz. powders, 65c.; 3-oz. powders, 65c.; 20 capsules, 85c.; 2-oz. mixture, 40c.; 10 powders, 45c.; 8-oz. mixture, 85c.; 4-oz. mixture, 50c.; 4-oz. mixture, 65c.; 20 capsules, 65c.; 10 capsules, 50c.; 15 capsules, $1.25. Total, $16.10; two-thirds of same gives a profit of $10.73, or 200 per cent. Goods cost $5.36; under the usual system of charging only 100 per cent. over cost the druggist earns $5.36, whereas I earn $10.73. The difference is just the difference between a paying and a 'bum' business."

He also quoted a price of 65c. on a prescription for one dram of phenacetin in fifteen powders, and a fifteen capsule recipe brought $1.25, its cost being 41c. "In none of these specific cases did the customer object to paying the price charged; all well pleased," he adds.

New York druggists, when shown this leaf from the Chicago druggist's prescription record said: "Well, he's a mightly lucky man. Admitting that we ought to get more for prescriptions, we haven't the courage to ask sixty-five cents for a dram of phenacetin in fifteen powders."

Inquiry shows that the usual rate on this latter prescription ranges in this city from twenty-five cents at the Hegeman Corporation Stores to sixty cents in an uptown ultra professional store.

DOWNTOWN PRICES.

The schedule quoted by General Manager Ramsey, of the Corporation, Mr. Ennis, of Milhau's, and Mr. Cubit, of Reid, Yeomans & Cubit, differs only slightly. On ordinary prescriptions the prevailing rates are: Two-oz. mixture, 25 and 30c.; 3-oz., 30c.-35c.; 4-oz., 40c.-45c.; 8-oz., 65c. One dozen 2-grain quinine sulphate capsules on prescription bring in the stores quoted, 25c.; ointments, 25c. one ounce; 35c. two ounces, and 50c. for four ounces. Prescriptions for $1 articles, such as Ovaferrin, Peptomangan (Gude), etc., original bottles, from 80c. to $1, 85c. being the usual figure.

An uptown druggist had a shopper's prescription calling for two drams each of salophen and phenacetin, in twelve powders. He priced it at $1.50, figuring the phenacetin and salophen to cost net sixty cents. The prescription was dispensed by another druggist for $1. "This firm," said the one dollar and a half man, "buy a special quantity of drugs like salophen, bringing its cost down to 75c. an ounce. Therefore, they can beat me when they figure first cost on such articles."

PRICE EACH ON ITS COST.

S. Albert, the Lenox avenue druggist, said, speaking of schedules, that there ought to be none. Each prescription should be priced on its cost and labor. He showed prescription prices as quoted by druggists who follow a rule, to be a losing proposition in the end. "A man," says he, "becomes accustomed to quoting regular prices after a preliminary glance, at the size of the mixture without a thought for the individual equation, and frequently finds the mixture priced below cost."

While the prices quoted in New York are those prevailing with the big stores, they by no means typify existing conditions.

"The druggists in the downtown district, counting financiers, brokers and wealthy Wall street men as their patrons, get these low prices. How much harder must it be for the East Side druggists to get prices relatively higher, from the poor?" asks an Eastsider.

The bulk of business done in the three big stores quoted consists of copies, or "t. i. d." prescriptions, showing that the corner druggists still supplies hurry calls. It is unquestionably the shopping instinct that is responsible for these quoted low prices. These stores are closed in the evening, therefore, business must be crowded into the shorter hours.

The commuter from Jersey or Bronx way pockets a prescription copy, leaves it at one of the stores which he passes on the way to his office and calls for it when homeward bound. Why does a busy man burden himself with these minor affairs? Because he considers his home neighborhood druggists incompetent? Unlikely. It's because he thinks he gets the medicine cheaper.

FIGURE THE PRESCRIBER'S FEE.

The writer recalls an experience that would tend to prove that schedule pricing without judgment loses customers, strange to say, because the druggist asks too little for prescriptions. A prominent physician, a specialist on gastric troubles, writes a prescription for a bulky powder containing ginger, subcarbonate of bismuth and sodium bicarbonate. The cost is merely nominal, yet some druggists get one dollar for the prescription. The writer, unaware of the physician's reputation and consequent consultation fee, asked the usual price, thirty-five cents, and was informed that it was too cheap. "Had it before," said the patron, "and I paid $1.50 for it." So the physician must be counted in pricing prescriptions.

The doctor who charges five dollars for a consultation and writes for twelve quarter-grain calomel tablets, should at that rate write a prescription worth fifty cents at least; therefore, the discerning druggist gets the fifty cents, which is as it should be.

"DRY GOODS" PRICES.

The retail pharmacists are frequently called "calamity howlers." "Why not?" asks one man who cites the following: "A prescription calling for twelve one-sixtieth grain strychnine tablets was left with me. I priced it at thirty-five cents. The party ordered some other goods which I did not then carry. I lost that prescripton and a sale. The department store that put it up lost the good will of the prescriber, in fact, earned his enmity. Why? Well, the wise pharmacist there handed out an original package of one hundred tablets, price twenty-nine cents. The patient took the twelve as directed, and ultimately finished the bottle to save the tablets. Doctor wanted only systematic effect of strychnine, and obtained instead a characteristic "strychnine heart." He blamed me for letting the prescription go to the department store."

That little story perfectly illustrates the trouble with the prescription business. Commercialism is rampant. Not how good, but how much, is the query. Though the smaller druggists endorse Mr. Falkenberg's statement that the drug business to-day is a condition, not a theory, and that higher prices are necessary, they unfortunately cannot admit with him that they are sufficiently organized to combat existing conditions. These men point to the difficulty of organization with purely commercial interests at stake and urge that the professional side will remain the same while the minor bickerings over plans to organize the trade, continue.

SERIAL NUMBER PRESCRIPTIONS?

Several druggists who are familiar with the business of these big firms says that the success of the serial numbering plan in New York City will directly increase prescription prices, because the "big fellows," if they join, will have to get fair prices on patents. A legitimate profit there will do much to discourage cuts on prescriptions.

"The excuse 'we have to cut on prescriptions in order to do a large bulk of business, thus overcoming the loss on patents,' won't go then," said an "organized" druggist.

"If they are in the fold on patents we'll soon win 'em over on prescriptions, too, and then druggists will be able to get the trade to which they are entitled, prices being regulated properly. It's the 'hoggishness' of the druggists, myself included, that is responsible for existing price conditions. We hate to see the 'other fellow' do any business. I've reformed. All I want is my share."

The gentlemanly solicitor rang the bell, and to the responding housewife, began: "Madam, allow me to show you the greatest work of the age, a reference work that answers every conceivable question; tells the time of day without a clock, gives a complete history of the rise and fall of the Roman Empire, tells the house numbers nearest to all subway stations; in short ——"

"Don't need it," briefly answered the lady, as she pointed to the door plate—"Blank, Ph.G." "Foiled again," hissed the agent, as he read.

REOCCUPY BURNT DISTRICT.

Nearly All Baltimore Druggists Returning to Old Locality.

One of the retail drug firms which was burnt out in the great fire will move next week, back into its old location. This is the firm of Thomas & Thompson, which, since the conflagration, has conducted the pharmacy formerly owned by the late Adam Gosman, southwest corner of Charles and Mulberry streets. The firm will occupy its handsome six-story concrete and brick building at the southeast corner of Baltimore and Light streets, which is one of the most imposing structures in the burnt district, and will there take up the entire first floor.

The structure is in the style of the French Renaissance, with mansard roof and presents a handsome appearance. The upper floors will be occupied as offices and by the laboratory of the firm. The furniture of the pharmacy will be admirably adjusted to the proportions of the space, and the soda water fountain will constitute one of the show pieces of the city. All the equipment will be made to order and of a design in harmony with the entire establishment.

Another drug store to move back to its former location soon is that of the Habliston-Brickman Drug Company, formerly the Habliston Pharmacy, which was at the northeast corner of Gay and Baltimore streets up to the time of the fire and afterward secured a temporary location on Gay street, a few doors north of the corner. A substantial and commodious structure has been erected on the corner and the pharmacy will resume occupancy of its old quarters. Of course, everything will be spick and span and glistening with plate glass as well as polished furniture. A soda water fountain of handsome design will be one of the notable features.

In connection with this subject, a reference to the cost of fixtures possesses some pertinence. Unlike the furniture and shelving to be found in retail stores, that of wholesale establishments is plain and substantial rather than showy; yet it runs into money to a degree that will surprise persons not familiar with the subject. Thus, one wholesale firm which will occupy a new warehouse has contracted for shelving and fixtures apart from dumb waiters and similar appliances, at a cost of not less than $17,000.

ADVERTISING COMMENTARY.

Generalities are dangerous, but it is almost safe to say that all retail druggists should advertise in local newspapers. In an article on this subject, read by Mr. W. H. Watson, before the Tennessee Pharmaceutical Association, the following points were strongly emphasized.

Change your advertising reading matter frequently and use as many new ideas (new to your locality) as you can.

Be persistent. You cannot expect immediate results. The day after the appearance of your first notice do not expect your store to be crowded with buyers. Look on advertising as an investment which will yield good returns, but only in time.

Feature one article at a time and do not attempt to jam too much in small space. Where several articles are pushed in the same advertisement, the reader becomes confused and loses interest. Impress one idea indelibly on his mind, not a confused jumble of suggestions.

Truthfulness in advertised claims about offered goods is insisted on by Mr. Watson. He wisely advocates the constant use of other styles of advertising in conjunction with that in newspapers.

Get all you can in results out of your show window. It is a valuable asset. Study window display methods and change your features at least once a week.

Use a mailing list steadily to send circulars, pamphlets and booklets to your customers. Don't neglect to hold on to old friends. For country druggists in districts where there is the rural free delivery system of the post office, a great opportunity is offered for this. On this subject Mr. Watson says: "Let the mailing list embrace every family within trading distance of your store. A circular or a booklet is more personal than a newspaper ad. can be. Besides it reaches the people and they will be influenced by it. This may appear an expensive method, but there is no other way in which you can directly reach just the people you are after, and all of them. . . . The Rural Free Delivery offers a reliable and economical system for distributing circulars, etc. The carrier cannot distribute your ad. matter, but he is privileged to carry passengers. Employ a boy and send him with the carrier on his route, and have the boy distribute your ad. matter as the carrier distributes his mail."

Enclose printed matter in all packages sent out from your store.

Write each physician in your neighborhood a letter once a month, pointing out the completeness of your stock, that you carry the newer preparations, and guarantee high grade prescription work.

Make your store attractive, first being sure it is scrupulously clean.

Feature the fact that orders given over the telephone to your store will receive prompt attention and that the goods will be quickly delivered free of charge.

WESTERN ENTERPRISE.

In the Letter Box this week, appears a communication from a Washington druggist, which mentions a circular he issued at Christmas time, a copy of which was also sent The Era. The make-up of this circular is clever and shows decided enterprise in preparing such an announcement in a town of but eight hundred inhabitants. Judging from the figures of receipts quoted in the letter, it must have brought paying results. There are four pages. The type is of clear face and the display lines are well chosen. The announcement begins: "Early Hints for Christmas. A List of Suitable Presents You Can Buy at the 'Christmas' Drug Store." After a short generality, toys are mentioned. The paragraphs are short and clear cut. At the bottom of the first page appears: "The Inside Pages of This Circular Will Interest You." The inner pages carry two headings, the four sections playing up the lines appealing to men, boys, women and girls. On the last page candies, jewelry and watches are featured. The whole is free from extravagant statements and in exceedingly good taste.

GIRLS AS JUNIOR CLERKS.

Works Like a Charm, Says Mr. Faber—Much More Reliable.

If your boy is no good, send him away and hire a girl instead. That is what Sidney Faber has done and from his own account, it works like a charm.

"It's only an experiment," said Mr. Faber, "and all my friends are watching closely for the outcome. They have all had trouble with juniors and I dare say they will follow in my footsteps if my venture is successful.

"There never was a druggist yet who didn't have trouble with his boys. Boys are so apt to be slipshod and lazy; more often than not they smoke cigarettes. Give a boy an order to take out and he won't come back until he has finished his cigarette. Now, I grew tired of firing boys and I determined to strike out with something new. The girl is the result.

"She's about sixteen years old and she does everything that a boy can do—only one hundred per cent. better. Just look at the cases—and the soda fountain."

Metal and glassware sparkled in the light; cups and other utensils were neatly arranged and all bore the unmistakable signs of a feminine touch.

"Now, the cash register," said Mr. Faber.

"I see you've bought a new one," remarked the interviewer.

"That isn't new. It's the same old cash register, only it hasn't been scrubbed and polished that way for seven years; and I take pretty good care of it, too.

"Well, there isn't a thing that the boy used to do that this girl can't do better. She cleans the windows; she even carries orders, and that without wasting any time about it. Of course, heavy work, like attending to the furnace and such things I have always done myself, because that's the only way of making sure that it's done right.

"There's another thing about a girl; she is very much quicker to 'catch on' when it comes to helping out in an emergency. She looks neater and has cleaner habits.

"So there you are. Whether my experiment will turn out well I can't say as yet, but I think it will. Meanwhile, I appreciate the fact more than ever that "cleanliness is next to godliness.'

THE GENIUS.

The affable stranger buttonholed David Belasco. He had just witnessed the new Leslie Carter production of Adrea. "Now, look here, Dave," he began, "that thunderbolt business can be done away with. The idea of a thunderbolt restoring eyesight to the blind! Only my tonic can do that. If you'll fix up that act a bit, and let the heroine cry 'At last I can see, thanks to Curem's Tonic,' I'll give you a thousand dollars a performance."

Belasco smiled. "But," he objected, Adrea loses her sight again at the end."

"That's so," agreed Curem. "Well, let her say: 'If I had only followed Curem's directions.' That'll let me down easy."

Only time will tell whether the deal was consummated.

MR. MERCK PROTESTS.

Distinguishes Between Food Preservation and Adulteration In Legislation.

We reprint below part of a letter addressed to United States Senator Dryden, of New Jersey, by George Merck, of Merck & Co., this city. Mr. Merck contends that a distinction should be made between food adulteration and food preservation. He writes: It is my purpose in this appeal to you to stimulate your personal interest in the question of legislation on the subject of food adulteration and to call your particular attention to the popular error and misapprehension thereon which confounds food adulteration with food preservation.

The United States Senate has now before it for enactment house bill No. 6295, popularly known as "the National pure food law." This bill, while it has a laudable underlying motive, is so sweeping in its terms and so uncertain in its scope that it should not be passed without calm deliberation as to its ultimate consequences, and certainly not without further important amendment.

I do not intend here to burden you with dry detail or elaborate statistical data, but simply point out the seriousness of the whole matter and to bespeak your serious consideration of the questions involved.

Such legislation, if hastily or inadvisedly enacted, may work great harm directly or indirectly upon the commercial interests involved and upon the well being of the State by affecting the food supply of the country.

The great point to be constantly borne in mind at every step in the consideration of pure food legislation is that there is a very important distinction to be drawn between the use of food adulterants and the use of food preservatives.

Food or drug adulteration is the substitution of spurious material for any of the normal ingredients of a food, a food preparation or a medicine.

Food or drug preservation is the addition of an ingredient to pure and honest foods and medicines for purposes of conservation.

In seeking to correct a serious abuse the reformer and the public have, through overzealousness and the lack of intimate knowledge, overshot the mark, and public opinion is hazy upon the important distinction to be made between food adulteration and food preservation, which I have pointed out above.

Food adulteration is a crime and must be stamped out.

Food preservation is a necessity and must be permitted.

Existing economic and social conditions, with our large population and its distribution, make the use of food preservatives indispensable.

Eliminate the legitimate and honest employment of food preservatives to-day and you will be confronted by a food problem that will represent so serious an aspect that mere food adulteration, reprehensible as it is, will sink into utter insignificance.

The standard food preservatives, when themselves pure and unadulterated, are harmless. For instance, a chemically pure salicylic acid or sodium salicylate, free from deleterious adulterants, can work no harm, for they are used in such infinitesimal quantities for the purpose stated that the amount consumed with food ingested for a month would not equal a fair average dose when these substances are administered medicinally.

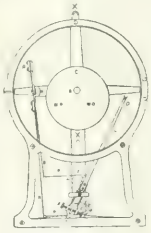
The danger of ptomaine poisoning following the consumption of decaying foods is real; the harm supposed to result from the use of preservatives is purely imaginary.

Apart from the broader question of the people's food supply, the proposed legislation has also an important industrial bearing that deserves your thoughtful consideration.

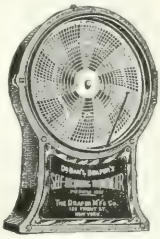
The chemical and food industries of the State of New Jersey are deeply interested in this problem and the legislation pertaining thereto.

A SELF-RECORDING THERMOMETER.

As the subject of temperature is a common topic of discussion, a self-recording thermometer is of great advertising value to a druggist. Such a thermometer placed outside a store, near the show window, will always attract a crowd of those eager not only to know the temperature at the time, but how cold or hot it has been at a certain hour. The use of the Draper Self-Recording Thermometer will soon repay its cost by drawing custom to the store and attracting observation to the show window.



The thermometer gives a correct and continuous record in ink of the temperature on a weekly chart. It is very simple in construction, and consists essentially of six parts—an iron frame, a clock movement, a metal disk, a pair of bimetallic thermometer bars, a lever with a pen attached to its upper end and a case. The temperature is traced automatically on a paper chart which is divided into 130 concentric circular divisions, representing a scale of degrees, Fahrenheit, from 20 below zero to 110 above, and 168 radiating lines to represent the days and hours for a full week. The twelve hours of every night, from 6 p. m. to 6 a. m., are shaded so that the distinction between night and day is very marked. The clock movement rotates the metal disc carrying the paper chart, and at all times the pen indicates the correct day of the week and hour of the day. The metallic thermometer bars are, perhaps, the most interesting part of the instrument. They consist of two thin sheets of different metals, brass and steel, fastened together, about ten inches long and one inch wide, having distinct expensive power, the same in principle as the chronometer balance of a fine watch, and they are therefore absolutely positive in their action. The upper ends of these bars are fastened to the iron frame which is the base of the instrument, and the lower ends connect with an axis carrying the arcs and the lever with the ink pen attached to it. The pen is fed once a week with two or three drops of special ink. An increase of temperature causes one of the metals of the bi-metallic bars to expand more than the other, while with a decrease of temperature the same metal contracts more than the other, so that the bars are caused to bow in one direction or the other, as the temperature changes, and their motion actuates the axis carrying the lever with the ink pen. Thus, the variations are continually recorded on the chart, and it will be seen that the temperature is compelled to write its own record.



The working parts, which are lettered for convenience, are shown in the diagram: A, clock arbor; C, clock box; D, ink pen; F F, arcs; L L, recording lever; N N, metallic thermometer bars; P P, platinum wires; R, piece for holding thermometer bars to base; S S, screws for adjusting recording lever; W W, winding arbors of clock; X X, screw holes for fastening instrument in place.

The thermometer is standardized and warranted, and requires little or no attention, save two or three minutes once a week to change the chart, wind the clock, and feed the pen within. It is attractively and substantially made, and considering the faithful manner in which it correctly and uninterruptedly records the temperature, it should commend itself to every live druggist as a valuable and continually interesting advertising medium. There are two sizes, 14x20 inches, and 9x14 inches. The former having a thermometric chart 11¼ inches in diameter, and the latter, one 8 inches in diameter. The prices are $30 and $20 each, respectively, and we understand there is a special discount to the drug trade. The Draper Manufacturing Company, 152 Front street, New York, are the manufacturers.

"Man's inhumanity to man makes countless thousands mourn," quoted the druggist.

"Meaning Mann and the Fabenfabriken Company?" queried his friend.

"No; why?"

"Well, countless thousands (of dollars) have shed a good many tears already, where they would do the most good. At that, I hear with the passing of the bill an order was given for a 'we mourn our loss' wreath. Quit talking business."

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.
Address The Pharmaceutical Era, 90 William street, New York.

ALABAMA.

ABBEYVILLE.—Jas. B. Long, suc'd by Holley Bros.

BESSEMER.—W. L. Rush & Co., now Rush Drug Co.

JASPER.—Add. R. L. Little Drug Co.

ARIZONA.

GLOBE.—H. C. Hitchcock, suc'd by W. H. Butler.

ARKANSAS.

DE ANN.—Add. J. F. Willis.

LITTLE ROCK.—Add. Allen & Ramsey, 1505 Main street.

CALIFORNIA.

MERCED.—E. T. Dixon, suc'd by Heidelburg Bros.

NORWALK.—J. M. Settle & Co., suc'd by A. D. McMaster.

OAKLAND.—L. F. Wright, M.D., suc'd by C. H. Hammet.

PALO ALTO.—Add. University Drug Co.

SAN FRANCISCO.—Lincoln Fitzell, suc'd by E. J. LaBrie.

SAN JOSE.—Add. University Drug Co., Second and Santa Clara streets.

VENTURA.—T. S. Newby, suc'd by H. M. Walker.

COLORADO.

PUEBLO.—Add. The Minnequa Phcy., 2044 Evans avenue.

CONNECTICUT.

BRIDGEPORT.—Jennie Hamilton Phcy., change.

DARIEN.—Robt. A. McDonald, out of business.

MILFORD.—Jas. T. Higby, suc'd by A. B. Hall.

MOOSUP.—W. H. Sargent, suc'd by W. G. Clark.

DELAWARE.

DOVER.—Add. Harry Vane, 127 Loockerman street.

WILMINGTON.—J. M. Griffin, suc'd by E. Robbins.

DISTRICT OF COLUMBIA.

WASHINGTON.—Library Phcy., suc'd by Edw. F. Albert.

GEORGIA.

BUENA VISTA.—W. H. Brannan, Jr., suc'd by Marion Phcy.

COLUMBUS.—Dr. J. F. Shackleford, now J. F. Shackleford & Sons.

JESUP.—Jesup Drug Co., suc'd by L. S. Morris.

TENNELLE.—C. E. & W. A. Daniel, suc'd by Daniel & Holmes.

TIFTON.—C. L. Parker, out of business.

IDAHO.

AMERICAN FALLS.—Jones Bros. Drug Co., su'd by DeWitt G. Brown.

ILLINOIS.

BERWYN.—Mrs. L. L. Morrison, now F. W. Morrison.

BLUE ISLAND.—W. S. Menger, Western avenue and Grove street, add. street address.

Schmidt & Menger, Western avenue and New street, now W. S. Menger.

CHICAGO.—Fred J. Amphlett, now Amphlett Bros.

John C. Bayer, suc'd by H. T. Moyer.

A. L. Parker Drug Co., suc'd by R. A. Sawyer.

PIANO.—Add. W. R. Taylor.

INDIANA.

LAWRENCEBURG.—McCullough Drug Co., suc'd by Smith's Phcy.

MONTEZUMA.—Groves & Laur, suc'd by Fred. Stebbins.

MT. VERNON.—Add. Don Davis.

PENNVILLE.—Gordon & Stephenson, suc'd by H. L. Stephenson.

INDIAN TERRITORY.

HARTSHORNE.—Anderson Drug Co., suc'd by C. R. Birnbaum.

IOWA.

CHAPIN.—Add. Chapin Drug Co.

CORNING.—A. F. Shinn, suc'd by T. M. Hardie & Co.

DES MOINES.—B. F. Erb, suc'd by Chas. S. Ill.

FT. DODGE.—Add. C. F. Kehoe, 16 S. Sixth street.

HARTLEY.—Add. Earl Miller.

HEDRICK.—F. L. Stolte, out of business.

KNOXVILLE.—Add. A. P. Hall.

SAINT ANSGAR.—Hood & Gletty, suc'd by Chas. Dale.

STUART.—Add G. A. Mathes.

KENTUCKY.

GLASGOW.—W. N. Locke, suc'd by Locke Drug Co.

LEXINGTON.—Robertson Drug Co., suc'd by Robertson & Weitzel.

MAINE.

WASHBURN.—Washburn Drug Co., out of business.

MARYLAND.

BALTIMORE.—Add. Klingel's Phcy., S. W. cor. Balto. & Hanover streets.

MASSACHUSETTS.

BOSTON.—S. M. Moore & Co., suc'd by Allston Drug Co.

CHICOPEE FALLS.—A. E. Booth, out of business.

HOLYOKE.—Add. Arthur Hebert, Center and Ely.

WINTHROP.—Brown & Wentworth, suc'd by Kilburn C. Brown.

MICHIGAN.

GRAYLING.—Add. N. P. Olson.

SAGINAW.—Wm. E. Banister, suc'd by J. G. Watts & Co.

MISSOURI.

CAPE GIRARDEAU.—C. C. Barcher & Co., correction.

Add. Dr. A. D. Blomeyer.

Blomeyer & Gillian, suc'd by Good Hope Drug Store.

Coffman & Co., suc'd by J. D. Porterfield.

MOREHOUSE.—Hart & Daugherty, suc'd by L. D. Drug Co.

WILLOW SPRINGS.—Chas. E. Sullenger, suc'd by Red Cross Drug Co.

NEBRASKA.

ORD.—J. E. Bush & Co., suc'd by E. C. Brink.

NEW YORK.

FREEPORT.—Fred W. Fletcher, suc'd by W. A. Dawson.

HUDSON.—Wardle Bros., out of business.

NEW YORK CITY.—Martin Kuhn, suc'd by Sam'l Bernstein.

Add. D. A. Sweeze, 1500 Fifth avenue.

BROOKLYN.—Add. Wm. H. Bussenschutt, 792 Nostrand avenue.

NIAGARA FALLS.—Stine & Duffy, suc'd by Ald. H. Stine.

UTICA.—Add. Thos. F. McIncrow, Grove Pl. and Steuben street.

WARSAW.—E. E. Rowe, suc'd by H. L. Burr.

NORTH CAROLINA.

CHARLOTTE.—Fitzsimmons Drug Co., suc'd by J. P. Stowe & Co.

ELIZABETH CITY.—Add. R. A. Kellam.

SHELBY.—J. A. Suttle & Co., now J. A. Suttle.

NORTH DAKOTA.

OAKES.—E. A. Porter, suc'd by P. J. Young.

OHIO.

CINCINNATI.—The Weatherhead Phcy., now The Weatherhead Phcy. Co.

CLEVELAND.—Add Standard Drug Co., Euclid and Erle streets.

DAYTON.—C. P. Heck, suc'd by C. J. Wietzel.

HAMILTON.—Radcliffe Bros., moved to 217 High street.

MANSFIELD.—Caldwell & Bloor, suc'd by Caldwell & Bloor Drug Co.

WEST CARROLLTON.—Mrs. J. P. Billett, out of business.

WOOSTER.—Zimmerman & Co., out of business.

PENNSYLVANIA.

BLAIRSVILLE.—John C. Knode, suc'd by W. C. Anderson.

MYERSTOWN.—Addison Bower, suc'd by Irwin L. Pfeiffer.

RENOVO.—Add. Park Drug Co., 308 Erie avenue.

RHODE ISLAND.

PAWTUCKET.—Add. Henry S. O'Brien.

SOUTH CAROLINA.

SPARTANSBURG.—W. E. Maddux & Co., suc'd by Standard Drug Co.

Add. D. W. Thomas.

SOUTH DAKOTA.

TABOR.—Add. Dr. Bleezek.

TEXAS.

ALTO.—J. F. Allen, suc'd by Allen & Williams.

GALVESTON.—Michaelis & Wilder, suc'd by Wilder & Colby.

VIRGINIA.

ALEXANDRIA.—Ernest L. Allen, now E. L. Allen & Co.

HARRISONBURG.—L. H. Ott & Son, now L. H. Ott Drug Co.

WISCONSIN.

SOUTH MILWAUKEE.—E. H. Cornwell, suc'd by H. F. Bergmann.

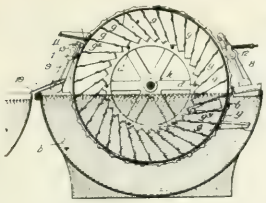
TRANSVAAL TAXES ALMANACS.

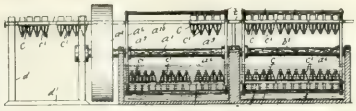
Pharmaceutical manufacturing concerns should note that the Transvaal government has decided to collect duty on all almanacs imported into that country at the rate of ten per cent. ad valorem. This will, of course, bear most heavily on patent medicine houses. To balance this, however, comes the announcement that the government of India has decided to admit duty free all trade catalogues and circulars which come by parcel post, singly, or in packets.

"Hear you've resigned from the Board of Pharmacy?"

"Yes," wearily answered the druggist. "Lost all my friends in the drug trade, so now I'm going to get acquainted with my customers." And as a starter, he washed the glass in his windows, so he could see out.

PATENTS, TRADE MARKS, ETC.

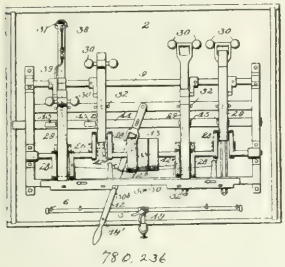

780,286

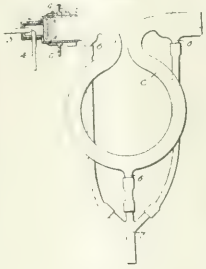

780,488

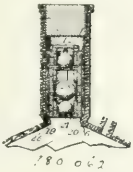
780,077

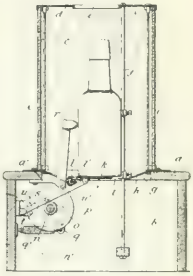
12,306

780,101


780,236


780,224


780,062


780,097

PATENTS.

Issued January 17, 1905.

780,062—Walter Plish, Philadelphia, Pa. Non-refillable bottle.

780,077—James E. Van Ness, Chicago, Ill., assignor of one-half to Sophie W. Gage, Evanston, Ill. Medical vaporizer.

780,097—Joseph H. Gernhardt, New York, N. Y., assignor to Thomas M. Crowley, Brooklyn, N. Y. Bottle-smasher.

780,101—Julius Guttmann, New York, N. Y. Non-refillable bottle.

780,226—Leonhard Pink, Berlin, Germany, assignor to Milton Oscar Alexander, San Francisco, Cal. Castor-oil Praline.

780,236—Leonard C. Sears, Onawa, Iowa. Bottle-cleaning machine.

780,241—Karl Stephen and Paul Hunsalz, Berlin, Germany, assignors to Chemische Fabrik auf Actien, (vorm. E. Schering) Berlin, Germany. Process of making dialkyl barbituric acid.

780,286—Elmer E. Hanna, Chicago, Ill., assignor to Hanna Engineering Works, Chicago, Ill., a corporation of Illinois. Bottle-washing machine.

780,404—Max Bazlen and Hans Labhardt, Ludwigshafen-on-the-Rhine, Germany, assignors to Badische Anilin und Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation. Process of oxidizing methyl groups in aromatic hydrocarbons.

780,424—Theodor Heryng, Warsaw, Russia. Inhaler.

780,488—Freeman N. Young, Arlington, Mass. Bottle-washing machine.

Reissues.

12,306—Edward D. Schmitt, New York, N. Y., assignor, by mesne assignments, to Champion Seal Company, New York, N. Y. Bottle-seal.

LABELS.

Registered January 17, 1905.

11,802—Title: "Boonekamp of Maag-Bitter." (For bitters.) William Straube, Detroit, Mich.

11,804—Title: "Hemotrophin.' (For medicine.) Hemotrophin Co., New York, N. Y.

11,305—Title: "Welland's Lift Brain Rest." (For medicine.) Kloczewski & Co., Washington, D. C.

11,806—Title: "Westermann's Fine Tar Salve." (For medicine.) Westermann Salve Co., Louisville, Ky.

11,807—Title: "Zoz Foot Balsam." (For foot balsam.) Julius Zoz, Cincinnati, Ohio.

A FRIEND INDEED.

The success acquired by the Fischer Self Adjusting Bunion Protector is said to be due to its general effectiveness and the instantaneous manner in which it alleviates the distressing pain to which people afflicted with bunions or enlarged toe-joints are subjected. The protector is a simple and durable leather shield, soft, pliable and so constructed as to readily adjust itself to any foot, building about the diseased and inflamed part, a wall of protection. Two sizes only, are manufactured, it having been thoroughly demonstrated to the manufacturers that these are sufficient to answer all requirements, no matter how complex the case may be. The protector is not only simple, but inexpensive, sells singly or in pairs, and but a very limited stock is necessary to keep the dealer fully equipped for any emergency. It is made by the Fischer Manufacturing Co., of Milwaukee, to whom all interested parties should send for further particulars and samples.

He Will Control Larger Difficulties.

Fritz, the druggist's boy, was on his way up Broadway with a load of empty cartons, tied into two immense bundles. A truck, moving leisurely between the street car tracks in the same direction, was a challenge to youthful enterprise, and a scramble to lift the huge bundles upon the projecting tail followed. An insistent car clanging on behind, a jolt of the truck to one side, and an imperfect string left Fritz standing in the street, among sundry dozens of cartons scattered on the track, with the other half of his load on the tail of the truck disappearing in the distance.

Here was a situation demanding quick judgment and prompt action. Did Fritz hesitate? Not a fraction of a second! Stooping until his snub nose almost touched the trolley slot, he swept the track clear with a mighty sweep of his outstretched arms; then dodging among cabs and wheels, he recovered the bundle from the truck, and before the car had disappeared, he was back calmly tying up the scattered cartons, oblivious alike to the cheers of grown-up loungers and the jeers of newsboys.

If you care for a window display it will certainly pay you to read the advertisement of the C. I. Hood Co., in another part of this journal, and see what the expenditure of one cent will do. Better have one, as it makes business good.

MARKET REPORT

BUSINESS INCREASING.

A Number of Small Price Changes, Mostly Upward.

FIRM MARKET WITH IMPROVING DEMAND AND ALL INDICATIONS POINT TO CONTINUANCE OF SATISFACTORY CONDITIONS.

New York, Jan. 23.—The feature of the situation is the improvement in the demand from consumers. Leading jobbers report a marked increase in the number of orders received since about the fourteenth of the month. The tone of the market holds firm and while a number of small price fluctuations have occurred during the week, they are not of vital importance, and are usually upward. Thus, the stability of conditions favors a further expansion of buying. The scarcity of native drugs causes further advances in golden seal and senega root.

OPIUM.—Increasing firmness is manifested in all markets because of more cold weather in Smyrna and the report that the sowings are only 25 per cent. of the amount for this same date of last year. Large stocks abroad, however, operate as a drag on the natural buoyance of prices. The consumptive demand holds good. Jobbing prices remain unchanged at $2.85@3.00 for nine per cent., and $2.95@3.10 for eleven per cent. Powdered, $3.75@4.00 for thirteen per cent., and $4.50@4.75 for sixteen per cent.

MORPHINE SULPHATE.—Except for an increase of demand from consumers, no feature has developed. The market is firm in sympathy with opium. Jobbers still quote $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, acording to brand or quantity.

QUININE SULPHATE.—The tone of the market is steady, but a short while ago it was firm. For although the demand has improved and Java cinchona shipments are smaller with lighter offerings at the Amsterdam auction on the 19th, still prices at that sale declined to 6.15 Dutch cents on the average. Values are, however, unaffected by such a slight decline, and jobbers are still quoting 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

MENTHOL.—A considerable augmentation of spot supplies has caused primary dealers to offer the commodity down 10@25c., and jobbers have consequently lowered their prices to $3.35@3.60 for crystals per pound and 30@35c. per ounce.

CASTOR OIL.—Manufacturers have generally announced an advance of half a cent. in prices, because of the higher cost of castor beans, and the jobbing market has risen in sympathy to the following: A A, barrels, 11@11½c.; cases, 11½@12c.; 5-gal. cans, 12@12½c.; crystals, barrels, 12@12½c.; cases, 12½@13c.; 5-gal. cans, 13@13½c., all per pound.

GOLDEN SEAL ROOT.—The cumulative effects of the scarcity of supplies has forced another advance and jobbing prices now are whole, $1.95@2.05 per pound; ground, $2.00@2.10 per pound, and powdered, $2.05@2.15 per pound.

SENEGA ROOT.—The market is remarkably bare of supplies and as is the case with other indigenous drugs, the crop shortage can hardly be remedied for some time to come. Prices quoted by jobbers have risen to, whole, 98c.@$1.08 per pound, and powdered $1.08@1.18 per pound.

PYROGALLIC ACID.—The firm attitude of producers, due to the frequent advances in nutgalls, has affected the secondary market, and jobbing values have been advanced to $2.25@2.35 per pound and 21@26c. per ounce.

BALM OF GILEAD BUDS.—These are in better supply and this causes an easing of jobbing prices to 50@55c. per pound.

CANARY SEED.—A slightly easier market results from freer offerings. Jobbers have lowered quotations to the following: Sicily, bag, 6@6¼c.; less, 8@10c.; Smyrna, bag, 5¾@6c.; less, 8@9c., all per pound.

CARNAUBA WAX.—The crop shortage advances values once more. Prices quoted by jobbers are now up to 38@41c. for No 1, 36@39c. for No. 2, and 35@38c. for No. 3, all per pound.

STRAMONIUM SEED.—More liberal offerings are responsible for a lowering of jobbing figures to 22@27c. for whole, and 28@33c. for powdered.

ANGOSTURA BARK.—Spot supplies have been increased considerably recently and offerings by holders have consequently become free. In the adjustment jobbing quotations have sagged and now are, whole, 50@55c.; powdered, 55@60c. per pound.

BERGAMOT OIL.—The strength of foreign markets creates an advance here and jobbers are asking $2.65@2.70 per pound.

CAJUPUT OIL.—An increase of offerings makes reduced jobbing prices 85c.@$1.00 per pound.

COTTON ROOT BARK.—The market has absorbed well the offerings of new crop and has firmed from the recent decline to the following, according to jobbers: Whole, 30@35c.; ground, 33@38c., and powdered, 35@40c. per pound.

SODIUM BICARBONATE.—Jobbers have raised prices because of better demand and now quote Natrona, keg, 2¾@3c. per pound, and less, 4@6c. per pound.

SPERMACETI.—The strength manifested in other markets makes jobbers firm in the recently advanced prices of 30@33c. for lump, per pound, and 31@34c. for kegs, per pound.

SASSAFRAS BARK.—Scarcity of supplies has forced jobbing prices up to 22@27c. for whole, per pound, and 27@32c. for powdered, per pound.

CACAO BUTTER.—Freer offerings produce a jobbing decline and present prices are, box, 36@37c. per pound, and less, 40@45c. per pound.

According to a Louisville, Ky., druggist, the people of that city consume more cough syrup yearly than is the case in most towns. It is computed that the 200,000 inhabitants consume 800 barrels of it yearly, or one pint each.

PRICE LISTS RECEIVED

Manufacturers are requested to send in their price lists as issued, and to put The Era on their mailing list for price-list changes. It is important that we have this information to enable us to list your goods properly in our price-list editions.

Buffalo Dental Mfg. Co., 587-89 Main street Buffalo, N. Y.—Catalogue gas, gasoline and kerosene burning appliances, chemical and assaying apparatus.

Ednur Pharmacal Co., St. Louis, Mo.—Proprietary medicines.

The Roessler & Hasslacher Chemical Co., 100 William street, New York.—January price list, chemicals.

The Stein-Gray Drug Co., 230-32 E. Fourth street, Cincinnati, O.—"Drugs and Sundries" for January.

NO. ILL. COLLEGE OF OPTHALMOLOGY.

The January attendance at the Northern Illinois College of Ophthalmology has been very satisfactory so far, the night class having begun its work on January 10, with forty-one students. Some of the matriculants are: A. G. Erikson, Chicago; C. A. Tiden, Chicago; M. R. Onelius, Chicago; C. W. Prickell, Elmer, Mo.; R. G. Merrill, Iowa; S. W. Weeks, S. C.; E. C. Brewer, Chicago; A. A. Thomas, Chicago; Geo. Rubenstein, Portland, Oregon; John Woollett, Chicago; John Levett, Chicago; C. A. Meigs, Chicago; M. Cohen, Chicago; Fred Maier, Chicago; F. K. Malenstrom, Chicago; Wm. N. Link, Chicago; Elmer C. Kunz, Texas; Herbert Gardner. The faculty have invited those who are interested in optics to attend the week's exercises of the Alumni Association from February 20th to the 24th. inclusive. The programme will be ready in a few days.

THE GERMAN HOP CROP.

The 1904 hop crop of Germany amounted to 49,136,174 pounds, according to the estimate of the Imperial Statistical Office, which has been published by our Department of Agriculture. Of this total, Bavaria furnished very nearly half. 1,340 districts reported, with an acreage of 87,-150. This area is the largest recorded for the past five years.

"What's this serial numbering plan you fellows are harping on?" asked the pure food fiend, of the druggist.

"That's a plan in use by Peruna and the Wells Richardson Company," answered that worthy, as he attempted an explanation.

"Never mind," said his auditor. "I knew that Lactated Food was a cereal. How about Peruna?"

"I beg your pardon," he began simply, "but are you aware that on your window sign you intimate that you keep only leavings?"

The druggist looked interested. "Drug store" was what he read, as he viewed some joker's work "Well," he muttered, "it's more than half true."

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, FEBRUARY 2, 1905. Number 5.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The Platt Decision.—Mr. Eliel's Remedy.—Proprietary Remedies in New Zealand.—Newspaper Prescribing. Scarcity of Drug Clerks.—Conditions in Philadelphia.—Fruit Syrups in Pennsylvania. Dr. Lyons Reports Results of Experiments With Cinchona Alkaloids.—Theory and Practice.—Question Box.

NEWS.—New York Retail Druggists' Association Takes Up the Issue of Municipal Ownership of Gas.—Campaign Against Freak Legislation in Wisconsin.—Trade in Pittsburg Argues for the Syrup Bill.—Vigorous Policy Against Cutters Inaugurated in Baltimore.—Third of the Series of Articles on the N. A. R. D. and Its Work.—Cocaine Law Reappears at Albany.—Amendments to the New York Penal Code Recommended.—Failure of the Platt Injunction Proceedings.

TRADE.—The Lack of Drugs Carried on Ships; American Ships Greatest Offenders; British Regulations.—The Cultivation of Golden Seal.—Its Possibilities.—Treasury Department to Aid Agricultural Department in Examining Importations. Window Displays. Appraisers' Decisions. Advertising Commentary.—Business Record. Price Lists Received.—Market Report.

EDITORIAL COMMENT

The Platt Decision.

For the first time in the history of the disagreeable litigation with the notorious cutter in Chicago, the court has given a fair and square verdict for the N. A. R. D. forces. Last week Judge Tuley ordered the injunction granted to Platt a few weeks ago to be dissolved. The injunction enjoined certain wholesale druggists from refusing to sell proprietary medicine to the cutter.

The judge gave some unusual reasons for his decision in favor of the associations. He declared that an attempt on the part of the court to enforce an injunction of the kind asked would be too "big a job" for the court. It would mean a complete supervision of the drug business in Chicago, which would be impossible. Another reason was that, although the injunction might be of benefit to the solitary cutter, it would do great harm to the many other persons engaged in the sale of drugs in and about Chicago.

In all probability this litigation will soon reach its limit. It has been of considerable importance, not because the business involved is large or because the druggist most concerned was unusually influential, but because the basic principles of the N. A. R. D. were assailed. If the foundation of the structure could not be considered secure against the assaults of the lawyers, it would be useless to improve the appointments of the upper stories.

Now that the N. A. R. D. has scored a decisive, and, we hope, conclusive victory, there is no longer any good reason for further whisperings and mystery about the case. A great association like the N. A. R. D., which depends largely upon moral influence for support, cannot afford to travel by dark and devious ways.

The New York Liquor Law.

The very satisfactory liquor law which the druggists of this State have enjoyed for nearly a year is in danger. It seems that the attack will come from within as well as from the outside. Some druggists are not satisfied to sell the liquor in one-half pint quantities under a State excise stamp, but wish the same stamp to carry twice the present quantity. They seem to have found that it is impossible to sell liquor in competition with regular dealers under the provisions of the law. The price of the stamp renders it impossible to sell as cheaply as in the saloon.

The assailants of the law outside the drug business find their strongest plea in the statement that the new arrangement does not yield revenue at all comparable with that of other revenue measures. The amount collected from the sale of stamps is very, very small, and there are those among the revenue advocates who hint that it should be larger.

This is the opposition which the friends of the law must expect to meet. The liquor dealers will condemn the law because it is not stringent enough, and a few druggists will wish it changed because it prevents profitable competition with licensed liquor stores.

These two reasons advanced by the opponents are, when taken together, about the strongest endorsement of the measure which it would be possible to devise. The dissatisfaction of the druggists who would like to sell liquor shows that the law does actually limit sales in drug stores; while the plea that it does not produce revenue shows that it is no great drain upon the drug trade. At the same time any druggist can supply any legitimate demand without trouble of any kind.

The greatest danger to the law lies in non-enforcement. If it is not enforced and if more than a very few druggists ignore its provisions, the liquor dealers will lose no time in making that fact known to the excise authorities, and agitation for revision will follow.

The present law is desirable for the following reasons: It permits the sale of liquor for medicinal purposes for which there is a legitimate demand; it prevents competition with the regular dealer who pays for a special privilege; it discourages liquor trade in the drug store; and it does not subject the customer to undue trouble or hardship. For the same reasons pharmacists should obey its provisions to the letter, and be prepared to defend the law whenever occasion arises. Pharmacists do not wish to trade in liquors, but they do wish the right to supply alcoholic mixtures of all kinds when required as medicines.

Useless Knowledge.

The president of a British engineering society recently made the following statement: "No knowledge is worth obtaining for its own or any other sake, unless it is or will be useful to men." The assertion is very attractive in appearance, and it has been hailed with much enthusiasm by a number of journals devoted to applied science. Apparently it is supposed to crush for all time the lovers of pure science as distinguished from the "bread-and-butter" variety.

But we have been unable to discover anything either new or remarkable in the statement. Everybody gifted with ordinary powers of thought is willing to admit that "knowledge for knowledge's sake" is about as ridiculous as "art for art's sake." Unless knowledge is, of course, useless. But who is to decide whether a particular bit of information is likely to be useful or not?

Speaking for mankind in general, there is no assertion which can be made with greater safety than that there is no such thing as useless knowledge. Nearly all great discoveries have been ridiculed as useless at some time during the world's history, and he must be a bold man who dares assert that even the refinements of mathematics and the humblest of the innumerable synthetic organic compounds will never be of use to humanity. For all we know, the German professor who proposed to devote a lifetime to a study of the muscles in a beetle's leg may yet turn out to be a benefactor of humanity.

The individual should, however, examine the statement from another angle. Humanity can afford to wait for history to prove the value of a discovery; not so the indivisible fraction of mankind who has not time enough for that. Unless he is willing to labor unselfishly for the good of future generations he must select such knowledge as will prove useful to him. There are those who claim that no information can be useless even to the individual, but that assertion we may venture to question. For instance, of what use is a knowledge of esoteric philosophy to the business man who cannot find time to keep up a passing acquaintance with himself?

Mr. Eliel's Remedy.

The scarcity of good clerks seems to constitute a real problem in certain sections of the country. Why it is that life in a drug store is less attractive to the bright, ambitious boy than formerly has never been explained, but it seems to be conceded generally that recent recruits to the ranks of pharmacy are of a less desirable class than those of twenty or thirty years ago? Why is the young man of character slow to take up the routine work of the drug store, and what can be done to make the life more attractive?

Elsewhere in this issue Mr. Leo Eliel suggests a remedy, which, in his opinion, will correct a number of difficulties. Whatever we may think of his conclusions, his diagnosis is worthy of consideration. His remedy is practically the same as that proposed some time ago by Mr. Ebert for an entirely different disease. It is the registration of proprietors and managers instead of clerks. This, besides giving the pharmacist greater freedom in the choice of assistant, would, Mr. Eliel believes, stimulate the clerks to greater care and studiousness, for registration as an entrance to proprietorship would be a goal worthy of his best efforts.

The main support for the proposed change is found in our common law. The owner or manager of an establishment is held responsible for the errors of his assistants in any case, so that the public would not suffer in any way by an arrangement which would place all the responsibility upon one pair of shoulders, where, in fact, it already rests. Although, by examining and licensing clerks, the State declares the candidate competent to carry this responsibility, the licensee does not assume his full duty until he becomes proprietor of a store.

We can discover at least one weak point in the proposal. The arrangement would make the druggist the sole judge of the fitness of his employes to serve customers safely. Would his high sense of duty be proof against the influence of the expense account? Would he, invariably, choose the most competent assistant regardless of the salary demanded? We fear that profits would obscure the interests and safety of customers in the eyes of many pharmacists.

Temptations are already sufficiently numerous; let us consider carefully before we multiply them.

Proprietary Remedies in New Zealand.

New Zealand has a curious law which empowers the ministers of public health to do a number of most remarkable things. Among other measures which he has taken from time to time in the interest of public health, is the recent publication of a long list of names belonging to widely advertised proprietary medicines, with an order that after June 30, 1905, all patent medicines "imported into or sold or offered for sale in the Colony shall be required to have the contents, with their exact proportions, legibly set out in English upon a label affixed to the box or container. In addition to such information, when such medicines contain one or more of the poisons scheduled under the Sale of Poisons Act, 1871, and its amendments, the words 'This contains poison' must be marked in clear medium-sized block type upon the label."

The order concerns British manufacturers more particularly than the proprietary interests of this country, although the list contains several names very widely known here. Although the journals profess to scoff at the danger of published formulas to the preparations most affected, still the proprietary interests are very much wrought up over the move. An organized protest has been forwarded to the Colonial Secretary, and each manufacturer has been requested to stop advertising in the New Zealand newspapers, and to write to the editors explaining what it all means. Aiding the manufacturers in their demand to be allowed to do business in New Zealand with all due secrecy, is the P. A. T. A., an organization analogous to our N. A. R. D.

This movement is probably the result of activity on the part of physicians. The doctors as a class have unbounded confidence in publicity as a means of putting proprietary medicines out of business. Why the publication of a formula should destroy popular faith in a remedy our medical brethren have neglected to explain. Granted that mystery has much to do with the efficiency of a medicine and that secrecy intensifies the mystery, still it would seem that a row of unintelligible names and figures could not let in a dangerous amount of light. In France, where formulas are visible on all labels, the proprietary remedy is as popular as elsewhere.

More Newspaper Prescribing.

The beauty page of the New York *Evening Telegram* maintains its reputation for remarkable therapeutics. If the ghastly possibilities of the advice there given were not so evident, the page would be more entertaining than seven newspaper columns devoted to conscious humor. We sometimes suspect that the writer of that fearful and wonderful mixture of tradition and extemporaneous science is merely amusing himself at the expense of a foolish lot of readers, but it seems incredible that any sane person would knowingly recommend to the public concoctions likely to cause grave injury and even death.

One of the more startling mixtures of the week was recommended for "killing parasites." It contained about five per cent. of corrosive sublimate dissolved in glycerin. The victim was directed to "rub in hair and scalp." That would undoubtedly kill parasites and also loosen some patches of scalp and hair in case the patient should happen to survive at all.

There are laws forbidding counter prescribing and the illegal practice of

medicine. Who has given this newspaper beauty doctor the right to prescribe the most dangerous drugs in this reckless and wholesale manner?

The Soda Syrup Bill in Pennsylvania.

Some of our friends have taken us to task for the views we expressed in last week's ERA regarding the proposed legislation in Pennsylvania to modify the law in that State for the use of preservatives in fruit syrups. We admit that their criticisms are, apparently, well grounded, but in some respects we have been misunderstood. What we intended to say was this: There are two excellent arguments for a modification of this law; first, the quantity of preservatives employed in soda syrups is so extremely small that it can do no harm; and, second, the preparation of fruit syrups without any preservatives is so expensive and difficult as to be impracticable. That, in our opinion, is putting the case as strongly as possible. In the argument attached to the bill, many of the pleas therein given, in our opinion, weaken the druggists' case, as these arguments have been repeatedly used by the manufacturers of canned goods and other products.

A law which leads to the arrest and fine of innocent druggists is a vicious law, and should be repealed. THE ERA wishes the Pennsylvania druggists success in their efforts. Surely, Mr. Pritchard does not consider it treasonable to suggest that some of those efforts might be directed with somewhat more telling effect in a different way.

Good Advice for Advertisers.

In an article in a journal for advertising men, we find some extremely pointed remarks by Arthur Brisbane, on the art and business which that publication represents. His advice in a nutshell is, tell the people what they would wish to know about your goods sincerely and simply.

In the opinion of this master of forceful writing, the greatest fault of advertisement writers is the same as that of other writers, insincerity, the result of a lack of faith in the goods described, a want of respect for the job in hand, or a desire to be brilliant and witty. The public is quick to resent trifling and, as Mr. Brisbane says: "All human minds have an extraordinary, intuitive capacity for recognizing insincerity."

All of this applies especially to the advertising of drugs and medicine. Illness and the treatment of disease are serious matters, and should be discussed in all possible seriousness. A frequent mitake of advertisers is an attempt to "be funny." There is nothing funny about being sick, and many an otherwise excellent advertisement has lost all drawing power because this was not taken into account. The advertiser of medicines cannot afford to joke with his patrons or even suggest a joke.

The Medicine Locker.

From a quiet little investigation carried on by the Era, it appears that America shipping companies do not patronize the druggist as they should. The merchant ships which sail under the flag of our country are supposed to carry a well-stocked medicine locker, and the Nation's statute books even contain a law providing an inspector, but as a matter of fact, very little thought is given at the beginning of a voyage for sickness among the men.

It is the same old story about good laws with no provision for enforcement. A measure authorizing the appointment of an inspector was passed, but none has ever been appointed, for the very simple reason that the law provides neither salary nor duties for this official. The result is that while no British ship is permitted to leave even a foreign port unless its locker contains the prescribed number of remedies, American ships, unless engaged in the passenger service, carry only such remedies as the agent's fancy may dictate. One ship carried only a few pounds of Epsom salts and a half gallon of castor oil.

Here is an opportunity for some reformer. The sailors of our fleet are as likely to need medicine as those of any other nationality. The horrors of a long siege of fever or dysentery without quinine or any remedy may be imagined.

The Worst of the Season.

Of bills intended to rob the druggist of more or less of his meager prerogatives there are plenty in every State. But we have yet to hear of a measure which "does the thing up" so thoroughly and completely as one introduced in California. It aims to limit all of the pharmacists' sales to the prescription department and reads as follows:

"Section 404. Any person, druggist or pharmacist other than a licensed physician who prescribes or compounds for, or furnishes to any person any medicine or drug without a written prescription from a licensed physician is guilty of a misdemeanor."

That would give our medical brethren a monopoly of the drug business. Of course, the proposal is absurd—we quote it merely to show how extremely limited is the vision of some people.

"Revile Not Thy Neighbor."

Mr. Diamond, of the N. Y. R. D. A., the other night called attention to a

ALBERT E. EBERT,
of Chicago.

practice which no one can possibly defend. It is the posting of signs about the store with statements something like this: "Do not trade at our competitors; they substitute; we do not."

The public has only a very hazy notion of what substitution means. Such reproach as the term carries is distributed indiscriminately upon the entire trade. The old proverb about those who cast filth upon others, defiling their own persons, applies here with all its force. The druggist who hints at substitution by his neighbor arouses suspicion, as he intends to do, but the result is more harmful to himself than to any of his competitors.

A Cleveland newspaper man has discovered a new headache cure called batnacetina. In a report of a promised raid and exposure of drug trade frauds in which acetanilid and all the usual symptoms of official and public consternation figure prominently, local druggists are accused of selling adulterated batnacetina. It is a fairly suggestive name, but it does not appear in our semi-annual price-list.

During one week recently thirteen deaths due to poisoning were recorded in England. Of these, four were accidental and five were due to overdoses of laudanum. There was one case of suicide by carbolic acid and another by solution of oxalic acid. One death was due to hydrochloric acid and one to sulphuric acid.

During the trouble in St. Petersburg a Russian orator chose the steps of a drug store for his forum. A special cable despatch two days later announced that all the druggists' assistants of the city had struck at a given hour. This is not the first time that pharmacists have taken a hand in world politics.

C. P. EMANATIONS

OUR TYRANT PLEASURES.

Everybody about the store was out of sorts. It was one of those dark, depressing mornings for which the climate is noted. Jimmy had been unable to begin cleaning at his usual hour because the clerk had been late opening the doors; so when the boss appeared, things were still topsy-turvy and an impatient string of customers waited at the counter.

When the C. P. entered an hour later the field of battle had been cleared somewhat, but the atmosphere of the place was still charged with gloom.

"What's up?" inquired the old gentleman, his "shining morning face" full of courage and good cheer.

"Oh, nothing much," the druggist replied. "Too much fun last night, I presume."

"Ah, those pleasures of ours!" the C. P. observed.

"What makes it more annoying in my case is that I was late and did not feel altogether fit myself. Our bowling club met last night and one of the boys has a brand new eleven pound bowler at his house. Of course, there was more or less bowling of the other kind. When I left, Fritz was on a table singing a German song in honor of the occasion. Ah, it was great!" The face of the participant in the celebration lighted up for the first time that dismal morning.

"Did you make any progress in that scheme of yours to get the druggists squared in the papers? You spoke of pushing it among the pharmacists."

"Clean forgot it!" exclaimed the druggist.

The sage laughed: "I wonder what Charley means by carrying about that long face and those drawn puckers at the mouth," said he, as the clerk hurried by with unwilling, but obedient feet.

That busy portion of the establishment stopped to collect his harried thoughts. "I—oh—nothing," he said. "The Clerks' Club ball last night—the biggest time the club ever had. There were more than a hundred couples, and when I left—" a customer prevented a recital of the glories of the event and arrested the poor clerk's progress toward reminiscent cheerfulness.

"And what has a healthy boy like you to be so glum about?" the C. P. asked of the errand boy, who had just planted a step ladder and was preparing to mount, armed with a dust-cloth and a long face.

Jimmy was at least sincere about it. "Plenty," he said. "It don't make a feller feel mighty fine to be snowed under wid work, after standing out in de cold fer an hour."

"It wasn't over twenty minutes," corrected the clerk from the other end of the store, thankful for the opportunity to relieve his rebellious emotions.

"Plenty long for a feller wat's been sick all night," retorted Jimmy.

"And what right has a healthy boy like you to be sick?" inquired the sage, while the druggist smiled in spite of himself.

"Dunno," the boy replied, sullenly. "My mother says it was the cake wot I had at my sister's party. I don't believe it—had only four pieces. I think it was the ice cream. It wasn't no good. They got it at Brown's."

"You ought to raise his pay for such loyal devotion to your store," remarked the C. P. to Jimmy's boss. The boy looked interested for a moment, but when he saw that his superior met the sally with a smile, he turned to the shelf-bottles with the original air of gloom.

"None of you are fit for duty," remarked the old gentleman, puffing at his cigar with conspicuous cheerfulness. "Don't you see that both the boys are worn out? You are a cruel, exacting employer, to expect service from such overworked people."

The owner of the store made a wry face. "Those boys are not wearing themselves out working for me to any serious extent," he said. "If they work themselves to death having fun of their own after working hours, that's no affair of mine. I pay them for their time and it is their part of the bargain to keep themselves in good trim, so that they can work."

"You, of course, keep yourself in perfect working order," the sage said, pointedly.

"I am not on anybody's pay-roll," retorted the druggist.

"Indeed!" returned the C. P. "How about your customers?"

"Oh, well, yes, of course, but look here! I don't do that sort of thing more than once in a great while. There is Charley, now. He seems to make a business of having fun—balls, private minstrels, and that sort of thing all of the time. He has the making of a good man in him. He is naturally a hustler. But he can't get to bed after one o'clock three days a week and make much headway. This world is a hard proposition, at best."

"It can't be so dreadfully hard," said the sage, "while you are all spending more thought and energy having fun than you employ in doing the necessary things."

"On the whole I agree with the wise man of Coney Island," added the sage a moment later, with a hand on the door. "'This world wouldn't be so hard if it weren't for our pleasures.'"

Digalen.

The name digalen has been given to a preparation lately placed on the market, which might have also been designated as "digitoxin soluble" and will undoubtedly be granted considerable attention. According to the well-known clinician, Cloetta, (Munch. med. Wochenschrift New Rem.), it is possible to isolate from the digitalis leaves, in small amounts, a white amorphous body which has the same chemical composition as the crystallized digitoxin and corresponds to the latter in its toxic action. This amorphous substance, however, is much more readily soluble and diffusible and does not produce any irritation when administered subcutaneously or by mouth. This new preparation is to be had in the form of a watery solution containing 0.3 mgm. of the amorphous digitoxin, being the usual dose for an adult.

THE "R. H. COMMITTEE."

We reprint the following from the Midland Druggist, not because we are partial to this kind of matter, but because Editor Ogier has had the courage to condemn a class of so-called "entertainments" which, to say the least, is no credit to those who participate in them. It is unfortunate that some druggists feel called upon to "make fools of themselves" when they get away from home, and still more to be regretted that others are led into these "flings," against their wishes, for fear of not being considered "good fellows." But listen to Mr. Ogier:

"Upon the editor's table lies a copy of a drug journal for November, 1904, containing three columns explaining the functions of a self-constituted 'committee' of prominent members of the N. A. R. D. styled the 'R. H. (raise hell) Committee,' and giving a detailed account of some of the disgusting actions of the 'gang' during the recent meeting of the N. A. R. D. at St. Louis. * * *

"Will some of these gentlemen publicly give his honest opinion as to the impression such conduct as this correspondent describes of leading representative pharmacists of the United States will have upon those citizens who still cling to the antiquated notion that pharmacy is an honorable and responsible calling requiring sober, self-controlled, well-poised gentlemen in its ranks in order that the public may be safely served? How many of these same persons have at one time and another posed as advocates for higher *professional* standards for pharmacists? Which of them would tolerate a clerk in his employ found with a crowd of bummers 'under the tables when the lights went out?' Are the residents of large cities where national conventions of druggists are held to be given to understand that these are occasions wherein the national leaders are to give riotous demonstrations how to 'raise hell' in saloons, beer halls and dance houses? These are a few of the pointed questions which may be properly raised and to which we expect no answer other than a few sneers, but they are questions which will not be laughed down since of all the responsible occupations which are engaging the toil of men in America this day, not one is carrying the awful burden which is being heaped upon pharmacy by its followers in the low standards of moral, professional and ethical conduct existing among many who pose as leaders in pharmacy but who never for a moment seem to comprehend the universal law of balance."

Rexotan.

Rexotan is a preparation recommended as an intestinal disinfectant and astringent. It is a condensation product of tanning and urea with formaldehyde and has the following formula: $C_{16}H_{14}N_2O_{16}$. It occurs in the form of a fine, non-hygroscopic powder, and is without odor or taste.

Tannochrome.

Tannochrome, a new disinfectant which has appeared on the market, is a combination of chromium oxide, 1 part; tannin, 4 parts, and resorcin, 8 parts. It is employed in the form of a powder (L'Union Pharm.).

OUR LETTER BOX

MR. ELIEL'S REMEDY.

South Bend, Ind., Jan. 22, 1905.

Editor The Pharmaceutical Era:

I am not in a position to reply to queries respecting the N. A. R. D. and its workings excepting to say that I am in sympathy with the movement. Neither can I offer anything on the question of substitution that would be new or novel in any way. The passage of the Mann bill would do away with the chief inducements for substituting surreptitiously

LEO ELIEL.

obtained synthetics for those obtained through regular channels. Hence we should use our best efforts to urge the passage of this important measure through the Senate. I do not think that substitution is practiced as much as might be inferred from the public press. I don't see how anyone who cares a rap for his reputation or who is possessed of the thing we define as conscience, can "substitute."

But there are a few things I could say something about, and possibly it might be taken up by others and some benefit might result. There is much complaint regarding scarcity of drug clerks (registered) and the difficulty of obtaining boys to work in the stores. For this there is good and sufficient reason. In the first place, a boy when old enough to go to work, can, as a rule, do better for himself with a lesser number of hours employed in other lines. After many years of hard work and study, he passes his examination and finds his hours of work possibly longer and his earnings not on a par with those in other lines. This accounts for the scarcity. The remedy is in our hands. In the first place, it is in my estimation a great mistake in all pharmacy legislation to require registration of clerks. The Boards of Pharmacy certify as to their qualifications, but the proprietor takes all the risk, despite the certificate issued by authority of the State. If one registration was required of the clerk until he was ready to become a proprietor or manager, he would have to keep up his knowledge so he could qualify. This would make him a better and safer clerk. It would also enable a better qualified class of educated young people to engage as such, and do away with "bringing up" the chiefly uneducated errand boy, to the dignity of a full-fledged prescription clerk. If, in addition to this, the proprietor takes a proper interest in his young men, directs and aids them in their studies, he will have no trouble in getting good drug clerks whenever in need. In the larger towns and cities, evening classes could be organized and the proprietors could arrange for giving a regular lecture course to their apprentices. This course is pursued in my stores to my and my apprentices' eminent satisfaction. Probatum est.

LEO ELIEL.

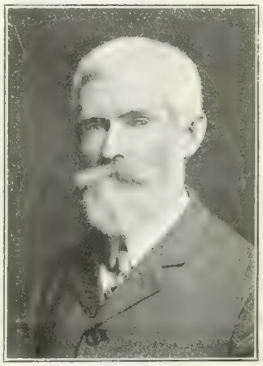
MR. KING ON SUBSTITUTION.

Helena, Ark., Jan. 26, 1905.

Editor The Pharmaceutical Era:

In the year 1865, when the Yankees had overrun the South and your humble servant was living in a small town in the loyal State of Mississippi, he woke up one morning and saw in large letters painted on the water tank, "Helmbold's buchu." No one seemed to know what the sign meant until finally an old negro passed along and remarked: "Boss, there is shore going to be another war, for I seed those signs just afore the last war.' Then came the greatest mystery, "St, 1860. X." Again we did not know what to think. Ask young druggists what "St, 1860. X," means, and if they ever heard of "Helmbold's buchu," and see how many will give you a correct answer. Then followed Ayer, Jayne, C. McLane, John Bull, Wilder and Fahnestock in fast line with the others, and like shooting stars they passed through the drug stores; then either out through the back door or remained on the back shelves as assets of departed greatness. About this time I engaged in the drug business and when one of the makers of patents came along I generally bought nearly everything he made. I soon had a large stock on hand and what a pleasure, during dull times, it was for me to look at the pictures on Mustang Liniment and J. H. McLean's wrappers. I could enumerate many other preparations, but when Paskola hit the market and some fool chemist made the statement that it was nothing but glucose, the general public began to lose confidence in patent medicines. I then looked over my stock and found that there had been many changes in the different brands on my shelves and that the number was increasing. The idea gradually got fixed in my head, "Why work your fool self to death for these men when you might be selling your own preparations?" Like many other druggists, I have been partly forced into this line of business, and while admitting that perhaps my remedies are not as fine as those highly advertised, still, when I check my cash and figure up the profits I find out that I am a winner and my conscience feels better. (Beg your pardon, for I had forgotten that the substitution shouters have long since decided that the average druggist, like myself, had no conscience.)

As the years rolled by and the non-secret men kept whispering into my half-deaf ear: "You old fool, why will you persist in working for these patents at a profit of fifteen per cent., when it costs you more than that to conduct your business?" Little by little I listened to their advice and while taking in that part of it in regard to the profits, I about half way decided to cut out a few "nons," and to keep the cub and porter busy putting up preparations of my own. Now, after reviewing the thirty-seven years of my own experience, I have decided that the patent medicine makers are up against the hot end of a tough proposition. In all cut rate towns the druggists are knifing them on account of the small profits and arbitrary rules; in other towns, druggists are fighting them with their own preparations, and while the contract men are making the fight of their lives to hold up prices, still it is hard for them. I am willing to give the N. A. R. D. a small credit for its efforts; still, I am fully convinced that



R. B. KING.

if the local druggists will not unite to hold up prices, its efforts will amount to little benefit and the patents will suffer. How the contract men and the N. A. R. D. men are going to give us much advantage is hard for me to explain. The question is this: If I buy a horse for $100 and am willing to sell him for $90, whose business is it but my own? Shall the contract man or the N. A. R. D. tell me that if I buy a mule in Missouri for $125 and bring him to Arkansas and sell him to a "colored gemmen" for $100, that they will see that I buy no more mules in Missouri?

There was a time in this country when all people did not raise so much fuss about substitution and it was praised by some of the richest and best men in the country. It was from 1862 to 1865, when anyone was glad to hire a substitute to be shot at instead of himself. I had much rather sell a man a bottle of substitution medicine than to hire another man to take the medicine for me. If you could hire a man as a substitute during the war, what harm is there for a poor druggist to recommend and sell a bottle of his "rheumatic cure," instead of a preparation made by a celebrated chemist on the nineteenth floor of a sky-scraper in Chicago, or one located on a sand pile in Michigan City, Ind.?

The only hope for the patent makers is to go way back into the interior and sell to those who do not care to put up preparations of their own. Yours respectfully,

R. B. KING.

CONDITIONS IN PHILADELPHIA.

Philadelphia, Jan. 28, 1905.

Editor The Pharmaceutical Era:

In your last issue I noticed the editorial "Sign the Contract" (page 97). The revelations of this article are painful and bring to my mind a remark that was made to me by one of your uptown druggists during a visit to your city last August. In search of information, I naturally dropped into a drug store and after politely furnishing the desired information, the druggist asked me where I was from. I told him that I was a druggist from Philadelphia. On hearing this, he stepped from behind the counter, and extending his hand, said in broken English: "I thank God I have the pleasure of shaking the hand of a Philadelphia druggist, because I am sure he is a member of the P. A. R. D., and they say it is the 'Banner of them all.'" I assured him that I was a member and he said:

"Oh! how I wish we had a P. A. R. D. in this city. I have read of the doings of that association and I think how badly we need such a one here, but," he said, "the druggists of New York are made of different material." I was informed by this man that the conditions were exceedingly bad; first, that the druggists had no faith in their neighbors, in fact, in anyone. He was in hopes that the N. A. R. D. would be able to do something for them, but I assured him that without their own co-operation the N. A. R. D. would be of little or no use to them. I was amazed to learn that only eight per cent. of your druggists have signed the Peruna contract.

I will give you a little account of how matters stand in Philadelphia. The druggists in this city number about eight hundred and fifty, seven hundred of whom had signed the Peruna contract a month ago; five hundred have signed the Laxative Bromo-Quinine contract and about the same number have signed the Wells & Richardson Co.'s and the Pierce contracts, and they are maintaining contract prices on unnumbered goods. It is true that some of our druggists, on account of being fully stocked, have not signed these contracts. One of these was discovered selling Peruna at sixty-seven cents, and one of our members wrote to the Peruna Co., asking if they would countenance such a practice after their contracts had become operative. They replied as follows: "We have marked Mr. ———'s name upon our list of cutters, and will not accept his contract if it should be tendered."

I consider it manifestly unfair for anyone to hold out on a proposition of this kind. The retailer has it within his reach to make or break the contract plan and if he should now let the matter go by default, he will never be given the opportunity to support another.

Our druggists seem to be well satisfied with the way the cut price evil is working itself out. We have troubles, but viewing the whole situation we notice a vast difference between now and a few years ago. Philadelphia is handicapped in a way. Our prominent cutters secure their goods from New York. This situation we have not been able to control, but with the N. A. R. D. starting operations in your city we hope the druggists there will be able to see their way clear to give the national organization their undivided support; with so much accomplished, the P. A. R. D. would be able to check every cutter in town. I believe it is the purpose of the proprietors to protect the prices on their goods, and I consider it unsafe, as well as unfair, to disregard these contracts now held out to us. Will we accept or refuse them? Fraternally,

N. A. COZENS.

FRUIT SYRUPS IN PENNSYLVANIA.

Rochester, N. Y., Jan. 27, 1905.

Editor The Pharmaceutical Era:

We are very much surprised by an editorial article on the first page of the current number of The Era, under the title of "Fruit Syrups in Pennsylvania." This undoubtedly applies to the copy of the proposed bill and argument in support of the same, which we mailed you a few days ago for your information. Evidently it has been read, but not carefully considered. In the first place we are astonished that The Era would ridicule and antagonize legislation introduced and supported by the rank and file of the retail druggists of the entire State of Pennsylvania, with whom The Era is supposed to be in sympathy and among whom it is supposed that it has some subscribers, in whose welfare it is presumed The Era is interested.

In sending you the copy of this bill we advised you that it had been endorsed by all branches of the trade, but it is quite possible that you do not realize that it also has the approval of all the leading manufacturers of soda fountain supplies in the United States. It may be that the worthy editor of The Era knows more about the manufacture of fruit syrups than the hundreds of retail druggists and the dozens of manufacturers who have given this bill their unqualified indorsement, for he states that "it is possible to make a good fruit syrup without the aid of either preservatives or artificial coloring matter and to say that it is not is to insult public intelligence." No doubt he has put up strawberries, for instance, during the fruit season which, when opened at Christmas time, would be as plump and bright in color as when picked from the vines and as fresh in flavor, and which would moreover keep indefinitely when they were exposed on the counter of the dispenser. To dispute his ability to do this would certainly be an insult to him, if not to public intelligence. But it does seem to us that the editor has somewhat weakened his argument when he admits the belief that a little sodium benzoate and cochineal in a glass of soda does so much less harm than some other forms of adulteration, that it is scarcely worthy of consideration.

It is certainly to be inferred from his remarks that he is not familiar with the present pure food laws nor with the very arbitrary and unjust rulings which have beeen established in the enforcement of these statutes, under which many reputable and honest druggists have been arrested, haled into court and fined, guiltless of any real wrong and innocent of any intentional wrongdoing. Thus, many well meaning dispensers of soda water have been unjustly persecuted and it would certainly seem more appropriate if The Era claims to be published in the interests of the drug trade and to have any concern for the interests of its members, that instead of attempting to ridicule and dispute the intelligence of several thousands of the best retail druggists in the United States, to say nothing of their friends, the manufacturers, and the Philadelphia and Pittsburg College of Pharmacy, the very clientele and support of this journal itself, that it should learn the real facts in the case and not make such positive declarations or give utterance to such extreme views on half knowledge.

It is evident that the editor of The Era does not understand that the proposed legislation is remedial rather than otherwise. It is possible that the druggists in framing this bill should have been mindful of the brewery interests, canners, meat packers, etc., and made their bill broad enough in its scope to embrace all these industries, but because it is simple and straightforward in its construction, limited and plain in its application, offering no chance for unscrupulous evasion of the law, we are inclined to believe that it will receive more favorable consideration by the legislature and will be heartily approved and speedily adopted.

The editor makes one misstatement which should be corrected, viz:

"One argument excites our admiration especially. It is, that the natural product does not look natural to the consumer, and that the real reason for the addition of coloring matter is a desire to prevent the customer from deceiving himself into drinking something artificial and deleterious."

We quote the argument referred herewith, verbatim, and commend it to his second reading:

"But the mistake which he (Prof. Shepard) makes and which may escape the notice of the casual observer, and thereby create a wrong impression is in assuming that the color is in all cases used to conceal inferiority which does not exist; or to make the article appear to be what it really is, instead of what it is not, although this is the real reason for the use of color by the manufacturer. To explain this more clearly, let us mention strawberry syrup or prepared strawberry fruit as an illustration. Every one knows that the fruit possesses a naturally high color and that when either the fruit or the syrup is first put up it retains in some degree the natural color of the fruit, although it is deteriorated somewhat by the processing the fruit receives. But, however strong the natural color of the product may be, it soon fades to a dirty brown, giving it an unattractive and damaged appearance which is misleading and deceptive, quite as much so as the use of any color could be, and with the double effect that the consumer is prevented from buying an article which would be otherwise healthful and enjoyable and the manufacturer or merchant suffers the loss of trade. The use of a harmless coloring matter, in a limited minimum quantity as provided in the proposed act entirely obviates both of these unnecessary, deceptive and harmful effects and prevents the appearance of inferiority which does not exist, and instead of being used for the purpose of deception, it is in such a case used to prevent deception."

It will be seen that the argument is not that the customer will be deceived into drinking something deleterious and

artificial, but that he would be deceived into refusing that which was wholesome and healthful and the manufacturer and merchant thereby suffer the loss of trade, to the injury of all three.

It is not supposed that the editor of The Era wishes to be understood as endorsing the present Pure Food law with the intolerable conditions which it imposed upon the retail druggists and which is universally conceded to be imperfect; in fact it is even rumored that the commissioner himself desires to have it amended, particularly as regards the disposition of moneys received from prosecutions, so that no taint of suspicion can rest upon the department as to money used for its legitimate expenses. It can only be that the editor lacks information regarding the present law and its practical operation, for he really seems to oppose all sides of the question.

We write this because of our acknowledged interest in the Pure Food law of Pennsylvania as it relates to the soda water business and the prosperity of the dispensers, and we confess that we shall be surprised if the druggists do not take issue with The Era in regard to the sentiments expressed in this editorial.

"Not in anger, not in wrath," do we indite this letter, but rather with a feeling of surprise and amusement. It would be useless to enter into a prolonged discussion on the subject, as we might also be misunderstood, but we do believe that a more careful and deliberate study of the question will lead the editor of The Era to different conclusions. Yours very truly,

J. HUNGERFORD SMITH CO.

McKeesport, Pa., Jan. 28, 1905.

Editor The Pharmaceutical Era:

I have just read with surprise, to put it mildly, your editorial entitled "Fruit Syrups in Pennsylvania." The proposed act of assembly referred to was drawn up by the attorney for the Western Pennsylvania Retail Druggists' Association, referred to the executive board of the P. A. R. D., by that body endorsed, submitted to and acted favorably upon by a number of other local and county organizations, and is cordially supported by the Legislative Commitee of the Pennsylvania Pharmaceutical Association.

In view of these facts, we are certainly very much flattered by your several gratuitous statements, such as, for instance, "They ask the lawmakers to grant an exception in their particular case, and advance a series of exceedingly ingenious arguments," and again your kindly reference to their "own little sophistications" and we are especially mightily pleased by your respectful reference to our arguments as "A lot of claptrap, which are as transparent as they are insincere." I know from my own experience what an easy matter it is for an editor living in another State, with nothing at stake, to sit in his sanctum and write learnedly concerning matters of which he has no knowledge, gained by bitter experience, such experience, for example, as seeing, as the writer did, twenty honorable business men lined up at one time before an alderman, charged with selling adulterated fruit syrups, and compelled to submit to a fine of $50 and costs, because, forsooth, the syrups contained an infinitesimal quantity of a simple, innocent antiferment which could not be, by any stretch of imagination, in the slightest degree harmful.

Now, Mr. Editor, to be explicit in my purpose for writing this, let me make a request of you. Will you quote from our argument one single statement which is not based upon actual fact? If you can, please do so. If you cannot, will you consent to apologize to the working contingent of the various local and county organizations of the best organized State, pharmaceutically speaking, in the United States, for the gratuitous, and entirely uncalled for insulting flings and reflections upon their intelligence, as well as imputations upon their honesty of purpose? Respectfully, yet indignantly submitted,

B. E. PRITCHARD.

P. S. For your further information, let me state that the act was introduced in the House of Representatives by Hon. James M. Esler, an ex-druggist, by request of the writer.

(Is the statement that preservatives in fruit syrups are an "absolute necessity" founded on actual fact? We have known pharmacists who would permit the use of neither preservative chemical nor artificial coloring matter.—Ed.)

SALE OF WHISKEY THE CANCER.

Boonville, Mo., Jan. 17, 1905.

Editor The Pharmaceutical Era:

Price cutting, substitution and the other evils of our business affect us so little in the small cities, that we are really not posted on these subjects. That an unhealthy condition exists in the drug business, we must acknowledge; how to remedy it is another question. I believe, however, that if the sale of whiskey could be eliminated from the drug store, there would develop more satisfactory conditions. This branch of the business is the cancer to contend with out here. Very truly yours,

WM. MITTELBACH.

PROPRIETARIES IN CUBA.

Ernest Sarra, manager of the Drogueria y Farmacia "La Reunion," Havana, Cuba, sends us copies of two letters he has written to John W. Kennedy, of E. C. DeWitt & Co., Chicago, chairman of the Committee on Legislation of the Proprietary Association of America, on the status of proprietaries in Cuba. The letters follow:

(Enclosure No. 1.)

Havana, January 18, 1905.

Mr. John N. Kennedy,
Chicago, Ill.

Dear Sir: As you have read the editorial in The Havana Post (American Havana daily), you should be informed about the order of the Cuban Secretary of the Interior, issued on the 12th of last November.

This order intends to put into force a very old law, published in Spain, February 24, 1844, providing that proprietary medicine manufacturers need a special authorization to sell their medicines in Cuba.

To obtain this authorization it is necessary to write a letter to the aforesaid secretary and send to him a full description of the remedies, formulas and methods of preparing, preserving and using them. It is also required that enough of the proprietary medicine shall be sent to be analyzed in the national chemical laboratory and the formulas and processes of preparation must be published in the scientific journals.

No Spanish governor, nor the American interventor governor has dared to put in force a law, which, if enforced, would drive out of the Cuban market almost all of the American propretary medicines that now have a large sale in Cuba.

As this order simply comes from an officer of the secretary, and not from the secretary himself, we think it is very easy to prevent the enforcement of this old Spanish law. Enclosed find some practical advice from a very successful concern established in Havana. Surely your association will file its protest with the State Department in Washington or with the senators from different States. Yours very respectfully,

VIUDA DE JOSE SARRA Y HIJO
By Ernesto Sarra, Mgr.

(Enclosure No 2.)

Sres. Viuda Jose Sarra y Hijo,
Ciudad.

Dear Sir: We herewith return you letter of January 4th from J. E. Toms, secretary of the National Wholesale Druggists' Association, Indianapolis, U. S. After investigating this matter, we find that the best way and possibly the only way in which to secure immediate results will be to have the association file a formal protest with the State Department in Washington, which will then instruct Minister Squiers, of Havana, how to proceed. We believe that if you will so instruct the association, the result desired will be obtained. Yours truly,

Signed,
HAVANA ADVERTISING CO.,
A. W. Albright

THE CINCHONA ALKALOIDS.*

BY A. B. LYONS.
Detroit, Mich.

The text books on pharmaceutical chemistry give very meagre information regarding the behavior of the salts of the several cinchona alkaloids toward the more common organic acid radicals. The statement that was recently published in a pharmaceutical journal that there exists an incompatibility between quinine sulphate and ammonium acetate has induced me to make a series of experiments, the results of which should interest every pharmacist.

The plan of experimentation was a very simple one. One gram of quinine sulphate was dissolved in fifty cc. of water with addition of 2. 5cc. of five per cent. sulphuric acid. Similar solutions were made of the sulphates of quinidine, cinchonidine and cinchonine. The ordinary commercial sulphates of the alkaloids were used, and no attempt was made to make the solutions correspond accurately in alkaloid content. In each the same quantity of sulphuric acid was used, sufficient in each case to give a strong acid reaction with litmus paper.

AMMONIUM ACETATE.

A solution of ammonium acetate was prepared by mixing equal volumes of official acetic acid and water of ammonia, the former being chemically in excess. When 1 cc. of this strong solution was mixed with 1 cc. of the quinine solution, crystals

*Pharmaceutical Review.

formed almost immediately so that the mixture became semi-solid. When 1 cc. of the ammonium acetate solution was diluted with an equal volume of water, and 1 cc. of the quinine solution was added, crystallization began began very soon and proceeded rapidly. The addition of a little more sulphuric acid did not dissolve the crystals, although they disappeared when a larger quantity was added. Addition of 1 cc. of alcohol in place of the acid caused immediate solution of the crystals. When 2 cc. of water was added instead of one, the formation of crystals did not begin until after the mixture had been shaken vigorously for a minute or more. The crystalline deposit (slender acicular crystals like those of quinine sulphate) was moreover not very abundant. If 2 cc. of the ammonium acetate solution and 1 cc. of acetate was used, crystals formed more rapidly and were fairly abundant.

When 1 cc. of the solution was mixed with 1 cc. of solution of cinchonidine sulphate, crystals appeared only after prolonged vigorous shaking, and then not numerous. If 2 cc. of the saline solution was used, crystallization occurred more quickly. Solutions of quinidine and cinchonine sulphate gave no reaction.

These observations are of interest, especially in connection with the suggestion to use ammonium acetate in preference to sodium citrate in making elixirs containing ferric phosphate or pyrophosphate. The alcohol present in such elixirs would remove all danger of any precipitation of quinine, even if the elixir contained as much as a grain of the sulphate to each fluid dram.

AMMONIUM CITRATE.

A solution of ammonium citrate containing about ten per cent. of the salt, with a distinct excess of acid, was used in the next series of experiments. Four experiments were made, in which 1 cc. of the quinine solution was added to 1 cc. of the ammonium citrate solution to which had been previously added 1, 3, 5 and 8 cc. respectively, of water. In the first case a heavy precipitate was thrown down almost immediately. Addition of 1 cc. of alcohol only partially cleared the solution; 2 cc. rendered it quite transparent. In the second case the precipitate was more tardy in forming, but was sufficient in amount to render the fluid quite thick. In the third, crystals appeared only after shaking the mixture, but soon filled the whole fluid. The addition of 2 cc. of alcohol rendered the solution nearly clear. In the last, the crystals appeared only after rather prolonged shaking, although ultimately abundant in amount.

In all cases, addition of a few drops of five per cent. sulphuric acid had no apparent effect, but the crystals dissolved when any considerable quantity of the acid was added.

It was noticeable that when this or almost any other of the saline solutions experimented with was added to the highly fluorescent solution of quinine bisulphate, the fluorescence was immediately quenched. It is plain that even in preparations containing a considerable proportion of alcohol, a decided incompatibility exists between alkaline citrates and salts of quinine. It is this incompatibility that forms one of the chief difficulties in making permanent elixirs of the phosphates of iron and quinine, where the quantity of the latter exceeds half a grain to the dram.

The other alkaloids of the cinchona bark, with the single exception of cinchondine, do not exhibit this incompatibility. There was no precipitation or sign of crystalization when equal volumes of the ammonium citrate solution and the solutions of quinidine or cinchona were mixed, even after prolonged violent agitation. Cinchonidine shows the incompatibility, but in a much smaller degree than quinine. When equal volumes of the solutions of cinchondine sulphate and of ammonium citrate were mixed, a crystalline precipitate began to appear after some time, becoming at length fairly abundant. Addition of 1 cc. of alcohol rendered the solution nearly clear. When 2 cc. of water was appeared until the end of an hour, although the mixture was frequently shaken vigorously in the meanwhile.

ROCHELLE SALT.

That quinine and cinchonidine are precipitated from neutral solutions by tartrates of the alkalides is a fact commonly known, as is the antithetical fact that solutions of quinidine and of cinchonine are not so precipitated.

The following experiments with acid solutions of the cinchona alkaloids are nevertheless not without interest. The same plan was adopted as in the experiments with ammonium citrate. 1 cc. of a 10 per cent. solution of Rochelle salt was diluted with varying proportions of water and then 1 cc. of the quinine or cinchonidine solution added.

In the experiments with quinine, precipitation of apparently amorphous tartrate took place in solutions to which had been added only 2 or 3 cc. of water, but when 8 cc. of water was added, precipitation did not take place at once, and was evidently quite incomplete. The crystals which formed were very small and were not in the form of slender needles as in the case of the citrate. With 12 cc. of water no crystals formed within twenty minutes, the solution being meanwhile repeatedly shaken. The precipitate was much less soluble in alcohol than that of the citrate. It was also somewhat less soluble in acids. Eight or ten drops of a 5 per cent. sulphuric acid solution generally sufficed, however, to dissolve the precipitate formed from 1 cc. of the alkaloidal solution, whatever its concentration.

Cinchonidine tartrate proved to be distinctly less soluble in water or in alcohol than the quinine salt. Solutions containing 12 cc. of water showed crystals very soon; even with 15 cc. of water the crystals appeared within fifteen minutes.

While quinine, therefore, is scarcely precipitated as tartrate from a somewhat acid solution containing 0.17 per cent. of alkaloid, cinchonidine shows some precipitaton when the strength is only 0.12 per cent.

AMMONIUM OXALATE.

Quinine is sharply contrasted with the other cinchona alkaloids in its behavior toward oxalates. The acid solutions of quinidine, cinchonidine and cinchonine are not precipitated by ammonium oxalate. Proceeding as in the foregong experiments, I found that when 8 cc. of water was added to the oxalate solution, the separation of quinine oxalate on adding the quinine solution was slow, but the deposit was abundant. Even when 20 cc. of water had been added, crystals began to form after a short time, the solution having been shaken to promote crystallization. The practical limit seemed to be reached thus when the solution contained about 0.07 per cent. of quinine. In several experiments, the residual quinine in 10 cc. of the mother-liquor from which the quinine oxalate had been removed amounted to between 2 and 3 milligrams. In similar experiments with solutions from which the quinine had been precipitated with Rochelle salts, the residual alkaloid was 6 or 7 milligrams. From strictly neutral solutions, no doubt, the alkaloid is much more completely removed.

SODIUM SALICYLATE.

The salicylates of the several cinchona alkaloids are only sparingly soluble in water, but dissolve readily in weak alcohol. When a solution of one of the alkaloids is mixed with a solution of sodium salicylate, a precipitate is thrown down which is not distinctly crystalline, and which assumes a curdled appearance, the particles aggregating into sticky masses.

In experiments, similar to those previously described, abundant precipitation occurred in the case of quinine and quinidine when 6 cc. of water had been added to the 1 cc. solution of sodium salicylate (10 per cent.), the mixture becoming clear on adding 1 cc. of alcohol. About an equal amount of precipitate was thrown down by solutions of cinchonine and of cinchonidine sulphate when 4 cc. of water had been added to the salicylate solution, a somewhat larger quantity of alcohol being required to redissolve the precipitate. Precipitation takes place in considerably more dilute solutions of an excess of the reagent is used.

SODIUM BORATE.

There is no marked incompatibility between salts of the cinchona alkaloids and borax, except such as is due to the alkalinity of the latter. When the acid solutions of the alkaloids were mixed with an equal volume of five per cent. borax solution, no change took place except in the case of the quinine salt, which yielded presently a fairly abundant crop of crystals. These may have been nothing more than quinine neutral sulphate, and were not formed in solutions to which an equal volume of water had been added.

SODIUM BENZOATE.

When 1 cc. of either of the alkaloidal solutions used in the foregoing experiments is added to 2 cc. of a five per cent. aqueous solution of sodium benzoate a heavy precipitate is immediately thrown down. Except in the case of quinine, addition of a little water dissolves the precipitate completely. For the quinine precipitate about 4 cc. of water suffices, but a portion of the precipitate, which has aggregated into sticky masses, fails to dissolve. For quinidine 3 cc. of water is required, for cinchonidine or cinchonine two is sufficient, but in the case of cinchonidine the solution almost immediately begins to crystallize, becoming shortly filled with acicular crystals. The addition then of 6 cc. of water fails to redissolve the crystals. The solutions containing quinidine and cinchonidine remain permanently clear; the quinine solution after a time—it may be an hour or more—throws out small warty groups of minute crystals.

If 1 cc. of the quinine acid solution is

diluted with 4 cc. of water and 1 cc. of a ten per cent. solution benzoate is added, the mixture becomes milky, but very soon there separates a precipitate which adheres to the sides of the container, leaving the fluid clear. After a time warty groups of crystals form, adhering to the sides of the container. At a dilution of 1.8, very little precipitation takes place.

The limit of dilution for a quinidine solution is about the same as for quinine.

Cinchonine is not precipitated in solutions diluted much more than 1.2.

The cinchonidine solution at a dilution of 1.8 yields, after shaking, an abundant crystalline precipitate. At 1.10 crystals appear only after prolonged shaking; at 1.12 crystals form within half an hour, but not in abundance. The precipitates are all very readily soluble in alcohol. It is not easy to see just how soluble they are in acids, since these cause separation of benzoic acid.

SODIUM PHOSPHATE.

When 1 cc. of the acid quinine solution was mixed with 1 cc. of a five per cent. solution of disodium orthophosphate, the mixture first gelatinized, then crystallized. The addition of 10 cc. of water did not immediately dissolve the crystals. When the quinine solution was diluted with water 1.5 before adding the sodium phosphate, abundant crystallization took place after shaking the mixture. When the dilution was 1.7, crystals appeared only after some time. The crystalline precipitate dissolves on addition of 2 or 3 cc. of alcohol.

Solution of quinidine sulphate of the strength used in these experiments shows no reaction with sodium phosphate solution.

When 1 cc. of cinchonidine solution is added to 1 cc. of the sodium phosphate solution diluted with 2 cc. of water, crystals separate shortly in abundance. Addition of 1 cc. of alcohol does not dissolve the crystals; 2 cc. gives a clear solution. In a dilution of 1.5 there is after half an hour only a faint suggestion of crystallization. The behavior of solutions of cinchonine toward this reagent is characteristic and surprising. On mixing 1 cc. of the reagent with 1 cc. of the cinchonine solution, at first a clear solution results. From this there is slowly deposited a small crop of minute rosettes of crystals which are remarkable for their very sparing solubility in alcohol.

When the phosphate solution is rendered as nearly as possible neutral with acetic acid, it is noticeable that its effect in causing crystallization in these acid solutions is distinctly diminished, as might be expected.

POTASSIUM IODIDE.

No precipitate is produced in acid solutions of the cinchona alkaloids by a neutral solution of potassium iodide. In strictly neutral solutions of quinidine sulphate containing 0.25 per cent. of the alkaloid, precipitation of the crystalline iodide takes place slowly and incompletely. The other alkaloids, as is well known, are not precipitated.

POTASSIUM CHROMATE.

Acid solutions of quinine are not precipitated by this reagent. In strictly neutral solutions containing 0.2 per cent. of the alkaloid abundant crystals form slowly. The reaction is distinctive for quinine.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Pectoral Paste.

(English.)—The following formula for "pectoral paste" has been published:

Mallow flowers	1 ounce
Cudweed	1 ounce
Coltsfoot	1 ounce
Red poppy	1 ounce
Water	2 pints
Gum arabic	30 ounces
Sugar	20 ounces
Tincture of tolu	2 fl. drams

Boil the flowers in the water, strain and add the other ingredients, then evaporate over a waterbath to the proper consistency.

PECTORAL BALSAM.

(1.)

Wine of ipecac	4 ounces
Dilute sulphuric acid	4 drams
Spirit of nitrous ether	6 ounces
Oxymel of squill	6 ounces
Syrup of red poppy	10 ounces
Glycerin	20 ounces

(2.)

Camphorated tincture of opium	3 ounces
Spirit of nitrous ether	3 ounces
Aromatic spirit of ammonia	2 ounces
Wine of antimony	2 ounces
Spirit of chloroform	1½ ounces
Spirit of camphor	1½ ounces
Oxymel of squill	10 ounces
Glycerin to	26 ounces

LINSEED COUGH BALSAM.

Vinegar of ipecac	2 drams
Compound tincture of camphor (without opium)	4 drams
Vinegar of squill	2 drams
Burnt sugar	q. s.
Infusion of linseed, enough to make	3 ounces

Nitric Acid Incompatibles.

(J. W. C.)—"Enclosed find a prescription which proves to be incompatible. Can you suggest any way to make a mixture of it? The owner claims that the prescription has been frequently filled.'

Here is the prescription:

Gum camphor	½ ounce
Corrosive sublimate	½ ounce
Carbolic acid	1 ounce
Nitric acid	1 ounce
Spirits turpentine	2 ounces

Mix, and make a solution. Used for fistula on horse.

A homogeneous mixture cannot be made. There are several incompatibilities, the nitric acid being the principal cause of the trouble. The reactions depend on the order in which the acid is brought into contact with the other ingredients. Thus, if the nitric acid be added to the turpentine, a violent reaction ensues, the products formed depending on the strength of the acid. Both camphor and carbolic acid are oxidized by nitric acid, producing with the first named camphoric and camphoronic acids, and with the second, mono-, di-, and tri-nitrophenol, the latter being picric acid. Corrosive sublimate is soluble in nitric acid, but not in the liquids of this mixture. Compounding this prescription is attended by considerable danger and but few druggists would care to undertake it.

Mange Cure.

(F. H. P.)—We cannot give the formula for the proprietary article. However, according to "Veterinary Counter Practice," no better preparation for horses or cattle will be found than the following, which may be applied twice a day for a short time and afterwards once a day:

Sulphur vivum	4 ounces
Powdered white hellebore	1 ounce
Turpentine	1 to 4 ounces
Linseed oil, enough to make	24 ounces

When a milder treatment is required, particularly for dogs, mercurial ointment, or sulphur ointment, or a mixture of sulphur, tar and linseed oil may be tried.

The Era Formulary gives the following formulas under "Mange Lotion:"

(1.)

White hellebore	2 ounces
Tobacco	2 ounces
Water	3 pints

Boil, strain, and add, when cold, a pint of fresh lime water.

(2.)

Acid nitrate of mercury	2 drams
Distilled water	16 ounces

Apply.

OINTMENT AGAINST MANGE.

(For Dogs.)

Aloes, in powder	2 drams
Mercurial ointment	2 drams
Oil of turpentine	12 drams
Sulphur	2 ounces
Prepared lard	4 ounces

Mix thoroughly. To be applied twice daily.

Masking Odor of Illuminating Oil.

(R. W.)—Various processes have been recommended for masking the odor of kerosene or "lamp" oil, such as the addition of various essential oils, artificial oil of myrbane, etc., but none of them seems to have proved entirely satisfactory. The addition of amyl acetate in the proportion of 10 grams to the liter (1 per cent.) has also been suggested, several experimenters reporting very successful results therefrom.

Some years ago Beringer proposed a process for removing sulphur compounds from benzine, which presumably would be equally applicable to kerosene. It is as follows:

Potassium permanganate	1 ounce
Sulphuric acid	½ pint
Water	3½ pints

Mix the acid and water, and when the mixture has become cold, pour it into a two-gallon bottle. Add the permanganate and agitate until it is dissolved. Then add benzine, one gallon, and thoroughly

agitate. Allow the liquids to remain in contact for twenty-four hours, frequently agitating the mixture. Separate the benzine and wash in a similar bottle with a mixture of

Potassium permanganate	¼ ounce
Caustic soda	½ ounce
Water	2 pints

Agitate the mixture frequently during several hours, then separate the benzine and wash it thoroughly with water. On agitating the benzine with the acid permanganate solution an emulsion-like mixture is produced wnch separates in a few seconds, the permanganate slowly subsiding and showing considerable reduction.

In the above process it is quite probable that the time specified (24 hours) is greatly in excess of what is necessary, as the reduction takes place almost entirely in a very short time. It has also been suggested that if the process were adopted on a manufacturing scale, with mechanical agitation, the time could be reduced to an hour or two.

Almond Cream.

(C. F. S.)—See last week's Era, page 105. Here are two other formulas:

(1.)

Almonds, blanched	1 ounce
Rose water	4 ounces

Beat the almonds to a paste and add the rose water; strain, heat to boiling point, and add

White wax	1 ounce
Almond oil	2 ounces
White Castile soap	1 ounce

Mix thoroughly and add

Saturated boric acid solution	2 drams
Eau de cologne	1 ounce
Oil of bitter almonds	4 minims
Oil of rose geranium	5 minims
Glycerin	1 ounce

(2.)

Oil of sweet almond	100 parts
White vegetable wax	125 parts
Spermaceti	160 parts
Glycerin	280 parts
Boric acid	12 parts
Water	500 parts

Dissolve the boric acid in the glycerin, and mix the solution with the oil, wax and spermaceti. Melt together with a very gentle heat, stirring constantly; when homogeneous, pour into a warm mortar, add the water and heat energetically until it forms a smooth mass. In case the mass becomes "lumpy" remelt, and again beat up.

Fluid Extract of Hydrastis in a Prescription.

(T. L. M.)—asks if there is any way to prevent precipitation in the following prescription:

Cocaine	15 grains
Menthol	10 grains
Fluid extract of hydrastis	4 drams
Liq. antisep.	1 ounce
Water, enough to make	3 ounces

Mix. Directions—Mop throat every 3 hours.

Precipitation cannot be avoided if the official fluid extract be employed, as it is not miscible with water.

Some difficulty may also be experienced with the menthol which is but slightly soluble in water. The amount which may be dissolved will depend, not only on the alcohol in the fluid extract, but also on the alcohol in the "antiseptic solution," the composition of which is not stated. If the antiseptic solution be alkaline (borax) some of the cocaine may be precipitated, although the presence of glycerin in the fluid extract may prevent the reaction. By using glycerite of hydrastis instead of the fluid extract the difficulty can be avoided, but no change of this character should be made without the consent of the prescriber. It is assumed, of course, that cocaine hydrochloride is wanted instead of the alkaloid cocaine.

Solution of Subacetate of Lead, Aust. Ph.

(Subscriber.)—The Austrian Pharmacopœia gives the following formula for the preparation of solution of subacetate of lead:

Lead acetate	300
Rub together with	
Powdered lead oxide	100
Place the mixture in a flask which contains	
Distilled water	1000

Let stand in a closed flask, frequently shaking vigorously, until the color of the sediment has changed to white, a small quantity of which remains undissolved. The solution, having been filtered, is preserved in a well-closed vessel. It should be a clear, colorless liquid, of an alkaline reaction; having a specific gravity of 1.23-1.24. The solution should remain clear on the addition of ammonia.

Hoff's Consumption Cure.

(A. B. Z.)—The following prescription was given wide circulation in the daily papers several years ago as a wonderful cure for consumption discovered by Prof. Hoff, of Vienna:"

Acid. arsen.	0.1
Acid. cinnamic	0.3
Kali, carb. dep.	0.2
Aqua distill.	0.5

Make a perfect solution.

Add	
Cognac	2.5

Mix.

Sig.—Take after meals, according to instructions of physician.

Comment on the Latin of the prescription is unnecessary, but pharmaceutically, a clear solution cannot be produced with the amount of water present, and there is not sufficient potassium carbonate to effect solution with the acids. Medicinally, the mixture is decidedly dangerous. In 1900 The Era printed the comments of a leading specialist on this prescription and among other things he said that "this 'latest discovery' would fit a man for the graveyard; no respectable druggist would think of filling it."

Elixir of Terpin Hydrate.

(A. W. R.)—F. A. Sieker several years ago called attention to the fact that an elixir of terpin hydrate containing one grain in each fl. dram, cannot be prepared so as to hold this amount in solution when the usual formulas that have appeared in print are followed. His formula, claimed to be satisfactory, follows: Dissolve 17.5 grams of terpin hydrate in 400 cc. of alcohol, by the aid of a gentle heat if desirable, add 400 cc. of glycerin, and then enough distilled water to make 1,000 cc. At the ordinary temperature this elixir will hold the terpin hydrate indefinitely in solution. At low temperature some will crystallize out, but is quickly redissolved by warming.

Other formulas have been published in previous volumes of The Era. Consult the indexes.

Beatin.

(H. H.)—In further reply to your query, this journal, January 19, 1905, page 73, Mr. Harry B. Mason, of Detroit, Mich., kindly informs us that "beatin" is mentioned in Dorland's Medical Dictionary (W. B. Saunders & Co., Philadelphia, 1903) as a "substance, $C_5H_{13}NO_3$, used in urinary diseases." The source of the article is not indicated.

Solution of Iron Peptonate.

(F. W. D.)—See January 5, 1905, Era, page 10. We cannot give the formula for the proprietary article.

Test for Human Blood.

Tallquist (Ber. Klin. Woch., New Rem.) suggests a simple physical method of testing the composition of human blood, as follows: If a drop of fresh blood is caught on a piece of filter paper, there may appear around it, as it dries, a ring of moisture which is better seen when the paper is held up to the light. The appearance of this ring always denotes a marked change in the number of red blood cells present and apparently the ring does not appear until this number has sunk down to about half the normal. The degree of the change is marked by the difference in the width of the transparent ring and its presence indicates the presence of a severe anemia. It is also noteworthy that a drop of normal blood dries up quite rapidly on the filter paper, whereas blood containing a diminished number of red cells is absorbed with difficulty, so that more time elapses before the ring appears.

Djamboe Leaves.

An analysis of djamboe leaves made by Altan (L'Union Pharm.) gave the following results: Resin, 3.15; fat, 5.99; volatile oil, 0.36; chlorophyll, 0.39; tannin, 9.15; ash, 3.95; cellulose, 77. The resin melts at 189° C., has an iodine value of 115, acid value 89, and saponification value 131. The fat, a solid, melts at 135° has an iodine value 199, acid value 95 and saponification value 137. The volatile oil has the empirical formula $C_{13}H_{10}O_4$, boils at 237°, and has a specific gravity of 1.069. The composition of the tannin is expressed by the formula $C_9H_5O_4$. The leaves have been employed in the treatment of cholera and come from the Phydium goyava, which grows in South America and the Indies.

Pakoin.

Pakoin, a toxic glucoside, has been isolated from the fruit of Cycas circinalis, indigenous to the Dutch Indies, where it is known as "Bidji Pakoe Hadji." Pakoin is described as an amorphous light yellow powder, soluble in dilute alcohol, but insoluble in most organic solvents. Phytosterin has also been isolated from the fruit of the cycas (Pharm. Zeit.).

Don't Disappoint

your Physician when he writes for a drug from which he *must have* definite results.

Call his attention to the positive physiological action of

BURROUGH'S
Fluid Extract Digitalis

Fresh leaves, perfect exhaustion by low temperature process, and *drop doses,* make our product a favorite with the skilled practitioner.

Put Burrough's F. E. Digitalis on your order book *now.*

BURROUGH BROS. MFG. CO.

Baltimore, Md.

Chicago. New York. Pittsburgh.

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

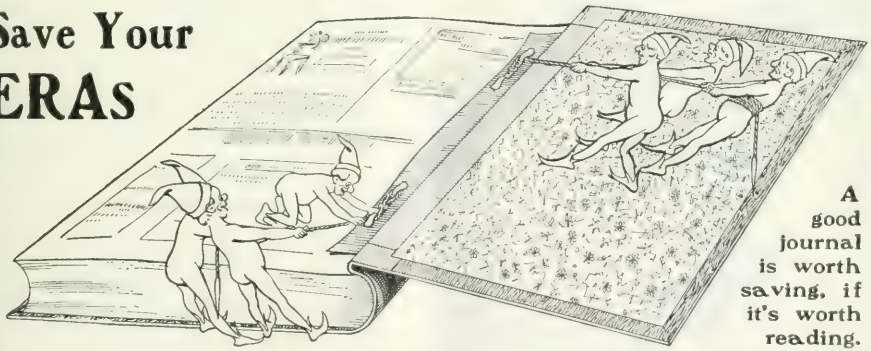
Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

PARKE, DAVIS & CO'S Antidiphtheritic Serum

NOW IS THE TIME TO SELL IT

THERE is money right now in dispensing our Antidiphtheritic Serum. Keep your stock replete and let your physician friends know that you can supply it.

NO QUESTION OF DEMAND

Medical men say that we have the most reliable serum in the most practical syringe container. Thousands of them use it exclusively.

(Bulbs of 500, 1000, 2000, 3000 and 4000 units)

SPECIFY "P., D. & CO." WHEN ORDERING.

PARKE, DAVIS & CO.

(S. P. 4)

News Section

NEW SQUIBBS CO.

REORGANIZES AFTER ALL.

Theodore Weicker Becomes President of Brooklyn House.

IN SPITE OF RECENT DENIAL THAT CHANGES WERE CONTEMPLATED, THE COMPANY NOW ANNOUNCES THAT STEPS ARE TAKEN FOR BROADER WORK AND WIDER SERVICE.—DR. SQUIBB, CHAIRMAN.

E. R. Squibb & Sons, manufacturing chemists of Brooklyn, announce that their firm has been reorganized with Theodore Weicker as president and Dr. Edward H. Squibb as chairman of the Board of Directors.

This announcement comes only two weeks after a flat denial on the part of the Squibb interests that any such step was contemplated. Nearly a month ago The Era announced that Theodore Weicker had secured an interest in the Squibb business and also printed a rumor that Mr. Weicker intended to consolidate E. R. Squbb & Sons with the Powers-Weightman-Rosengarten Company. This latter report was vigorously denied by H. B. Rosengarten and Charles F. Squibb. Mr. Squibb said there was absolutely no truth in the statement that Mr. Weicker was to form a connection with the Squibb house. Communication was had with Mr. Weicker over the telephone, from his home in Stamford, Conn., but he would neither confirm nor deny the rumors.

The text of the announcement issued to the trade is as follows:

To the Medical and Pharmaceutical Professions and the Drug and Chemical Trade:

Dear Sirs: We hereby announce that our house has been reorganized for broader work and wider service.

Mr. Theodore Weicker has been elected its president.

Dr. Edward H. Squibb is chairman of the Board of Directors, and Messrs. Charles F. Squibb, Lowell M. Palmer, Herman G. Weicker, William M. Spackman and Edward M. Shepard are directors.

We shall be able to meet hereafter the constantly growing demand for Squibb quality in a considerably larger line of products than we have been able to supply hitherto.

Thanking the professions and the trade for their generous support in the past, we promise to spare neither effort nor expense to deserve their continued preference for our label. Very truly yours,

E. R. Squibb & Sons.

Dear Sirs: Referring to the foregoing announcement, I wish to state that under the new management the affairs of E. R. Squibb & Sons will be conducted in such manner that the time-honored traditions of this establishment shall be preserved; that the business principles which have guided this American chemical house through almost half a century of effort and achievement shall also govern its course in the future.

We shall remain true to the inspiring example of its founder, that great and noble man, Dr. E. R. Squibb, to whose memory this house shall ever be a worthy monument. Faithfully yours,

Theodore Weicker.

ATTACKS ON MANN BILL.

Opposition Gets Energetic With the Senate Stage of Passage.

Washington, Jan. 30.—After passing the House without trouble, the Mann bill now confronts enemies who seemingly have just awakened to the fact that it may as easily go through the Senate. A keen legislative struggle may therefore be expected. Foreign concerns who own patents in this country are naturally most interested in the defeat of the measure, but the Patent Law Associaton, of Washington, D. C., has also been developing opposition. From this source letters have been issued to different leading drug manufacturers, whose attention is thus called to their vital concern in the threatened legislation. They are recommended to "at once communicate with your senators and urge them to oppose it, stating such reasons as you can for the opposition."

But meantime local associations of retail druggists are answering the plea sent them by the N. A. R. D., and as organizations, and the members as individuals are doing all in their power to win their senators over to the bill's support. County newspapers, newspapers from small towns, as well as from cities, from every part of the country, have in them accounts of druggists in session and passing resolutions favoring the Mann bill.

Meantime, S. L. Hilton, chairman of the N. A. R. D.'s Committee on Legislation, and recently J. C. Gallagher, of Jersey City, and member of the same committee, are in Washington and defending the bill before the different members of the Senate Committee on Patents. The committee is to give both gentlemen a hearing, but at the same time the opposition must also show its hand. However, opposition was looked for sooner, and its appearance now occasions neither surprise nor dismay.

NEW WHOLESALE FIRM.

A certificate of incorporation has been filed by the Bergen Drug Company, which proposes to do a wholesale drug and chemical business at 573 Newark avenue, Jersey City. The incorporators named are Henry I. Darling, Robert V. Smith, who formerly owned a drug store in Jersey City, and H. C. Goode. This will be the only wholesale drug house in Jersey City; hitherto local druggists have been compelled to get their supplies elsewhere.

PLATT WRIT THROWN OUT.

Injunction Aimed at Price Protection Fails in Chicago.

CUT-RATE DRUGGIST WHO ASKED COURT'S AID IN BUYING CONTRACT GOODS IS MET WITH DENIAL.—JUDGE TULEY SUSTAINS VALIDITY OF SERIAL NUMBERING IN AN ABLE DECISION.

Chicago, Jan. 29.—What is known as the Platt writ has been dissolved. The position of the N. A. R. D. and wholesale druggists and the validity of the serial numbering and contract plan have been sustained in a lengthy decision rendered this week, by Judge Murray F. Tuley, the Nestor of the Chicago bar, recognized by general consent as the ablest jurist on the Illinois bench.

The decision of the court is not final in the sense of being an expression of the Supreme or Appellate Court, but it presents very fully the whole legal aspect of the case. The salient points of the decision are as follows

After stating the case made out in the bill of Isaac Platt, the complainant, the court said:

"The facts appear to be that the National Association of Retail Druggists recommended—and it may be said the evidence tends to show they are acting in understanding, if not in collusion with the proprietors of these medicines—to put in force in the trade what has come to be known as the direct contract and serial number plan of operations.

"The direct contract plan appears to have had its origin in England, and a case is reported as far back as 2d Chancery Reports, Elliman vs. Carrington, which I believe arose in regard to a certain secret preparation, medicine both for horse and man.

"It was afterwards adopted in Canada by what is known as the Liquid Ozone Company, manufacturing liquid ozone by a secret process, and was subsequently adopted in this country by the National Association of Retail Druggists and certain manufacturers.

OPINION ON THE CONTRACT.

The plan is simply a contract plan and consists in this: The manufacturer of the medicine gives notice to the world that he will sell only to wholesale merchants and jobbers upon condition that they enter into a contract with him or with his company, by which the wholesale merchant is appointed a distributing agent of the proprietor of the medicine, or of the medicine. He is termed an agent, but it is in reality a sale and must be so treated and considered."

Here the court quoted the substance of the actual contract which had been placed in evidence by the wholesale druggists, and continuing said:

"The proprietor, or I think probably the National Association of Retail Druggists, aids in the expense of sending a notice to the wholesale druggists monthly, containing the names of all persons who have cut rates upon the medicines supplied them. The proprietor has upon his medicine a fixed price—say of $1 per bottle—and anyone found selling at a less price is placed upon what might be termed the "blacklist" or "list of unfair purchasers." The wholesale merchant is notified not to sell to such parties; if he does then the contract between him and the proprietor is annulled, all medicines are withdrawn from him, and he cannot procure them upon any terms whatever."

AS TO RESTRAINT OF COMPETITION.

Here the court reverted to certain features of the case, involving a recent temporary injunction, and continued:

"The wholesale merchants set up this contract, and they say in substance, 'we need these medicines in carrying on our business: they are necessary to the successful supplying of our customers with what they desire. We can get them upon the condition that we shall sell only to such persons as the proprietor designates, or at least that we shall not sell to those to whom he says no sale shall be made, and also on condition that all retail druggists that we sell to shall obligate themselves to maintain the prices marked upon the goods.'

"It is contended on behalf of the complainant that this arrangement * * * is in restraint of trade and * * * prevents competition between retail druggists.

"It would appear to be undisputed that * * * if A, (the proprietor) sells to B and C (retail druggists) at one and the same price on condition that B and C shall resell at a fixed price, there can be no competition in the sale of the medicines between B and C. It is in restraint of competition to that extent.

"If this contract that is forced upon the wholesale merchants by the proprietor is a legal contract * * * then it can not be held to be illegal competition or unlawful competition, or to produce unlawful competition, and * * * in my opinion * * * this case depends upon the validity of that contract in question."

RIGHTS IN A SECRET.

Here the court proceeds to state that patentees and persons possessing trade secrets hold lawful monopolies upon them; the latter remaining in force so long as its subject matter remains a trade secret. In support of his view that persons holding such trade secrets may make such terms as they please, or refuse entirely to sell their goods, the court quotes the English case above cited; also the case of Park & Sons vs. The National Wholesale Druggists' Association, 67 Northeastern Reporter, 136.

"It is well known that in patented articles and in manufactures under trade secrets, they both stand upon the same footing—that the patentee has a right to fix the price at which his article shall be sold to the consumer."

Judge Tuley also quoted 186 U. S., p. 70, in support of his view. Several other cases were also mentioned, and the court stated his conviction that the case under his decision was one involving trade secrets on which manufacturers had a right to fix the retail price.

The closing remarks of the court are interesting:

Mr. Gammage, counsel for complainant, said: "That restraining order was restraining the defendants from combining and conspiring together to issue a blacklist, in which this complainant's name appears, and it seems to me it is an entirely different state of facts."

The Court: "As I understand, that is a mere notice that if this party will continue to sell at cut rates, no goods must be sold to him."

Mr. Sidley, of counsel for the wholesalers: "Yes."

The Court: "The decisions appear to be that they have a right to make that condition, and I do not understand it to be a blacklist. Let the order be: Restraining order set aside and temporary injunction be denied."

CHRONIC VICTIM OF THEFT.

As a victim of burglars, A. Richter, druggist at Third avenue and Sixtieth street, claims to hold the record. Eight times during the past two years attempts, some of them successful, have been made to enter the store. This is the record so far:

In 1903 there were two attempts at robbery, and another in January, 1904. Just about a year ago the safe was opened and $1,000 in money, stamps, drugs and instruments taken. Last August the store was again ransacked, though little was taken. A week ago the door was pried open with a jimmy and the burglar secured a watch, some small change and a few trifles.

Now Mr. Richter has taken out a permit to carry a revolver, and with this and a Winchester, he proposes to give the robber a warm reception. He thinks the same man has been concerned in all the attempts.

Another victim of the local epidemic of hold-ups is Max Mariamson, whose drug store at Union avenue and 165th street, Bronx, was entered by burglars last Thursday night. A desk in the rear of the store was broken up and cash amounting to $200 together with jewels valued at $800 were taken.

TWO DEATHS IN BROOKLYN.

Adolph Frederick William Nietsch, who for thirty-five years conducted a drug store at 150 Harrison avenue, Brooklyn, died at his residence, 1219 Hancock street, after a brief attack of erysipelas. He was born in Germany, eighty years ago, and came to this country when only ten years of age. He retired from the drug business about a year ago. The deceased leaves a widow, a son and two daughters.

George S. Phillips, a colored pharmacist of Brooklyn, died suddenly on January 25, at his home, 200 Johnson street. Born in New York City in 1830, he went to Brooklyn in 1854 and established a drug store at the corner of Fleet place and Johnson street. He was choirmaster of the Siloam Presbyterian Church for the past twenty years. A widow, three children and several grandchildren survive.

"Dear Mr. Druggist: Your directions say 'if one bottle does not cure the cough, get another.' Please send me another cough, at once."

COCAINE LAW COMES AGAIN.

One Like That of Last Year is Introduced at Albany

A bill to regulate the sale of cocaine practically the same as that which failed at Albany last year, has been introduced in the Assembly, and referred to the Committee on Public Health. The measure was submitted by Mr. McKeown, member of the Assembly, but further than this the interests and supporters back of the bill are not known locally. The New York State Ph. A., at its last meeting voted not to take any action as to cocaine legislation this year, and though it fathered last year's bill, its legislative committee will take no part in the present attempt.

The proposed law would prevent the sale of cocaine except on prescription, and would bar the repeating of such a prescription without the physician's order, nor can a copy of the prescription be given. A prescription would accordingly be required for the sale of a proprietary medicine, though there is an exception as to certain coca preparations.

The bill is called "an act to amend the public health law, and the acts amendatory thereof, in relation to pharmacy." The new portions are stated as follows:

"It shall be unlawful for any person to sell or retail or to furnish or dispose of the alkaloid cocaine, its salts or any admixture thereof, or any proprietary preparations or articles containing the same except upon the written prescription of a duly registered practicing physician or dentist, which prescription shall be retained by the seller and, unless the prescribing physician or dentist shall otherwise direct in writing, shall be ruled but once, and no copy or which shall be taken by any person; and excepting that proprietary preparations or articles containing said alkaloid cocaine or its salts may lawfully be sold at wholesale when not for the use or consumption of the purchaser, provided that the quantity of said alkaloid, cocaine or salts thereof contained in said preparations or articles is conspicuously printed upon a label affixed to the boxes, bottles, or other receptacles containing said preparations or articles, and upon the outer wrapper of original packages thereof."

The exception made for coca proprietaries is as follows:

"But nothing in this section or in section one hundred and ninety-eight hereof shall apply to or cover coca preparations or preparations made from coca leaves, where not over two ounces of such leaves are used to make each fluid pint of such preparation and where no alkaloid cocaine as such has been added thereto."

MR. GLATZ DIES OF INJURIES.

Joseph Glatz, formerly of the firm of Schering & Glatz, died last Friday, from injuries caused by an explosion in his laboratory at Long Island City, the day before, while engaged in experimenting with ammonia. Together with Hugo Schering, Mr. Glatz in 1867 founded the firm of Schering & Glatz. He retired in 1892, Mr. Schering having died two years previously. He is survived by a widow, two sons and one daughter.

ST. PAUL PRAISES N. A. R. D.

Opinions There Bear Out Those of Other Cities.

EVEN A DOUBTING THOMAS CITES "ONE GREAT PIECE OF WORK" ACHIEVED BY THE NATIONAL ASSOCIATION.—OTHERS FIND IT INDISPENSABLE AND A SALVATION.

St. Paul, Jan. 30.—With one exception, all the druggists here who were questioned on the subject were enthusiastic in their expressions about the N. A. R. D.'s work in St. Paul. The one exception is by no means an opponent of the organization, but rather a "doubting Thomas" as to a few points. Here are some of the representative opinions:

Henry McColl, member of the legislature—"No doubt exists in my mind that the majority of druggists here are better off by reason of the efforts of the N. A. R. D. I have always been rather radical in my views. I do not believe outsiders (meaning chiefly department stores) should be granted advantages over the legitimate distributors of drugs."

R. A. Becker—"Prices in this city were cut outrageously two years ago. Now they are, as a rule, up to the proper level, and this result is due in large measure to the N. A. R. D. That association has certainly done a vast amount of good to the trade."

H. W. Reitzke—"Fraternally the N. A. R. D. is an excellent institution. I hope that in a business way it will prove the panacea for the evils that prevail. But thus far not much can be said for it. The association has as yet given us only promises. However, an organization which has the interests of retail druggists close to heart is bound to be beneficial, even if it does not achieve quite all it sets out to. The N. A. R. D. is entitled to credit for one great piece of work which I do not think the public generally understands. It secured the repeal of the Spanish war tax a full year, and perhaps two, sooner than would have been the case otherwise. Thus the N. A. R. D. saved the retail druggists of the country many thousands of dollars."

EFFECT ON DEPARTMENT STORES.

W. A. Frost, former president of the State Board of Pharmacy—I cannot speak too highly of the amount of good the N. A. R. D. has accomplished in the Twin Cities. I would not return to the old order of things if it could be avoided. Pleasant relations have, as a result of the national organization's efforts, been established not only among druggists, but between them and the department stores."

C. F. Rutherford—We positively could not do without the N. A. R. D. I think it very strange that the druggists of Greater New York hold out as they do. Should the present association fail, not for many years could the retailers secure so effective an organization througnout the country."

C. T. Heller, member State Board of Pharmacy—"It would be a great blow to the druggists of United States if the N. A. R. D. should fail. I do not believe it would ever again be in our power to secure so effective an organization. I consider the Miles plan the salvation of druggists. We must all give something in order to get something. The one stumbling block in the way is the attitude of the Greater New York retailers."

John Neff, of Neff & Rosenquist—"The N. A. R. D. has accomplished much good in this city, and could not be dispensed with safely."

FORMED A NEW SCHEDULE.

J. P. Jelinek, president St. Paul Retail Druggists' Association—"The N. A. R. D. has done a great deal of good here, but much more in other cities where the trade was more demoralized than in St. Paul. We are only just beginning to feel the effects of its work here. The principal thing it has done thus far was to aid us in forming the new price schedule which is now in operation, to the satisfaction of all members. The only thing I can see to interfere with the success of the organization is the raising of the dues to $4. Of course, such a work cannot be carried on without funds, but some druggists appear to think the raise a hardship.'

Albert J. Schumacher, secretary St. Paul Retail Druggists' Association—"I can hardly say just how much the N. A. R. D. has done for druggists here thus far, but I doubt if the local association could have accomplished so much as it has without the backing of the national body. Its influence is the backbone of the movement for uniformity of prices, and I do not see how there can be any question of the benefit of the organization. It would be many years before its equal could be created."

WHAT IS SAID OF MR. CLUFF.

Numerous inquiries have been received by wholesale houses and credit agencies here as to the financial responsibility of Burgess Cluff, importer and jobber at 71-73 West Broadway. To all callers at his office Mr. Cluff told substantially the same story, to this effect.

It was his first venture in business, he said, although he had been a salesman in the line of drugs, sundries, etc., for the past fifteen years. He named one or two well-known houses as references. He was now engaged in settling up his father's estate. Mr. Cluff expressed no surprise at the many inquiries. "Nobody knows me yet," he said, "so it's only natural."

A member of one of the firms given as a reference stated that Mr. Cluff had been in the employ of the house some eight years ago, and that nothing was known of his doings since that time. This reference did not speak very highly of Mr. Cluff.

On Tuesday Mr. Cluff was again visited by an Era reporter, to whom he made this statement of his financial condition:

Stock on hand and in transit, $2,240; fixtures, etc., $400; cash on hand and in bank, $550; good accounts, $650; equity in real estate, $2,000; total, $5,840. Liabilities, accounts due February 1, $165; due March 1, $150; due April 1, $250; total, $565; making total assets of $5,275.

Mr. Cluff has two rooms, each about ten by twelve feet, one stored with a miscellaneous assortment of standard goods, the other used as an office. He claims to supply only dealers in the vicinity, and no further away than Buffalo.

N. Y. R. D. A. TAKES A PLUNGE.

Association Sidesteps a Little to Favor Municipal Gas.

COUPLED WITH THE SAME RESOLUTION IS A DEMAND FOR THE PASSAGE OF THE MANN BILL.—GROCERS SEND TO THE MEETING A PROPOSITION THAT RETAIL MERCHANTS ORGANIZE.

For the first time in three months the New York Retail Druggists' Association, at its meeting last Friday night found time to discuss local affairs without the distraction of a hot debate over the N. A. R. D. A resolution demanding the passage of the Mann bill was passed jointly with one supporting the present efforts to obtain municipal ownership of gas and electric light plants. Many and loud were the denunciations of "gas trust" methods.

One of the matters taken up was the reading of a communication from the Retail Grocers' Association of New York and Brooklyn, submitting a proposition to form an association of retail merchants throughout the city. The association decided to send a representative to a conference on January 31, when the subject would be discussed.

A. Bakst, chairman of the entertainment committee, reported that the annual entertainment and ball would be held at the Grand Central Palace, Lexington avenue and Forty-third street, on Friday evening, March 3. The entertainment, for which elaborate preparations are being made, will be strictly professional.

President Diamond rendered a full report of the last joint committee conference on organization. The situation, he said, was very encouraging. All the jobbers had agreed to the direct contract plan and so also had the "giant druggists" at a conference held on the previous day. These "giants," however, wished it distinctly understood that when they raised their prices the small druggists were not to take advantage and undercut, as had been done on previous occasions. Another decision made was that while no goods were to be furnished to any dealer who had not signed the contract, prices were not to be raised as yet.

"The signing of the contracts," Mr. Diamond proceeded to impress upon his hearers, "does not bind you to anything at present. You many sign it to-day and receive notice that it is in force; but if your neighbor cuts because he happens to have a supply of Peruna for the present, you are not to feel that you are compelled to keep up prices. Meet his competition, and be assured that you will be able to beat him without any loss to you."

As an instance of the good faith of the jobber, Mr. Diamond stated that he had seen one order returned to a druggist by a prominent house, bearing in red ink the words, "We cannot supply you with Peruna unless you sign the contract." This druggist, said the president, suddenly became very anxious to sign the contract and enrol in the N. A. R. D.

J. D. Bellaire, N. A. R. D. representative, said that Horlick's Malted Milk would soon be placed under direct contract.

A report on the conference between the joint press committee and the New York Journal was then given by Mr. Diamond.

He said that in connection with the Journal he had become greatly interested in the municipal ownership question, and had attended a hearing on that subject at Albany. Tales of oppression by the gas monopoly were told by Mr. Diamond and warmly corroborated by the members.

Accordingly, two resolutions, one on the gas situation and the other on the Mann bill, were read by the president and offered for discussion, with the understanding that both were to be printed in the New York Journal as part of a report of the meeting and that the Journal was to hammer in favor of the Mann bill through its editorial columns.

Most of the discussion was confined to the first resolution, favoring a legislative inquiry into the gas situation, endorsing the municipal ownership proposition and commending the work of Wm. R. Hearst in that direction. It was generally admitted that this question was really outside the pale of a professional association like the R. D. A., but Mr. Weinstein pointed out that gas was not a side-line, but one of the biggest items in the drug store, and just as important to local pharmacists as the Mann bill. His motion that the resolutions be adopted with thanks to Mr. Diamond was carried unanimously.

To help the Mann bill through the Senate, it was also decided to send canvassers through all districts, with the intention of getting every druggist to send personal letters to Chauncey M. Depew and Thomas C. Platt, asking for their aid in behalf of the bill.

M. Zagat protested against the practise of some druggists in displaying signs stating that they do not substitute, and that their neighbors do. He cited one instance where the offender was a member of the association. A committee will visit this druggist and use moral suasion.

At Mr. Diamond's suggestion, the association endorsed the bill now pending in the legislature which requires the manufacture of any patent medicine to paste on the bottle a label containing the formula for the preparation.

The following committees were announced: Legislative, Messrs. Diamond, Bernstein and Kahn; Membership, Erenfreund, Robbins & Fleishman; Finance, M. Zagat, Gollobin, Hergenberg; Grievance, Rosahn, Mahler, Bergman, A. Bakst, Goetzhoff; Trade Interests, Weinstein, I. Friedman, Brodkin; Entertainment, A. Bakst, J. Beck, Kassell, Goldberg, Mrs. Broder, Epstein, Segal; Scientific, Kruskal, Marmor, H. Beck.

At 2.40 a. m. the meeting adojurned to the sandwich emporium downstairs, where refreshments were imbibed.

TO AMEND PENAL CODE.

The amendments to the Penal Code, to make the latter conform with the pharmacy law, have been drafted, and will be introduced at Albany this week, if the codes committee agrees on them. These amendments were those decided upon in the conference of last November at Albany, which had been called by the legislative committee of the State Ph. A. Some seventeeen local associations were represented. It is hoped that these amendments will do away with any future conflicts between the code and the pharmacy law.

REDUCED R. R. FARES.

Buyers Coming to New York Secure Special Privileges.

Reduced railroad fares for the coming spring have been secured by the Merchants' Association of New York to benefit buyers contemplating a trip to this city. All druggists who are interested should note the dates and rates given below. Investigation will reveal to many the economy of direct personal buying in New York, and in some cases the chance offered by these reduced fares will allow a saving to a buyer when a trip under ordinary terms would not. It pays to buy in New York.

Reduced fares have been arranged from the territories of the Central Passenger Association and the Trunk Line Association (except from points less than one hundred miles from New York). The terms will be, to New York, full fare; returning, one-third fare. No reduction will be made to anyone who does not have a return trip certificate, or who buys a ticket on dates not authorized. No reduction will be allowed on half-fare tickets.

When buying ticket to New York obtain from the agent a return trip certificate, which must be signed by the buyer in the presence of the ticket agent, and countersigned by the latter. This is a voucher which must be deposited at the office of the Merchants Association, 346 Broadway, on arrival in New York.

POINTS AFFECTED.

The territory of the Central Passenger Association includes points west of, but not including Suspension Bridge, Niagara Falls, Tonawanda, Black Rock, Buffalo, East Buffalo, Buffalo Junction, Dunkirk and Salamanca, N. Y.; Erie, Pittsburg and Allegheny, Pa.; Bellaire, O.; Wheeling, Parkersburg, Huntington and Gauley Bridge, W. Va., north of the Ohio River and east of the Mississippi River, and south of a line from Keokuk, Iowa, to Chicago, Ill. Chicago, St. Louis, Louisville, all points in Kentucky on the Chesapeake & Ohio Railway, and Canadian towns west of Toronto and Hamilton are included in Central Passenger Territory.

Reduced rate tickets for this territory will be sold on February 11 to 15, inclusive, and on March 4 to 7, inclusive. Tickets bought in this territory on other dates are worthless for return reductions. The return limit is fixed as 30 days from date of ticket.

The Trunk Line Association Territory includes Suspension Bridge, Niagara Falls, Tonawanda, Black Rock, Buffalo, East Buffalo, Buffalo Junction, Dunkirk, and Salamanca, N. Y.; Erie, Pittsburg and Allegheny, Pa.; Bellaire, O.; Wheeling, Parkersburg, Huntington and Gauley Bridge, W. Va., and points east thereof to New England Line (N. Y. and Harlem R. R. not included.) Montreal, Canada, is also in this territory. The dates of sales of tickets goods from these points are March 4 to 7, inclusive, and 25 to 28, inclusive.

If you are not within the territories specified, come forward to the nearest point in the Central Passenger or Trunk Line territories and there, on one of the specified dates, buy your ticket.

The Merchants' Association also announces that it has arranged for reduced fares for merchants in Texas only, coming to New York on February 11 to 15, inclusive, and 4 to 7, inclusive. The railroad routes offering the reduction are the Southern Pacific System, the Houston & Texas Central Railroad, and the San Antonio and Aransas Pass Railway via both the New Orleans and St. Louis gateways.

The Southern Pacific Co. offers the same reduced rates from points reached by its system in Texas in connection with the water trip to New York from New Orleans on the Southern Pacific passenger steamships. The special fare by rail and steamer also covers meals and staterooms while on board the boat.

OTHER CHEAP RATES.

The following railroads have also agreed to put in the special rate via the St. Louis gateway: International and Gt. Northern R. R., Missouri, Kansas & Texas Ry, St. Louis, Iron Mt. & Southern Ry., St. Louis & San Francisco R. R., Texas & Pacific Ry.

The Chicago, Rock Island & Gulf Ry., Chicago, Rock Island & El Paso Ry., and the El Paso-Northeastern System will make the rate effective via the Chicago gateway.

No rates apply via the Memphis gateway.

The special fares are for non-resident members of The Merchants' Association of New York, their buyers and the immediate members of their families. Merchants and their representatives can join the association when in New York. There is no fee attached to such membership.

The reduction consists of a two-thirds reduction in price of the return trip.

The methods of securing a return trip certificate for Texas merchants is the same as described above for other sections.

CONTRACT PRICES IN JERSEY.

Over in Jersey City the druggists are getting eighty-three cents for Peruna and no kicks from customers. So far as reported, trade has lost nothing on account of the increased prices. J. C. Gallagher criticized sharply the manner in which the contracts are being handled in New York.

"What do they mean by this decision not to charge the contract price until they're good and ready?" demanded Mr. Gallagher. "Somebody over there is giving them a wrong idea of what the contract is. It's in force now and they must charge eighty-three cents or violate the contract. How do they ever expect to get the thing going at this rate?

"I know there is a lot of talk about a druggist losing trade to the profit of the neighboring cutters. But how long would that last? Not above a few days, until their supply is exhausted. These people who tell you that they are stocked up for two or three months are only bluffing and lying. And nobody can get Peruna any more that hasn't signed the contract."

SUBSTITUTION.

"Have you a two-cent stamp?" asked the lady in the drug store.

"No, ma'am," replied the clerk; "but we have something just as good. Here are two one-cent stamps."—The Yonkers Statesman.

TO AID THE CONTRACTS.

But the Conference Plan Waits on the Proprietors.

Letters from the Greater New York joint conference committee on N. A. R. D. organization have been sent to the three firms who have adopted the direct serial numbering contract plans. These firms, the Peruna, Wells-Richardson, and Paris Medicine Co., were made a party to the policy of the conference committee, when this committee, at its last meeting, desired that the contract prices should not go into effect until a date to be named by the conference. In the letters the three firms are asked if they will agree to this arrangement, and if they do, then a notice will be sent to the druggists of the city, signed by the members of the conference. Such an assurance, it is hoped, will dispel all fear of getting bound up in a contract when cutting prevails on all sides, and will result in a rush to sign the contracts. But meantime the sparse 150 who have signed so far have not grown appreciably. Druggists generally prefer to drift along under the present conditions, selling what Peruna they have, and borrowing here and there from neighbors where possible, rather than sign any contract and take what they regard as a risky step into a dark place. The dark place might be hot. They want light, they say, and a thermometer, and then they'll march right in, oh, beautifully!

So far two of the serial numbering contracts are operative in New York, but only to this extent, that no jobber will sell the goods, either Peruna or Bromo-Laxative, to any retailer who has not signed the contracts. But it is not known that any signer of the contract who meets the price of a neighbor, thereby violating his agreement, has as yet been called to account. But this is in line with the statement of Lee M. Evans, representing Peruna, at the last conference meeting, when he assured the trade that his company would prosecute no contract violators who had to meet aggressive cutters. The Wells-Richardson contracts are not yet operative, but the list of signers is now in the printers' hands, which will in due course be sent out to the jobbers.

PASSED BOARD EXAMINATION.

As a result of the examinations held here December 28, the following have received licenses as pharmacists:

Joseph Abramson, James E. Alguier, Allison Androvette, Jacob K. Appelbaum, Euclid Ashley, Frederich Baden, Jr., Henry E. Balcom, Menache Barouch, Walter J. Brandenberg, David G. Burton, Theodore Calderara (druggist), Clemente Carnevale, Frederick W. Carpenter, Maurice H. Cohen, James P. Colonel, James E. Daly, Jacob Dancis, Edmond A. Dewaele, Daniel S. W. Dwyer, Gustave H. Fabian, Jr., John F. Garbarino, Edward G. Geist, Bethold Gerson, Paul Goldberg, Harry Gordon, Clement Grassi, Louis Hamann, William Heidemark, Morris Hessel, Morris Horn, Willard J. Hull, Benjamin Jacobs, Walter O. Jebe, Bella Junger, Joseph Katz, Wolf M. Krimerman, Thomas M. Lepard, Richard M. Magen, James F. McGowan, James J. McMahon, James E. McNamara, Morris Meyers, Germano Milite, Philip S. Naumoff, Paul E. Nielsen, Grandin Norcross, Frank C. Oser, Harry Person, Antonio Petraglia, Francesco D. Pittaro, James H. Platt, Gustave A. Pretti, Kurt Helter, E. L. Reigeluth, Gustaf Rennerfelt, Michael U. Robbins, Samuel Rosen, Isidor Rosenblum, David Rudy, Giuseppe Scatturo, John H. Schell, Robert C. Schmadel, William F. Silver, Sister Chrysostom, Sr. Editha, Sr. Mary Leo, Sr. Mary Perpetua, Sr. Mary Vincent, Carroll D. Tryon, Harry W. Tucker, Wolff Wallach, Edgar E. Warner, Abraham Wiesenthal, Max Wohlgemuth, Israel Grief, J. J. Jabrondi, Luigi Capobianco, Solomon Gutman, Harry Jacobson, C. J. Auchterlonie (druggist), David Bernstein, Thomas F. Brokaw, Gaetano M. Cocozza, Edward H. Fuller, Conrad G. Gmelch, Ben. A. Lilienthal, Maurice J. Schutzman, A. Z. Wolodarsky.

A. PH. A. COUNCIL NOTES.

Some of the members of the A. Ph. A. Council believe that a popular exhibition of drugs, pharmaceutical and pharmacists' supplies should be held during the next meeting of the association at Atlantic City. The exhibitions, they claim, not only make the public better acquainted with the achievements and progress of pharmacy and associated industries, but they incidentally provide additional funds. A resolution before the Council authorizes the president of the association to appoint a special committee to manage such an exhibition and provides the sum of $100 to defray the preliminary expenses of the committee. President Beal states that the work required to make a successful exhibition is greater than should be placed upon the local secretary.

An appropriation of $230 has been made for the use of the committee on membership.

The programme for the next meeting is now under consideration by the Council and J. L. Lemberger and Harry B. Mason want the customary sub-committee authorized not to make provision to have all entertainments given in the evening. According to Mr. Lemberger, the main "attractions of Atlantic City—sea bathing, sailing, fishing, etc.—are not engaged in after 6 p. m.," and members should be given a chance to enjoy these pleasures. Thirty-three members are credited to the present committee on membership; of the the number President J. H. Beal has secured fourteen.

NO NEW SCHOOL NEEDED.

Rochester, Jan. 30.—B. M. Hyde, member of the State Board of Pharmacy, is of the opinion that a school of pharmacy is not needed in Rochester.

"There is not a scarcity of drug clerks, as some druggists seem to think," he said. "Plenty of good men may be had. But few of them want to work for nothing—that is the trouble, I think."

Mr. Hyde said he did not believe the Rochester Mechanics Institute, which has under consideration the forming of a class in pharmacy, comes up to the standard in the matter of equipment as prescribed by the State Board of Pharmacy. Each college must have an equipment of at least $5,000. A committee has been appointed by the Mechanics' Institute to confer with the officers of the Rochester Ph. A. in the matter.

TOOTHACHE GUM DECISION.

A suit was recently brought by C. S. Dent & Co., of Detroit, against the Manhattan Drug Company, of New York, and John Bell McLeod, of Buffalo, alleging that those concerns were infringing the Dent trade-mark. It was claimed that the defendants were marketing toothache gum put up in packages similar to the Dent packages in size, shape and style, and with wrappers of the same color, printed in a similar style of type. Dent & Co. sought an injunction from the court against the use of the words "toothache gum" by the defendants. The court, Judge Hazel presiding, on Deccember 17, refused to thus enjoin them, holding that the words "toothache gum" are descriptive, denoting "the character of the article sold and its efficiency as a curative medicinal preparation, rather than origin of ownership, and hence not entitled to protection as a technical trade-mark. A decree may be entered enjoining defendants from the use of the words 'toothache gum' in connection with the style of type similar to that used by complainant on a label of the same or similar color of that used by complainant, so order."

At the office of the Manhattan Drug Company emphasis was laid on the fact that the use of the words "toothache gum" had not been enjoined. In fact, the firm considered their position vindicated. On the question of types, however, they contemplate an appeal.

NEW YORK NOTES.

—The Syracuse Druggists' Association announces an old-fashioned country supper, at Long Branch, N. Y., held on Jan. 26th.

—The Kuehn Manufacturing Co., of Brooklyn, drugs, has been incorporated with a capital of $5,500. The directors are R. C. Werner, H. Maier and Bertha M. E. Kuehn, Brooklyn.

—Articles of incorporation have been filed by the Roberts Chemical Co., Niagara Falls, capital, $750,000. Directors, Dr. L. L. Lewis, F. W. Williamson and J. B. Smith, Jr., New York.

—A. G. Rosengarten, treasurer of the Powers-Weightman-Rosengarten Company, was in town last week, the first visit of a member of the firm since its consolidation.

—William B. Young, manager of the Lee & Osgood Company, of Norwich, Conn., is a visitor to the city.

—H. J. Huder, of Indianapolis, Ind., was among the buyers in the local drug market.

—Eleven druggists and one grocer of Brooklyn were charged in the Myrtle Avenue Court with selling poison in beer bottles. Eight of the men were fined $50 each. The complaints were made by an inspector of the Long Island Bottlers' Union.

—Charles M. Topliff, aged sixty-eight years, for over thirty years a druggist at Medina, died January 25, of heart failure. Death came while he sat talking with his sister. He retired two years ago on account of ill health.

"Have you any dog crackers?"

"Tommy, fetch the ice pick," shouted the fresh clerk.

MALT WHISKEY NOT A PATENT.

An important decision has been rendered in the case of the Excise Department of New York State, against a New York City druggist charged with violation of the liquor laws. The question involved was whether the pharmacist had a right to sell a certain well-known malt whiskey as a patent or proprietary medicine. It was claimed by the Excise Department that it was a liquor within the meaning of the law and it has been so decided. In the course of the trial three chemists testified for the State that they had analyzed a sample of the product in question, and that it was a whiskey containing about 45 per cent. of alcohol. No appreciable quantity of any drug or medicine was present, they testified. As the whiskey had been sold without the prescription of a duly licensed physician, prescribed by law, the full penalty of $500 was imposed.

ALBERT W. HIGGINS.

Albert W. Higgins, a well-known Vermont pharmacist, died at his home in Rutland, January 15. The funeral was attended by many out-of town druggists and friends who had been associated with him on the State Board of Pharmacy. There were numerous floral tributes, among them an emblematic design from the Vermont State Ph. A., one from the Board of Pharmacy and others from associations and lodges of which the deceased was a member.

OLD FASHIONS IN SYRACUSE.

Syracuse, Jan. 28.—The members of the Syracuse Druggists' Association and their wives had their annual social event at Long Branch, Thursday night, January 26. It took the form of an "old fashioned country supper," consisting of pickles, roast beef, mashed potatoes, cold hams, peas, jelly, cabbage salad, beets, cheese, pickled pears, cake, coffee, chocolate, apples and ice cream. There was a dance programme of fifteen numbers. Those who did not care to dance enjoyed cards and bowling. The committee in charge consisted of Roscoe K. Snow, George E. Thorpe, N. P. Snow, Mrs. J. Clary, Herbert W. Walker and F. B. Nye.

SYRACUSE NOTES.

—The schedule of John Binning, who has filed a petition in bankruptcy, shows $1,534.60 liabilities and $1,097.50 assets.

—C. W. Snow & Co., wholesalers, have elected C. W. Snow, president; I. S. Merrell, vice-president, and N. P. Snow, secretary and treasurer. The H. W. Weed Company has elected H. W. Weed, president; C. W. Snow, vice-president; I. S. Merrell, secretary, and G. L. Merrell, treasurer.

—David Stolz, of this city, and Louis Stolz, of New York, have leased the drug store of John H. Googan, No. 205 East Genesee street.

MEET OF THE BOSTON R. D. A.

Boston, Jan. 30.—The monthly meeting of the Boston Retail Druggists' Association, which was also the annual business meeting, took place at Young's Hotel, last week, and was largely attended. The election of officers for the ensuing year resulted as follows: President, Cornelius P. Flynn, South Boston; treasurer, George H. Ingraham; secretary, James O. Jordan; executive committee, Reuben Richardson, Fred A. Hubbard, William D. Wheeler, George W. Cobb, Elliot W. Keyes, Joel S. Orme and George L. Roswell. After dinner there was a general good time. John F. Fitzgerald was the chief speaker of the occasion, and Frank H. Pope contributed several humorous selections. Both were guests of the association.

BAY STATE NOTES.

—Drug Clerk Jonas Chalmerson, of Lowell, was a bit of a hero recently. He was warmly congratulated for having compounded a few drops of ink for a young woman bent upon self-destruction.

—While there seems little doubt that eventually some of the druggists in Fitchburg will be granted sixth-class licenses, the committee on licenses of that city has deferred all action for the present and applicants hardly know just where they stand. The committee is composed of Mayor Sawyer and Aldermen Cogswell and Davidson. The mayor personally favors issuing licenses to at least some druggists.

—Eugene Levitan, of Springfield, charged with violation of the liquor laws, has been found not guilty. It appeared that the charge had no real basis.

—The New England Sabbath Protection League, which has just held its tenth annual meeting in Boston, discussed the hoped for closing of drug stores on Sundays.

—The annual report of the Lawrence city pharmacist, Edward L. Barrett, shows that this department cost the city $3,844, of which $900 was for the salary of the pharmacist.

—Several druggists and physicians of Boston recently have become members, by invitation, of the Ambulance Corps. Effort was made to induce them to enlist, as they will prove valuable members.

—After a long illness, Lewis H. Baker, a Provincetown druggist, is dead at his home. He was in his sixty-fourth year, widely known, and well liked. He was prominent in Masonic circles. A widow and two daughters survive.

—C. D. Harlow, who has stores in Weymouth and South Quincy, lost his home at East Braintree by fire, during the recent blizzard.

—Thieves who entered the pharmacy of John J. Forest, in Lawrence, one night recently, secured $80 in cash and some articles of stock.

—The Potter Drug and Chemical Corporation has taken out papers of organization at Portland, under the laws of the State of Maine. It is capitalized at $200,000 and Edmund H. Talbot, of Sharon, Mass., is president and treasurer. The company has long been doing business as a Massachusetts corporation, with its plant and laboratory in Boston.

ROUND-UP OF TRAVELERS.

Boston, Jan. 31.—This year's annual "Round-up" of the Mellin's Food Company's travelers began with a reception at the home of President Thomas Doliber and Mrs. Doliber, in Brookline. Other evenings were filled with theatre-going and the like, and the series ended with a dinner party which the company gave at the New Algonquin Club.

BIG MERGER OF 'PHONES.

Leading Companies of the Country Said to Have Combined.

Pittsburg, Jan. 30.—A telephone combination of the forty-three leading companies of the country is announced here by The Press. The statement is made that the merger will be made public next month, when the annual meeting of the American Telephone and Telegraph Company, of New York, is held in Boston.

The combined capital of the companies mentioned is placed at $250,000,000, and it is purposed to join California with New York State, and Canada with the Gulf by 'phone. The New York concern is said to have been working on this for a long time, and that plans have but lately been completed.

Among the companies in the supposed deal are the Bell Telephone Company, Buffalo; Bell Telephone Company, Canada; Bell Telephone Company, Missouri; Bell Telephone Company, Philadelphia; Central District and Printing Telegraph Company, Pittsburg; Central New York Telephone and Telegraph Company; Utica; Central Union Telephone Company, Indianapolis; Chesapeake and Potomac Telegraph Company, Washington; Chicago Telephone Company, Chicago; Cincinnati and Suburban Bell Telephone Association, Cincinnati; Cleveland Telephone Company, Cleveland; Colorado Telephone Company, Denver; Colorado Telephone and Telegraph Company, Denver; Cumberland Telephone and Telegraph Company, Nashville; Delaware and Atlantic Telephone Company, Philadelphia; Duluth Telephone Company, Duluth; East Tennessee Telephone Company, Nashville; Empire State Telephone and Telegraph Company, Syracuse; Freeport Telephone Exchange Company, Freeport, Ill.; New York Telephone Company, New York; New York and New Jersey Telephone Company, Brooklyn; New York and Pennsylvania Telegraph Company, New York; North Western Telephone Exchange Company, Minneapolis; Pacific State Telephone and Telegraph Company, San Francisco.

ALEXANDER KENNEDY DIES.

Philadelphia, Jan. 30.—Death last week claimed Alexander Kennedy, one of the pioneers in pharmacy in this city. He was seventy-four years of age, and his long experience, as well as the fact that he had been in the retail drug business in New York and Baltimore, as well as this city, made his list of friends and acquaintances particularly large.

On account of health, he was taken out of school and a positon was secured for him in a drug store. Left to support his mother and sister, he went to New York, and after a few years as clerk, purchased a store at Twelfth street and Broadway, which he conducted for a year. Then in Philadelphia he engaged with A. J. Shick, at Tenth and Ogden streets. Two years later he bought the store. In 1860 he removed to 1107 Girard avenue, where he remained until 1870, when he located at the northeast corner of Eleventh street and Girard avenue, his last location.

In 1889, Mr. Kennedy admitted to partnership his son-in-law, William T. Burke, and three years ago, owing to failing health, he retired.

ARGUE FOR SYRUP BILL.

Pittsburg Druggists Tell Their Reasons to the Legislature.

Pittsburg, Jan. 30.—Officials of the Western Pennsylvania R. D. A. are exercising their influence to have an act to prevent the manufacture or sale of wholesome fruit syrups pass the Senate and House of Pennsylvania. Philadelphia druggists are also interested in the bill. The local dealers have mailed a copy of the bill to every member of the House and Senate, enclosed with an argument favoring the act. A copy of the letter follows:

Dear Sir:

We enclose you herewith copy of proposed addition to the Pure Food Laws of Pennsylvania, together with argument in support of the same. Under the present law, every dispenser of soda water in the State is liable to prosecution, and this amendment is designed to relieve them from such hardships.

There are over ten thousand soda-water dispensers in the State, and at least two-thirds of the number are retail druggists, so you can readily see that we have abundant reason for taking up the matter of endeavoring to interest the Legislature in any proper measure that will provide healthful fruits and fruit flavorings that will retain all the deliciousness of the fresh fruit. As the law now stands, we are in constant fear of being adjudged malefactors, when, as a matter of fact, we are only desirous of protecting the public.

The article which we have proposed to add to the fruits and syrups we have submitted to Prof. Jos. P. Remington, of Philadelphia, and he has written thus: "I believe that the presence of one-fourth of one per cent. of sodium benzoate in concentrated fruit syrups and crushed fruits would not be detrimental to health when used for making syrups for soda water." A number of eminent chemists, as well as medical men, have voluntarily given like opinions.

Whatever you may be able to do to help us along with this legislation, we assure you, will be very greatly appreciated by the thousands of druggists, as well as other soda-water dispensers in the State. We append some of the reasons why we think our measure should appeal to thoughtful men who have the interest of the public at heart.

Trusting you will pardon us for thus imposing upon your good nature, and that you will co-operate with us, we are most sincerely yours,

B. E. RINTCHAUD, Secretary.

A FEW REASONS WHY THE BILL SHOULD RECEIVE FAVORABLE ACTION.

First: Because it will benefit the public by supplying a safe, sanitary beverage.

Second: Crushed fruits and fruit syrups cannot be kept sweet and in perfect condition after opening without the use of a preserving agent.

Third: Benzoate sodium is an ideal, safe, healthful preserving agent.

Fourth: To obtain a maximum dose of the preservative mentioned would necessitate the drinking of 75 gallons, or one and a half barrels of soda water inside of 24 hours.

Fifth: Each of the coloring agents mentioned in this Act, it will be noted, are well known, harmless, vegetable substances, which could not possibly produce any deleterious effect in any reasonable quantity.

THEIR CHILD REUNITED THEM.

Baltimore, Jan. 27.—Harvey Meredith, of Church Hill, Va., who has conducted a retail drug store in Richmond Va., did not live happily with his wife, and they separated seven years ago. Mrs. Meredith obtained a divorce in Cincinnati, while the husband obtained a legal separation in Richmond. It is said that neither knew where the other was. The action of both was based upon alleged incompatibility of temper. Just how the couple again met is not stated, but it is said that their child was seen on the street one day by the father, who was so impressed with its beauty that he felt his old love for the mother rekindled. Ascertaining where she was, he persuaded her to be married again. The ceremony took place in Baltimore, though neither the name of the minister nor the church of marriage are given.

BALTIMORE COCAINE RAID.

Baltimore, Jan. 28.—The authorities here as well as in Virginia seem determined to break up the promiscuous sale of cocaine and other narcotics. Druggist Charles E. Sonnenburg, Baltimore and Greene streets, arrested some time ago, has pleaded guilty in the Criminal Court, and was fined $25 and costs.

James Faulkner, a white man who was charged in Richmond, Va., with selling cocaine to a number of boys there, some of them only ten years old and who was fined $25 several weeks ago, at which time he promised to leave the State, was fined $100 on the 18th inst., and sent to jail for thirty days on the new charges of selling the drug. There are a number of other accusations pending against him.

DAMAGED BY FIRE.

Baltimore, Jan. 30.—Fire broke out on the night of January 19, on the second floor of 118 and 120 North Paca street, occupied by the Columbia Skirt Company, and extended to the laboratory of the Lorimer Medical Institute, manufacturing chemists, in the same building, which concern sustained a damage of some thousands of dollars. Mr. Lorrimer, of the Medical Institute, stated that the stock of his concern was valued at $15,000, while the insurance amounted to not more than $2,500.

NERVE IN A DAMAGE SUIT.

Sharon, Pa., Jan. 30.—A suit for $5,000 damages has been instituted in the Mercer County court by David Hamilton, a Greenville grocer, against T. P. Garber, a druggist of that city. Hamilton alleges that Garber sold him a pint of whisky, contrary to law, and that he became intoxicated to such an extent that he could not manage his horse, which ran away and injured him so that he cannot work. Garber denies selling the whiskey and will fight the case, alleging blackmail.

STOP COCAINE PRESCRIBING.

Charlottesville, Va., Jan. 30.—The grand jury of the Corporation Court has recommended that two physicians of the city, Drs. B. H. Sparks and H. B. Montz, who it is alleged, have been granting prescriptions indiscriminately for cocaine, be notified that such practice should be discontinued. The strict letter of the law regarding the sale of cocaine by druggists on prescription was urged.

SUICIDE OF A CLERK.

Philadelphia, Jan. 6.—George L. Wagner, a drug clerk, formerly proprietor of a pharmacy at Allentown, Pa., was found dead, Saturday night, in his room in an Atlantic City hotel. He had long been despondent.

ENCOURAGED IN BALTIMORE.

But the R. D. A. There Gets Yet More Vigorous as to Cutters.

Baltimore, Jan. 30.—The last meeting of the Baltimore Retail Druggists' Association at Sonnenburg's Hall, Baltimore and Greene streets, proved to be of exceptional importance, much enthusiasm being manifested and confidence displayed in the aims and oojects of the organization. The trade situation in the city was extensively discussed, and the reports submitted showed that while some little price-cutting was going on, the prevailing conditions were encouraging. It was decided to adopt a more vigorous policy as to the enforcement of the serial numbering plan if the situation made such a course expedient. A resolution was unanimously adopted to assist in every possible way the manufacturers who are earnestly and in good faith striving to restrict the cutter, and all present were requested to sign the direct contracts without delay, the statement being made in this connection that it would be necessary to do so when the druggists desired to restock, as they would be unable to obtain goods otherwise.

Letters and telegrams received from manufacturers were read at the meeting. The manufacturers assured the association that they were with them heart and soul, and would co-operate in anything the organization might undertake. They extended both moral and financial aid. It was demonstrated at the meeting that those present desired a schedule, and a motion was put and passed to increase the yearly dues from $5 to $10, to be collected in quarterly payments. To start the ball rolling all of those present, with but one exception, paid the first quarter then and there, some even tendering the whole year's dues. This, however, was not accepted. Dr. A. J. Corning, president of the association, has since sent out a circular letter, giving information of what was accomplished at the meeting, and calling on all the retailers to assist in the work, in order that there may be no breaks in the line.

In this connection it is also to be stated that the manufacturers of proprietaries who are in the direct contract plan and members of the so-called St. Louis committee are making arrangements to draw the lines more closely. A circular was received here this week, from the Pierce Company, announcing that the goods of the concern would be sold through certain jobbers, and from this list several houses were omitted. The circular caused much surprise and was extensively commented upon in interested circles. Other manufacturers, it is said, are preparing to follow the lead thus taken. Members of the Retail Druggists' Association take the view that it is almost useless to go after the retailers who cut prices so long as no attempt is made to force the jobbers into line. With the jobbers absolutely committed to the plan of selling goods only to druggists in good standing, it is said, no difficulty would be experienced in controlling the trade and in preventing cutting of prices. The co-operation of the jobber, therefore, is regarded as the key to the situation. Hence, pressure is now being brought to bear on him. Meanwhile

the local cutters are going ahead and putting out goods at the prices on their own schedule. For the present no attempt is made to interfere with them, the fight having taken another direction.

Among the latest of the accessions to the ranks of the St. Louis Club is A. C. Meyer, manufacturer of Dr. Bull's Cough Syrup. He has been added to Class C of the serial numbering plan, and will put out out all of his goods in accordance with the existing arrangement.

BALTIMORE NOTES.

—The Maryland College of Pharmacy held its regular meeting last Thursday evening, when Dr. John F. Hancock continued his series of papers on prominent druggists of former days. His latest paper was devoted to Mr. Andrews, a member of the firm of Thomson & Andrews, in its day one of the best-known firms here, and ranking among the pioneers of modern pharmacy.

—Among the visiting druggists in Baltimore last week, were C. H. Mentzger, Waynesboro, Pa.; Dr. E. E. Wolfe, Cambridge, Md.; Dr. C. E. Michaels, Reisterstown, Md.; R. R. Smith, Annapolis, Md.; Dr. C. Perry Kemp, Stevensville, Md., and William Aughinbaugh, Md.

—Mr. J. Gilbert Leber is very ill at his home in York, Pa., of what appears to be blood poisoning, and his condition is regarded as precarious. He was for many years a representative of the old firm of Thomsen & Muth, but for the past ten years he has looked after the business of Muth Bros. & Co., in his home territory. He is one of the best known members of the trade.

—Druggist D. L. Miller, of Waynesboro, Pa., was in Baltimore, last week.

—The Equus Medical Company was incorporated in this city on the 9th inst., by John Johnston, Philip Crist, Jr., William A. Carlton, Philip Crist, Sr., and Theodore O. Smith. The authorized capital is $5,000, divided into $10 shares. The company will manufacture medicines and salves.

ANTI-EXAM-BILL DROPPED.

Nashville, Jan. 30.—The proposed legislation, which would allow clerks with five years' experience to register as regular pharmacists without an examination, will go no further. A storm of disapproval, largely from druggists, rose over the State, and now the author of the bill states that he will ask unanimous consent of the Senate to withdraw it. He says that he had introduced the measure simply on request, and so indorsed the bill, not caring to shoulder it as coming from him personally.

GEORGIA BOARD OF PHARMACY.

Atlanta, Ga., Jan. 30.—The next meeting of the Georgia State Board of Pharmacy will take place in the State Capitol, Atlanta, on Monday, April 10, beginning at 9 o'clock. The following are the members of the board: C. D. Jordan, chairman, Monticello; J. G. Dodson, Americus; R. H. Land, Jr., Augusta; S. E. Bayne, Macon; George F. Payne, secretary, Atlanta.

COCAINE FINES ASSESSED.

Cincinnati, Jan. 30.—Fines of $100 each were paid in the Police Court last Tuesday by three druggists whose clerks had been charged with selling cocaine unlawfully. The fines were paid under protest, as the defendants said that the cocaine confiscated had not been analyzed, the police in their zeal to make examples having overlooked that important essential. The cases will be carried to higher courts. The appeal of the cases will be watched with great interest by police officials, and it is said the crusade will be continued, but in the future the city health officer will make an analysis of all the cocaine secured by the police. Two negroes caught peddling cocaine from house to house in the tenderloin district were sent to the workhouse for three months.

GRANT COUNTY, IND., R. D. A.

Marion, Ind., Jan. 27.—The Grant County Retail Druggists' Association has organized and elected officers. Charles Rothinghouse, of Jonesboro, is president; Frank Rigdon, of Marion, vice-president; Merle Agness, of the Indiana Pharmacy, secretary, and the members of the executive committee are: A. W. Leedy, Marion; John L. Freel, Marion, and George Kleater, Marion. Following are the members of the committee on legislature: Marion Evans, Marion; J. C. Stoebe, Marion; L. D. Conwell, Van Buren; R. C. Livingston, Upland; P. J. O'Hara, Fairmount.

OHIO HAPPENINGS.

—The Ohio, Kentucky, Indiana and Michigan Drug Association, composed of wholesalers, held its annual convention in Cincinnati last week. About thirty-five members were present. W. J. Mooney, of Indianapolis, acting president since the death of A. E. Neat, of Louisville, was elected to that office for the ensuing year. R. H. Bradley, of Toledo, was re-elected secretary and treasurer.

—Philip Streich, the popular Portsmouth druggist, has been appointed a delegate from southern Ohio to the coming general conference of the United Brethren Church, which will be held at Topeka, Kan.

KRUMBS FROM KENTUCKY.

—The drug store of Nock & Snyder, Second and Market streets, Louisville, was broken into by thieves several nights ago, and a quantity of bottled-in-bond whisky stolen. Entrance was effected through a side window.

—Col. Millard F. Wood has entered suit in the Greenup Circuit Court for $10,000 damages against Dr. W. M. Fenner, a manufacturer of patent medicines of Fredonia, N. Y. Wood alleges that he lost his hearing and barely escaped with his life in consequence of taking medicines said to have been made by the defendant.

—The plant of the California Syrup of Figs Company at Thirteenth and Maple streets, Louisville, was damaged by fire on the night of January 26 to to the extent of $8,000, and narrowly escaped total destruction. The fire originated in a grain warehouse across the street from the Syrup of Figs plant.

NOTES FROM THE SOUTH.

—Cantrell & Young's drug store, of Huntsville, Ala., was robbed recently and $25 taken.

—The Tennessee Board of Pharmacy held its regular quarterly meeting in Nashville Jan. 11, 12 and 13.

—The entertainment committee of the Tennessee Pharmaceutical Association is preparing the best programme yet presented at any meeting for the annual meeting to be held July 19, 20 and 21, 1905, at Bon Aqua Springs.

—The Southern Alabama Retail Druggists' Association met in Dothan last week, and elected the following officers: N. H. McCallum, president; E. M. Beach, vice-president; J. F. Collins, treasurer; P. M. Carlisle, secretary. The next meeting will be held in April.

MANILA C. P. EXHIBIT A GIFT.

St. Louis, Jan. 30.—Probably the most valuable specimens that will be added to the St. L. C. P. museum by the "salvage committee" on World's Fair exhibits came unexpectedly through Secretary A. Guerrea, secretary of the Philippine commission, and president of the Insular Board of Pharmacy, and Dean H. M. Whelpley, of the college.

This contribution is the entire exhibit of the Manila College of Pharmacy, consisting largely of charts, school records and papers, and finally the herbarium specimens. The latter present a comprehensive study of the medicinal plants of the islands, many being secured by students at their homes. The charts and plant records are exceptional work, done in water colors with much artistic taste.

Dr. Guerrea presented the collection to Dr. Whelpley, and with the donor's permission the latter turned it over to the college with the exception of a few samples of the work that he wished to keep in his private collection.

FATE OF TWO BOLD ROBBERS.

St. Louis, Jan. 31.—Druggist Sieving, of 3616 South Jefferson avenue, has the satisfaction of knowing that one of the two men who came into his store last October and made him stand attention while they toyed with big revolvers and incidentally collected $25 and a box of cigars, is dead. His testimony was largely instrumental in sending the other one to the penitentiary for thirty-five years.

ILLINOIS EXAMINATIONS.

Springfield, Ill., Jan. 30.—At the meeting of the Illinois State Board of Pharmacy, held in Springfield, January 24, 1905, the following candidates passed: For registered pharmacists: O. R. Colby, Litchfield; H. Hamilton, Bethany; John Lemp, Chicago; Floyd Mercer, Liberty; E. A. Oulvey, Edwin R. Snider, E. St. Louis; E. B. Webster, Shawneetown. For assistant pharmacists: Alfred Bickes, Springfield; C. A. Demes, Chicago; Margaret M. Ludwigs, East St. Louis.

NO LIQUOR SALES IN ALBION.

Albion, Ill., Jan. 28.—Voters have withdrawn from druggists here the right to sell liquors. The town is local option, and special licenses have been granted to the druggists. Recently, however, a number of disturbances were traced to liquor and the druggists were blamed. But they assert that the liquor did not come from their stores, but was shipped in. For the most part they do not care that the privilege has been revoked.

TO STOP LIQUOR SALE.

Ann Arbor, Mich., Jan. 30.—Representative Beal has introduced a bill in the legislature to make effectual the enforcement of the law against the retailing of liquor as a beverage behind the prescription counter of drug stores, and the sale of dangerous drugs by unqualified clerks and shop boys.

Mr. Beal is acting as the representative of the State Board of Pharmacy in the matter, having drafted the bill along lines which they suggested.

"The idea is," said Representative Beal, "to provide for the enforcement of the present laws. There is no money to prosecute offending druggists who violate the State laws. The board have turned over to the state about $6,000, and the plan of the pharmacy board is to have this money, which comes from the registration law, kept to prosecute druggists who violate the law in regard to selling liquor behind the prescription counter.

"Another thing, the bill provides for the prosecution of druggists in cases of accident caused by careless mistakes made by their unregistered clerks and shop boys."

THANKS FOR A GOOD LAWYER.

Chicago, Jan. 30.—At the last meeting of the Illinois State Board of Pharmacy, upon motion of Mr. Bodemann, the following vote of thanks was tendered to Hon. J. S. Dudley, attorney at law:

"Although Hon. J. S. Dudley, attorney at law, is only retained by this Board in cases where it feels it needs legal assistance, it has had the benefit of his advice at all times when asked for. His interest in our work in the cocaine cases is of the greatest value to us and the Board, and the pharmacists of the State are under great obligations to him for his almost superhuman efforts to make the best out of a weak law, and his constant endeavor to recommend a better and more effective law to cope with this new phase of pharmacy legislation, therefore

"Resolved, That we express to this gentleman our thanks by sending him a copy of this resolution."

BRENDECKE NOT FINED.

Chicago, Jan. 30.—With expressions of regret that necessities of the law made their action imperative, the judges of the Appellate Court to-day reversed the judgment of the Criminal Court holding Adolph C. Brendecke guilty of selling cocaine.

The druggist need not pay the $50 fine inflicted in Judge Tuthill's court several months ago. Trouble arose over the reading of one of the instructions given the jury.

In the instruction no limit of time was put upon the jurors' belief that Brendecke had sold cocaine without a prescription.

SPENCE-McCORD COMBINE ?

Milwaukee, Jan. 28.—Negotiations are now being carried on for the consolidation of the T. H. Spence Drug Co., and the Jas. McCord Drug Co., the two oldest houses in La Crosse. The deal has not been closed, but is in the process of consummation. The new company will be organized and probably managed by T. H. Spence, of the T. H. Spence Drug Co. Being ill at his home, Mr. Spence could not be seen. The trustees of the McCord estate would not deny the story. Details are expected the early part of the week.

"GREEN GOODS" IN DRUGS.

Sheboygan, Wis., Jan. 30.—M. R. Zaegel, druggist of this city, gave the most damaging evidence yet produced in the investigation of the drug cases in Chicago. The United States government is prosecuting the cases on the ground that the mails were used to dispense spurious goods. In the hearing before Court Commissioner Mason of the charges against Edward A. Kuehmsted, Mr. Zaegel produced the following letter:

"Chicago, Ill., My Dear Mr. Zaegel: Although I have been selling bogus phenacetine and a lot of other bogus goods for over three years, I have never had the pleasure of selling you any of them. I should very much like to do so and feel that I can give you satisfaction both in goods and prices. The prices I have made you are, I think, exceptionally low, and I trust they will induce you to give me a trial. Express charges I prepay. Very respectfully,

"EDWARD A. KUEHMSTED."

Mr. Zaegel took the first opportunity to expose the man.

BRANDY OF THE NORTHWEST.

St. Paul, Jan. 30.—A number of druggists in North Dakota are having a long series of evil quarters of an hour with Pure Food Commissioner Ladd. These druggists have been selling a class of blackberry brandy that has re-established Mr. Ladd's choler in business. Samples received by him for analysis indicate that the alleged brandy contains not the slightest trace of the real article. It is a hodgepodge of saccharine, coal tar, dyes, alcohol, water and chemical flavors. The worst part of the business, according to reports received here, is that the stuff is sold on physicians' prescription to sick people who need genuine blackberry brandy. The druggists, happily, are not the ones primarily at fault. They are trying to get back at the manufacturers who sold them the mixture.

IN JAIL FOR SELLING LIQUOR.

Crookston, Minn., Jan. 28.—Dr. B. F. Budworth, of Shelley, has been brought here to serve a thirty day sentence for selling liquor without a license. There were two indictments against him, according to his story, and he paid a fine of $50 on December 2, which he says was to settle everything and he holds a receipt to that effect. When the new county attorney came into office, however, he moved that Budworth be sentenced under another indictment and sentence was pronounced—thirty days in the county jail.

CHICAGO CLUB SMOKER.

Chicago, Jan. 30.—Cards are out for the first annual smoker of the Chicago Social Drug Club. "Business cares" are to be "forgotten," and vaudeville, cigars, and sandwiches are mentioned. On the committee are: Alex. Harris, chairman; Geo. W. Mathison, John F. Matthes, Geo. Wright and Frank L. Gauss.

ANNOYED BY NEW BILLS.

Wisconsin Druggists Begin a Campaign Against Freak Legislation.

Milwaukee, Jan. 30.—The Wisconsin Pharmaceutical Association will not only send a lobby to Madison before the session of the legislature is very old, but it is taking other measures to prevent what is described as unjust legislation. There are this year more than the usual number of bills "regulating" druggists in course of preparation or already introduced in the legislature. Most of them, say the druggists, have no merit and are absolutely ridiculous. While the State Association is anxious for a reasonable pure drug bill to be passed, and is willing that the laws regarding the sale of poisons and liquors shall be made more rigid, it is nevertheless determined that these bills shall be passed upon by competent authorities. There are also some freak bills in prospect that it is deemed wise to check in their incipiency.

John F. Hughes, chairman of the legislative committee, has addressed the following letter to the druggists of Wisconsin

"The State legislature is now in session and important measures concerning the retail drug business are sure to come before that body. There is in the minds of many legislators and the people at large an idea that the drug business is a monopoly that holds people up; that the druggist is a man who in the hour of sickness will exact a pound of flesh from his victim. One of the most difficult things to overcome is prejudice, and it behooves every druggist to start at once a campaign of education. Show that nearly all articles sold in a drug store sell for a similar profit that the shoe or hardware merchant charges. Write to your assemblyman and senator and dispel this prejudice."

MINNESOTA MENTION.

—O. S. Ross, of Minneapolis, has been sued in the United States district court by L. Paulle, a show-case manufacturer, who charges infringement of patent on corner clamps for show-cases.

—Ed. V. Goltz, of St. Paul, ex-president of the Minnesota Drug Clerks' Association, who clerks for H. W. Reitzke & Co., has been made captain of next year's football team of Hamline University, in which institution Mr. Goltz is taking a medical course.

—Some unknown person has ruined a costly thermometer for the A. D. Thompson Drug Company, of Minneapolis, by applying a lighted cigar to the bulk, bursting it. The thermometer was valued at $50 and a liberal reward awaits the person who brings about the arrest and conviction of the perpetrator.

—R. Hoagland has been appointed assistant chemist in the office of the State Dairy and Food Commission, in place of Fred Bedford, who becomes chemist for a large wholesale grocery house in Chicago. Mr. Hoagland has been with the State Agricultural College, at St. Anthony Park.

—The new officers of the Wabasha County Druggists' Association are: Charles Carrells, Wabasha, president; F. W. Kingsley, Mazeppa, vice-president; M. L. Collins, Lake City, secretary; R. C. Steele, Lake City, treasurer.

NEW PH. BOARD DEMANDED.

Colorado Clerks Charge Violations of Registered Pharmacist Law.

Denver, Jan. 27.—There is much opposition to the reappointment of the present Board of Pharmacy. The officers and executive board of the Colorado Drug Clerks' Association are directing their best efforts to secure the removal of A. W. Scott, of Fort Collins, C. H. Wells, of Pueblo and John A. Martin, of Denver. The latter is a member of the association which seeks to compass his removal, and is liked by members of the association, who say they are willing to sacrifice Martin in order to have a new board appointed. Members of the association make a great many charges against Mr. Scott and Mr. Wells, and some of these are included in a circular letter to the governor. Both of the members have been on the board for several terms. Politics has been practically eliminated from the choosing of the board in the past, and they have been allowed to hold their places. Martin is a new member.

The letter prepared by the association will be mailed to all members of the legislature and persons of influence throughout the State. The following is quoted from the letter:

"At this time, when the governor will soon name a new State Board of Pharmacy, we deem it proper to protest against any member of the present State Board of Pharmacy being reappointed. To justify our protest we wish to state that the present members have not fulfilled their duties, having not enforced the law, been too lenient in the marking of examination papers, and in other ways incurred the displeasure of the registered clerks and proprietors whom they are paid to serve.

"We hear of many violations of the pharmacy law, most of which are very rank. One case we have in mind at the present time is a store in Denver which is owned by a man who is not registered in this State nor does he employ a registered clerk."

MR. KUHN TO THE MINES.

Omaha, Jan. 27.—Norman A. Kuhn, after twenty-six years in the drug business, is a proprietor no longer. He has sold his store here at Fifteenth and Douglas streets to Dr. J. B. Whittaker, late of Central City.

Mr. Kuhn leaves in a few weeks for Nevada, where he has had large mining interests for several years, and where he will engage in the mercantile business. His family remains here for the present. In a few years, when he becomes a multimillionaire, Mr. Kuhn intends to return to Omaha and live like one.

Several friends tendered him a farewell dinner at the Calumet, among them being C. R. Sherman, A. B. McConnell, P. B. Myers, L. E. Peyton, C. D. Beaton, J. H. Schmidt, A. C. Adams, Max Becht, H. B. Graham and J. C. Kennard. A number of these druggists had graduated from Mr. Kuhn's.

NORTH DAKOTA EXAMS.

Fargo, N. D., Jan. 26—The State Board of Pharmacy has concluded its winter course of examinations. There were nineteen candidates in the class, six of whom passed as registered pharmacists, and four candidates as assistants, one of the latter a bright young woman in Pembina County.

The next meeting of the board will be held in Fargo, May 23 and 24. Secretary Parker, of Lisbon, announces the list as follows: W. C. Budge, Grand Forks; Alfred J. Young, Oakes; J. L. Chard, Webster, S. D.; S. Leroy Smith, Kenmare; Anton Mickelson, Moorhead, Minn.; R. J. Woods, Minto.

As assistants: O. O. Slind, Sherwood; May E. Camden, Walhalla; J. O. Smith, Omemee; O. H. Johnson, Barton.

REGISTERED IN OKLAHOMA.

Guthrie, Okla., Jan. 26.—At the regular meeting of the Oklahoma Board of Pharmacy, held Jan. 10, the following were registered, upon examination: William A. Albrecht, Foss; G. B. Baker, Perkins; James W. Bissell, Carmen; W. W. Daniels, Seiling; F. H. Hudelson, Thomas; R. H. Hardenbrook, Arapahoe; Paul P. Oliver, McComb; A. J. Varvel, Apache.

Under a recent ruling of the board that graduates of colleges of pharmacy, recognized by the board, should receive certificates of registration, fifteen applications were received and the following were registered: Sam W. Agee, Silver City, N. M.; William M. Andrew, Shawnee, O. T.; Orval J. Cloughly, St. Louis; Jno. Foster, Oklahoma City; D. F. Howell, Philadelphia; W. A. Lamborn, Shawnee; Jno. N. Neeb, Glenwood Springs, Col.; Samuel LeRoy, Baltimore; Robert A. Spahr, Monessen; A. G. Sortore, Walter, O. T.; Charles C. Sacco, Long Branch, N. J.; R. B. Wolgamot, Richwood, Ohio; George O. Weirich, Wellsburg, W. Va.

The next regular meeting was set for April 11, 1905, at Enid. The board adopted the constitution of the National Boards of Pharmacy and made application for membership.

NEW OKLAHOMA ENTERPRISE.

Oklahoma City has a new enterprise and one needed to keep up the reputation of the city as a commercial center. O. C. Bowers & Co. have established a wholesale drug and physicians' supply house on Grand avenue. The nearest physicians supply houses are located at Wichita, Kans., Springfield, Mo., Dallas, Tex., and Denver, Col. Mr. Bower was connected with the Oklahoma Drug Co. for a long time.

BURNED WITH HIS STORE.

Caney, I. T., Jan. 27.—John G. Horner, for two years in the drug business at this place, was burned to death recently in a fire which destroyed his store. He was about sixty-five years of age. His remains were found charred in the building later. He was a native of Virginia and had been in the drug business in Dallas, Waco, Marlin and Merkel. He was express messenger on the Texas and Pacific road from Marshall to El Paso in the '80s.

ALCOHOL FROM SAWDUST.

Orange, Texas, Jan. 27.—A Chicago company proposes to spend $30,000 to $40,000 for a plant to make alcohol, turpentine, etc., from the refuse of the sawmills here and has begun negotiations for a site and supply of material.

CRISIS IN SAN FRANCISCO.

San Francisco, Jan. 26.—Another crisis is at hand in the drug trade in California. The price agreement entered into a year ago by the San Francisco pharmacists, including the Owl Company, expires this month. The question of its renewal hangs in the balance. The agreement drafted last year applied to certain proprietaries which rate slashing had forced some to sell below cost. The agreement was considered the greatest step forward in drug circles here for years. The renewal at present will wait on the action of the Owl Company. If this company is willing to sign, there will be no trouble; if not, the old war will be on again.

TO LIMIT CLERKS' HOURS.

San Francisco, Jan. 26.—A bill has been introduced in the State legislature to regulate the hours of drug clerks. It provides as a measure for the protection of public health, that no person employed in selling drugs or medicines or compounding prescriptions of physicians in any store or establishment where drugs or medicines are sold at retail, shall be so employed for more than ten hours a day.

CALIFORNIA NOTES.

—J. W. Smith, of San Luis Obispo, Cal., is a man of grit. A year ago his drug establishment was burned out. This week he opened a new store on the same site, much larger and more handsomely fitted up.

—A bulky individual entered the Peri Drug Company's store on Seventh street one day this week. He said he felt ill. Julian Waller, the manager, diagnosed his case and prescribed. Then the bulky individual opened his coat, revealing a policeman's star. The next day Waller paid a fine of $100 for practicing medicine without a license.

Mrs. Julia Redington, widow of the founder of the Redington Drug Co., of San Francisco, passed away at her home in Santa Barbara, Cal., this week.

—E. Siordia, a clerk in the Popular Pharmacy, on Dupont street, San Francisco, by mistake sent carbolic acid for a prescription. The acid was given to a Chinese baby, which died instantly. Sciordia has been arrested.

TACOMA STORES COMBINE.

Tacoma, Wash., Jan. 26.—The French Drug Company has been incorporated in Tacoma, with a capital stock of $40,000. The officers and incorporators are Lester U. Saterlee, president; Clyde J. Chamberlain, vice-president and general manager; Thomas V. Tyler, secretary and treasurer; George M. Hellar, of Hellar, Lyon & Co., and H. G. Bartow.

Under this new organization two well-known drug concerns are consolidated, the French Drug Company, and the drug store of Thomas V. Tyler & Co.

DENVER PH. S. ELECTION.

Denver, Jan. 28.—At a meeting of the Denver Pharmaceutical Society, these officers and trustees for the succeeding term were elected: President, F. M. Hall; vice-president, A. G. Clarke; secretary-treasurer, Charles J. Clayton; trustees, G. S. Trowitt, F. J. Lord and F. M. Hall.

OLD SPANISH PATENT LAW.

Havana, Jan. 26.—The old Spanish law requiring the formulas of patent medicines to be given on the label, the renewal of which is now being agitated in Cuba, has been copied from the records for The Era. Following is the translation of the order giving the requirements of the law:

Office of Secretary of Government, Havana, November 12, 1904.

The provisions of regulation dated Feb. 24, 1844, related to proprietary medicines and preparations, and was afterwards modified by Royal Order dated April 3, 1855. This regulation exacted that all preparations of a medicinal nature which were not then on sale or being used for the cure of diseases for which they were recommended, or if in use there was proposed a change in the manner of preparing same which differed from that already known, should be presented to the government in a sufficient quantity to permit of analysis and qualification, the medicines to be accompanied by a sealed document bearing the names of the substances of which the medicine might be composed together with the method of preparing and administering same.

In conformity with the above regulation which is hereby put into force, the secretary of this department has fixed a period of six months from the date hereof in which to allow the owners of such preparations as may be on sale in the drug stores of the island, to comply with the requirements hereof and obtain the necessary authorization. At the expiration of the said period of six months there shall be prohibited the sale of all medicines which shall not have complied with this order to the above effect.

Signed,

BALBINO GONZALES,
Chef of Dept.

DRUGGIST WANTED IN CUBA.

Havana, Jan. 27.—There is a town in Cuba that has no druggist, and this town, Cotorro by name, insists that it shall have one. A number of the residents have addressed a memorial to Provincial Governor Nuñez, calling his attention to the fact that the drug store at that place has no qualified pharmacist.

The townspeople are in daily dread of being poisoned in consequence of some mistake on the part of those managing the drug store, not one of whom is a licensed pharmacist.

From San José comes a similar complaint, with the announcement that a resident of that town was a few days since seriously poisoned as the result of a mistake made by one of the clerks of the drug store there, which, like the one in Cotorro, has no licensed pharmacist at its head.

BLAZES HERE AND THERE.

—At Altamont, Ill., Reis' drug store was destroyed in a general blaze, with a loss of $3,000.

—At Whitney, Tex., the Harris Drug Co. went up in smoke with a large part of the town's business district. The fire was finally checked at the drug store, it being the last to burn. Loss, $9,000; insurance, $5,000

AMONG THE COLLEGES

UNIVERSITY OF MAINE.

Orono, Me., Jan. 27.—The college of pharmacy of the University of Maine offers two courses of instruction, the "pharmacy course" and the "short course in pharmacy." The former extends over four years and leads to the degree of B.S. Thirty credits are required for graduation and the course covers instruction in modern languages, civics, etc. The "short course" corresponds to the usual full course of pharmacy colleges, and extends over two years of nine months each. No opportunity is given for the student to do outside drug store work. Students who satisfactorily complete this course receive the degree of "pharmaceutical chemist." There are now eleven students in this department. Last year the degree was conferred upon six. A prize is offered to the student who attains the highest standing in chemistry in the last year of his course.

Prof. W. F. Jackman, a graduate of the University of Michigan and a pharmacist of much practical experience, is head of the department.

PITTSBURG COLLEGE OF PHARMACY.

Pittsburg, Pa., Jan. 24.—Dr. J. A. Koch, dean of the Pittsburg College of Pharmacy, reports an enrolment of two in the three year course, one hundred and twenty-five in the two year course, and one special student in chemistry.

The senior class has decided to hold its annual reception and dance on the evening of February 8th. The following gentlemen constitute the committee on arrangements, appointed by the president: J. H. Smith, C. E. Shaw and P. W. Hetzel. The officers of the class are: W. R. Smythe, president; P. W. Hetzel, vice-president; J. A. Griffin, treasurer; Miss Grace I. Harper, secretary; C. E. Smith, marshal; C. E. Fawcett, press representative, and C. E. Ertzman, athletic representative.

James W. McAteer, member of the senior class, is ill at his home, with measles.

A. W. Cruikshank has enrolled as a special student in chemistry.

Dr. J. A. Koch, who is president of the Pennsylvania Pharmaceutical Association, spent part of last week at Washington, D. C., in the interest of the proposed amendment to the pharmacy law of Pennsylvania.

Students of the senior section in pharmaceutical laboratory are now doing work on the assay of crude drugs and volumetric analysis.

OMAHA COLLEGE OF PHARMACY.

Omaha, Jan. 26.—The Pharmaceutical Association conducted by the students of the Omaha C. P., held its regular meeting January 13, and discussed "First Aid to the Injured." Much benefit is derived from these discussions.

The Nebraska Board of Examiners in Pharmacy will meet at Lincoln, February 8. A special railroad fare will be given to the students who wish to take advantage of the examination.

The college has purchased a new piano. We have several vocal soloists and a quartette and orchestra have been organized. John Motl is the leading violinist.

The seniors have recently been photographed and now seem to realize that disbandment is not far off. The juniors also long to be out into the world with them, forgetting that college days are the happiest days in our lives.

C. E. Hopping, ex-president of the Nebraska Pharmaceutical Association, called at the college January 16, and gave the students a short talk. He pointed out how advancement in pharmacy might be made.

The junior class has completed inorganic chemistry, and is now making good headway in materia medica. The boys will finish the work in qualitative analytical chemistry in a few days. They will then take up quantitative analysis.

Professor Thorp has just recovered from a severe cold.

For the first time since coming back to work after holiday vacation, the students have just begun to dispense with their long faces. Leaving a sweetheart along with the thought of starting in for eight months, "including the summer, too," is enough to give a fellow that hungry look.

Mr. Pohl has been absent for about ten days. Presumably he has been suffering from indigestion contracted during the holidays.

The spring term opens February 28. The prospect is good for a large class to enter at that time.

SOUTHERN COLLEGE OF PHARMACY.

Atlanta, Jan. 25.—An interesting feature of the meeting of the Association of the Southern College of Pharmacy, held January 19, was the reading of the papers, "The Future of Women in Pharmacy," by Miss Olive Lang, and "The Relation of the Druggist to the General Public," by H. V. Leawright. The discussion of the latter subject hinged mainly on the question of counter-prescribing and cold cures. The attitude of the association is decidedly against both.

The Southern C. P., though in its second year, has all of the energy natural to a young institution. The college has two departments new to pharmaceutical schools —a department of commercial pharmacy, and one of pharmaceutical jurisprudence.

VANDERBILT UNIVERSITY.

Nashville, Tenn., Jan. 16.—Members of the senior and junior classes of the department of pharmacy, Vanderbilt University, were entertained at the home of Dr. and Mrs. Ruddiman, Thursday evening, December 29. Numerous games and guessing contests contributed to the evening's pleasure.

Thirteen seniors and twenty-three juniors are enrolled in the department, nine States being represented. Both classes maintain organizations, the officers of the senior class being P. D. Whetstone, president; H. A. Buchi, vice-president; J. E. McSwain, secretary, and J. C. Ware, treasurer. Juniors—S. B. Latimer, president; H. P. Mathis, vice-president; R. M. Oglesby, secretary, and H. H. Bradford,

treasurer. The juniors have completed their work on anatomy, having taken their final examinations on the subject January 7. On February 1 they will begin microscopical work which will continue during the second term.

NORTH DAKOTA AGRICULTURAL COLLEGE.

The increase of students in the department of pharmacy of the North Dakota Agricultural College has been very large this term. This is partly due to the short course in pharmacy, materia medica and chemistry offered to those intending to take the board of pharmacy examination and also to the practical work which cannot be learned in a drug store.

There are several cases of sickness in this department, the mumps being responsible for most of them.

The N. D. A. C. Pharmaceutical Association has changed its time of meeting to once in two weeks, on account of the inability of some of the members to attend the meetings formerly held each week. Some of the leading druggists of Fargo have promised to speak before the association in the near future. The present officers are: Roy Cook, president; V. Aiken, secretary; F. Sears, master of programme.

The members of the advanced class in laboratory work are busy compounding difficult prescriptions taken from actual drug store files. The juniors are at work on the preparations of the U. S. P.

The department is endeavoring to establish a bureau of employment for drug gists. Numerous requests are received for men to fill positions and also from men asking for positions. Those in charge of the proposed bureau will do all in their power to help applicants.

UNIVERSITY OF WASHINGTON.

Seattle, Wash., Jan. 19.—The pharmacy class of the University of Washington has this year revived the class "Pharmaceutical Society." It is an important factor in class work.

The young men of the class recently gave a very unique spread and dance in one of the laboratories which, for the occasion, had been decorated in class colors and everything symbolical of a drug store. The lunch was served in various kinds of laboratory apparatus and was very much enjoyed. The latter part of the evening was given over to dancing and games.

As an incentive to good work, T. W. Lough, of the Washington Board of Pharmacy, has offered a gold medal to the member of the junior class who shall attain the highest all-round scholarship. The judges are to be the professors in charge of the class.

Roy Nelson, of the four-year class, has left school and taken charge of a store he purchased at Prosser, Washington.

Mr. Newton, of the U. S. Assay Office, and Mr. Bogardus, manufacturing chemist, gave interesting talks on their special lines of work before the chemical club.

It was 2 a. m. A solitary pedestrian approached a sleepy policeman.

"Since when did those two drug stores keep open all night?"

"Ain't. One is waitin' for t'other to close first," summed up the cop.

AMONG THE BOWLERS

MAKE SEASON RECORD.

A new record for the season was made by Roessler & Hasslacher, at the bowling of the Wholesale Drug League, on Monday. By doing some consistent bowling the team managed to roll up a total of 948 pins. The lowest individual score was 172 and only one "200" score, Bode, 225, was made. Other high rollers during the evening were Hamann, R. & H., 200, and Merrill, L. & K., 212. The results:

Roessler & Hasslacher	948
Merck & Co.	772
Roessler & Hasslacher	702
Bruen & Ritchey	753
Bruen & Ritchey	688
Lanman & Kemp	745
Lanman & Kemp	846
Merck & Co.	648
Roessler & Hasslacher	846
Lanman & Kemp	816
Bruen & Ritchey	681
Merck & Co.	655

DR. DOHME DROPS OUT.

Baltimore, Jan. 28.—This has been an active week for the bowlers. Sharp & Dohme set a stiff pace, making scores of 818, 905 and 880 last Tuesday night, at the Diamond, while the individual showing was hardly less impressive. Armour, of McCormick & Co., rolled up a high score of 225 pins, while Brauer, of James Baily & Son, went him one better, his total being 226. Byer, of the Baily team, is credited with a high score of 208. The games this week resulted as follows:

Davis & Davis	751	753	799
Armstrong Cork Co.	661	561	693
Sharp & Dohme	818	905	880
Calvert Co.	547	544	499
James Baily & Son	746	809	860
McCormick & Co.	837	837	763

The standing of the teams:

	Won.	Lost.	P. C.
James Baily & Son	35	10	.778
McCormick & Co.	34	14	.708
Davis & Davis	25	17	.595
Sharp & Dohme	25	20	.556
Armstrong Cork Co.	9	33	.214
Calvert Drug Co.	7	41	.142

Nearly all the teams have from five to seven or eight postponed games to bowl, which may alter their positions somewhat. Several of the teams also underwent a partial reorganization during the week. Dr. A. R. L. Dohme dropped out of the Sharp & Dohme quintet, and Kornmann assumed charge as captain. Dr. Dohme's withdrawal is also responsible indirectly for Andrew Baumgartner returning to the club. He becomes captain of the Armstrong Cork Co.

NEW RECORD IN DETROIT.

Detroit, Jan. 31.—At the last meeting of the Drug League, Almendinger, of the Michigan Drug Co., established a new high score for the season of 242 in one game. The record previous to this was held by J. Smith, of Parke, Davis, No. 1, 236. Weiber, of the Ingram team, averaged 198 for three games. Others who bowled over 200 were Stewart, of P., D., No. 2, 210; Hedges, of Michigan Drug, 221; and Heck, of the same team, 201. The scores:

Parke, Davis, No. 1	844	830	807
Stearns & Co.	706	889	792
Parke, Davis, No. 2	814	820	779
Ingram & Co.	773	748	855
Michigan Drug Co.	846	862	976
Nelson-Baker Co.	829	812	751

In the Parke, Davis & Co. Interdepartmental League, the Scientifics have slightly increased their lead over the Chemicals. The best work of the series was done by the Pharmaceuticals, who knocked down 2,389 pins in the three games. Snyder, 202; Wright, 203; Stewart, 208, and Phelps, 201, were the high bowlers. The results:

Scientifics	779	784	809
Pharmaceuticals	741	836	812
Chemicals	831	729	762
General Business	786	710	704
Mechanicals	821	712	680
Publication	792	820	745

CAPSULES MAY QUIT.

St. Paul, Minn., Jan. 28.—In the games of the Minnesota Drug Clerk's League, January 26, the Tablets won the first and second games easily, but the Pills played strong in the third, and owing to the high scores of Bodsgaard and Pincell, 200 and 178, respectively, were able to pull out first. Score:

Tablets	816	758	746
Lillas	—	—	188
Pills	686	721	793
Bodsgaard	—	—	200

The Capsules did not take part. They are badly disorganized and probably will bowl no more.

At the meet of the Retail Druggists' League, January 27, the Mortars took all three of the three games. Score

Mortars	792	757	776
Allen	—	—	216
Pestles	646	708	700
Jelinek	—	—	175
Spatulas	667	666	682
Everett	—	—	180

HIGH HONORS IN SPAIN.

When a pharmacist lives in Spain he may rise to high Castilian titles. There is one, the Doctor Don Gabriel A. Romero Lauda, professor in Madrid, who has just been named knight of the civil order of Alfonso XII. Another, an eminent botanist and pharmacist of Aragon, Don Jose Pando Sastron, has been distinguished with the "decoration in ordinary" of the same civil order. He may be made a knight later, but until then the doctor above mentioned can precede him into dinner. However, such honors are valued over there. For instance, the Restaurador Farmaceutico says: "It is a distinction for which we send him our sincere compliments, hoping that such may not be the only rewards, since there are already many pharmacists who in honoring their profession enoble their country."

"Conjugate the verb substitute," ordered the teacher. Willie was strong on past tense, but would not deal with present or future. His lexicon of youth had no such words as "I will substitute," for papa had taught him differently.

"IT TELLS YOU HOW"

THE ERA FORMULARY

CONTAINS OVER **5,000** FORMULAS.

For Household and Domestic Use
1,267
Formulas.

The Drug Store Laboratory is the best paying department of a Retail Drug Store.

For Perfumes and Toilet Preparations
1,013
...Formulas...

Increased profits are made when you manufacture your own goods.

For the Soda Fountain
168
Formulas.

When you sell your own preparations you extend your own business.

For Paints, Varnishes and Stains
212
Formulas.

For Veterinary Preparations
456
Formulas.

For the Drug Store
1,217
...Formulas...

Sample sheets will be sent on application showing the scope and character of the book.

FOR
Technical Methods
AND
Industrial Processes
389 Formulas.

Sent anywhere in the United States, postpaid, on receipt of $5.00.

D. O. HAYNES & CO., Publishers,
90 William Street, - - - NEW YORK, U. S. A.
(S. P. 5)

ENDERMOL

NEUTRAL, BLAND, ODORLESS
STABLE, MOLLIENT, PENETRATING

MAKES

Smooth Ointments With All Drugs

1-lb. Tins - - 50c. per lb.
5-lb. Tins - - 45c. per lb.

Send for Literature

SCHERING & GLATZ
NEW YORK

Prompt Action

to grasp a business opportunity is one of the secrets of success.

To keep your finger on the public pulse enables you to *anticipate* the opportunity, and score one ahead of your competitor.

The rigors of winter make a growing demand for

Humphrey's Specifics

and an order for one of our CABINETS will be your best play.

Our 1905 offer tells why—write for it.

HUMPHREY'S MEDICINE COMPANY
Cor. William and John Streets, - NEW YORK

5,000 Candle Power Vapor Lighting System makes illuminating gas at **12 to 15 cents per thousand cubic feet.** It will pay for itself in four months. Will cost you nothing to try it. We will give to any responsible party **twelve month's time** to pay for the plant. Sold on approval, **guaranteed for five years.**

We are not imitators, but the **originators** and manufacturers of the wonderful vapor lighting systems. Write us for a catalogue.

The New White Light Gas Company
312 West Madison Street (Incorporated) CHICAGO, ILL.

National Licorice Co.

SOLE MANUFACTURER OF THE FOLLOWING CELEBRATED
LICORICE SPECIALTIES

Y. & S. SCUDDER AND M. & R. STICK LICORICE

ACME LICORICE PELLETS

M. & R. WAFERS IN 5c. BAGS

LICORICE LOZENGES IN 5lb. DECORATED TINS (glass fronts), Etc., Etc.

SPANISH AND GREEK POWDERED LICORICE EXTRACT AND LICORICE ROOT
In convenient packages for the Drug Trade

For Sale by the Wholesale Trade in all Cities

Advertising Matter Furnished for Making Counter and Window Displays in Retail Drug Stores.

ADDRESS
106 John Street, BROOKLYN, N. Y.

In Your Prescription Department

You occasionally want information regarding doses, solubilities, incompatibles, the metric system, etc., which it is not convenient to look up in reference works. All this information, compiled from standard works, is contained in

THE ERA DOSE BOOK,

and you should have a copy on your prescription desk.

PRICE 50 CENTS, POSTPAID.

D. O. HAYNES & CO., Publishers, New York

TRADE SECTION

SHIPS DRUGS.

OUR LAWS DISREGARDED.

Medicine Chests Notoriously Inadequate to Needs.

AMERICAN SAILOR THE MOST MISUSED SEAMAN AFLOAT AS REGARDS MEDICAL CARE. — THE MARINE HOSPITAL CORPS RECEIVES BURDEN THAT MIGHT FALL UPON MASTERS AND OWNERS.—BRITISH REGULATIONS PUT OUR OWN TO SHAME.

The federal law requires all passenger-carrying vessels flying the American flag to provide medical attendants, even though any one voyage may never exceed ten days. No such provision is made with regard to shipping classified as purely freight-carrying. There are laws intended to see to the succor of the seaman of freighters in time of sickness or injury, but even these—few and inadequate and primitive as they are—are yet obeyed not even in the letter.

Conditions as revealed by investigations, show that Uncle Sam's freighters, tramp steamers and coasting scooners are illy provided with even the necessary medical stores. It is, of course, not practicable to have a medical officer aboard each freighter, but it is possible to have a sufficient store of supplies, so that the navigating head can deal intelligently with disease among his men.

In foreign trade, according to the report of the Commissioner of Navigation, 1,134 vessels are engaged with an aggregate tonnage of 879,264. Of these 348 are steamers, the balance sailing vessels. The coastwise trade numbers 21,746 vessels with a tonnage of 5,141,037, with 7,697 steam vessels. These figures are for vessels regularly engaged in foreign and domestic trade, but there were 24,425 vessels, aggregating a tonnage of 6,087,347 documented under United States papers, inclusive of the 1,134 given above. It is estimated that $215,069,296 represents the total value of floating property under our flag. Examination of the gross tonnage of the merchant navies of the world shows that in 1850 the British had 4,222,962 as against the American tonnage 3,485,266. In 1903 America has 6,087,347 while Great Britain has 16,006,374. Germany was third in that year with 3,283,247 tons, which is about half that of the American merchant marine of to-day. In 1870 American tonnage was 4,194,740, the German 982,355, or about one-quarter of that amount.

These facts are necessary to a thorough understanding of the situation. It is not claimed that the disregard of the health of our seamen is responsible for our loss of maritime supremacy, but it is worthy of note that Great Britain with her magnificent showing of gross tonnage has made laws, and caused them rigidly to be enforced, looking to the care of her sailormen.

THE BRITISH LAW.

The "Merchant Shipping Act, 1894," in sanctioning the official "Ship Captain's Medical Guide," says "the Board of Trade shall issue scales of medicine and medical stores suitable for different classes of ships and voyages and shall also prepare or sanction books containing instructions for dispensing the same. The owner of every ship navigating between the United Kingdom and any place out of the same shall provide and cause to be kept on board a supply of medicine and medical stores according to the scale appropriate to the ship, and also one of the said books."

Besides bandages, a clinical thermometer and minor surgical appliances, the act goes on to state that certain quantities of various listed drugs shall be carried. The scale given below is for a crew of ten or under. Increases over that number are met by doubling the first quantity for each ten men or boys, and is intended for a year's voyage.

"Alum, 2 ounces; aromatic spirit of ammonia, 4 ounces; balsam of copaiba, 4 ounces; potassium bicarbonate, 4 ounces; black draught, 2 pints; black wash, 1 pint; blistering fluid, 1 ounce; ammonium bromide, 2 ounces; calomel, 1 ounce; camphor, 2 ounces; carbolic acid, 95 per cent., 4 ounces; carbolic or other approved disinfectant, 1 gallon; carron oil, 1 pint; castor oil, 2 pounds; caustic, half ounce; compound tincture of chloroform and morphine (instead of chlorodyne), 1 ounce; creosote, half ounce; crimson fluid (liq. pot. permang.), ½ pint; elixir vitriol, 2 ounces; Epsom salts, 3 pounds; essences of ginger and peppermint, each an ounce; Friar's balsam, 4 ounces; Goulard's extract, 1 ounce; potassium iodide, 2 ounces; iodine solution, 1 ounce; iodoform, 6 drams; laudanum, 4 ounces, linseed meal, 7 pounds; mustard leaves, in tins, 12; saltpeter, 4 ounces; olive oil, 4 ounces; linimentum opii, 6 ounces; paregoric, 4 ounces; blue pills, 4 dozen; cough pills, 4 dozen; opium pills, 2 dozen; purging pills (colocynth compound), 2 dozen; Dover's powder and ipecac, each an ounce; quinine (trebled on tropical voyage), 1 ounce; soda salicylate, 4 ounces; spirit of chloroform, 4 ounces; zinc sulphate, 1 ounce; sulphur, 1 pound; sweet spirits of nitre, 6 ounces; tartaric acid, 4 ounces; tincture of steel (tinct. ferri. perchlor.), 4 ounces; turpentine liniment, 8 ounces, witch hazel, 1 ounce, and ointments of boric acid, galls and opium, mercury, sulphur, white precipitate and vaseline, from four ounces to a pound of each."

There is a separate schedule for voyages of less than five days from port to port. A pair of scales, the weights marked in grains, is also required.

CHESTS INSPECTED.

Medical inspectors from the Board of Trade have the authority to inspect these stores and are held responsible for the quality as well as the quantity of the drugs aboard. The inspectors can prevent a vessel from clearing port until she is properly stocked and the burden of proof rests with the owner or captain. Fines are provided and imposed for violations and ships are required to replenish their stock of drugs wherever they may happen to be after a long trip. Thus, New York gets some of the trade. Altogether it is a worthy exposition of what governmental supervision can do.

In America it is different. Were it not for the United States Marine Hospital service, acknowledged to be the most perfect organization of its kind, American seamen would be, indeed, in a bad way.

The treatment afforded seamen by this service is, at the most, temporary, though established hospitals, one at Stapleton, S. I., others on the Great Lakes, receive serious cases. This treatment is free only to seamen enroled under the American flag, though foreigners are accepted under certain restrictions. The service was established by act of Congress approved July 16, 1798. A tax of twenty cents a month was imposed on every seaman employed on vessels of the United States engaged in foreign or coasting trade. On June 29, 1870, this tax was increased to forty cents a month, which rate prevailed until 1884, when the tax was abolished and the tonnage tax made available for the ordinary expenses of the service. The tonnage tax virtually makes "the foreigner pay the freight," as it is levied on vessels which trade with us. The service is under the direct control of the Supervising Surgeon General, Dr. Walter Wyman, who is responsible to the Treasury Department of the United States.

THE SERVICE LIMITED.

All American seamen are entitled to and receive treatment when in port, but unfortunately that is as far as the service can go. Seamen are supposedly healthy when shipped. They should be passed by a surgeon. But once afloat, where is the Marine Hospital Service? It is vested temporarily in the captain, and for weeks, yes, months, perhaps, the seaman who is ill or injured looks to his commanding officer for relief. True, the Marine Hospital Service issues the "Handbook for the Ship's Medicine Chest." It contains a list of drugs which should be carried by each vessel, and gives easily understood directions for bandaging, dieting and the proper administration of medicines. But what good is the book without the stores?

The regulations say "a sufficient quantity of medical stores shall be carried," but no stated list is made obligatory. And if it were obligatory, who would enforce it?

The list advised is as follows: Carbolic acid, nitric acid, argonin, beef extract, bismuth subcarbonate, black wash, borax, blotting paper, calomel, carbolic soap, castor oil, collodion, Epsom salts, ipecac, ground flaxseed, glycerin, linseed

oil, iodoform, mustard, olive oil, zinc oxide, and its ointment, potassium citrate, Rochelle salts, Seidlitz powders, sulphur and its ointment, vaseline, vichy salts, zinc sulphate and acetate.

Seventeen kinds of pills are recommended, including blue mass, calomel, cathartic, mercurous iodide, ¼-grain, copaiba mass, 3-grain, morphine sulphate, one-sixth-grain, iron quinine and strychnine, and quinine sulphate in 2 and 5-grain pills.

Seventeen different compressed tablets, including phenacetine, Brown mixture, potassium bromide, chlorate and iodide, calomel and soda, and Dover's powder are listed.

Tinctures of arnica, benzoin, capsicum, iron, ginger, iodine, kino, myrrh, opium and paregoric are also given, and hard filled copaiba capsules, etc., are urged as substitutes for nauseous mixtures of the same.

NO PAY FOR INSPECTOR.

Questioned on the regulations, a prominent druggist said: "The position of drug inspector was, I believe, created, but no appropriation was made for him. The inspector has never materialized." This druggist further said that he has known (in fact, it is a common thing) a ship to leave port with uninspected, worthless stores, which are worse than the proverbial "pound of salts and quart of castor oil" carried by others. One ship with a crew of forty-one, he stated, had aboard three pounds of Epsom salts and two pounds of castor oil. This was for a three months' journey. Of course, the regulations provide lime-juice and other anti-scorbutics. This is a part of the mess. Yet most deep-sea American vessels do not carry lime-juice at all. Their contempt for it is such that they have dubbed British sailing vessels, "lime-juicers."

New York, reached by most merchantmen carrying our flag, is a big clearing port. The supplying of drugs to ships, although so important a trade, is little understood except by men who make it almost exclusively a business. And these men know only too well that the quantity and quality of drugs carried by American vessels are a disgrace to our flag. Such conditions would hardly be tolerated in the merchant marine of any other foreign power, however small. The shipping druggists' trade comes from English, German, Dutch and other foreign vessels. The druggists must understand the various languages, familiarize themselves with various official drug standards, and ever push for business along with the chronometer man, the ship chandler, the clothing sharks, and the scores of other commercial people, all eager for the captain's favor, as he steps from the gig or leaves his ship at its pier. The druggist is a minor consideration. Many of the New York druggists' supply houses are members of the maritime exchange and receive due notice of the approach of the vessels with which they may do business. A representative, along with the health officer of the port and other landsmen-merchants, climbs aboard a tug and hustles for orders. A fare of $1 is charged on these tugs and there is an intense business rivalry, where ethics have no part, subdued as they are by fierce gales and grasping captains.

"SALTS, OIL AND STEEL."

Doctors who make a business of caring for the crews of vessels at a scheduled rate per ship state that aboard ship they couldn't find even the simplest kinds of medicine. Tincture of steel, Epsom salt and castor oil frequently appeared to be all that was carried. Permanganate of potash, the basis of the British crimson fluid, is usually found, because it is used to purify drinking water. The sailorman himself has often his private medicine chest and some patent pill which he swears by. He is protecting himself as best he knows. Surely something can be done to remedy this state of affairs. American seamen must have drugs at hand. There is no excuse for the owners or the captains. The Marine Hospital Service stands ready to help the ill when ashore and to remedy conditions arising afloat. The simple remedies advised by the book previously quoted, if stocked and administered with any degree of intelligence, would do much to make the seaman sober and self-respecting. "Booze" is his remedy frequently, because other medicines are not provided, and the fact that the service is as healthy as it is, is due, not because of treatment received, but in spite of it.

ADVERTISING COMMENTARY.

Premium and souvenir ideas are frequently very useful in attracting trade. They lose their effect, however, if overdone, if not properly advertised, or if the premiums themselves possess little intrinsic value. Here are some suggestions for premiums which have already been successfully used by various concerns:

Give a panoramic view picture of your city or town with every dollar's worth of goods sold. Souvenir postal cards with local scenes are of similar value.

If interest in the local high school runs high, offer a prize for the best essay on a certain article which is in your stock, say, the virtues of an "own-make" cold cream.

A fortune teller was engaged by one store, and all purchasers of at least a dollar's worth of goods could have their palms read free.

OTHER SCHEMES.

Offer a handsome premium for the customer bringing in the largest number of coupons cut from your advertisements in the local papers. Mark all your advertising plainly with such a coupon which can easily be clipped out. Or make 100 coupons equal a sum of money in extra trade to all customers buying more than a specified amount in a month.

A firm recently obtained good results by offering a prize for the customer who guessed nearest to the number of replies from a certain advertisement. This method centers attention and interest on your advertising.

If your store has a general name, such as "The Peoples' Drug Company," or if your own personal name is the title and it is long enough, a good scheme is to give with each purchase made a slip containing one of the letters of the alphabet. When any purchaser has enough of the right letters on alphabet slips to spell your store name, redeem the slips with a present.

SOME MORE APHORISMS.

In connection with advertising on lines similar to those suggested in The Era of January 12, a few aphorisms recently published may serve to suggest others, therefore they are given:

"No success is secure; no failure final.

"If you want to know how to do anything, ask him who cannot do it himself.

"For every sucker who is born every minute there are two sharks waiting.

"To avoid making enemies, don't get the better of anyone."

MONTHLY CALENDARS.

Many large firms issue calendars each month instead of simply one for the whole year. The idea is growing in favor because it insures the firm's representation by a perfectly clean, attractive advertising medium. Of course, the expense is greater, but the design could be very simple or well chosen styles of type simply would serve satisfactorily. Yearly calendars are apt to become soiled, torn, or dingy before the twelve months are up and in that condition they are hardly attractive representatives. A simple monotone style of printing is very effective for a monthly calendar.

THE POWER OF SUGGESTION.

An accommodating druggist in Hartford, Mich., has something coming from a well-known farmer living in that neck o' woods. The farmer stepped into the store recently and asked the use of the druggist's desk to write a letter. Of course, the privilege was granted and the tiller of the soil started in laboriously. He soon glanced up from his tablet, however, and remarked:

"I can't see a thing back here; ain't you got a pair of glasses that'll fit me?"

"Guess so," the genial proprietor replied, and he took a pair from the case, and walking to the desk, placed them over the farmer's eyes.

The visitor finished his letter and arose.

"Got through?" inquired the druggist.

"Yep," he replied.

"See any better?"

"Yes; them specks are tip top."

Then the druggist stepped up and stuck his fingers through the supposed glasses. He had given him an empty pair of bows.

CHEMICAL PRODUCTS CO. STARTS.

Announcement has just been made that the Chemical Products Co., of Detroit, has been organized for the purpose of introducing Sulfodine and its derived products. Mr. A. M. Campau is general manager of the company. Sulfodine is a loose chemical compound, derived from thymol, by converting the thymol into a mercaptan, condensing two molecules of this mercaptan and substituting part of the hydrogen present in the SH group, with iodine. It is a very fine buff-colored powder, and contains 13 per cent. sulphur and 27 per cent. iodine.

A SYLLOGISM.

Various New York daily papers publish alleged cuttings from the columns of contemporary rural papers. Here is a sample from a Missouri paper:

"At last a drug store has been started in our town. 'Sid' Herring is the genial proprietor, and everybody remembers 'Sid' as a boy. Success to you, 'Sid.'

"Judge Hain, one of the oldest inhabitants of ——, died yesterday, after a short illness. We mourn our loss,—" etc.

GOLDEN SEAL'S SCARCITY.

Systematic Cultivation of the Plant Becomes Necessary.

SUCCESSFUL PROPAGATION POSSIBLE ACCORDING TO DEPARTMENT OF AGRICULTURE. — BEST METHODS. — MONETARY RETURNS. — SOME FACTS ABOUT THE PLANT.

The scarcity of golden seal root is growing acute. The jobbing price has already risen to about $2 per pound and will probably rise further. The causes of the gradual extermination of this useful indigenous drug were fully discussed in The Era for January 5. They may be summed as the results of the march of civiliza-

GOLDEN SEAL, FLOWERING PLANT.

tion, the enormous yearly increase in demand, and the destruction of the sources of future supply by wasteful methods of gathering.

The Department of Agriculture recognized this threatened extermination of a useful medicinal plant as early as 1899. It has just issued, through the Bureau of Plant Industry, a bulletin devoted to golden seal and its cultivation. In this is the following: "The demand for the root appears to be increasing, and the time seems to be not far distant when this plant will have become practically exterminated so far as the drug supply is concerned. The cultivation of golden seal seems now to have become a necessity in order to meet the demand and save the plant from extincton." There are now several commercial growers of the root.

THE HISTORY OF THE PLANT.

The Indians understood the virtues of golden seal and imparted the information to the white settlers that its juce was good as a dye or as a medicinal remedy for sore eyes. In Ohio and Kentucky the pioneers used the root extensively for the latter complaint, and Lewis and Clark secured it as a specimen for their herbarium collection on their famous expedition in 1804. Captain Lewis described it as "a sovereign remedy for sore eyes." But no great demand for the drug existed until it was extensively prescribed by physicians of the eclectic school which arose about 1847. In 1860 the root was made official in the United States Pharmacopœia.

Ohio, Indiana, Kentucky and West Virginia produce the most golden seal, but it is native from southern New York to Minnesota and western Ontario, and as far south as Georgia. It is now becoming scarce throughout its range. Golden seal occurs in patches in high open woods where there is plenty of leaf mold, and usually on hillsides or bluffs affording natural drainage, but it is not found in very moist or swampy situations, in prairie land or in sterile soil.

DESCRIPTION OF THE PLANT.

The Department of Agriculture gives the following information concerning the plant itself:

Golden seal (*Hydrastis canadensis* L.) belongs to the same family as the buttercup, namely, the crowfoot family (Ranunculaceæ). It is a perennial plant, and the thick yellow rootstock sends up an erect, hairy stem about a foot in height, around the base of which are two or three yellowish scales. The stems as they emerge from the ground are bent over, the tops still remaining under ground, and sometimes the stems show some distance above the surface before the tops are brought out from the soil. The yellow color of the roots and scales extends partly up the stem so far as it is covered by soil, while the portion of the stem above ground has a purplish color. Golden seal has only two leaves (rarely three), the stem bearing these seeming to fork at the top, one branch supporting a large leaf and the other a smaller one and a flower. Occasionally there is a third leaf, much smaller than the other two and stemless. The leaves are prominently veined on the lower surface, and are palmately 5 to 9 lobed, the lobes broad, acute, sharply and unequally toothed. The leaves are only partially developed at flowerng time and are very much wrinkled, but they continue to expand until they are from six to eight inches in diameter, becoming thinner in texture and smoother. The upper leaf subtends or incloses the flower bud.

Early in spring, about April or May, the flower appears, but few ever see it, as it lasts only five or six days. It is greenish-white, less than half an inch in diameter, and has no petals, but instead three small petal-like sepals, which fall away as soon as the flower expands, leaving only the stamens—as many as forty or fifty—in the center of which are about a dozen pistils, which finally develop into a round, fleshy, berry-like head. The fruit ripens in July or August, turning a bright red and resembling a large raspberry, whence the common name *ground raspberry* is derived. Each fruit contains from ten to twenty small, black, shining, hard seeds.

If the season has been moist, the plant sometimes persists to the beginning of winter, but if it has been a dry season it dies down soon after the fruit is ripe, so that by the end of September no trace of the plant remains above ground. In a patch of golden seal there are always many steril stems, simple and erect, bearing a solitary leaf at the apex, but no flower."

COLLECTION AND PREPARATION.

The root or rhizome is the part of the plant employed in medicine. It contains an ill smelling yellow liquid, and measures, when dry, one or two inches in length and from one-eighth to one-third of an inch in diameter. It possesses "an exceedingly bitter taste and a persistent acridity, which causes an abundant flow of saliva when the rhizome is chewed. The most important constituents of the rhizome are the three alkaloids—hydrastin, berberin, and canadin," of which the first is of most medicinal use, especially in treatment of the mucous membranes and glandular system.

"The root should be collected in autumn after the plants have matured seed," says the report of the Department of Agriculture. "Spring-dug root shrinks far more in drying and always commands a lower price than the fall-dug root. After the roots are removed from the earth they should be carefully freed from soil and

THE FRUITING PLANT.

all foreign particles. They should then be sorted, and small, undeveloped roots and broken pieces may be laid aside for replanting. After the roots have been cleaned and sorted they are ready to be dried or cured. Great care and judgment are necessary in drying the roots. It is absolutely necessary that they should be perfectly dry before packing and storing, as the presence of moisture induces the development of molds and mildews, and, of course, renders them worthless. The roots are dried by exposure to the air, being spread out in thin layers on drying frames or upon a large, clean, dry floor. They should be turned several times during the day, repeating this day after day until the roots are thoroughly dried. If dried out of doors they should be placed under cover upon indication of rain and at night, so that they may not be injured by dew. After the roots are thoroughly dried they may be packed as tightly as possible in dry sacks or barrels, and they are then ready for shipment."

CULTIVATION METHOD.

For cultivation obtain a soil as nearly as possible like the soil of a deciduous forest. It should contain much humus, the best form of which seems to be leaf mold. After planting, it is well to add a mulch in the fall. Thorough drainage is absolutely necessary. The soil should be prepared to a depth of six or eight inches. Artificial shade is essential for the growing

plant. The method used by the department to secure this is thus described: "That used in connection with the experiments of the department was made of ordinary pine plastering lath nailed to a suitable frame elevated on posts. The posts were of cedar 8½ feet long, set 2½ feet in the ground in rows 11 feet apart, and 16 feet distant from each other in the rows. Supports 2 by 4 inches were set on cedar blocks 2 feet long sunk below the soil surface in the middle of the 16-foot spaces. Pine pieces 2 by 4 inches were nailed edgewise to the tops of the posts and supports. The posts were notched to receive the 2 by 4 inch sticks. Pieces 2 by 4 inches were nailed across these at intervals of 4 feet. The laths were nailed to these, leaving spaces about an inch wide." The lumber will cost about $500 to $700 per acre.

The care of the plants is not arduous. The chief need is the removal of weeds. The general treatment is similar to that used for ginseng. Beds are not absolutely necessary. If they are not used, plant in rows one foot apart and six inches apart in the rows. If beds are preferred, make them four to eight feet wide with two-foot walks between.

PROPAGATION.

There are three methods of progagation of golden seal, by seed, by division of rhizomes, and by means of small plants formed on the stronger fibrous roots. The second method is the best and so far the department has been largely unsuccessful with the other two. The course of the experiment with the divided rhizomes is thus described by the department:

"In the spring of 1902, forty plants were secured and planted under a shade of a temporary character, but the season was too far advanced to permit of much growth during that year. In 1903, proper shade was supplied, all other conditons were better, and the plants made a good growth. The crop was dug about the middle of November, 1903; the roots were weighed and divided. They were again planted, and in May, 1904, there were found to be 150 strong plants and a few smaller ones as a result of this division, an increase of 275 per cent. This method of propagation seems to be the most important and the other two of secondary importance. The processes are simple and no skill is needed. The plant dies down in late summer and the stem decays, leaving a scar in its place on the rhizome. Two or more buds are formed on the sides of the rhizome and these accumulate energy for growth the following spring. If the root is cut into as many pieces as there are buds, giving each plant a portion of the rhizome, some fibrous roots, and one or more buds, the number of the plants can be doubled. The roots are planted and mulched and the process is complete. The rains pack the soil around the roots and they are ready to grow when spring comes. The process may be repeated every year and the number of roots increased indefinitely."

YIELD OBTAINED.

The yield obtained by the department was four pounds of green roots to an eighth of a square rod of soil, or 5,120 pounds per acre. After drying the roots, an acre on this basis should return about 1,500 pounds. Considering that the conditions surrounding the department's experiment were not very good, the result was highly encouraging.

Concerning the number of years necessary to produce the largest crop, the department finds that the roots begin to decay after the fourth year and the central and largest part of the root decays at the oldest scar, leaving two or more plants in place of the old one. Do not grow a plant more than three years. For propagation alone, one year gives good results, while for maintaining a constant area and producing a crop, two or three years will give best results.

The grower of golden seal for the commercial market should study the market conditions thoroughly and remember that in the past prices have fluctuated widely because of waves of oversupply, manipulation or scarcity. Recently, however, values have steadily held on a very high level, because of the general scarcity of the plant and the future promises a continuance of these conditions, so that a moderate cultivation of golden seal should bring a handsome profit.

GADUOL A CHEMICAL COMPOUND.

Merck & Co. some time ago imported at New York, an invoice of gaduol, which was assessed for duty as a medicinal preparation, alcoholic at the rate of fifty-five cents per pound. The importers protested, claiming the merchandise to be a chemical compound, not specially provided for, dutiable at the rate of 25 per cent. ad valorem. The Board of General Appraisers overruled the protest. Thereupon Merck & Co. appealed to the United States Circuit Court, southern district of New York, which reversed the decision of the Board of General Appraisers. The government appealed, and now the United States Circuit Court of Appeals, Second Circuit, has handed down a decision in favor of Merck & Co., finding gaduol a chemical compound. The government has announced that no further legal proceedings will be instituted and acquiesces in the decision of the court. Judge Townsend, in delivering the court's decision, stated that gaduol is an extract of cod-liver oil, in the preparation of which alcohol is used. The question was whether it was a medicinal preparation or a chemical compound, under the law. He then cited a former decision of the Supreme Court of the United States as follows:

"The commercial meaning of the term 'medicinal preparation' is the same as its ordinary meaning, viz, a substance used solely in mdeicine and prepared for the use of the apothecary or physician to be administered as a remedy in disease. Muriate of cocaine is dispensed in the form in which it is imported, or more often reduced therefrom to a powder by means of a mortar and pestle, or diluted in water or admixed with inert or neutral matter."

Judge Townsend therefore decided that gaduol in the form in which it was imported is not prepared for the use of the apothecary or physician, and is not dispensed in said form, and therefore, is not dutiable as a medicinal preparation, but as a chemical compound.

A Norwegian chemist predicts that the time will come when more alcohol will be made from sawdust than from potatoes.

EXAMINING IMPORTATIONS.

Treasury Department to Assist Department of Agriculture.

Instructions have recently been issued by the Treasury Department to all officials in the customs service regarding their actions in assisting the Department of Agriculture to enforce and operate the provisions of the new pure food law. The instructions are signed by Secretary Shaw. Since the new law, runs the instruction, "provides that whenever the Secretary of Agriculture has reason to believe that articles are being imported from foreign countries which by reason of adulteration are dangerous to the health of the people of the United States, or which are forbidden to be sold or restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package, he shall make a request upon the Secretary of the Treasury for samples from original packages of such articles for inspection and analysis to determine whether such goods come within the provision forbidding their delivery to the consignee. In all cases where invoices are received in time by the Secretary of Agriculture the requisite request may be made before the goods pass from customs custody. But in cases where invoices are not sent or are not received in time, the purpose of the law may be defeated by the delivery of goods coming within the law to the consignees, unless measures be adopted whereby analyses may be secured in such cases. With this purpose in view, collectors at ports where representatives of the Department of Agriculture are stationed are hereby authorized and directed to advise such representatives of any such importations which apparently come within the pure-food law, and officers at other ports are hereby authorized and directed to telegraph this department in all cases where they have reason to believe that there has been a violation of said law. In no cases, however, shall any importation be withheld from delivery after compliance with the customs requirements to await the receipt of authority to take samples for analysis under that law, nor shall any goods be examined for the express purpose of determining whether they come within the law.

"Your attention is especially directed to importations entered on pro forma invoices, of which the Secretary of Agriculture will, in most cases, have no previous advice.

"You will be advised by the department from time to time when the Secretary of Agriculture desires to inspect all importations of any particular kind of food products, and in such cases you will immediately give proper notice of the arrival of any shipment of such food products in order that the Secretary of Agriculture may have opportunity to request that they be detained and sampled."

If you care for a window display it will certainly pay you to read the advertisement of the C. I. Hood Co. in another part of this journal, and see what the expenditure of one cent will do. Better have one as it makes business good.

SHOW WINDOWS & FEATURES.

Things Are Quiet in New York.

A DRUG STORE BOUDOIR. ACCIDENTAL DISPLAY. — "FRENZIED FINANCE" A GAME.—NO ICE ON THE KALISH SHOW WINDOWS.

There is a sameness about window and sale features these days, that reminds one of the old time drug stores which indicated the seasons by showing chest protectors or moth balls, inevitably one or the other. Linonine, Vinol, Wampole's Oil, Scott's Emulsion and similar preparations are shown in profusion, usually backed by strings of chest protectors. In the Harlem district, F. W. Kinsman, Jr., Co. show several dozen bottles of Vinol, not in arches, as heretofore, but laid flat on the window floor, so that the mirrored backing of the window gives an idea of quantity. In the centre of the window a house with sloping roof, built of the same cartons, attracts attention.

At Reed's Pharmacy, 1960 Seventh avenue, Linonine is featured by showing large pasteboard cartons which bear the words lettered in red. Narrow strip signs booming the preparation are pasted upon the glass and a novel effect is given by placing paper facsimile bottles so that they appear to be resting on these narrow strip signs.

The tooth brush and dentifrice free offer is continued here. A free brush accompanies each bottle of twenty-five cent dentifrice. The brushes are half hitched on lines of black thread extending from the ceiling and the window's floor shows several geometrical figures made with the same bristling articles.

Cream of Magnesia.

Schaaf Brothers, 2157 Eighth avenue, have on exhibition a large quantity of their Cream of Magnesia bottled in six-ounce quantities and quoted at a quarter each bottle. The preparation is recommended as an antacid, etc., and resembles a proprietary preparation in point of viscidity and color.

Another window given to bath accessories is well arranged. The window floor is covered with rubber sponges in strips and odd pieces, while several steps are used to feature bath towels, hands scrubs, bath mats, etc., all at cut prices.

Frenzied Finance.

The Hegeman Corporation, 200 Broadway, has given a window to "Trust and Bust, or Frenzied Finance," an up-to-date card game selling at fifty cents. Not content with the daily scramble for wealth the Wall Street contingent are buying this novelty game, which thoroughly illustrates the uncertainty of the stock market. Signs testify to the value of the game as an attention holder and cards displayed read "puts, call," etc., suggestive of the downtown atmosphere. A shot is taken at Lawson, and he is treated, apparently, with some seriousness in the card game.

"That" Window.

Reid, Yeomans & Cubit, 140 Nassau street, have in their one window this week articles for man's every need, as is their usual custom. In addition, various novelties are shown, including mustache brushes, with mirrored back, in a case, for twenty-five cents; fancy papier mache flower pots with flowers, at five cents, and cigar moisteners at $1.49. These latter are boxes finished in mahogany and well polished, and they are designed to hold a box of cigars. The moistening is done by a sponge tray after the cigar counter method.

Seal of West Virginia stogies are cut to eight cents, wax matches in 500 and 1,000 boxes are nine cents and eighteen cents, alarm clock, ninety-eight cents; dates, the kind you eat, twenty-five cents, and hair insoles, five cents a pair.

Preventing Ice on Windows.

The big stores have seemingly solved the problem of how to prevent the icing of show windows. The Kalish Pharmacy, at Fourth avenue and Twenty-third street, has windows not protected by full length partitions and the steaming of the windows has been a great annoyance. The trouble has been altogether remedied by placing an electric fan within the window. This is run at short intervals and dries out the window so that there is no moisture to freeze.

MASSACHUSETTS.

A clever scheme to catch trade is in operation at the Adams House Pharmacy, Boston. The store is exceptionally well situated, being located near four theatres. A toilet stand is laden with brushes, whisk brooms, cosmetics, various toilet powders, lotions, cold cream, combs, hand mirrors, simple manicure articles, colognes, etc., suggestive of the twentieth century dressing tables. These articles are there to be used gratis, a large placard states, and theatregoers avail themselves, men and women, too, of the opportunity to fix up a bit, straighten hats, subdue a wandering wisp of hair, touch up the face with powder, to remove the "shine," of course, and so on. Mirrors are always magnetic in attracting women and Boston women have been quick to recognize the value of the convenience so thoughtfully provided. The store has an elaborate soda fountain, at which various sandwiches, pie, cake, etc., are served and patrons are able to obtain a light lunch at small expense.

AN ACCIDENTAL DISPLAY.

A novelty in window displays was seen last Friday, at the Rex Pharmacy, at Nineteenth and Castro streets, San Francisco. It was nothing less than a horse and wagon—alive and moving—but it was unintentional and caused a panic. The animal was a runaway, and after flying along the streets for a dozen blocks, made straight for the pharmacy. The doorway is narrow, so it made for the window. Gathering itself together, the horse made a leap into the glass. There was a wild mix-up, a hurried exodus of customers, and a shower of glass. Two policemen restored order.

A public meeting was in session. Grave discussion followed the introduction of a motion. The amendment fiend arose: "I move, Mr. Chairman, that we strike out the words 'so that' and substitute —" But he got no further. It was a pure drug meeting. He was *not* a druggist.

APPRAISERS' DECISIONS.

Borate of soda, which was imported by the Charles E. Schoges Company, was held by the Board of General Appraisers to have been correctly assessed for duty by the collector of customs at New York, as borax at five cents per pound. The importers claimed that it was dutiable at three cents per pound as borate of soda containing not more than 36 per cent. of anhydrous boracic acid. Testimony showed the merchandise to be a mechanical mixture of borax, which is much the more valuable per pound, with about ten per cent. of carbonate of soda, of much less value per pound than borax; that by such mixture the percentage of anhydrous boracic acid in the pure borax was reduced from over 36 per cent to 33.56 per cent.; and that the article contained 91.65 per cent. of crystallized borax and really, in the opinion of the board, was adulterated borax.

—Artificial fruits made of fancy soaps in the forms of apples, pears, peaches, and oranges made of soap, coated and colored with substances that render the forms impervious to water and impracticable for use as soap were found by the Board of General Appraisers to be not fancy soap, but to be dutiable as artificial fruits at 50 per cent. ad valorem. The importers had claimed the importation dutiable at fifteen cents per pound as fancy soap. The official samples were the only evidences produced by the importers to substantiate their claims. According to the record of the board examination, showed that, regardless of what material the merchandise was made, the forms were coated and beautifully colored with some substance to make them impervious to water. A former decision of the board on a similar importation was judged to be erroneous and was overruled.

—Oil of rose or so-called Rhodinol, more generally known as synthetic oil of rose, which was imported at New York by Fries Brothers, was held by the Board of General Appraisers to be free of duty.

—Bleachers' blue, which was imported at New York by A. DeRonde & Co., was held to be dutiable as a coal-tar preparation, not a color or dye and not medicinal, as claimed by the importers.

—White oxide of manganese, which was imported at New York by Gabriel & Schall, was held to be dutiable as a chemical compound, as claimed by the importers.

—Argols invoiced as "white double sifted argols, No. 50" were held by the Board of General Appraisers to have been properly classified under the provision in paragraph 6, tariff act of 1897, for argols containing more than 40 per cent. of bitartrate of potash. O. S. Janney & Co. imported them at Boston.

—Gloy was imported by Arthur A. Brigham, at Boston, and was assessed by the collector of customs as a chemical compound under paragraph 3, tariff act of 1897. The importer claimed it was dutiable as an unenumerated manufactured article under section 6. The Board of General Appraisers overruled the protest and found that the merchandise was invoiced as gloy, and was described by the local appraiser as consisting of two varieties of size or finish, one white and solid, the other light brown and semi-liquid. The chemical analysis showed them to be compounds or preparations consisting of

chemical starch, zinc and magnesium chlorides.

—Quebracho fragments were imported by N. W. Rice & Co., at Boston, and were classified for duty by the collector of customs as a drug advanced in value under paragraph 20, tariff act of 1897. The importers protested that the merchandise was free of duty as an article in a crude state used in dyeing or tanning. The Board of General Appraisers overruled the protest, stating that the merchandise had the appearance of fragments or small chips of quebracho wood, apparently produced by grinding or crushing the wood in order to make it ready for use in the extracting process to which it was to be submitted. The board further stated that the trunk or logs of the quebracho tree of considerable size is the usual and crude form in which quebracho is imported and that the condition of the importation in question was one very considerably advanced over the crude state.

—Japanese grass roots were held to be free of duty as crude drugs. They were imported at San Francisco by Choy Lung & Co. Investigation showed that they were only washed clean and dried.

—Quinined wine was classified as a medicinal preparation and the classification was affirmed by the Board of General Appraisers. It was imported at San Juan, by Scrs. De F. Juncos & Co. and was claimed by them to be dutiable as a still wine.

—Oenotannin was classified as tannic acid, or tannin, under paragraph 1, tariff act of 1897, by the collector of customs at Chicago, where it was imported by the United States Bottlers' Supply Company, who claimed it was dutiable either as gallic acid under the same paragraph, or as a chemical compound under paragraph 3. The Board of General Appraisers affirmed the classification and assessment of duty. Investigation showed that the article consisted of a dry powder, of which tannin was the component of chief value and which was invoiced as oenotannin. In the opinion of the board it is used for the clarification or sophistication of wine.

—Borax imported by F. W. Braun & Co., at San Francisco, was assessed as borax, under paragraph 11, tariff act of 1897, and this was affirmed by the Board of General Appraisers. The importers had protested that it was dutiable as borate of soda.

—Pyridin coal-tar preparation was imported by Laidlaw, Mackill & Co., at Richmond. The collector of customs assessed it for duty as a chemical compound. The Board of General Appraisers reversed the assessment and sustained the protest of the importers that it was dutiable as a coal-tar product or preparation, not a color or dye, and not medicine. The board further stated: "According to Watt's Dictionary of Chemistry, 'Pyridin occurs in bone oil, in coal tar, and in tar got by distilling bituminous shales and peat.' Formerly, and perhaps at present, the chief source of pyridin was bone oil, the product of which would be a chemical compound. The evidence in these cases shows that the pyridin covered by these protests was produced from coal tar and that it is a coal-tar product or preparation, not a color or dye, and not medicinal, and we so find."

—Chemical glassware, which was imported by Queen & Co., at Philadelphia, was classified under paragraph 100, relating to ground glass, blown glass, etc., by the collector of customs. The Board of General Appraisers decided that certain jars, bottles, flasks, lamps, funnels, tubing, etc., were really dutiable as manufactures of glass, under paragraph 112, as claimed by the importers, but that certain chloride calcium jars and desiccators were properly classified under paragraph 100 as originally assessed.

—Agar-agar was held by the Board of General Appraisers to be properly classified for duty as isinglass. The merchandise was imported at Honolulu by U. Kobayashi who filed a protest.

—Canary seed was held by the Board of General Appraisers not to be free of duty as grass seed. The importers, McClure & Ridpath, had protested against the assessment of duty on this basis by the collector of customs at New Orleans.

—Borate of manganese was held by the Board to be dutiable as a chemical compound as claimed by the importers, the Strohmeyer & Arpe Company, of New York, and O. G. Hempstead & Son, of Philadelphia.

—Bilz seele, which was imported by C. Brinkmann, at Chicago, was assessed for duty as an alcoholic compound. The importers protested it was dutiable as chemical compound or as an unenumerated article under section 6, under paragraph 3 of the law. Their protest was overruled by the Board of General Appraisers on the evidence of the local appraiser, who showed that the merchandise was an alcoholic liquid used in the manufacture of summer drinks.

—Medicated wines are held by the Board to be dutiable as medicinal preparations. In the most recent case Groome & Co. imported at Philadelphia quinine sherry wine and tonic port wine which was so assessed. They protested, but the Board of General Appraisers decided against them, finding on investigation that the so called quinine sherry wine was a medicated wine and that the tonic port from which tannin and astringent substances had been extracted had been combined with extract of malt and meat. The board found the port to be almost identical with bovril wine, which was in United States v. Shoemaker to be a proprietary medicinal preparation. There was also another decision holding quinine sherry as a medicinal preparation.

—Filtering paper in circular sheets was held by the Board to be dutiable as filtering paper, under paragraph 397 of the law, as claimed by the importers, the F. W. Braun Company, of Los Angeles. The collector of the port had assessed it as a manufacture of paper, under paragraph 407.

"Yes," began the druggist, who had political aspirations, "expansion's the thing. I'll show you how we can pay the national debt in five years, as a result of expansion. I——" A customer entered. "Very sorry, ma'am, I haven't got a pound of rochelle salts. Just sold a pound—no less do?" Exit customer, minus salt. "As I was saying gentlemen, expansion ——" but the auditors quickly stole away.

MIXING MIXTURES.

The latest news from the New York Evening Telegram's beauty doctor, Margaret Mixter says:

"Several times lately I have received letter from correspondents saying that they were unable to find at any druggist's certain ingredients of various recipes. One could not get oil of benne, another could not find chevril, and still a third cannot buy extract of Portugal. These three things and all that I have given are to be found in New York drug stores, but frequently not in small shops. The large manufacturing chemists, most, if not all, of whom have retail shops, carry all such things in stock. I bought some oil of benne within a couple of days and chevril to-day. Do not, however, expect a small shop with a limited trade to have them."

"S. H. F.—The tired look that you complain of in your eyes may come from a weak condition and a simple tonic would aid. Here is one that certainly will not harm and may strengthen: Distilled water, one and three-quarter pints; sulphate of zinc, thirty centigrams; orris root powder, one gram 55 centigrams. Mix in a bottle, shake and set in a cool place for twenty-four hours. Then strain through porous plaster. To use, either put a couple of drops into the eye with a dropper three times a day, or fill an eye cup and open and close the eye in it. If your bed faces the light, turn it so that you will face the other way. In reading be sure to have the light on your paper and not in your eyes."

"Failure—Cure for parasites: One hundred grams glycerine, five grams bichloride of mercury. Apply to the scalp, shampoo in half an hour and always use tar soap for a shampoo as long as there is danger of reappearance."

It seems a shame that Miss Mixter is handicapped by the owners of drug shops with a limited trade, which are without drugs and chemicals prominent in the Mixter pharmacopœia.

In the formula given above for Eye Tonic, the remarkable directions state that the sulphate of zinc solution is to be strained through porous plaster. Whether the kind with belladonna or just the plain strengthening plaster was the query propounded to an unsuspecting druggist. Since Margaret recommended the lotion as a strengthening tonic, the customer inferred that the latter would do. This would not mean, however, that belladonna is not safe for the eyes, for the beauty doctor said a few days ago that "Atropine and belladonna are said to be harmless for the eyes."

"Failure," who wants a cure for parasites and is advised to use a mixture of bichloride of mercury and glycerin, five per cent., to be applied to the scalp for a half hour, then washed out, is not even warned that the solution is dangerous. Fortunately, druggists have been able to show their patrons the positive danger of such a compound.

Whether Miss Mixter's hit at the druggists is due to their refusal to allow the perpetration of some of her mixtures on an unsuspecting public, is not known, but it may be imagined that the laity takes the explanation of the druggist as a lame apology for not having certain drugs.

MERIT OF WELCH GRAPE JUICE

A druggist, in writing the Welch Grape Juice Co., said: "You have more competitors every year and less competition." That sums up the situation. The growth of this company is remarkable from 1869, when Dr. Welch put up a few bottles for sacramental use in his own church to the more than 250,000 gallons sold in 1904, and the more than 300,000 gallons pressed last fall for 1905. The business has made great strides within the past ten or twelve years, and during this time innumerable competitors entered the field, only to expire in a short time. The reason for the success of Welch's Grape Juice Company is—merit—advertising. The company has just ordered 2,000,000 lithographed labels for immediate delivery; this shows the business being handled. The World's Fair at St. Louis, last year, proved of great advertising value to Welch's Grape Juice. The two corners of the Pike and five other prominent locations on the grounds were secured. 20,000 gallons were dispensed in three ounce glasses. The juice was served pure and in a manner fitted to advertise Welch's Grape Juice for the dealer at home. There is surely no better way to advertise Welch's Grape Juice than to have it tasted and tested. No grape juice was awarded a gold medal by the Final Jury; a number of grape juices, including Welch's, were given silver medals, yet the display and prominence given Welch's Grape Juice on the grounds rightly gives to it advertising compared with which a medal is of little value. An aggressive campaign has been started in the January magazines. Mediums with a total circulation of over 5,000,000 are being used to enlarge the demand for Welch's Grape Juice, mediums which are high class. As only a good class of people buy grape juice, it will be seen that the field is well covered. There are many other ways in which Welch's Grape Juice is successfully advertised to the public; one of them is a store at Atlantic City. The company has had a store for two years in a good location, but this year a still better location has been secured. Co-operation with the merit of Welch's Grape Juice and the advertising given it cannot help but bring the druggist a good trade. Very attractive advertising matter is supplied to dealers who will use it.

AYER'S NEWSPAPER ANNUAL.

"The American Newspaper Annual" for 1905, published by N. W. Ayer & Son, Philadelphia, records 23,480 newspapers and periodicals in the United States, Canada, Hawaii, the Philippines, Porto Rico, Cuba and the West Indian Islands. In the number listed there is a net gain of ninety-five over 1904. The printing center of the United States remains unchanged, for 2,007 publications are issued in the State of New York, the greater part of them in this city. This is nearly 700 more than New England's production and within 125 of as many as all those in Delaware, Maryland, New Jersey, Pennsylvania and the District of Columbia. The publications of all of the British American provinces are but 1,168, or 839 fewer than in New York. The rival of New York in the matter of printing is Illinois, where 1,724 newspapers and periodicals have their home. About twenty new periodicals were launched in New York City in 1904, of which five come within the classification of technical. Only one new one of this class appeared in Chicago last year, but three ventured forth in St. Louis. A publication devoted to sanitary science and one to automobiles are the only new journals in Philadelphia. Boston has another monthly devoted to the textile industries. A glance over the Annual shows that the sport of motoring is responsible for most of the periodicals started in the last year or so. They are apparently the successors of the bicycling papers and one may wonder if they will be as short-lived. The publishers have appended a description of every place in the United States and Canada in which a newspaper is published, including a statement of railroad, telegraph, express and banking facilities.

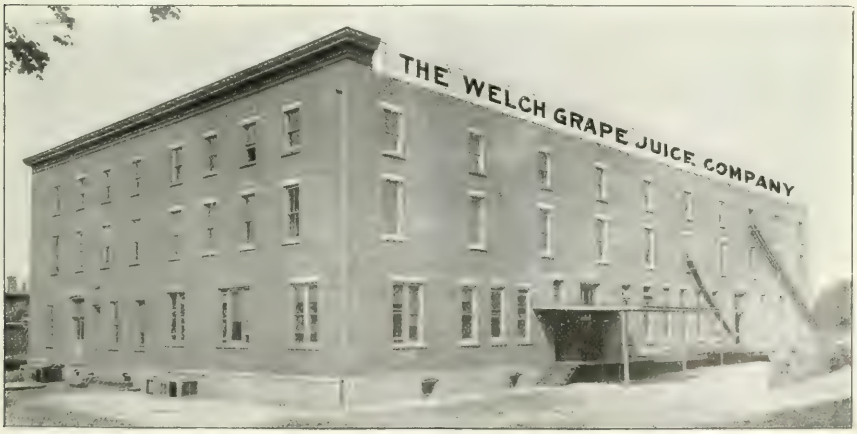
The Annual, with its 1905 edition, betrays something of those qualities that attach themselves to the worthy and prosperous burgher, an increasing waist-line, a more subdued taste in color, a less credulous acceptance of mere say-so about circulation figures. The book, it would seem, is sensitive about its years, for it makes no mention of them on the title-page. Yet there are those who do not by any means count themselves old who recall the Annual as a thin, narrow-chested work, with bright-red outer garments and with contents of such enthusiasm they would have been called yellow, had this term yet entered journalism. The Annual is invaluable to all interested in newspapers, periodicals, or in advertising. It is sold at $5.

WORTH SEEING.

A courageous woman is appearing and will appear for several weeks longer at Proctor's Twenty-third Street Theatre. She is Carlotta, "The Marvel" who loops the loop on a bicycle. Starting at the top fly-gallery of the stage, she rides down an incline of forty-five degrees at the rate of sixty miles an hour, and is stopped in the wings by a rope attached to ten sandbags, weighing in all 200 pounds. The bicycle is made of iron and weighs 100 pounds. Mlle. Carlotta is the only woman in the world to-day successfully doing this, and it is well worth a visit to New York to see her make the plunge.

CRUSHED FRUIT BOWLS.

Bohner's Patent Crushed Fruit Bowls are not sold directly to the retail trade, but can be obtained from leading jobbers of fountain supplies. The bowls are recognized as a necessity by dispensers of soda. Two kinds, with glass cover and with silver-plated cover, respectively, $1.00 and $1.50 each. They are made by the Bohner Manufacturing Co., Chicago.



PLANT OF THE WELCH GRAPE JUICE COMPANY, WESTFIELD, N. Y.

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.

Address The Pharmaceutical Era, 90 William street, New York.

ALABAMA.

ATTALLA.—P. L. Walker, out of business.

ARIZONA.

NOGALES.—Add J. Salamando.

CALIFORNIA.

SAN FRANCISCO.—Chas. Bayly, suc'd by J. R. Reidel.

CONNECTICUT.

JEWETT CITY.—Victor L'Heureux, suc'd by Victor L'Heureux, Jr.

MANCHESTER.—Jno. P. Smith, petition in bankruptcy.

FLORIDA.

JACKSONVILLE.—Kirk & Jones, suc'd by Wm. D. Jones.

GEORGIA.

CAVE SPRING.—Isaac Sewell & Bro., suc'd by W. P. Culbertson & Bro.

COLLEGE PARK.—Add C. M. Curtis.

THOMASTON.—T. S. Griggs, petition in bankruptcy.

ILLINOIS.

BERWYN.—F. W. Morrison, suc'd by H. B. Johnson.

WINNETKA.—Griswold's Phcy., suc'd by E. E. Adams. No change in style.

INDIANA.

LA FAYETTE.—The Hogan-Johnson Drug Co., suc'd by The Hogan-Spitzer Drug Co.

PRINCETON.—J. T. Fleming, suc'd by Allen Bros.

TIPPECANOE.—Hugh M. Cooper, suc'd by Ringle & Drew.

INDIAN TERRITORY.

CHICKASHA.—B. A. Johnson, bankrupt.

QUINTON.—Add Cary Drug Co.

IOWA.

DES MOINES.—Add Owl Drug Co.

FAIRFIELD.—Shriner & Swayze, now Frank J. Shriner.

GREENE.—Tobin & Co., now C. P. S. Tobin.

HAZELTON.—Fred C. Moyer, suc'd by M. C. Coy & Co.

MONTEZUMA.—J. H. Platt & Co., now J. H. Platt.

PERRY.—O'Malley & Thomburg, now J. E. O'Malley.

RENWICK.—Geo. E. Porter, suc'd by R. M. Goettsch & Co.

RUNNELLS.—Draper & Switzer, now A. W. Switzer.

STRAWBERRY POINT.—Sarcet-Howard Co., now I. P. Howard.

WESTON.—Add Raymond & Jones.

KENTUCKY.

EDDYVILLE.—Frank Woods & Co. assigned.

MAINE.

AUBURN.—Wm. B. Kilbourne, suc'd by C. S. Bartlett.

LEWISTON.—W. W. Parmelee, burned out.

PRESQUE ISLAND.—S. W. Boone & Co., suc'd by John D. Henry.

MASSACHUSETTS.

TYNGSBORO.—Edw. A. Sawyer, suc'd by Edw. O. Earls.

MISSISSIPPI.

ACKERMAN.—Arnold & Parrish, now W. D. Arnold.

MISSOURI.

RITCHEY.—Buxton & Buxton, suc'd by Dr. L. C. Snell.

MONTANA.

BIG TIMBER.—E. F. Hungerford, burned out.

NEBRASKA.

FAIRFIELD.—Bradwell & Bernard, now Bradwell & Knapp.

GRESHAM.—Loran Jordan, suc'd by W. L. Welch.

SHELBY.—Conrad Thelan, now Thelen Bros.

NEW YORK.

NEW ROCHELLE.—Thos. P. Kerwin, discharged in bankruptcy.

SANDY HILL.—Flood & Kingsley, fire loss.

SYRACUSE.—John Binning, petition in bankruptcy.

OHIO.

DAYTON.—E. J. Matthews, suc'd by Geo. A. Newton.

OREGON.

PORTLAND.—R. B. Knight, suc'd by J. N. Dolph.

SOUTH CAROLINA.

DILLON.—Add Dillon Drug Co.

ORANGEBURG.—Lowman & Lowman, now J. W. Lowman.

YORKVILLE.—Jas. M. Starr & Co., suc'd by D. L. Shieder.

SOUTH DAKOTA.

BERESFORD.—O. L. Fundingsland & Co., suc'd by J. W. Clare & Son.

GARRETSON.—L. B. Farley, suc'd by Ole Johnson.

TEXAS.

BREMOND.—T. J. Birdwell, dead.

DALLAS.—I. G. Alexander, burned out.

WHITNEY.—J. Harris & Co., fire loss.

VERMONT.

BENNINGTON.—Est. of J. T. Shurtleff, suc'd by E. B. Hyde.

VIRGINIA.

KINSALE.—Add Kinsale Drug Co.

ONE WHO "CREATES THE DEMAND."

Mrs. Gervaise Graham is one of the manufacturers who does not ask a druggist to stock her preparations until she has created the demand. To-day she is one of the best-known manufacturers of cosmetic toilet articles, which is due to fair—even liberal—dealings with the trade and to the high standard of the articles she manufactures. Mrs. Graham, in the year 1905, will more than double her last year's appropriation for magazine advertising. In addition to her regular magazine work she is pushing Kosmeo, an article not heretofore advertised, but which she has manufactured for many years and on which she has a remarkable sale. She has contracted for two-thirds of a page space in the Delineator, Designer and New Ideas, for March, April and May, with large space to follow throughout the year. On page 7 of this issue appears a facsimile of the March advertisement appearing in the three above-mentioned magazines. In April and May she will take the same space to advertise Kosmeo, but in different form. Mrs. Graham is not working for a mail-order business, but with the sole object of leading the consumer to the retail counter. In sending to her for her free sample of Kosmeo and booklet, the inquirer must send the name of her dealer. Mrs. Graham intends to turn every one of these inquiries into a purchase made over a retailer's counter. She is prepared to send by letters, samples and consultation offers from five to ten times the sum which is represented by

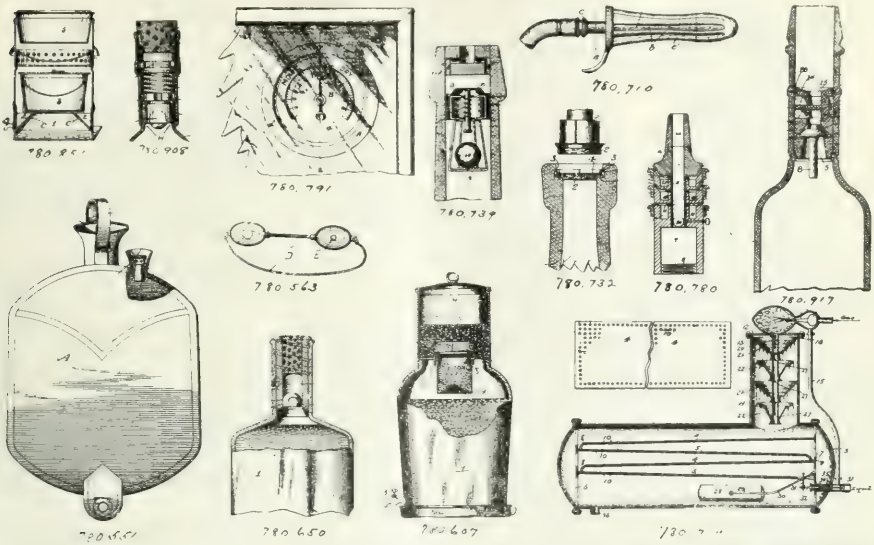
the big advertisements in the big magazines. Kosmeo is to take the place of Jasmine Kosmeo, which will be discontinued. The preparation and pot remain the same. The label has been changed to a five-colored lithograph; the price from seventy-five cents, to fifty cents.

Mrs. Graham makes an "early order bonus offer" and sends new advertising

WHERE TRUE QUALITY IS SHOWN.

The excellence of Scott's Emulsion is recognized by the highest authority. The London Lancet said of it: "The value of the hypophosphites combined with cod liver oil, especially in wasting diseases and debilitated conditions is well known. In addition to these constituents, Scott's Emulsion also contains glycerine, which is well recognized as assisting very materially in the absorption of oils and fats. We have examined the preparation with care, and find that it fulfils all the requirements and presents all the conditions of a very satisfactory emulsion. In appearance and consistence it is not unlike cream, and under the microscope the fat globules are seen to be of perfectly regular size and uniformly distributed. In fact, the preparation, microscopically examined, presents the appearance of cream. So well has the oil been emulsified that even when shaken with water the fat is slow to separate, the liquid then looking like milk. The taste is decidedly unobjectionable and is pleasantly aromatic and saline. We had no difficulty in recognizing the presence of the hypophosphites in an unimpaired state. The Emulsion keeps well, even when exposed to wide changes of temperature. Under the circumstances just described the Emulsion should prove an excellent food, as well as a tonic

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued January 24, 1905.

780,551—Benjamin J. Craggy, Manchester, N. H. Hot-water bottle.

780,563—Frank E. Girard, Toledo, Ohio. Eye-irrigator.

780,607—Charles R. Harris, Los Angeles, Cal., assignor to The American Percolator Company, Los Angeles, Cal. Filter.

780,619—Robert Pschorr, Berlin Germany, assignor to the firm of J. D. Riedel, Berlin, Germany. Morphin compound and process of making same.

780,650—William Gardner, Carberry, Canada. Bottle.

780,710—Henry Dickinson, Flushing, N. Y. Nozzle for syringes.

780,714—Harvey S. Ferry, Mount Vernon, N. Y. Apparatus for carbonating liquids.

780,732—Edward D. Schmitt, Baltimore, Md., assignor to Halleck A. Penrose, Baltimore, Md. Bottle-seal.

780,739—Hamling Tatum, Utica, Ala. Non-refillable bottle.

780,780—Carl R. Culley, Norwalk, Ohio. Nozzle.

780,791—John H. Gerber, Eaton, Ohio. Hygrometer attachment.

780,851—Joseph D. Wilson, East Haven, Conn. Combined distiller and cooker.

780,886—Rudolf Hutzler, Ludwigshafen-on-the-Rhine, Germany, assignor to Badische Anilin und Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation. Process of purifying indigo.

780,908—Charles S. Orr, Providence, R. I. Non-refillable bottle.

780,917—Richard A. Schwab, Buffalo, N. Y. Non-refillable bottle.

TRADE MARKS.

Registered January 24, 1905.

44,031—Malarial remedies. Laurence E. Cash, St. Louis, Mo. The letter "H," the cross-bar of which is pierced by an arrow.

44,032—Liver remedies. Laurence E. Cash, St. Louis, Mo. The letter "H," the cross-bar of which is pierced by an arrow.

44,033—Dyspepsia remedies. Laurence E. Cash, St. Louis, Mo. The letter "H," the cross-bar of which is pierced by an arrow, associated with the hyphenated word "Dys-pep-cu."

44,034—Medicines for the treatment of certain named diseases. Ehrlicher Brothers, Pekin, Ill. The facsimile signature of Alexander Boyd, M.D., and the portrait of the said Dr. Boyd.

44,035—Medicated preparations for the treatment of the hair, scalp and skin. John J. Krom, Atlanta, Ga. The word "Kromopathic."

44,036—Liniment. W. A. Byrd & Son, Glade Hill, Va. The representation of a circle inclosing a picture of two birds perched on the limb of a tree.

44,051—Compound for removing stains from fabrics. The Olympia Drug and Chemical Company, Seattle, Wash. The word "[illegible]."

44,052—Dandruff-destroyer. Otto Ritzert, Los Angeles, Cal. A portrait of the registrant.

44,069—Nervine. Farbenfabriken of Elberfeld Co., New York, N. Y. The word "Gynoval."

LABELS.

Registered January 24, 1905.

11,811—Title: "White Owl Blinks." (For medicine.) Welsh Chemical Company, Philadelphia, Pa.

11,812—Title: "Sanigenic." (For tooth-paste.) Daniel Simpson Hager, Chicago, Ill.

11,813—Title: "Orozone." (For a mouth-wash.) Oscar C. Hall, Chicago, Ill.

11,814—Title: "Micro-Toxin." (For throat-tablets.) Frank D. Smythe, Denver, Colo.

11,815—Title: "Aeg-An-Iurn." (For tonic and food preparation.) Hygeian Research Laboratory, Chicago, Ill.

11,816—Title: "Beef, Iron and Wine of Pomelo or Grape Fruit." (For a food stimulant and tonic.) Irondequoit Wine Co., Irondequoit, N. Y.

11,824—Title: "Bite-No-More." (For a preparation for preventing mosquito bites.) Franklin Hawley & Co., Austin, Ill.

What an Inch Cube of Chalk Contains.

Ehrenberg says that an inch cube of chalk would be identical with a corresponding cube of mud taken from the bottom of the Atlantic Ocean and mixed with mud from the bottom of the Thames River. This statement proves that chalk contains many impurities and druggists should be careful to [illegible] the kind that is thoroughly purified, namely, Thomas' [illegible] Prepared Chalk.

MARKET REPORT

PRICES RISING.

Decided Strength Manifested in Many Lines.

DEMAND KEEPS UP WELL DESPITE THE BLIZZARD. OPIUM, COCAINE AND CAMPHOR ADVANCE.

New York, Jan. 30.—Several important advances in prices have beeen registered this week. There are a few declines, but they are of small significance. Generally the market is very firm and further upward movements in certain drugs would occasion no surprise. The consumptive demand is rather above the average for the time of year, and this despite the heavy storm of last week, which cut down the mails and prevented the shipping of goods by distributors.

OPIUM.—The cold weather in Smyrna and the report of but small sowings there have caused an advance in foreign markets. Our market has risen in sympathy also, but jobbers are not agreed as to values for powdered. This irregularity appears to be caused by a desire on the part of certain firms to move stock. Jobbing values now are $2.90@3.10 for nine per cent., and $3.05@3.20 for eleven per cent. Powdered ranges $3.50@4.00 for thirteen per cent. and $4.25@4.75 for sixteen per cent. Granulated, $4.75@5.00.

MORPHINE SULPHATE.—The higher movement in opium has accentuated the upward tendency of morphine, but no actual advance in prices has resulted as yet. Jobbers still quote $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—The strong statistics on cinchona bark strengthen the situation. For the first half of January the shipments were only 387,000 pounds. Those for the latter half will very shortly be announced, and if they prove equally bullish prices may advance. At the recent Batavia auction, 16½ florins was realized on the average, or about the same unit as before. Local jobbers report a satisfactory demand at the unchanged scale of 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

COCAINE.—For some time foreign markets have been gaining strength, and the domestic consumptive demand has been increasing. This situation has now resulted in an advance here. Jobbers have raised their prices to $3.80@3.90 per ounce for the hydrochloride.

CAMPHOR.—The steady upward course of this drug since the opening of the Far Eastern war registers another advance. It has been rumored that the Japanese government has been considering the prohibiting of exports of all save the refined. Meanwhile stocks have lessened and the demand continues good. Accordingly, refiners have advanced their figures and jobbing prices have risen to 80@80½c. for bulk in bbls., and 84@91c. for less; 80½@81c. for 4-oz. blocks in cases, and 84@91c. for less; 82@82½c. for ounce cakes in cases and 86@91c. for less; 84@84½c. for 24s in cases and 88@93c. for less, all per pound. Ounce cakes and 24s in 1-lb. boxes, 1c. per lb. additional on above prices.

GAMBOGE.—Higher foreign markets cause an advance here and local jobbers now quote $1.05@1.20 per pound, and powdered $1.20@1.30 per pound.

OIL SPEARMINT.—Freer offerings have produced a decline. Jobbers now ask $4.75@5.00 per pound.

OIL OLIVE.—Malaga has advanced somewhat, owing to improving demand and moderate supplies. Prices of jobbers are, yellow, in barrels, 65@70c. per gallon, and 85c.@$1.00 for less, per gallon; green, in barrels, 67@72c. per gallon, and 87c.@$1.05 for less per gallon.

OIL ORANGE, SWEET.—Holders have decided to ask higher prices because of a satisfactory demand and the absence of pressing offerings. Jobbers now quote $2.30@2.55 per pound.

IPECAC.—Foreign markets are strong. Light supplies of the Carthagenia root cause higher selling prices and jobbing values have risen to $1.65@1.80 for the whole per pound, and $1.75@1.90 for powdered, per pound.

OIL CITRONELLA.—Lighter stocks of the native and a good demand have enabled holders to push up values. Jobbing prices are 50@55c. per pound.

SANTONINE.—The shortage of the Russian wormseed crop is being more decidedly felt and both home and foreign markets have again risen. Local jobbers are asking $9.00@9.25 per pound, and 65@75c. per ounce; powdered, $9.50@9.75 per pound and 70@75c. per ounce.

SALTPETER.—In sympathy with the higher cost of raw material the wholesale primary market has again risen. Consequently jobbers have advanced their prices to the following: Granulated, keg, lb., 6@6¼c.; small crystals, keg, lb., 6¼@6½c.; less, lb., 8@10c.; large crystals, keg, lb., 6¾@7c.; double sal nitre, keg, lb., 7¼@7½c.; triple salt nitre, keg, lb., 7¾@8c.; powdered, keg, lb., 6½@7c., and less 9@12c.; barrels, ¼c. per lb. less.

SACCHARIN.—A decline has occurred because of increasing competition among manufacturers. Prices quoted by jobbers now are, in barrels, pound, $1.75@2.00, and per ounce, 15@18c.

SPIRITS OF TURPENTINE.—Slight fluctuations are frequent, as usual. Latest jobbing prices are, in barrels, 59@60c. per gallon, and less, 65@70c. per gallon.

LYCOPODIUM.—The demand increases and causes an advance in the wholesale market, but jobbing quotations remain about the same at $1.05@1.15 per pound.

OIL COTTONSEED.—Readjustments of values due to the availabieness of new crop oil makes jobbing quotations, white, in barrels, gal., 35@36c., and less, 45@53c.; yellow, in barrels, 34@35c.

WHITE PINE BARK.—Sharing in the general scarcity of native drugs, this commodity has been enhanced in value. Jobbers have raised prices to, whole, 15@20c., per pound, and ground, 20@25c.

PRICE LISTS RECEIVED

Manufacturers are requested to send in their price lists as issued, and to put The Era on their mailing list for price-list changes. It is important that we have this information to enable us to list your goods properly in our price-list editions.

Chemicals, Electrical Heating Apparatus, Laboratory Utensils, Filter Papers.—Eimer & Amend, 205-11 Third avenue, New York.

January list Essental Oils, Essences, Essences, Colors, etc.—Fritzsche Bros., 37 Barclay street, New York.

1905 Catalogue Pharmaceutical and Biological Products.—H. K. Mulford Co., Philadelphia.

Biological Products.—Pasteur Vaccine Co., Ltd., 219 E. Randolph street, Chicago.

Balances of Precision.—Alb. Rueprecht, Vienna, Austria.

STAR ANISE.—Continued strength in foreign markets creates another advance. Jobbing prices now are 30@35c. per pound.

UNICORN ROOT.—Another indigenous drug sharing of general scarcity of all those native. Prices have been advanced by jobbers to the following: Whole, 60@65c.; ground, 63@67c.; and powdered, 65@70c.

FALSE UNICORN ROOT.—Like true unicorn root, this commodity is scarce and higher. Jobbing prices are, whole, 65@70c.; ground, 68@75c.; and powdered, 70@75c.

OIL OF CLOVES.—In sympathy with the reactionary tendency in spices, this oil has been advanced by jobbers to $1.15@1.25 per pound.

MANNA.—Values have been cut by jobbers to the following: Large flake, 50@55c. per pound; small flake, 40@45c. per pound; and sorts, 35@40c. per pound.

OIL SASSAFRAS.—The scarcity of the root has created an advance in the oil to 80@90c. per pound.

BISMUTH, METALLIC.—This has recently been advanced by jobbers to $2.85@3.00 per pound.

SILVER NITRATE.—A readjustment of jobbing prices leaves crystals at 45@50c. per ounce.

NITRIC ACID.—Present jobbing prices are, carboys, 36°, 5½@6c. per pound, and 38.° carboys, 5¾@6c. per pound.

A FREE DOZEN.

Visitors to the plant of the Irondequoit Wine Co., at Rochester N. Y., are struck by the thorough methods displayed by that company in its processes of manufacture of medicinal wines. These are supplied to the drug trade and medical profession only, being strictly medicinal. Since January 15 the company has offered to include one extra dozen free with every first order for not less than three dozen of Beef, Iron and Wine of Pomelo. A detailed announcement of this liberal offer will be found on page 1 of the advertising section.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, FEBRUARY 9, 1905. Number 6.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street

TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Judge Tuley's Decision. The National Association of Boards of Pharmacy and Interstate Registration.—The United States Patent Office.—Association Expenses.—Mr. Todd's Opinion.—Dr. Eccles writes on Preservatives in Fruit Syrups.—Prescription Prices.—Toxic Effects of Wood Alcohol.—Theory and Practice.—Question Box.

NEWS.—Status of the Serial Numbering Contract Plan in New York Since the Conference Committee Meeting.—Formulas on Labels Demanded at Albany.—Wood Alcohol Tax Proposed.—New Registration Measure in California.—Jewelry Side-Line as a Losing Venture.—Effort of Ohio Valley D. A. to Diminish Suicides. Prison For a Swindler.—G. A. S. Holds Its Former Attitude Toward N. A. R. D. Organization.

TRADE.—The Art of Writing Advertisements.—The Opposition to the New Zealand Patent Medicine Law.—Progress In the Work of the United States Patent Office Spent Ginger Decision. Window Displays and Trade Features Appraisers' Decisions. Business Record. Price Lists Received Market Report. Prices Tending Upward.

EDITORIAL COMMENT

Judge Tuley's Decision.

It is difficult to overestimate the importance of Judge Tuley's decision rendered in favor of the N. A. R. D. last week. All the old points which had been decided by former courts and later again brought into question were settled, and a great many new ones also definitely placed in order. It reviews previous litigation of a similar nature and constructs for the associations a legal bulwark such as they have never had before. One decision may establish a precedent, but it rarely grounds a principle; but a long series of decrees, each determining some point, and all supporting a whole, forms a foundation which future assaults seem likely to strengthen rather than weaken.

No previous decision has been so far-reaching and yet so definite. It covers the right of the manufacturer to fix prices, the right of the wholesaler to choose his customers, and the right of retailers to ask and suggest protection from manufacturers. It recognizes the right of monopoly in goods protected by trade mark as exactly analogous to those covered by patents. This latter point will be of importance in the Park case against the wholesale association now pending, for the complainants in that case hope to show that a trade mark bestows no right of monopoly.

All the dread of publicity which has marked the proceedings of the price protective forces seems to have gone for naught. Judge Tuley admitted that the retail druggists "recommended—and it may be said that the evidence tends to show that they are acting upon an understanding, if not in collusion with the proprietors of these remedies," etc., but since the proprietors had a legal right to protect prices, there would be nothing illegal in the understanding. The cut-off list is also firmly established upon a legal basis. The court said: "The decisions appear to be that they (the proprietors) have a right to make that condition, and I do not understand it to be a black-list."

N. A. B. Ph.

The National Association of Boards of Pharmacy—to use its very unwieldy title in full—has already put itself in trim for actual work, thus disappointing the critics who feared that several years would necessarily lapse before anything definite could be accomplished.

The objects of the association are the promotion of greater uniformity in boards of pharmacy examinations and to provide for an interchange of certificates between different States. The first is purely an advisory function, but the latter involves both initiative and action.

The first meeting of the association was held at Kansas City last September during the convention of the A. Ph. A. A constitution and by-laws were adopted, among others the following article:

"The interchange of certificates, provided for in this constitution, shall go into effect whenever ten States or Territories shall have made application for membership."

Secretary M. G. Motter announces this week that the association now has a membership of thirteen boards. This marks the beginning of a better order of things, and a long step in the direction of more rational and more thorough education in pharmacy.

Trade Marks and Patents.

From some statistics which will be found upon another page in the present issue it appears that the United States Patent Office is the only paying institution that our Government maintains. The immense establishment at Washington which attends to the registration and granting of patent rights pays a very fair profit, and the business is growing rapidly.

The purpose of the patent, the encouragement of enterprise and originality by granting a monopoly in the thing originated, has been accomplished with marked success. The number of articles offered for protection has increased enormously during recent years. A patent is easily secured, and unfortunately our system does not ensure entire freedom from abuses; but in general the monopoly in inventions has done much for all of us.

The demand for trade marks is also increasing rapidly. Now that the Bonynge bill has passed the House

and seems likely to become a law, we may expect unusual activity in acquiring protection of trade rights. This bill reduces the cost of registering trade marks very materially, and the authorities have already applied for increased facilities for handling the expected rush of business.

Association Dues.

The Manufacturing Perfumers' Association, which met in this city last week, besides attending to many other matters interesting to its members, voted to increase its annual dues to forty dollars. The explanation, that the increased activity of the association created a drain upon the treasury which could be met only by an additional fifteen dollars collected from each member, brings to mind the fact that all associations appear to be very much in the same state, a state of growing duties and increasing expenses.

This is an age of association. We are rapidly reaching a state in which we shall be dependent upon organization for both guidance and initiation in all great questions. We see in this not the least cause for alarm. No individual mind, however great, is superior to many minds.

If we are to leave our destinies in the hands of associations, we must provide the means; if we expect our organizations to fight our battles, we must provide the sinews of war.

The Situation in New York.

The drug trade of the whole country is still interested in the price control situation in this city, which is not to be wondered at, for the future of the entire movement depends in a measure upon the success or failure of the several plans now on trial or about to be tried in New York. Taking all things into consideration, even the most skeptical must admit that the outlook is becoming more and more hopeful. All obstacles have been removed, and only patient, continuous uninterrupted hammering along the lines already laid down is now needed to bring final success.

The prices of contract goods are gradually approaching the required level. Naturally, in a great town where interests are so many and so varied as in New York, progress is slow and unsteady. The attitude of the retail trade toward the direct contract movement is still that of mild incredulity. But the refusal of the jobbers to furnish goods to those who have not signed is gradually driving in the signatures, and some day the druggists may be surprised into an appreciation of greater prosperity.

After the doubting brethren begin to realize that their profits are actually increased by the movement, they will hasten to give the N. A. R. D. some of the credit which is its due. Then it will be time to attack the many other evils which are waiting for a vigorous organized effort.

The Right to Fix Prices.

Upon the question of right in the matter of fixing the price of proprietary goods, the Chicago decision is admirably clear. It says:

"There is no question under the authorities but that the possessor of trade secrets, parties manufacturing under trade secrets, and patentees, stand upon the same footing. They are both recognized by law as lawful monopolies.

"It is well known that in patented articles and manufactures under trade secrets the patentee has a right to fix the price at which his article that he manufactures shall be sold to the consumer. It is done all over the country and it has been repeatedly recognized by the courts, who have said that the manufacturer under trade secrets stands exactly upon the same footing as the owner of a patented article."

Judge Tuley added a few remarks which may be turned into advice for proprietary manufacturers with very little trouble. "It is to the interest of the manufacturer that his medicines should be widely distributed; should be sold at every drug store if possible, and in order to help his own business he is obliged to make a fixed rate and demand that all these parties should come up and sell at those rates."

The Right to Refuse Goods.

An interesting part of Judge Tuley's decision concerns the right of dealers to sell to whom they choose, and the uselessness of court orders to sell to any particular buyer. He said: "I know of no way in which a court of equity can make one man trade with another. If a party puts himself in a position where he holds himself out to the public as ready to sell to everybody, it may be that an action at law will lie against the merchant for any damages that a party may sustain to whom he refuses to sell, but I see no method of proceeding in equity by which I can make that merchant sell to that individual unless he wants to."

There are so many good, legal reasons for refusing to sell to some people, that the attempt to hold the reluctant dealer upon one of doubtful legality must always be well-nigh impossible. Credit in business is an exceedingly delicate quality; a reputation for unfair methods may damage it beyond repair. Nobody questions the right of every merchant to decide for himself concerning matters of credit.

Swapping Professors.

A project, said to be the fruit of the German Kaiser's enormous intellectual activity, possesses no end of possibilities. It is the interchange of professors between different universities, presumably for the purpose of preventing educational stagnation by giving both teachers and pupils a frequent change in point of view. The experiment is, say the reports, to begin with a shifting of instructors of applied science in Berlin and one of the foremost American universities.

No doubt the idea might be applied to pharmaceutical education both in an interstate and international way with very interesting results. For instance, New York students could listen with great profit to a course of lectures by a professor from Chicago, the home of the N. A. R. D. An instructor from peaceful Philadelphia should find the pharmacy students of St. Petersburg, Russia, very stimulating.

To Test Christian Science.

The followers of the Christian Science delusion have the courage of their convictions. If we may believe reports which, we must confess, do not furnish internal evidence of great veracity, they have consented to risk their all by experimental trial, and that in the midst of scoffers and unbelievers.

It seems that the Nebraska Legislature—again, if reports are to be trusted—is considering a bill to prohibit the practice of Christian Science, but final action has been postponed until the adherents of the cult have had an opportunity to demonstrate their curative power. A janitor or door-keeper of the Senate chamber is —or, to be entirely safe, was—exceedingly deaf, and he has been agreed upon as fair material for experiment. Presumably the success or failure of the test will determine the fate of the bill.

From the druggists' point of view the plan is an attractive one and might be applied to a long list of other remedies seeking special favors.

Wood Alcohol Legislation.

It is not unlikely that the danger of poisoning, which is the direct result of improvement in the manufacture and refining of wood alcohol, will be used as a means of securing a modification of the restrictions on the use of grain spirit. Statistics of mortality and injury due to the use of wood alcohol are being circulated widely and discussions of the question appear in the papers in all parts of the country.

The first reason for the tax on grain alcohol is the evil effects of the substance upon the human body. It is because the too free use of alcohol is

condemned that the tax has been imposed, and it is for the same reason that it is so difficult to secure a reduction of the amount. Such being the case, the advocates of cheaper grain alcohol for use in the arts seem to be entirely justified in demanding either that a heavy tax be imposed upon the product of wood distillation or that the burden upon the producers of ethyl alcohol be reduced. Purified wood alcohol is so similar in taste and odor to the ordinary spirit that it offers a constant temptation to the abnormally bibulous, and its physiological action is unquestionably far more treacherous and disastrous. If, therefore, it is expedient to tax the former, a restriction on the latter is even more desirable.

Very little, if any, doubt about the poisonous quality of wood alcohol remains. According to a recent estimate, the victims of the compound number more than 100 a year. and the number is growing. While the wood alcohol of commerce was the evil-smelling, greenish liquid known as wood spirit, or wood naphtha, the dangers of drinking it, either inadvertently or deliberately, were small; but the more recent product is free from offensive properties and it resembles grain alcohol so closely that it can be employed as a substitute in cheap whiskey and other alcoholic beverages.

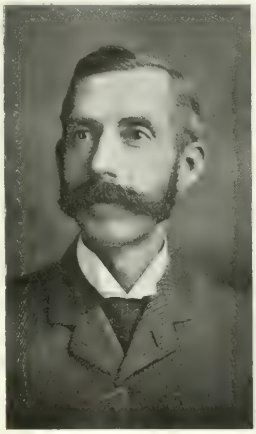
Many plans for reducing the risk from this source have been proposed. One suggests a law to label wood alcohol as a poison and to place upon the container a warning that the liquid, when taken internally, is likely to cause blindness. Another proposes to prohibit absolutely the manufacture and sale of "deodorized" or "purified" wood alcohol; and still another that, as in Germany and Great Britain, an untaxed ethyl alcohol be allowed for use in the arts or that ethyl alcohol be rendered undrinkable by the addition of offensive substances.

A bill to tax wood alcohol was introduced into the New York Assembly at Albany last week. This is apparently not an attempt to place this product in the same category as grain spirit, for the tax is *ad valorem* and the collections are placed in the hands of the commissioner of health. It is apparently purely a health measure.

Radium at Work.

Radium, from being the bad boy in the family of elements, bids fair to develop into the most laborious and useful member of the group. It has now become a regular article of commerce and it is therefore necessary to curb one's freedom when speaking of its merits and idiosyncrasies, but we may safely say that, contrary to early predictions, radium has not wrecked or even seriously damaged any of those hypotheses which men of science had built up with so much care and so much labor. It has rather aided in the construction of other useful working theories and as a stimulant for the speculative faculties it has never been equaled.

Radium has probably occupied its proper place in medicines, and it, therefore, comes within the province of the pharmacist; but the druggist may have even a nearer interest in the mysterious substance than that of daily business. Professor Rutherford of McGill University suggests that we may be indebted to the energetic element for light, heat and life itself. He asks if it may be possible that the mysterious source of heat which keeps the sun warm and this earth endurable is an immense although widely distributed supply of radium?



CHARLES H. AVERY
President Chicago R. D. A.

Apart from the gratitude which we should feel for sunshine and bodily comfort, we shall all feel better if the controversy about the age of the earth which has raged for years between the physicists and the geologists may be settled by this chemical means.

Mind and Medicine.

One of the differences which distinguish the pharmacist's calling from that of the physician is that the former deals with concrete things in definite quantities while the latter is confronted with the problem of adjusting a definite treatment to a very indefinite set of symptoms modified by an extremely uncertain psychic element. So long as the human mind unaided by drugs is capable of creating and obliterating symptoms, so long will medicine fail to be an exact science.

Dr. Wiley has been forced to take this influence of mind over bodily functions into account in his work with the famous "poison squad" at Washington. In past experiments the young men have known the name and properties of the drug under experiment, and in several cases imagination proved to be more powerful than the medicine. They actually suffered from symptoms of poisoning long before they had taken enough of any drug to bring about such a condition. Now the subject of the experiment knows nothing of the nature of the substance mixed with his food until the test is concluded, and in consequence he is uncertain as to which set of symptoms he ought to feel, with the supposition that as a result he will feel none but the correct one.

Perhaps this quality of the human mind and body has something to do with the doctor's secrecy as to his remedies. Patients are encouraged to feel only such symptoms as show that they are getting better. Unfortunately this does not cure them all.

Are the Mighty Vanished?

We are all tired of this talk about evil days and degenerate times, or at least we ought to be. This year of 1905 is as fine a period as the world has ever seen. The pursuit of happiness was never more successful, and never have the honest, industrious and earnest enjoyed better opportunities for attaining their hearts' desire.

But, say the croakers, where are the great men? The giants have all departed. There was a time when every walk of life had its leaders, observed and respected of all men. Where is the Procter, the Maisch, or Rice of the present time?

The answer is simple. There are fewer conspicuous figures, because the general level is higher than formerly. Men are as able and laborious and self-sacrificing as of old; but it is more difficult to surpass because competition for greatness is keener than it used to be.

The drug business is no exception to the general rule. We defy any one to name a period in the world's history when the level of honor and intelligence was higher or when the public obtained better or purer drugs than to-day. Our great men have not all departed. It remains for us to find them and to honor them.

Now, if somebody would only choke off those wicked persons who make unreliable clinical thermometers, how happy some people would be.

The "old theory that any criticism which is not of the approved pattern is a sign of malevolence" still seems to be in force in some quarters.

C. P. EMANATIONS

A LIGHT HEART AND A MERRY EYE.

The day was bitterly cold and the outlook for trade was bad. The druggist scowled at the dark sky and the scurrying snow.

"A brisk day," observed the C. P.

"H—m! So brisk that sales won't amount to two dollars."

"But you'll get it all back when the weather moderates."

"That's not my experience," said the man behind the counter. "Trade lost is trade lost. Making it up the next day is all nonsense."

The sage smoked several minutes in silence. His friend knew that a sermon of some kind was brewing, but he felt too listless to ward it off.

"If I were a customer and were to see your face through the window I would go on to the next place," the old gentleman observed.

"What do you mean?"

"I mean that it pays to be cheerful. People do not like to trade with a thunder cloud."

"I'd rather do business with a thunderbolt than with a blithering idiot," the druggist snorted.

The sage perceived that his audience was not in a receptive mood. "Do you remember old man Brown and young Sharp?" he inquired.

The druggist nodded. "The old man was too mean to live, and Sharp was a hustler," he said. "A hustler will get along no matter what his disposition happens to be. I saw Sharp the other day; he isn't so all-fired cheerful now."

"No, I dare say," the old gentleman replied. "He is going in over his depth, and no man can do that without rubbing some of the sunshine off. But, look here! You know what I mean."

"Of course I know what you mean. You've got to be civil, but you've got to use sense about it. You can't say, 'Ho, ho, let us be cheerful' and make a fool of yourself. I once had a clerk who was loaded up with that idea of yours. He would waltz up to a customer with a smirk on him like a ribbon counter dude. Bah! I wouldn't have him around."

The sage felt that he was not making much headway. "It is largely a matter of tact," he mused. "Nevertheless, if I were a little girl and you growled at me like that I wouldn't be apt to ask you to show me your prettiest note paper. I would quietly walk away and keep my pennies in my glove."

"You aren't a little girl," retorted the proprietor of the establishment, "and if I've ever frightened away a customer, I'd like to know it. I know how to run my business, and every man has a right to feel gloomy once in a while. The drug business is enough to drive anybody out of sorts—mean, pesky, little annoyances, small profits, not enough trade to keep one decently at it."

The C. P. saw an opening and lost no time taking the advantage offered. "That's what I mean," he said. "You've got to believe in things. There are plenty of men who find pharmacy worth while. All the successful druggists believe in it."

The druggist did not reply.

"And as for finding something to do," resumed the old gentleman. "That depends upon how you look at it. There's McDonald, of Brooklyn, if he had your fine location—"

"Well, what then?"

The sage thought best under the circumstances not to expatiate upon the wonderful things Mr. McDonald would do in a fine location. "Optimism is a paying asset in business," he said. "A man who doesn't believe thoroughly in what he is doing had better not do it. And to believe in himself he must believe life is worth while and in what his associates are doing."

"Be a promoter," suggested the druggist. "There's millions in it to him, no matter what it is. Your true optimist is the promoter; he believes in all of his thousands of schemes, in spite of what everybody else thinks and in spite of his thousand and one failures."

"I see no need of going to that extreme," objected the sage. "Why can't you strike an average? All the men who do things in this world believe in things, their fellowmen, the country and its institutions, that truth will prevail, that honesty and ability will find a just reward, and all that."

"Which means," said the druggist smiling at last, "that they walk around with their eyes closed and that they think very little and never to the bottom of things."

"It isn't true!" cried the sage. "Take it back!"

The druggist's face showed that he had already denied his heresy in his heart. "Take back what?" he said.

"That the world is not good to live in, isn't growing better."

"Including the drug business?"

"Including the drug business."

"All right! I'll take it back."

"The average of intelligence is higher, the average of honesty and morals is higher and men are better than they were before, and are growing better all the time," the C. P. said, with hand uplifted.

"The sun is coming out," the druggist remarked, his face to the window. "The wind has gone down, and there is old Dr. Fitzgerald. I may have some trade after all."

Poisoning by Phenacetine.

A case of poisoning, apparently the result of the habitual use of phenacetine, is reported from Germany (Dr. Max Hirshfield, Deutsch. Med. Wochschr.). A young woman who had taken frequent doses of the synthetic as a remedy for headache, complained of an eruption of the skin on the lower limbs between the ankle and knee. The eruption appeared in the form of dark spots and blotches, extravasation of blood appearing on the more severely affected areas. In the course of a few weeks the blotches were followed by superficial ulcers. All eruptions and ulcers disappeared when the doses of phenacetine were discontinued, but returned when the patient surreptitiously took 1.50 grams of the compound.

FORMULAS FOR CORYZA.

As to local remedies to cut short an attack of coryza, the following is recommended in the form of an inhalation:

(1.)

Stronger ammonia water	1 dram
Rectified spirit	2 drams
Carbolic acid	1 dram
Water	2 drams

A few drops of the mixture to be dropped on absorbent cotton and the vapor inhaled.

(2.)

Oil of pine	2 drams
Camphor	40 grains
Stronger ammonia water	1 dram
Rectified spirit	1 ounce

To be used in the form of an inhalation.

Anodyne Spray (Shurley).

Menthol	1 grain
Alcohol	5 minims
Precipitated calcium phosphate	5 grains
Water, enough to make	2 ounces

Sedative and Astringent Spray.

Cocaine	5 grains
Alum	10 grains
Menthol water	1 ounce

To be used locally as a spray.

Oil Spray.

Camphor	1 grain
Menthol	3 grains
Carbolic acid	2 minims
Liquid albolene	1 ounce

As an inhalant the ordinary compound tincture of benzoin is very efficient; one teaspoonful is floated on a pint of hot water and the vapors inhaled. Creosote may be used in the same manner, using from ten to fifteen drops to a pint of hot water.

Spray Solution.

Menthol	8 grains
Camphor	5 grains
Liquid petrolatum	1 ounce

Mix. To be used in the atomizer as a spray, after thoroughly washing the affected areas. As a vapor to be inhaled, the following is recommended:

Menthol	1½ drams
Eucalyptol	1 dram
Liquid albolene	1 ounce

A few drops to be noated on a small amount of water, placed over a spirit lamp and inhaled. —Jour. Am. Med. Assoc.

A WORD ON OUR NEW MAKE-UP.

Seit Anfang Dezember präsentirt sich unsere Kollegin, The Pharmaceutical Era, in einem neuen gefälligen Gewande. Durchwegs mit neuer Schrift versehen und durch ein geschicktes, völlig verändertes Arrangement in der Einteilung des Lesestoffes, wird die beliebte Fachzeitschrift gewiss nicht verfehlen, auf ihre vielen Leser den günstigsten Eindruck hervorzurufen.—Deutsch Amer. Apoth. Zeitung, N. Y.

Translation.

[Since the beginning of December, our colleague, The Pharmaceutical Era, has appeared in a becoming new dress. Provided throughout with new type and with a complete change in the arrangement of the reading matter, this esteemed trade journal cannot fail to produce the most favorable impression upon its many readers.]

OUR LETTER BOX

BULK PERFUME TRADE.

Worcester, Mass., Feb. 2, 1905.

Editor The Pharmaceutical Era:

Regarding the article "Bulk Perfume Trade" which appeared in your issue of January 26, (page 121) we would like to take a few exceptions, as no doubt the most of the matter was gleaned from the American perfumers, for we know that more bulk perfume is sold to-day than ever and not by American perfumers, but by the French, for in one year the increase of duty on perfumery amounted to upwards of $119,000. This decidedly shows a marked preference for French perfumes, and that without one cent of advertising. Why is this? The reasons are many, among them being that French perfumes are allowed to age from one to two years before being bottled, which naturally makes the products superior, a fact the public appreciates. Another reason is that many druggists now make their own bulk perfumes by a simple process of "concentrated flower oils," which require but the addition of cologne spirit and water and ageing; the concern of whom we buy our oils told us that in 1904 they sold about 15,000 ounces of these oils, each ounce making one pint of extract. This represents a total of about 15,000 pints of bulk extract that the perfumer did not sell. These two facts alone taken together, show where the bulk perfume trade has gone to.

As to our American perfumer, he has not advanced in making perfumes; first, he allows his goods for the most part to age but from four to six weeks up to four months before shipping; result, product no good. Next, he pays most of his attention to "specials" at very high prices, because some of the perfumers think that the success of the French goods is because of the high prices asked, and also that the perfumer wants to have something bearing his own special name; it is a fact, however, that these specials are mostly old odors, dished up under names and new prices ranging from $9 up to $14 a pint and higher. The druggist has often in this way been duped, but he finally stops to think, and says, "If I must pay such prices, I'll buy the French goods, and then I will know that I have the best."

We admit that department stores now control the perfume business, and only because of their display and push. What the druggist *must do* is to *meet* their cut prices on the goods that perfumers sell both to himself and department stores, but his *profits* can be realized on the perfumes he makes himself under his own coined names. Druggists will remember that for years they sold *all* of the bulk perfumes for the perfumer without any advertising except the druggist's own recommendation, and for which he simply realized his legitimate profit. Why can he not to-day sell more of his own make than ever with a little attention and push? He shows, tries to sell, and *does sell* his own proprietary preparations, which proves what he *can do* if he tries. We feel that the perfume business belongs to the druggist, and that every honest effort must be made to retain it or regain it, as the case may be. Your very truly,

HENRY L. GREEN.

MR. TODD'S OPINION.

Ithaca, N. Y., Jan. 28, 1905.

Editor The Pharmaceutical Era:

I am of the opinion that the drug trade is in a transitory state, or a state of metamorphosis, so to speak. It is to be hoped, however, that when the business moth enters the butterfly state, our existence will not only be far more pleasant,

JUDSON B. TODD,
Member of N. Y. Board of Pharmacy.

but of greater longevity than the latter. Of the N. A. R. D. proposition, price agreements and legislation, I am not sufficiently posted to talk. Regarding the substitution question, I may say that, in my opinion, based upon the findings of our up-State Pharmacy Board inspectors, the rank and file of our pharmacists are honest, upright men who do not practice substitution. I have always questioned the advisability of any manufacturer or concern, through the press, whipping the many for the faults of the few. It is a great temptation for any man to think that so long as he is sure to get the name, he might as well have the game.

There always has been, and I fear will be unscrupulous pharmacists, but I have good evidence that they are not the only ones not free from guilt. I cannot, however, endorse the idea that it is best to frighten an already suspicious public by big scare heads in the daily press into thinking that our business is in the hands of [illegible]

Prosecution of guilty men and dignified appeals to the honor of all, it seems to me, is along "safe and sane" lines.

The reason for one line of substitution lies in Uncle Sam's error in protecting, to such an unreasonable extent, goods that are sold in adjoining countries for a much lower figure. The way to make some folks honest is to remove temptation and that suggests continuous work at Washington. Perhaps if the N. A. R. D. could accomplish this it might get the good will of more pharmacists than any other means it could employ. As to the general trend of our business, I cannot but believe that it is both encouraging and upward.

JUDSON B. TODD.

PRESCRIPTION PRICES.

Chicago, Jan. 30, 1905.

Editor The Pharmaceutical Era:

Your very excellent journal, issue January 26, 1905, lies before me. Page 100, "Two and Two are Five," is good, and is a favorite expression with me. Your druggist asks how he can charge more for his prescriptions than formerly, and you reply that "that is his part of the scheme," correctly. My answer to him is not to question how, but to "Do it now!" I have been doing it for several years and have not yet been caught at it by the public. I did it from necessity, not from choice. I had two alternatives to choose from: much greater profits and the daring to ask them, or certain bankruptcy. I chose the former and won; I fill more prescriptions now than ever in my career, and, at a minimum average of 200 per cent. profit. My gross receipts for the year 1904-5 were the greatest I have ever had.

Your druggist says "he is no hypnotist." To succeed he must be. Success is only a question of nerve.

We now come to "Prescription Prices" (page 123). The symposium, beginning, "Four ounce mixture," and ending "a bum business," was taken from my file of original prescriptions on December 29, 1904. Refills were not included. A memorandum was made after closing the store on the same day. Now, taking the list as printed in The Era, and beginning with the 4 ounce powders (my own), down to 20 capsules (77,366), etc., the quantities should read "mixtures" and not ounce powders; 8 ounce—.85 should read 8 ounce mixture; 4 ounce—.50 and 4 ounce—.65 should also read "mixtures." I wish you would kindly call your readers' attention to this correction in the next issue. Twenty-two years ago, when I had been instructed to charge 100 per cent. profit on drug items (I think it was the year antipyrin came out) I filled a prescription calling for one dram of antipyrin to be made into six powders. At that time antipyrin cost $1.40 per ounce. I figured a dram at 20 cents, plus 5 cents for the box, or 25 cents in all, and charged the customer 50 cents, thus making a profit of 25 cents, or 100 per cent. The gentleman in whose employ I was, upbraided me severely for such careless pricing, threatening to discharge me for using such abominable judgment. He said: "Maybe you can make money by such pricing, but I who am old enough to be your grandfather have not yet learned that; you must at least get 75 cents for a prescription that costs you 25 cents." Of course, I get 65 cents for one dram of phenacetine whether there are three powders or fifteen powders. I figure that one dram of phenacetine costs 15 cents, and the box, label and powder papers cost 5 cents, or 20 cents in all. My profit is therefore 45 cents, which, at least, I think I am entitled to. Now, did I make 45 cents?

Let us see. It certainly in no instance costs less than 25 per cent. of the total day's sales to conduct a retail drug business. A $20 per day store will surely have $5 expenses; what is true of the whole is also true of any part of the same. Five dollars is 25 per cent. of $25. Twenty-five per cent. of 65 cents is 16¼ cents; cost of phenacetine, 15 cents; box, label, etc., 5 cents; cost of doing business, clerk hire, rent, light, heat, etc., 16¼ cents; or 36¼, which subtracted from the selling price (65 — 36¼ = 28¾) leaves a net profit of 28 cents. Does your Mr. Druggist think this extravagant? If he fills twenty such prescriptions per day, he earns on them $5.60. Is it too much? And, yet, there is not a druggist in Chicago or New York employing one registered clerk whose daily expenses are not as great. Hegeman Corporation stores operate under an expense of 25 per cent., and I don't believe it lets loose a trifle over one cent when selling one dram of phenacetine, box inclusive, for 25 cents.

In your interview with New York druggists, you say that they lack the courage to get what they are entitled to. Let them but try, and they will very soon learn that the much feared public is very submissive, weak and truly ignorant of drug prices. By all means let them get together, organize, affiliate with the greatest of all price boosters—the power that can—the one that makes good—the National Association of Retail Druggists.

Very truly yours,

FRANK F. FALKENBERG

FRUIT SYRUPS IN PENNSYLVANIA.

New York, Feb. 2, 1905.

Editor The Pharmaceutical Era

I have just concluded reading the letters to you from the J. Hungerford Smith Co., and from Mr. Pritchard, on the proposed Pennsylvania law on preservatives in soda water syrups (last week's Era, page 134 -Ed.). My sympathies are with your correspondents in their anxiety to get relief from the oppressive rulings of Commissioner Warren, but I fear they are trying to escape one evil by jumping into another. They make a mistake when they try to legislate into existence a monopoly. It is unjust to other interests and it enables the manufacturers of sodium benzoate to raise the price upon them as soon as the bill becomes a law. They should mention no preservative whatever. Where their bill reads, "and containing in the original package or concentrated form, more than one-fourth of one per cent. of sodium benzoate," it would be immeasurably safer and better to have it read, "and containing in the original package or concentrated form, more than one-fourth of one per cent. of any substance, the medicinal dose of which is given by standard works on therapeutics as from 5 to 30 grains, or any per cent. of any substance the maximum named dose, in such works, of which is less than 10 grains."

With a law reading in this way room is left for new discoveries to be utilized by the pharmacists of Pennsylvania. Such a law would be absolutely impartial and absolutely safe. The pushers of such a law could not lay themselves liable to be accused of being in the employ of some one firm. I sincerely hope that Mr. Pritchard will get the lawyer of the Western Pennsylvania Retail Druggists' Association, and the Hon. James M. Esler to consider the amendment I here offer to their bill. I believe that, after due consideration, they will agree with me that a change of this kind would be an improvement to the bill. Why should the great State of Pennsylvania make itself an advertising medium for any particular firm? Why should the pharmacists of Pennsylvania be prevented from using better preservatives that future discoveries in science may bring to their doors?

In reply to your editorial note, permit me to call your attention to the fact that the cases you mention of pharmacists who use neither preservatives nor artificial coloring matter are exceptional. If all druggists can be compelled, and all dealers in soda water that are not druggists can be compelled, without failure, to permit of no deterioration or decomposition in the goods they serve the public, then there is no necessity for the use of preservatives. If the conditions of the State are such that dealers will not or cannot serve unpreserved goods, then there is a necessity for preservatives. One has not to study the subject long before learning that without preservatives great financial loss and great injury to public health is certain. Pasteurizing of fruit juices gives an almost wholly artificial product. It is a delusion to think that a cooked fruit juice has any such chemical composition as a pure fruit juice. Some of the products of the cooking may be as dangerous as preservatives. No one knows, for the products of the decomposition are unknown.

R. G. EGGLES.

MR. SNOW ON SUBSTITUTION.

Topeka, Kans., Jan. 29, 1905.

Editor The Pharmaceutical Era:

The condition of the drug trade in this part of the country is very flattering, and while we may not have done as much business during the summer months of 1904 as we have done in previous years, yet since the first of November and during the Holidays we have gone far ahead of what we expected. Concerning the price control contracts and serial numbering plans, we are heartily in favor of anything tending that way. It strikes the writer that the plan of legislation as mapped out, if it can be carried out, will accomplish the end looked for. I would most earnestly urge upon my fellow retail druggists to exert themselves in getting their senators to support the Mann patent bill and to do it at once. In recent cases to which my attention has been called, especially in cut rate towns, I have formed the opinion that the wrong of substitution is on the increase. Very truly yours,

F. A. SNOW

NATIONAL BOARDS OF PHARMACY.

Washington, Jan. 31, 1905.

Editor The Pharmaceutical Era:

I am authorized by the executive committee of the National Association of Boards of Pharmacy to extend to you its unanimous vote of thanks for the great assistance you rendered this association by furnishing us with extra copies of our constitution and by-laws.

This association now has a working membership of thirteen, comprising the following States and Territories: Ohio, South Dakota, District of Columbia, Maryland, Louisiana, Alabama, Florida, Massachusetts, Indiana, Arizona, Oregon, Michigan and Oklahoma. The next step is indicated in article II of the by-laws: Upon receipt of an application for registration in another State, the secretary of the board shall request the secretary of such examining board to furnish a certified copy of the applicant's examination questions and ratings; provided, that in all cases the applicant shall have received a rating of five per cent. higher than the minimum rate required by the board before which he was examined; and such questions must be satisfactory to the board from which he seeks registration. Faithfully yours,

MURRAY GALT MOTTER,
Chairman.

The Remedy for Quackery.

We must reform our ways. We must cultivate the highest ethical, and that means moral, standard, so that we shall be looked upon as the firm refuge in the hurricane of greedy selfishness that is overwhelming society since the era of the Captain of Industry began. Be pure and clean; think, feel, act and speak only from the most disinterested motives; and the time will not be long when the world will recognize your worth and trust you as you deserve. Nothing is so urgently needed to-day as men who are worthy of confidence.

We must improve our methods of treatment. We must use better remedies, and apply them more intelligently. We must study our cases better, must learn to recognize the pathologic conditions, rather than to name the diseases. We must learn to know our remedies, and to see the precise indications for the use of precise remedial agents; and to recognize the effect of these so that we use neither too little nor too much, but just enough to accomplish our definite, well-considered purposes. Guesswork and chance must be eliminated from our practice. We must be prepared to use that most impressive branch of our art, prognosis, so as to teach our patients our mastery of the case in a way no quack can possibly do.

These are the things that make for better doctors, and we cannot afford to be turned aside from anything that tends in that direction, by the sneers of self-interest or arguments addressed to prejudices, that do not touch the merits of the question. And if there be any other or better methods of opposing quackery the writer knows them not.—Dr. W. F. Waugh, Alkaloidal Clinic.

Pumice for Ash Determination.

Pumice stone is recommended by Duyk as a valuable aid in ash determinations of organic substances which become carbonized with difficulty (Jour de Pharm. et Chim.). The material to be tested is mixed with an equal quantity of finely powdered pumice stone and heated over a moderately strong flame. Incineration follows rapidly. If further analysis of the ash is required, extraction may be accomplished with the usual solvent and the pumice stone remains behind.

PATENT OFFICE PAYS.

Annual Report Shows Progress in Many Directions.

The chief impressions gained from a perusal of the annual report for 1904 of the Patent Office, which has recently been issued, are that the work of the Office is constantly increasing in size and importance, and that it is one of the few national institutions paying financially.

The gross receipts of the Patent Office in 1904 were $1,657,326.53 and the expenditures $1,476,000.38, leaving a surplus for the year of $181,326.15. The treasury of the United States is carrying the large balance of $5,863,866.76 to the credit of the Patent Office.

Details of the work completed in 1904 show 52,143 applications received for new patents and reissues, 2,524 for the registration of trade-marks, 1,335 for the registration of labels, and 397 for prints. Investigation and action on these resulted in the issuing of 30,824 patents and the reissuing of 110. Trade-marks registered numbered 2,158, labels, 1,114, and prints, 297. During the year 20,429 patents expired.

Apparently the citizens of Connecticut are the most inventive, for one patent was granted in every 1,097 persons of that State. New York was eighth, according to this method of comparison, one patent being granted in every 1,614 inhabitants. But in another way New York stood first among the States, for to her citizens in the aggregate the most patents were awarded, numbering 4,502. Many subjects of foreign countries successfully applied for patents, the Germans being most numerous. To them were granted 910 patents, while the English came next with 830.

Since 1836, when the present system of letters patent was inaugurated, there have been but eight years when the Patent Office did not show a surplus. The largest surplus was rolled up in 1883 and amounted to $471,005.14. The lowest profit made by the Office in recent years was in 1898, when only $1,538.28 was laid by. This was probably because of the Spanish war and the general centering of all interests in that event.

A glance at some of the figures for the early years is interesting. In 1837, the number of patents issued was 435, bringing in $29,289.08 to the Patent Office. In the same year $33,506.98 were expended. Needless to say, there was a deficit. But it was made up the next year, which brought a surplus of $4,784.62, receipts being $42,123.54 and expenditures $37,-338.92. In 1838 patents issued numbered 520. Compare these figures with those for 1904. The growth is wonderful.

One of the best achievements of the Patent Office during the past year, from a managerial standpoint, was the elimination of all loss or claims of loss of funds transmitted by applicants to the Office by mail. At one time this item was a regular annual feature. Better details of systems used have been gradually lessening this loss since 1901, and 1904 saw its extinction.

Loss by what were termed "office errors" has also been done away with. An interesting statement is: "Careful exploration work among the printed patents in this Office and development of hitherto lost resources of printed patents have resulted in a saving from the amounts which would otherwise have been required for the purpose of reproducing exhausted copies, estimated by the chief clerk at $39,030.40.

"During the summer of 1904 eighty-three iron model-cases and about twenty-five thousand models were removed from the galleries of the Patent Office to the second floor of the Union building. This leaves less than one hundred models in the Patent Office building, and they will be removed to the Union building very shortly. The space formerly occupied by these cases is being used for the storage of printed copies of patents, patented files, and other official records."

Commissioner of Patents Allen concludes his report with an appeal for the provision of more space for the work of the Office. "The trade-mark measure now before Congress will, if it becomes a law, undoubtedly result in an increase in registration of trade-marks in this Office, and will require an increase of facilities both in the force employed and in space and equipment required for its transaction, due to the considerable reduction of trade-mark fees provided by this measure."

THEORY AND PRACTICE

Paste for Eczema.

Various "pastes" are prescribed in the treatment of eczema, and the pharmacist is frequently called upon to prepare them, the names of the authors of the formulas only being given. Here are three, recommended by a specialist in a recent issue of one of our medical exchanges:

Lassar's Paste.		
Salicylic acid	10	grains
Zinc oxide	2	drams
Starch	2	drams
Vaselin	½	ounce
Ihle's Paste.		
Resorcin	10	grains
Zinc oxide	2	drams
Starch	2	drams
Vaseline	2	drams
Lanolin	2	drams
Morris' Paste.		
Zinc oxide	1	dram
Kaolin	3	drams
Vaseline	1	ounce

Valuation of Hydrogen Peroxide.

Potassium iodide reacts with hydrogen peroxide, forming potassium hydroxide and iodine, which in turn react upon each other with the formation of iodate and other iodine derivatives. This secondary reaction can be entirely prevented by the addition of sulphuric acid, so that the original reaction can be represented by the equation:

$$2KI + H_2O_2 + H_2SO_4 = K_2SO_4 + 2H_2O + I_2$$

according to which 1 gram of iodine corresponds to 43.75 c.c. of oxygen, or 1 c.c. of oxygen to 0.022857 gram of iodine. In the colorimetric method, based on this reaction, 20 c.c. of the hydrogen peroxide solution previously diluted to a tenth of its strength are treated with 12 c.c. of a 10 per cent solution of potassium iodide, and 4 c.c. of dilute sulphuric acid (8 per cent.), and the resulting coloration matched by means of a standard solution of iodine.—J. Pharm. Chim.-Jour. Soc. Chem. Ind.

Chemical Industry in America.

The most recent statistics on the growth of chemical industry in the United States are those embodied in a paper read by Prof. C. E. Munroe before the International Congress of Arts and Sciences, which met in St. Louis during the World's Fair. For purposes of comparison, the following figures are taken: In 1890 the number of establishments was 58,195 and of employes 710,485. The total wages aggregated $311,369,495. In 1900 the number of establishments had increased to 84,172 and of employes to 1,033,543, the total wages being $469,-848,022. The cost of materials used in 1890 was $2,177,433,777, and the value of the products, $3,165,768,188; in 1900 the materials used were valued at $3,-392,974,000 and the products at $4,962,-715,785.

Zirconium Tetraiodide.

Zirconium tetraiodide, ZrI_4, has been obtained by Staehler and Denk (Berichte) by heating metallic zirconium to about 340° C. in a stream of hydriodic acid and removing free iodine from the salt by treatment with benzol. Zirconium iodide is a reddish brown powder which shows a yellow crystalline structure under the microscope. It dissolves in water and acids with violent reaction and appears to be soluble in absolute ether. By the action of water on the salt zirconium oxyiodide, $ZrOI_3 S H_2O$, is formed, a compound which may also be obtained by dissolving hydrated zirconium oxide in strong hydriodic acid.

Matrin.

Matrin, a crystalline principle, $C_{15}H_{24}N_2O$, has been isolated from the root of Sophara angustifolia by Nagai and Ishizaka (Deutsch. Med. Woch.). This root is used in China in the treatment of typhoid. Matrin is toxic in its action, the lethal dose for rabbits being 0.3 gram for 1 kilo of body weight. Some years ago Wood claimed to have obtained from the poisonous seeds of the Texan tree Sophora secundiflora, a liquid alkaloid (sophorine), which was also thought to exist in other species of the germs. Plugge later stated that this alkaloid was identical with cytisine.

Enusol.

Enusol, a salicyl-arsenate of mercury, is obtained by the action of one molecule of methylarsenic acid on one molecule of basic salicylate of mercury. It does not give the reactions for the arsenates, nor those of mercury, and is not precipitated by ammonium sulphydrate nor by potassium iodide. One centigram of the salt, a white, amorphous body, corresponds to one centigram of bi-iodide of mercury. It is slightly soluble in water, 4 p. in 100 (Nouv. Rem.).

Acid-Proof Finish.

An acid-proof solution for laboratory table tops may be made as follows (Jour.

Applied Micros.): Solution I.—Iron sulphate, 4 parts; copper sulphate, 4 parts; potassium permanganate, 8 parts; water to 100 parts. Solution II.—Aniline, 12 parts; hydrochloric acid, 18 parts, water to 100 parts. Apply solution I first, when hot. When it has dried, remove the excess by thorough rubbing, and then apply solution II. When the wood is dry, apply a thin coat of linseed oil thinned with turpentine.

Lupeol.

Lupeol in a crystalline condition has been obtained from the bark of Rouckeria Griffithiana by Sack and Tollens (Berichte, through Ch. and Dr.). Lupeol melts at 210° (213° corrected) and has the formula $C_{26}H_{42}O$. A crystalline benzoate of lupeol melting at 262° was prepared and a bromide, an acetate and a phenylmethane were found to agree with the characters of lupeol derivatives. Glucose was also obtained from the bark and in the mother liquors of the crystallization of the lupeol.

Fetrone.

Under this name Liebreich designates a new ointment base composed of 97 parts of yellow vaseline and 3 parts of stearic acid anilide. The product is yellowish and inodorous, does not become rancid, and at a temperature of 68° is capable of absorbing large quantities of water. This property is further enhanced by the addition of anhydrous lanoline. Fetrone does not provoke irritation of the skin, but is not so readily absorbed as lanoline. It may be employed with various medicaments used in dermo-therapy (Nouv. Rem.).

Vioform.

Vioform or iodochlor-oxyquinoline is obtained by treating an alkaline solution of chloroxyquinoline with an equal quantity of a solution of iodopotassium iodide, or by adding to a mixture of an alkaline solution of chloroxyquinoline and potassium iodide some body which will liberate iodine. It is recommended as an effective antiseptic more powerful than iodoform, and to be quite free from irritating action on the skin (Nouv. Rem.).

Bismuth Agaricinate

Bismuth agaricinate, employed in the night sweats of phthisis, intestinal catarrh, etc., is a white, tasteless powder, insoluble in water, and has the formula $Bi_2(C_{16}H_{28}O_5)3$. The dose is 5 to 15 grains.

Duran.

Duran, found in the market as a white powder and in the form of tablets, is a remedy intended for use in rachitis (Pharm. Ztg.). It is stated to be a preparation containing calcium carbonate and magnesium phosphate with albumin.

Spike lavender oil is very scarce. Only a very small quantity distilled and in southern France Adulteration is flourishing. Soap manufacturers will find it to their interest to experiment by substituting something else.

Although new crop orange oil has arrived, prices are advancing and are higher than it was expected at the opening of the season.

EFFECTS OF WOOD ALCOHOL.*

BY HAYDN M. SIMMONS, PH.G., M.D.

The toxic effects of wood alcohol have been brought recently to our notice by several able articles on this subject, especially those of Dr. Buller and Dr. Wood. Many individual cases have been brought to light by the medical and daily press.

Wood alcohol (or, more properly speaking, methyl alcohol) is known by a great variety of names, which has often led to confusion and even mistakes, many of the latter being followed by serious results. The following are some of the synonyms by which wood alcohol is known and under which the same product may oftentimes be found in commerce: Under the head of "spirits," as Columbian, colonial, cologne, wood or green wood, eagle, lion, methylated, pyroxylic, and pyroligneous; under "alcohol," as wood, methyl, burning, or "for external use;" also, as wood naphtha.

Wood alcohol, as it was formerly manufactured (with but few exceptions) was a dark yellow or brownish liquid, having an unpleasant or rank odor and a nauseous and bitter taste. This product was, by virtue of its odor and taste, excluded from use in any preparations intended for internal use, and thus few cases of poisoning resulted. But this is no longer the case, as vast improvements in its manufacture, with the resulting elegant product, nearly odorless, tasteless and colorless, has given a product not very different in appearance, etc., from ethyl alcohol, for which it has been much substituted. As a result many unsuspecting persons have been duped and many injured.

Wood alcohol is used in the arts to a great extent, and has displaced ethyl alcohol as a solvent for resins, varnishes and oils, and in the manufacture of paints, metal polish, and cleaning fluids. It has a large use as a fuel in alcohol lamps, cigarlighters, etc.

Adulterations with wood alcohol have been practiced on a large scale, both in those preparations which are used internally as well as those used externally. It has been found in many samples of witch-hazel, bay rum, liniments, tincture of iodine, rub-downs, and the like. All manufacturers of wood alcohol claim that it is harmless when used externally, but Brundage and Wood both report cases of eye trouble resulting from its external application.

The real danger comes from using wood alcohol internally. It has been frequently found in essences of ginger and lemon, extract of vanilla, paregoric, spirits of camphor, whiskey, brandy, all wines, highballs, punches, bitters, and several popular patent medicines. The New Jersey Board of Health found wood alcohol in four out of eight samples of paregoric. Dr. Warren, of the Pennsylvania Food Commission, found that in one thousand samples of cheap whiskey ninety-five per cent. of them contained wood alcohol, and some as high as seventy-five per cent. The New York Health Board examined two hundred and fifteen samples of essence of ginger from various parts of the State and of these many contained varying amounts of wood alcohol. Mr. Patch examined two hundred and twenty-five samples of spirits of camphor and found that forty of these contained varying amounts of wood alcohol. The same was true of essence of lemon.

The appetite for alcohol among persons cut off from civilization and amusements has often been noted. This has led to much trouble in army posts, reservations, etc., where the regulations limit the supply of alcoholic liquor. These conditions often lead to many complications hard to deal with. One army surgeon reports three cases of men who, after being on a spree in a near-by town, sobered up at their quarters next morning on wood alcohol, nothing else being obtainable. Cases are also reported of Indians drinking red ink, believing it contained alcohol.

SYMPTOMS OF POISONING.

These may be best described under mild cases, exhibiting symptoms of intoxication, with nausea, vertigo, vomiting, and disturbed vision, and severe cases, having not only the above symptoms, but in addition muscular weakness, severe gastro-intestinal disturbance, partial or complete blindness and delirium. Fatal cases result in coma and death, the latter being due to cardiac and respiratory failure. When collapse or coma occur in any case, recovery is unusual. The blindness may come on within three hours, or be delayed as long as, in one case, seventeen days. In most cases it occurs in the first twenty-four or forty-eight hours. In the hopeful cases the eyesight returns in two or three days. The toxic symptoms in nearly all cases are developed in two or four hours, but a few have been as long as twenty-four hours in developing. Dr. Hunt states that he has proved by experiment and demonstrated that wood alcohol is not only more slowly absorbed, but also that it is more slowly eliminated.

Dogs have been given daily small doses of wood alcohol for two or three weeks, which produced in them a comatose state. When, on the other hand, ethyl alcohol was given under the same conditions for several months, no coma was produced and nothing in particular was noted. It is also stated that wood alcohol is only partly oxidized in the economy, and forms first, formaldehyde, and finally formic acid, the latter being highly poisonous and very slowly eliminated in the urine. The loss of vision has been attributed to this fact. The non-elimination of any nerve poison like formic acid must be dangerous.

The Birch-Hirschfeld experiments show that monkeys were rendered blind in three days by daily doses of wood alcohol. Only a few fatal cases in man are reported from a small dose—say under 60 c.c. Burnett reports a case of blindness and death from 5 c.c. Raub reports one from 7.5 c.c., and another from 16 c.c. It would appear that in this poison, as in all others, the system can eliminate a certain amount, but beyond this limit it is powerless. While it is a general belief that wood alcohol is not poisonous when used externally, several cases of mild poisoning and eye trouble have been reported.

Many persons may drink wood alcohol in small quantities for some time and the only bad effects noticeable will be progressive blindness. Professor Puckner believes that the poisonous effects are due

*Read before the Alumni Association of the College of Pharmacy, University of California.

to the acetone present, but this could hardly be so, as the better samples of wood alcohol contain no acetone whatever. Dr. Hunt demonstrated this last fact clearly when he experimented with and without acetone in the wood alcohol used, and puts his results in this brief statement: "No matter how pure wood alcohol may be, it is an active poison; the presence of impurities only increase its toxicity."

The blindness which is a prominent symptom of this poison is the result of optic neuritis and atrophy, with degenerative changes in the retina. The poison seems to have a selective action on this particular nerve. The conditions that govern the action of all poisons are also true of wood alcohol—that is, that the condition of the patient's constitution, age, sex, contents of stomach at time of ingestion of poison, time elapsed before medical aid is called, etc., are factors in the effect produced.

The fatal dose can be placed at 90 c.c. Much less has destroyed life, and some have escaped from larger doses. This, however, is true of all poisons. Buller says that fifty per cent. of all cases of poisoning escape permanent injury. When death or blindness results suddenly during an alcoholic debauch, wood alcohol poisoning should be suspected. Large quantities of ethyl alcohol may be taken, and even cause death, but such cases are extremely rare.

TREATMENT.

No specific antidote has yet been brought forward. The treatment is similar to that of ethyl alcohol poisoning. Stimulating emetics, such as mustard and zinc sulphate, are of great value. The stomach-pump is most important, as washing the stomach out with warm water has proved very beneficial. Hot baths and quick-acting purges promote elimination and rid the system of the poison. Cardiac and respiratory stimulants should be freely used; digitalis, strychnine, atropine, and coffee being most useful. Ethyl alcohol is highly recommended and should be used in all cases.

RECORD OF CASES.

Buller reports forty fatal cases and fifty-four resulting in eye trouble. Wood states eighty-two fatal and 153 cases which developed some eye trouble. About 390 cases of all kinds have been reported, 182 deaths and 207 recoveries with eye trouble resulting. Two recent instances have been reported in the daily papers—one in New York where twenty-five persons died of wood alcohol poisoning by drinking liquor which had been diluted with that poison; another case occurred in Kentucky, where twelve were poisoned in the same way by whisky, and ten of them died. Of all the cases reported, only seven have escaped without some injury.

In conclusion, it is clear to see that wood alcohol in all forms and degrees of purity is an active poison; that it is dangerous to life in any size dose, 5 c.c. having been fatal; and that it should not under any circumstances be used internally, and even in its external use should be used with great caution.

Synthetic ylang ylang oil is now used largely in place of the natural oil, of which choice quanties are very scarce.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Mucilage of Irish Moss.

(T. R. E.)—We can suggest no better formula than the alternative process given in the National Formulary. As stated in the note appended to the formula, the mucilage may be made clear by diluting it when freshly made and still hot, with about three volumes of boiling water, filtering and then evaporating the filtrate to a volume corresponding to the proportions used. In 1887 Emien Painter, in a paper read before the American Pharmaceutical Association, described some experiments made by him with a view of producing Irish moss gelatin suitable for any purpose for which the gelatin is useful. The apparatus consisted of a cylindrical metallic percolator, eighteen inches high, tapering slightly, from four to six inches in diameter, and surrounded by a water-jacket. The lower extremity of the percolator terminates in a tube ⅜ inch in diameter, which is bent at right angles and passes through the side of the water-jacket, the tube terminating in a ⅝ inch bibb. A conical shaped bag made of cheese cloth, of about one-half the capacity of the percolator, is filled with selected Irish moss, previously washed in cold water. The bag is then suspended in the percolator, the water-jacket and percolator both filled with water, and the apparatus placed over the fire. After being kept at the boiling temperature for about two hours, the bibb is opened and the clear, mucilaginous liquid drawn off, which, upon evaporation and spreading upon plates of glass, yields a beautiful, transparent gelatin. This gelatin, when dissolved in water, makes a perfectly clear mucilage and one claimed by the author to be in every way satisfactory.

To Color Meerschaum.

(R. P. F.)—We have had no practical experience in coloring meerschaum pipes, but some years ago we published in The Era the instructions of a smoker who took considerable pride in producing the fine colors of the "pipe artist." "In the first place," he said, "one must smoke the pipe very slowly and only just fast enough to keep the tobacco burning, without overheating the bowl. As soon as you have smoked one pipeful of tobacco, let the pipe get cool again. In this way you will eventually give to the whole a delicately shaded tint. Only a careless smoker will permit the bowl of his pipe to get scorched around the [illegible] Furthermore, [illegible] pipe should never be smoked out of doors in cold weather, nor laid on cold marble or glass, the chill is apt to crack the meerschaum. Meerschaum would not color at all but for the fact that it is boiled in wax. If used in its natural state it would quickly become soiled, the material being so porous that it absorbs the slightest moisture from the hand or anything it comes in contact with. The wax, however, fills up the pores and gives the meerschaum a sort of an enamel. A pipe that has been spoiled by overheating so that it will not color can be reboiled in wax and restored to some extent."

Another authority informs us that dealers in meerschaum, in cases of pipes burnt by careless or ignorant handling, usually boil the substance in a mixture of wax and sweet oil, the relative proportions of the materials varying, according to the quality of the meerschaum. This, it is stated, is but a partial restorative, and there is really no process which will fully restore a pipe which has been badly burnt.

Comp. Syrup of Tar.

(C. G.)—We cannot give the formula for the proprietary article. However, the following formulas for combinations with tar in syrup form have been published; one of them may answer your purpose.

(1.)

Fluid extract of licorice ..	2	ounces
Camphorated tincture of opium	2	ounces
Syrup of ipecac	2	ounces
Glycerite of tar	½	ounce
Syrup of tolu, enough to make	1	pint

By using one-half the quantity of fluid extract of licorice a much nicer preparation can be obtained.

(2.)

Glycerite of tar	60 parts
Syrup of tolu	60 parts
Syrup of wild cherry	90 parts
Syrup of squills	30 parts
Tincture of opium	12 parts
Fluid extract of ipecac	1 part
Fluid extract of sanguinaria.	1 part

(3.)

Tar	6 parts
Wild cherry in No. 20 pow..	12 parts
Sugar	60 parts
Glycerin	10 parts
Boiling water	60 parts
Cold water, a sufficient quantity.	

Upon the tar contained in a suitable vessel, pour 12 parts of cold water and stir the mixture frequently during twenty-four hours; then pour off the water and throw it away. Pour the boiling water upon the residue and stir briskly for fifteen minutes, then set aside for thirty-six hours, stirring occassionally. Decant the clear solution and with it thoroughly moisten the wild cherry. Macerate for twenty-four hours in a closed vessel, then pack it firmly in a cylindrical glass percolator, and gradually pour upon it first the solution of tar and then water until 30 parts of percolate are obtained. Dissolve the sugar in the percolate by agitation without heat, add the glycerin and strain.

Hair Oil.

(J. G. R. & Co.)—Hair oil may be prepared from any of the bland, fixed, non-drying oils such as olive, mustard, rape-

seed, peanut, or benne oil, also from liquid petrolatum, and from a mixture of castor oil and alcohol. These mixtures must be rendered pleasantly odorous by the addition of suitable perfume. Frequently hair oil is colored red by the use of alkanet root or of its coloring constituent, alkannin.

Hair oil in its usual yellow condition, is frequently dispensed under the name "bear's oil"; if colored red, it is often known as "rose oil."

(1.)

Castor oil	4 fl. ounces
Alcohol	26 fl. ounces
Tincture of cantharides	2 fl. ounces
Oil of lavender	1 fl. dram
Oil of rosemary	1 fl. dram
Oil of cloves	2 fl. drams
Oil of bergamot	4 fl. drams
Alkanet root, powder	20 grains

Mix the oils in a bottle; put the alkanet root on a filter or pack in a funnel, and percolate the alcohol through it; mix this percolate with the oily mixture, and add the tincture of cantharides.

(2.)

Castor oil	8 fl. ounces
Alcohol	24 fl. ounces
Oil of bergamot	3 fl. drams

Mix well.

(3.)

Olive or benne oil	32 fl. ounces
Burdock root, fresh	4 av. ounces
Castor oil	2 fl. ounces
Oil of bergamot	2 fl. drams
Oil of rose geranium	1 fl. dram
Alkannin or alkanet root sufficient.	

Digest the olive or benne oil with the burdock root for about one-half hour at a moderate heat, then decant the clear liquid, add the other oils, and color, if desired, with alkannin. Alkanet may be employed instead of the latter and may then be added to the burdock root during digestion.

Rouge Pomade.

(T. A. R.)—Try one of the following:

(1.)

Rosanilin	10 grains
White wax	95 grains
Spermaceti	95 grains
White petrolatum	760 grains
Alcohol	1 dram

Perfume to suit.

(2.)

Eosine, pink	10 grains
Orange flower pomade	120 grains
Hydrated woolfat	1¾ ounces

(3.)

Eosine, pink	5 grains
Rosanilin	5 grains
White wax	95 grains
Spermaceti	95 grains
Petrolatum	760 grains
Oil of bergamot	2 drops
Oil of lavender	4 drops
Alcohol	1 dram

These formulas are taken from the New Idea, and the method of preparing them is the same for all. Dissolve the dye in the alcohol, add the melted fats (previously well mixed) in small amounts at a time, with constant trituration. When the pomade begins to solidify, incorporate the perfume and continue the trituration until all danger of the settling of the dye and of tendency to lumpiness in the pomade are past.

Some formulas for grease paints appear in The Era for February 18, 1904, page 161.

Oil and Ammonia.

(O. W. P. G.)—We are unable to give you a practicable formula of the character you name. Fatty oils and ammonia react to form soaps, but ammonia soaps are very unstable and decompose spontaneously, ammonia being constantly given off at the ordinary temperature. At a higher temperature the decomposition takes place much more rapidly; and an ammonia soap, on heating to 100° C. for a period of two to three hours, becomes entirely decomposed into ammonia, which volatilizes, and fatty acids, which remain as a residue.

The commonest aniline bases in general use for coloring fats, etc., are auramine, chrysoidine, safranine, fast blue, victoria blue, induline, methyl violet brand 6 B, malachite green, brilliant green, bismarck brown and nigrosine. All kinds of shades can be obtained by suitable mixtures made from among these. The bases are either sold as such in powder or in highly concentrated solution, or made up into small dice-shaped pieces by fusion with the proper quantity of stearine. They are also sold dissolved in oleine. They are much used especially in the manufacture of stearine candles.

COMMERCIAL FUSEL OIL.*

BY SAMUEL F. BALL.

The constantly increasing demand for fusel oil, the annual consumption of which in the United States may now be estimated at 450,000 gallons, has caused attention to be drawn to its composition; 80 per cent. of the entire quantity is consumed in the manufacture of amyl acetate, and more than 19 per cent. is refined and placed upon the market as amyl alcohol, or "Refined fusel oil."

From a commercial standpoint the essential ingredient is necessarily the amyl alcohol; but recently a problem has been presented which involves the question of the amount of ethyl alcohol which the oil may contain, and what percentage of the latter would be necessary in order to make a separation and recovery of the ethyl alcohol upon a paying basis.

In addition to the expense of manipulation, an element of primary importance, which it is necessary to take into consideration, is the United States tariff. The import duty on "alcohol" (ethyl) is $2.25 per proof gallon, while that levied on "fusel oil" is ¼ of one cent per pound.

It can thus be readily perceived that if merchandise containing excessive quantities of "alcohol" could be "entered" and "passed" as fusel oil, it would prove to be an important factor in the case. In view of the possibility that "fusel oil" of this character might be imported, the customs authorities caused analyses to be made of numerous samples, with the result that the average amount of alcohol in fifty importations was found to be 5·04 per cent. In four instances the amount exceeded 15 per cent.; the results being 16·38 per cent., 18·91 per cent., 27·60 per cent. and 77·35 per cent., respectively.

There appears to be very little literature relating to fusel oil, particularly as regards this phase of the subject, and such methods as have been proposed for the determination of ethyl alcohol in this compound have, upon practical application, failed to yield satisfactory results. The following method is based upon the results of experimental work; and is submitted for the consideration of those who may have occasion to make quantitative determinations of ethyl alcohol in fusel oil.

Mix 20 c.c. of the sample under consideration 20 c.c. of benzol and 70 c.c. of a saturated sodium chloride solution in a cylindrical graduated separator of about 1 in. diameter (an ordinary burette will answer the purpose) and after separation, carefully read the volume of the sodium chloride solution (the precipitation of a small amount of sodium chloride which occasionally occurs, has been found to cause no appreciable error in the estimation of the volume). Place 50 c.c. of the sodium chloride solution after separation in a distillation flask with 60 c.c. of water, distill 50 c.c., and estimate the alcohol contained therein by specific gravity and temperature.

The percentage of alcohol thus found, multiplied by the number of c.c. of salts solution after separation, will represent the c.c. of alcohol contained in the brine, and consequently the number of c.c. which were contained in 20 c.c. of the sample; the product of this result multiplied by five will equal the per cent. of ethyl alcohol contained in the sample of fusel oil.

On behalf of this method, it may be stated that it requires no special apparatus, and possesses the additional advantages of simplicity, rapidity and commercial accuracy.

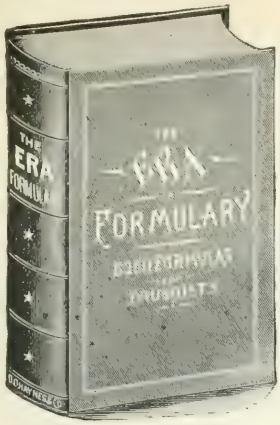
*Read before the N. Y. Section of the Society of Chemical Industry Dec. 16, 1904. Reprinted from the Journal.

Oil of Baobab Seeds.

The baobab tree (Adansonia) is a native of tropical Africa, but has been transplanted to Asia and America. The pulp of the fruit ("monkey bread") is eaten by the negroes, whilst the fat is extracted by the natives of Madagascar by boiling the crushed seeds with water. The seeds examined by the author weighed about 1 gram each, and had a maximum diameter of 16 to 16 minims. 100 grams of the seeds yielded 63·3 per cent. of kernels, which had the following composition: Water, 5·4; nitrogenous matters, 17·0; fat, 63·20; extractive substances, 9·72; cellulose, 1·05; and ash, 3·55 per cent. The phosphoric acid amounted to 1·34 per cent. Starch was not found. A specimen of the fat obtained from Madagascar was a whitish solid which began to melt at about 25° C., becoming perfectly fluid at 34° C. It had an odor recalling that of Tunisian olive oil, and was quite free from any trace of rancidity, although it had been prepared some eight or nine months. The author points out that this fat could be advantageously used in place of cocoanut oil in the manufacture of vegetable lards, and also for high-priced toilet soaps and unguents.—J. Pharm. Chim.-Jour. Soc. Chem. Ind.

Oxylupanine.

Oxylupanine, $C_{15}H_{24}N_2O_2 + 2H_2O$, is a new alkaloid isolated by G. F. Bergh from the seeds of Lupinus polyphyllus. It crystallizes in large rhombic crystals.—Arch. d. Pharm.



The Chemist Of The Workshop.

The druggist is not living up to his opportunities if it is not known in all the small workshops and industries of his neighborhood that he is a chemist and able to give pointers on many technical and industrial processes. He already has a good foundation for such knowledge, and there is a wealth of working formulas at his command in

THE

ERA FORMULARY

WITH THIS BOOK AS HIS GUIDE, HE CAN FURNISH:

The Machinist with Metal Polishes, Processes, etc.
The Laundryman with Special Starches, Glosses, Blues, etc.
The Undertaker with Embalming Fluids.
The Dyer with Dyes and Processes.
The Photographer with Chemicals and Processes.
The Leather Worker with Dressings, Polishes and Processes.
The Tailor and Hatter with Cleaning Preparations, Special Soaps, etc.
The Painter with Special Colors, Varnishes, Stains, etc.
The Cabinet Maker with Polishes, Glues, Varnishes, etc.
The Cigar Maker with Flavors and Colors.
Every Industry with Cements, Glues, etc., for every purpose.

There are over 1,500 formulas in the book for technical and industrial processes, domestic and household preparations, miscellaneous articles, etc., and any druggist with this collection can easily work up a profitable trade in a line of articles which his training as a chemist makes him proficient to engage in.

Price, $5.00 per copy, delivered.

D. O. HAYNES & CO., PUBLISHERS,

(S. P. 3)

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

Send in your name

for the new Handsomely Illustrated Catalogue of

Pitkin Paint Products

IT WILL BE ISSUED IN ABOUT 10 DAYS

GEO. W. PITKIN CO.

Station C **CHICAGO**

Era Key to the U. S. P.

Every druggist and physician should have copies of this valuable little book in their vest pocket.

It contains a complete list of the drugs and preparations of the Pharmacopoeia and gives the official titles, common names and synonyms of the drugs, chemicals and preparations their strength and doses in Apothecaries weights and measures with equivalents in Metric Terms.

As a companion to the U. S. Pharmacopoeia the Era Key gives to the physician and pharmacist an epitome of the contents of the official guide, in convenient shape for every day use and quick reference and in a form that will assist them as prescribers and dispensers.

Imitation Leather Binding, 25 Cents per copy, Postpaid.

D. O. HAYNES & CO., - - New York.

News Section

MAY SIGN WITHOUT FEAR.

Retailers Are Reassured As To Serial Numbering Contract.

ACCORDING TO AN INSPIRED SOURCE, PROSECUTIONS FOR VIOLATIONS OF PERUNA AGREEMENT WILL POSITIVELY NOT BEGIN UNTIL CONDITIONS ARE RIPE ASSURANCES THAT GIANT DRUGGISTS ALSO MEAN TO JOIN THE MOVEMENT.—ARE WAITING ONLY ON THE RANK AND FILE.

There have been important developments during the past week in the plan adopted by the joint conference committee on organizing New York. The plan provided that prosecutions for contract violations were not to begin until conditions are ripe: that is, until the signers are no longer in danger of neighboring cutters. The conference itself was to decide on the date, the contract proprietors concurring therein. Now it may be stated, from an unofficial but inspired source, that so far as Peruna is concerned, the ideas of the conference committee in this respect will be carried out in spirit, though not in the formal way provided.

In the first place, the Peruna people answered by letter that they had announced that the contracts had already gone into effect, and therefore they could see no reason in what was seemingly a backward step, and postpone the entire movement. According to their letter, then, they could not agree to what the conference committee proposed.

THE COMMITTEE'S INTENTION.

But it was not the intention of this committee that the part of the jobbers in the contract should cease, nor that they should be absolved from refusing goods to all retailers who had not signed. The committee only meant to protect a retailer in the vicinity of a cutter, and to assure this retailer that he would not injure himself by signing. Fortunately, F. W. Schumacher, vice-president of the Peruna Drug Manufacturing Co., was in the city Monday, on his way to Europe, and Lee M. Evans, the Peruna representative, being already in town, Dr. Wm. C. Anderson, chairman of the committee, was enabled to explain the real intentions of the committee. Accordingly, after consultation with the Peruna people, Dr. Anderson is enabled to state the following:

(1.) That the jobbers will be held to strict account to their part of the contract. Retailers who have not signed will not be able to obtain the goods.

(2.) Retailers who have signed, or who sign, will not be injured thereby. They can meet the prices of any cutter, and they will not be prosecuted. Prosecutions will begin only when conditions are ripe.

(3.) But retailers who have signed and who use their privilege for supplying with goods, others who have not signed, will be prosecuted to the utmost.

"Now then," said Dr. Anderson, "contracts can now be signed without any possibility of injury to retailers. The makers intend to make this a success. I have certain assurances from the giants and dry goods men, from even those who are reputed to have 'stocked up,' that they will sign also as soon as they see that the retailers will come in too. So it depends on the retailers themselves. They should be in a great hurry to sign, and thereby they will hurry up the success of the movement. There are hardly any Peruna goods in the market now, except those which are serially numbered, so that everything waits on the retailer himself."

The reply of the Miles people was similar to that of Peruna. The Paris Medicine Co. and Wells-Richardson have not been heard from as yet.

SALES OF CONTRACT GOODS.

So far those retailers who have not signed the contracts, are being refused the goods by the jobbers. That those who have signed are now selling at the contract price, does not follow.

Various neighborhoods of Greater New York have been canvassed, and there appears a considerable variety of effects produced. Along Sixth avenue, toward Central Park, the price of Peruna is eighty-five cents, but this is the price that has generally existed anyhow. Obviously the contract has not made any difference there. Paine's Celery Compound though, has been advanced by some of the contract signers from eighty-five cents, its former price, to ninety cents, the contract price. Likewise Laxative Bromo-Quinine, that used to sell for twenty cents is now held at twenty-five cents. Those who have raised these prices announce that there has been no complaint whatever. Their customers pay the difference as a matter of course. But what makes the situation more interesting, is the presence of a cutter in the neighborhood, who, moreover, has become a little bit aggressive during the past few months, or along about the time the contract movement grew business-like. He is cutting, all right, but the orthodox druggists declare that there has not been the slightest falling off in their own trade. So the cutter, they say, may keep on selling until his stock is exhausted, and then he will either have to sign the contract or do without. Such a crisis might be hastened, observed one of this cutter's nearest neighbors, if the proprietors would send around and buy him out at the cut price.

WHERE CUT PRICES PREVAIL.

Now, on Ninth avenue, only a few blocks west, the aspect is totally changed Dollar proprietary articles are still selling there at seventy-nine cents, and fifty cent articles at thirty-nine cents. Signers of the contracts are rarities, too. One druggist said that he had not signed, but that he was well stocked with Peruna, enough to last him a long while. He professes no alarm at the prospect of getting no more when his stock runs out. He believes the situation will be changed by that time, and that there will be an avenue of relief. Yet this druggist, while opposed to patent medicines, while offering his own makes instead, while he has not signed any of the contracts, yet he would sign immediately if he thought the plan could succeed. Like the majority of others, he hesitates for fear of binding himself and letting a neighbor win from him all his trade.

In one Brooklyn neighborhood the price of Peruna has been seventy-five cents, but since the contract went into effect, only one man has advanced the price, making it eighty-five cents. The others still sell Peruna at seventy-five cents, Celery Compound at eighty cents, and Bromo Quinine at twenty cents. Yet among these are several who have signed the contracts. They do not see why they should change the prices when their nearest neighbor still holds to the lower rate. They therefore continue to meet the rate, and they expect to be able to get more goods, while their competitors who have not signed cannot do so. They will charge contract prices when they can do so without injury to themselves.

HOBOKEN UNIQUE.

In Hoboken the situation is unique. There all have signed the contracts except one big cutter, and this cutter has recently put up a great placard in his window, informing the world that he sells Peruna at seventy cents. It is understood, too, that he has a large stock on hand. The others, except one, are meeting the price, and they do not look to be prosecuted for violation of the contract. But the exception is a druggist who does not care to risk such prosecution. He will not, therefore, sell Peruna at less than eighty-three cents. But on the other hand he does not wish to charge his customers more than they are charged elsewhere. It would be very bad business, he says. So he cuts the knot. He does not sell Peruna at all. "We don't keep it," is a better thing to say, he maintains, than to sell it thirteen cents higher than

"That dog soap of yours did no good at all."

the next man. Of course, he has some other preparation to recommend.

Many druggists on the East Side are having no difficulty in getting eighty-five cents for Peruna. Those in the neighborhood of big cutters, however, have not signed the contract, and do not attempt to get more than seventy or seventy-five cents. Strange to say, most of these druggists have not sold a bottle of Peruna in the last two weeks.

Several instances are known where druggists have been compelled to sign the contract in order to get more goods after their supply had run out. In these cases, where an aggressive cutter is in the neighborhood, people refuse to pay the higher price of eighty-three cents and go to the cutter for the medicine.

WANT 'PHONE SECRETS.

Business Men to Decide if Rates Are Too High.

Telephones threaten to be again an issue in Greater New York. High rates are the complaint. And this time the Merchants' Association furnishes the agitators. A committee of business men, mostly from this association, has been formed to investigate. It holds meetings at 15 Dey street, in the New York Telephone Co.'s offices. Vice-President and General Manager Bethel, of the Telephone Company, submitted facts to show that the rates charged were justified. But none present talked for publication, and the conclusions, if any, so far made by the committee are as yet kept secret. There will have to be many more meetings, for the committee means to go through the entire subject before deciding on what action should be taken. Appeal might be taken to the Legislature for relief.

HIS SILVER JUBILEE.

A huge silver loving cup will help to remind Charles Gibson, the well-known wholesale druggist of Albany, that he was fifty years old on January 26. The cup was a gift from his employes, who chose this method of showing their affection for their chief.

The affair was intended as a birthday surprise for Mr. Gibson. When he walked in at 8 o'clock in the morning the entire establishment was waiting to greet him with congratulations on his silver jubilee. A graceful presentation speech was made by Mr. Applin, the buyer for the house. Mr. Gibson responded with a few words of thanks and good wishes, after which he received individual congratulations from his employes.

Mr. Gibson was born in Delaware county on January 26, 1855. He came to Albany in 1869 and has been a resident ever since. He is a member of several financial and eleemosynary institutions, a trustee of Wesleyan University, a member of the Board of Missions of the M. E. Church, a trustee of Trinity M. E. Church, and treasurer of the endowment fund of the Troy conference. On November 21, Mr. Gibson was appointed a member of the Board of Education, immediately afterward he was elected its president to succeed Calvin W. Edwards. Mr. Gibson was associated in business with William J. Walker, under the name of Walker & Gibson, until last May, when Mr. Walker died.

FIX UP A SCHEDULE.

East Side Druggists Combine For Better Prices.

MOVEMENT INDEPENDENT OF THE N. A. R. D., THOUGH MANY HAVE ALREADY PINNED THEIR FAITH TO IT—A SCHEDULE ON "PATENTS" ADOPTED—NO PENALTIES.

The first actual attempt at district organization that New York City has seen for twenty-five years was made last Friday night, when all the druggists in one section of Yorkville got together and agreed to a schedule on proprietary goods. With this as a starter, the regulation of the closing hour and other improvements are to follow rapidly.

The initiative in this movement was taken by two men who became tired of undercutting each other. A canvass of all the drug stores in the district bounded by Forty-second street, Third avenue, Fifty-ninth street and the East River showed that every pharmacist, without exception, was willing to join in a movement for better prices. Accordingly, a meeting was called for 11 P. M. on Friday night in A. S. Katzman's drug store, Second avenue and Fifty-first street. Twenty druggists attended, comprising all those in the district, with two or three exceptions. These latter signified their intention of abiding by the decision of the meeting. M. Brodkin, of Second avenue and Forty-eighth street, presided.

A little discussion soon brought out the fact that all were in favor of bringing proprietary articles into line first. This was decided upon, with a schedule of 20, 45 and 85 cents for 25, 50-cent and dollar preparations. It was realized, however, that it is impossible to obtain such prices on a few of the most popular articles. A committee was therefore appointed to draw up a second schedule on these preparations. This is to be ratified at another meeting.

It had been the idea at first to establish a penalty for violation of the schedule, but the meeting proved to be so harmonious that it was deemed unnecessary. This movement is declared to be entirely independent of the N. A. R. D., although many of the members present Friday night have enrolled and paid their dues in the national organization.

Optimistic sentiments were expressed by those who are in the movement. "It is only an experiment," said one, "but the fact that it has not been tried before is no reason why it should not succeed."

Sidney Faber, whose store is at Second Avenue and Fifty-eighth street, said it was a "good sign." He saw no reason why, if all stood together, they should not be successful.

"No movement of this kind," said Mr. Faber, "can succeed if the public is not considered. This seems to have been done in the present case." He referred to the proposition of one druggist to charge twenty cents instead of fifteen cents for magnesia, and to make it of full strength. In this way it would be possible to assure the public that they were getting better value for the increased price. Mr. Faber recalled the last time a price-raising crusade was begun, in 1881.

TO AID DRUG INVESTIGATION.

Washington, Feb. 6.—To carry on the work of the Bureau of Chemistry during the coming year, relative to the investigation of foods, drugs, beverages, etc., the sum of $125,920 is set aside in the annual agricultural appropriation bill just passed by the House of Representatives. This money is to be devoted to the continued collaboration with other bureaus of the Department of Agriculture desiring chemical investigations.

Not the least important branch of the work will be the investigation of adulterated, falsely labelled or falsely branded foods, drugs, beverages, condiments, etc., whenever the Secretary of Agriculture has reason to believe that such articles, dangerous to the public health, are being imported from foreign countries. He is authorized to obtain from the Secretary of the Treasury samples from original packages of such articles for inspection and analysis. The owner or consignee of such articles is given the privilege of being present at such examination and has the right to introduce testimony. Delivery to the consignee of goods found to be prejudicial to the public health may be refused.

A clause equivalent to a Federal pure food and drug law has been drawn up by Senator Stewart, of Nevada, and an attempt will be made to incorporate it in the agricultural bill when the latter reaches the Senate. The amendment is very doubtful of success, owing to the desire for more comprehensive legislation. Senator Stewart's provision would make it the duty of the Secretary of Agriculture to analyze foods and drugs transported into any State, and publish the result of such analysis in three daily newspapers. The big sum of $300,000 would be appropriated for expenses.

E. B. M'DUFFIE WITH GUNTHER.

E. B. McDuffie, of New York, is now traveling representative for C. F. Gunther, of Chicago. His territory is Pennsylvania, Ohio and West Virginia.

Last year Mr. McDuffie was with Huyler's, for whom he traveled throughout the United States, and previous to that he had been with Schieffelin and other well-known houses in the drug line.

Mr. McDuffie's many friends in the trade will be pleased to hear of his new and desirable connection. The sale of Gunther's candies with druggists is rapidly increasing, and many druggists are putting in this line to their advantage. Fine confections is one of the side lines that druggists can handle appropriately and with profit, and the druggist who secures an agency for Gunther's goods is to be congratulated.

BONYNGE TRADE MARK BILL.

The House of Representatives on Jan. 14 unanimously passed the Trade-Mark bill, which was introduced by Representative Bonynge, of Colorado. The provisions of this bill were outlined in The Era for December 22, 1904. Prospects for the early passage of the bill by the Senate are bright.

Only small quantities of geraniol reseda oil were produced this season.

PERFUMERS IN SESSION.

Their Eleventh Annual Convention is Held in New York City.

MANY QUESTIONS CONSIDERED, AMONG THEM PARCELS POST REGULATIONS, EVILS IN THE BUSINESS AND POSSIBLE ELIMINATION OF HALF-OUNCE STOPPERED GOODS.—DUES INCREASED.

The Manufacturing Perfumers' Association of the United States met for its eleventh annual convention in this city on Wednesday and Thursday of last week, at the Down Town Club, 60 Pine street. Business sessions were held during the day, while the evenings were given over to entertainment. "Family matters," such as nuisances in the perfume business and how to get rid of them, were the main subjects discussed. Several important questions were acted upon.

Wednesday was devoted to the president's address and the annual reports of committees. In his review of the work of the various committees, President Woodworth dwelt particularly on the need of a sound financial basis for the association. He also touched upon some of the business evils calling for attention, among them the following: Consignment of goods, prepayment of freight in less than $25 lots, dating of bills ahead, tendency to increase discounts beyond reasonable limits, extra discounts for cash, goods listed too low, and premiums.

The report of Secretary James E. Davis showed the present strength of the association to be 70 associate and 55 active members. The treasurer's report showed receipts for the year, $1,828.64; expenses, $1,607.20; leaving a balance of $221.44. All these reports were referred to the Committee on Resolutions. In the afternoon the meeting went into executive session. A theatre party was the feature of the evening, the attraction being Fritzi Scheff, at the Broadway Theatre.

MEMBERS' DUES INCREASED.

The chief business on Thursday, when President Woodworth opened the meeting shortly after 11 A. M., was consideration of the report of the Committee on Resolutions by D. H. McConnell, chairman. After commendation of the work of the various committees, the first subject taken up was that portion of the president's address which recommended placing the association on a better financial basis. With this end in view, Mr. McConnell proposed that the dues of active and associate members be increased to $35 and $20 respectively, which, he said, would give an increased revenue of twelve or thirteen hundred dollars a year.

A proposal that in addition to the higher dues an initiation fee of $50 be charged provoked considerable discussion. Many thought that this would make it difficult, if not impossible, to secure any more members. In fact, it was pointed out that the last time the dues were raised several members resigned.

Mr. McConnell withdrew his motion in favor of one by Secretary Davis, amending Article VII. of the Constitution so as to raise the dues to $40 and $20 for active and associate members respectively, without the payment of any initiation fee. Many of those present expressed their willingness to pay this tax. A proposal for a further increase to $50 and $25 was voted down, and Mr. Davis' motion was carried unanimously.

PARCELS POST REGULATION.

On the question of the proposed new parcels post regulations, Mr. Davis read a very able paper, a report submitted to the Detroit Board of Trade by a committee appointed by that body to investigate the subject thoroughly. It was shown that the United States was the only country which still maintained a high rate for a low maximum weight. In this respect European countries are far ahead of us. The express companies, the report showed, compete successfully with the mails for the carriage of small parcels. On motion of Mr. Davis it was resolved to endorse the bill now before Congress. A copy of the resolution is to be sent to the Department of Commerce and Labor for investigation as to the particular feature of rate discrimination.

The question of legislation was next taken up. The committee's report showed, said Mr. McConnell, that there are at present no laws under consideration which are adverse to the interests of the perfumers. House bill 9303, intended to reduce the tax on alcohol, he thought of sufficient importance to receive the endorsement of the association. This was given, in the same unqualified terms as the resolution adopted last year on the same subject. Endorsement was also given to the drawback bill and the bill on the denaturization of alcohol.

TRADE MARK TROUBLES.

Disputes over trade marks next came in for attention. Although the Executive Board has power to arbitrate differences between members on the subject, this function had not been exercised. It was pointed out that both sides must ask for arbitration, which would account in some degree for the difficulty in getting the disputants together. A suggestion was made that perhaps the powers of the Executive Board in settling trade-mark disputes were not sufficiently well known or understood. The secretary was accordingly instructed to prepare a circular on this subject for distribution to all the members.

The nominating committee presented the following nominations for the year 1905: President, Harry S. Woodworth, of Woodworth Sons Co., Rochester, N. Y.; first vice-president, Adolph Spiehler, Rochester, N. Y.; second vice-president, D. H. McConnell, of Goetting & Co., New York; secretary, Frank B. Marsh, of Theodore Ricksecker Co., New York; treasurer, Richard Hudnut, New York; new members Executive Board, James E. Davis, of Michigan Drug Co., Detroit, and Herman Tappan, New York.

ELIMINATE HALF-OUNCES.

At the afternoon session there was discussion on the advisability of eliminating half-ounce stoppered goods from the trade, and a committee was appointed, consisting of Henry Dalley, James E. Davis and J. C. Buck, to ascertain the sentiment of the trade on that point.

Owing to the fact that many members in the West found it inconvenient to get away from business so early in the year, it was voted to change the time of the annual meeting from February to April.

Officers were then elected, and after a brief speech by President Woodworth, the meeting adjourned.

A banquet in the ballroom of Hotel Astor in the evening, followed by a special vaudeville performance, wound up the work of the convention.

The entertainment committee consisted of William G. Ungerer, chairman; H. O. Brawner, J. J. Haigney and Monroe P. Lind.

Among the firms represented were Colgate & Co., Theodore Ricksecker Co., Ladd & Coffin, Alfred Wright, Adolph Spiehler, Lazell, Dalley & Co., The Hess Co., C. L. Cotton, Richard Hudnut, Lehn & Fink, Michigan Drug Co., Woodworth Sons Co., D. R. Bradley & Son, Crescent Perfume Co., French, Cave & Co., Goetting & Co., Hilbert & Co., Jennings Perfumery Co., Andrew Jergens Co., The Abner Royce Co., Shandein & Lind, Vail Bros., Herman Tappan, and a good number of associate members.

A. C. S., N. Y. SECTION, MEETING

The New York Section of the American Chemical Society will hold its fifth regular meeting to-morrow evening, Friday, at the Chemists' Club, 108 W. Fifty-fifth street. Previously, at 6.30, there will be an informal dinner at the Savoy Hotel. The programme for the evening has been announced as follows:

Presentation of the Nichols Medal to Charles Lathrop Parsons, by the president of the American Chemical Society Francis P. Venable. Otto Zwingenberger, "The German Chemical Exhibits at St. Louis." E. B. Voorhees and J. G. Lipman, "The Accumulation and Utilization of Atmospheric Nitrogen in the Soil:" Heyward Scudder. "The Detection of Methyl Alcohol." Bertram B. Boltwood, "The Origin of Radium." 20 minutes.

DATE OF STATE PH. A. MEETING

The last week in June has been chosen for the twenty seventh annual meeting of the New York State Pharmaceutical Association at Saratoga. The work of arranging for the convention devolves this year upon the executive committee, as there is no local association at Saratoga. Peter Diamond, chairman of the committee, is waiting to hear from the druggists there, as to hotel rates, plans for entertainment and other details.

"The tide rises, settles. I wish that [illegible] come in here."

ARISTOL, MYSTERIOUS.

Is Still a Patent, But no Longer Claims to be One.

Of late it has been remarked that recent Aristol packages no longer contain mention of the fact that the article is a patented one. Promptly the obvious question arose: Had the Aristol patent run its course? And if so, would not the trade-mark name of Aristol become public property, and would not anybody be enabled to manufacture and sell it under that name, as well as under its chemical designation of dithymol di-iodide?

The first question was a mere matter of looking up dates. Aristol being patented in February, of 1891, its rights do not lapse until the same month of 1908. The second question, as to the trade mark lapsing with the patent, was answered in the New York offices of the manufacturers. Trade mark rights do expire with the patent, it was admitted, but only when the article is patented under the trade-mark name. However, when the name is registered as a trade mark after the patent has been obtained, then the trade mark is valid, independently of the patent. Its protection continues to exist, no matter what happens to the patent. This is the outline of the case for Aristol in the New York home of Aristol.

But in the same quarters no answer could be conjured to yet another question. And this question is: Why should the Farbenfabriken of Elberfeld Co. drop all mention of the patent from the wrapper, when as a matter of fact the patent itself has three years to run yet? Do these people, by some sudden stroke of generosity, desire to forego their privileges and desist from gathering their profits during the three years that remain? This is the question, and being unanswered, it is a mystery of mysteries. For the Farbenfabriken people know the patent law of the United States, and this law, on the question of "marking," requires that every patented article must bear upon it the word "Patented," with the day and year of the issuing of the patent, unless the thing from its nature will not permit of this, when the like mark must be placed upon the package wherein one or more of the articles are enclosed. And should an article not be so marked, the person manufacturing a similar article or using it will not be liable for infringement, unless it can be shown that he was informed of and knew that it was an infringement and still continued to manufacture or use it. Every person who shall mark as patented any article which has not been patented, or who shall place upon such an article any imitation of the name or label of the patentee, or who shall imitate or counterfeit the marks of the patentee without his permission, and with the intention of misleading the public or of deceiving those who may purchase such article, is liable to a fine of not less than one hundred dollars for each offence.

As to this question, and even as to the simple question of the date when the Aristol patent expires, The Era reporter was referred to Dr. H. Schweitzer, as the only one in offices and laboratory who might answer them. But Dr. Schweitzer was not in at the time. A second time he was too busy. A third time he was closeted in the laboratory, and could not emerge. A fourth time he was out. A fifth time he was not in, and the sixth time he was in, but again very busy. Consequently, The Era goes to press with the mystery unexplained. But the fact remains, that upon its face—face of the package—Aristol is not a patented article. The package, in other words, does not say so. The claim is no longer made. Here is the inscription: "The word Aristol is protected by registered trade mark No. 17,393." Hitherto the label had these words: "Aristol—Registered in all countries. Registered and patented in the U. S. A., Feb. 24th, 1891—No. 446,875."

BOARD EXAM. SCHEDULE.

The schedule of Board of Pharmacy examinations for the year 1905 has been announced as follows:

Eastern Branch, February, May, June, September, November, December. Middle and Western Branches, February, April, June, September, November.

The examination in each case is held on the third Wednesday of the month at 9 a. m. Candidates should apply direct to the secretary of the branch having jurisdiction in the part of the State where they wish to practice. The blanks must be filled out, properly attested and sent to the secretary at least ten days before the day of examination, accompanied by a fee of $10.

Applications should be addressed to George Reimann, secretary of the Western Branch, 405 Genesee street, Buffalo; Warren L. Bradt, secretary of the Middle Branch, Eagle and Howard streets, Albany; or Joseph Weinstein, secretary of the Eastern Branch, 115 West Sixty-eighth street, New York City. The dates of examination are February 15, April 19, May 17, June 21, September 20, November 15, December 20.

WM. A. VAN DUZER DIES.

William A. Van Duzer of Brooklyn, died at his home, 520 Washington avenue, last week. Mr. Van Duzer had been a pharmacist in Brooklyn for thirty-five years. Five years ago he moved from the corner of Atlantic and Washington avenues to the corner of Fulton street and Washington avenue, where his store has been ever since. He was regarded in the trade and by all who knew him as a quiet, unassuming and very estimable man. He was born in Staten Island about fifty-eight years ago, and had lived in the Ninth Ward since his marriage to Miss Brew, a well-known resident of the old town of Flatbush. She survives him. He was a member of St. Joseph's Council, C. B. L., and belonged to St. Joseph's R. C. Church. He was very popular in the parish of St. Joseph.

New Name for Love Co.

It is reported that the M. H. Love Co., of Norfolk, Va., has changed its name to the Cut Rate Drug Co. This is the firm against which F. W. Babcock, of New Haven, Conn., holds a claim of $9, which has been declared uncollectable by a lawyer of Norfolk.

INVADES OUR MARKET.

German Bromide Syndicate Begins Campaign and Cuts Prices.

German manufacturers have entered into direct competition for the American bromine market. They have had to defend their home markets against the American goods, and now they themselves have turned invaders. For the first time a German syndicate offers its products in the United States. The challenge is a ringing one. The offer of goods is made at a big cut price, which when announced this week, was a sensation.

The invader in question is the German Bromide Syndicate, of Leopoldshall-Stassfurt. Their first advance is this: They have just appointed the Roessler & Hasslacher Chemical Co. as their agents. This firm will be sole distributors in this country and Canada for the syndicate's products of bromine and bromine salts.

The circular which announced this step is signed by H. Jacobson, managing director of the syndicate, but the distributors at the same time quote sensationally low prices for bromide of potassium, bromide of sodium, and bromide of ammonium, the same not to be re-exported. This announcement of Roessler & Hasslacher follows:

Referring to the attached circular, we beg to offer you for your legitimate wants and none to be re-exported, subject to immediate acceptance:

	Per lb.
Bromide of potassium, U. S. P.....	15c.
Bromide of sodium, U. S. P.....	17c.
Bromide of ammonium, U. S. P.....	22c.

Packed in 100-lb. cases.

Terms, f. o. b. New York, net thirty days, or less 1 per cent for cash in ten days.

The first delivery to be made from prompt shipments from the other side, further deliveries can be made from stock, which will be carried in New York.

The cut is a big one. Prices are slashed in halves. The motive for it is not certain, unless it be to carry the invasion into the enemy's country; in other words, to undersell American firms in America, because the Germans have been undersold in Germany by Americans.

Asked if the low prices would be maintained, or what was likely to happen to them next, representatives of Messrs. Roessler & Hasslacher were non-committal in the extreme. As to the future and future prices, they were as babes. "We wish you could tell us," they said, bewildered and innocent.

COCAINE FIENDS DIMINISH.

Syracuse, Jan. 7.—The sale of cocaine which a couple of years ago reached such proportions that the Syracuse Druggists' Association prepared a bill prohibiting its sale, except upon a proper prescription, has almost entirely stopped, so far as its use by "fiends" is concerned. Dr. A. W. Beach, whose store is located in East Washington street, in the locality where most of the drug victims lived, said: "The most extensive users of the drug were formerly negroes. I am glad to say that they have almost entirely stopped its use, owing to the agitation the matter received and the publicity that was given as to its effects."

G. A. S. STANDS PAT.

Apothecaries Come No Nearer N. A. R. D. Affiliation.

The N. A. R. D. again furnished a subject for discussion at the meeting of the German Apothecaries' Society, last Thursday night, S. V. B. Swann brought up the subject by reading the minutes of the last joint conference committee meeting. Speaking of the action taken at the society's last meeting, in regard to individual affiliation, he then expressed the hope that the society itself would remain free from any alliances with the N. A. R. D., although as individuals they could join the association.

In the discussion which followed, Dr. Alpers remarked that there was on each occasion a different sentiment regarding the N. A. R. D. Be consistent, he urged, for only in that direction lies success. He approved of the plan to stick together and organize.

"But why," he demanded, "do not the manufacturers inform the department stores that they cannot have another bottle of contract goods?"

Mr. Sheldon denied that all manufacturers sell direct to department stores; certainly the proprietors he represented did not. He had seen letters directed to "giant druggists," in which their orders had been refused, or in which the druggist had been referred to the jobbers.

VERSIFIED MINUTES.

At the opening of the meeting the recording secretary, O. A. Leister, read another batch of humorous minutes, which at times even lapsed into verse. The meaning of N. A. R. D. was ingeniously explained as "Now Attempt to Reap the Dough." The secretary's efforts were vigorously applauded. Dr. Weber, of Eimer & Amend, was then introduced and given a cordial welcome. He delivered an interesting lecture on radium, and specimens of the precious substance were circulated among the audience. In particular the lecturer showed one vial which exhibited apparently undiminished activity, although it had been filled several years ago. Photographs taken with radium were also exhibited.

Dr. Weber received the thanks of the society, after which the routine business was continued.

Felix Hirseman announced the death of an old and respected member, Otto Alexander. All rose in honor of his memory. Librarian Trau said he had made favorable arrangements with the International News Co. in connection with the library system, from which he expected many improvements. A detailed report of the ball, showing a deficit of $71.80, was given by R. S. Lehman, chairman of the entertainment committee. He also submitted a schedule of expenses for the coming year, asking $400. This was reduced to $350, and the report accepted. An entertainment, to which the ladies are to be invited, will be given in April.

Dr. Alpers read two letters which he had received from Senators Depew and Platt, acknowledging the receipt of his request for their support of the Mann bill. He regretted that so few members had written to their senators, and strongly urged all to do so. President Imhof remarked that Mr. Duble had promised to supply each member with a printed letter, but had not done so, and that it was the expectation of receiving these letters which had caused the inactivity of the members.

A resolution endorsing the Mann bill was adopted by the society.

PRISON FOR A SWINDLER.

William Brown's Little Flyer in Forged Orders Stops Abruptly.

The latest swindler to appear in New York has now two months to serve in the State penitentiary. His fall succeeded his operations in the following way:

On Tuesday, January 24, an order, purporting to come from Ranney's Pharmacy, 27 Pearl street, was presented at the order desk of Lehn & Fink, wholesale druggists, of 120 William street, calling for various patent medicines which amounted to $10.65. The order was filled without question, and the goods were handed to the messenger. Next day the same person presented a similar order calling for merchandise to the value of $18. But this time the order clerk's suspicions were aroused, and he telephoned Mr. Ranney for confirmation of the order. Mr. Ranney replied that he knew nothing of either order, and that undoubtedly they were forgeries.

Then a policeman was called in and the messenger arrested. At the police station he gave his name as William Brown, and said that he was formerly a salesman in the employ of the Sterling Pharmaceutical Co., of Brooklyn. He was forty-two years of age and married. Next day he was arraigned before a magistrate and pleaded guilty and was held for the Court of Special Sessions. On being brought up for sentence, he was sent to the penitentiary for two months. The court was lenient in view of the fact that it was his first offence, and that he has a family dependent on him.

WILLIAM H. McCLURE.

Albany, Feb. 7.—William H. McClure, well remembered in the wholesale drug trade since his active connection with it fifteen years ago, and one of the most prominent citizens of Albany, died here last week, of heart disease, after an illness of several months. He was sixty-three years of age.

With his brother, Mr. McClure many years ago succeeded his father, the late Archibald McClure, in the wholesale drug business in this city. After the death of Archibald, the firm was changed to McClure, Walker & Gibson, and about fifteen years ago Mr. McClure retired.

He had been a lifetime resident of Albany and a prominent member of the State Street Presbyterian Church, and was instrumental in building the present church building. He was one of the elders of the church and also a trustee.

Mr. McClure had always been a staunch Republican and much interested in the welfare of his party, though never aspiring to or holding any office. He is survived by his widow and one son, Archibald J. McClure.

TO TAX WOOD ALCOHOL.

Bill at Albany Would Give One-Third to the State.

Albany, Feb. 6.—Wood alcohol is to be taxed in the State of New York, that is, if the bill of Assemblyman Yale, of Putnam, becomes a law. Revenue is said to be the motive behind the bill. At any rate, the State government would receive one-third the amount of the selling price. The measure has been introduced and referred to the committee on Public Health.

The text of the bill follows:

Section 1. Article thirteen of chapter six hundred and sixty-one of the laws of eighteen hundred and ninety-three, entitled "An act in relation to the public health, constituting chapter twenty-five of the general laws," as renumbered by chapter two hundred and ninety-three of the laws of nineteen hundred and three, is hereby amended by adding thereto two new sections, to be sections two hundred and eighteen-b and two hundred and eighteen-c thereof, and to read as follows:

§ 218-b. Reports of sales in State of wood alcohol.—Every manufacturer, jobber, wholesale dealer, or other person selling wood alcohol within the State, other than at retail to consumers, shall on the first day of each month report to the State Commissioner of Health, on blanks furnished by him, if requested, the name and address of each person, firm or corporation within the State to whom wood alcohol was sold by such manufacturer, jobber or wholesale dealer during the preceding month, and the quantity sold to such person, firm or corporation. Every such manufacturer, jobber or wholesale dealer who shall sell wood alcohol within the State without making the report required by this section shall be liable to a penalty of fifty dollars for each sale not so reported; and any contract for payment for wood alcohol sold within the State, the sale of which is not so reported, shall be absolutely void and unenforcible.

§ 218-c. State tax on sales of wood alcohol to consumers.—Every person, firm or corporation selling wood alcohol within the State at retail to consumers shall on the first day of each month report to the State Commissioner of Health, on blanks furnished by him, if requested, the quantity of wood alcohol sold by such person, firm or corporation during the preceding

"Hard stuff, I know. This stuff will make you feel good."

month, and the price paid to such person, firm or corporation therefor; and shall pay to the State Commissioner of Health a tax equal to thirty-three and one-third per centum of the selling price of all wood alcohol sold during the preceding month. Every person, firm or corporation failing to make the report required by this section on or before the tenth day of any month, or failing, within such time, to pay any tax due as provided therein, shall be liable to a penalty of fifty dollars for every such failure, and the additional sum of five dollars for every day that such failure continues. Such tax shall be a lien upon and bind all the real and personal property of the person, firm or corporation from the time when it is payable until the same is paid in full; and may be recovered by the State Commissioner of Health in any court of competent jurisdiction; and it shall be lawful to join a cause of action for accrued penalties or failure to make a report required by this section, with a cause of action to recover a tax due.

§ 2. This act shall take effect July first, nineteen hundred and five.

BONDED SIGNS IN BUFFALO.

Buffalo, Feb. 7.—Signs hanging over the sidewalk are just now worrying the aldermen. If any sign projects from a building more than three feet, it is contrary to the ordinances of the city. The committee on lamps of the Board of Aldermen has had this sign matter before it and Attorney William H. Love, representing the Cahoon-Lyon Drug Company, told the committee that his company was willing to put up a bond securing the city against a damage suit, in the event that anyone was hurt by the falling of the sign. It was recommended that a bond of $5,000 be required. Mr. Love left the committee to understand that that would be satisfactory to his company, provided everyone else having a sign projecting over the street line is compelled to put up a similar bond. The committee decided to report in favor of exacting a bond from each person, firm or company having signs hanging over the sidewalk.

ROCHESTER PH. A. MEETING.

Rochester, Feb. 6.—At the monthly meeting of the Rochester Ph. A., held last week, the only business of importance transacted was the adoption of a constitutional amendment increasing the annual dues of city members from $6 to $12 a year. The out-of-town members will hereafter pay $6 a year dues. The increase was necessitated by the increased dues of the national association.

It was expected that a communication would be received from the Rochester Mechanics' Institute on the subject of the proposed formation of a school of pharmacy in connection with that institution. Although a committee of the Institute, headed by Prof. Littimore, has had the matter under consideration for some time, no communication was received by the pharmacists and the matter, of necessity, will go over for another month.

Druggist—"Mr. Gazzam, you owe $1 for a bottle of tonic."

Mr. Gazzam—"I'm not the one that bought it. You know it made another man of me."—Chicago News.

ANOTHER ANTI-SECRET BILL.

In New York Also a Law for Formulas is Demanded.

Albany, Feb. 6.—State Senator Platt has introduced a bill in the legislature to compel all proprietors of so-called "patent medicines" to print on their labels the formulas from which they are compounded. This is the third proposed measure of the kind within the past month, the first being the threatened revival of an old Spanish law in Cuba. The second is prepared for the next meeting of the legislature in New Hampshire. Regarding this agitation, one man observes: "At all events, the higher class of proprietary medicines need no such regulation and should be exempt; certain ones, on the other hand, should not be sold, formula or no formula."

"No drug, medicine or mixture of drugs, herbs or medicines, commonly known as patent or proprietary medicine, shall be sold, offered or exposed for sale in this State, unless an analysis or formula specifying the ingredients is plainly printed upon the label of the bottle or package containing such medicine, and also upon the outside wrapper of the packages containing the same.

"Every person who shall print upon the label of any bottle or package, or upon the outside wrapper thereof a false analysis or formula, showing the ingredients or quantity of ingredients of any patent or proprietary medicine, as required by this act, or who shall sell, offer or expose for sale any such patent or proprietary medicine, without such analysis or formula, showing the ingredients and the quantity thereof in any patent or proprietary medicine, as required by this act, shall be guilty of a misdemeanor, punishable by imprisonment for not less than one month nor more than six months, or by a fine of not less than fifty nor more than five hundred dollars, or by both such fine and imprisonment.

"This act shall take effect September first, nineteen hundred and five."

NEW YORK NOTES.

—Some of those in the local drug market this week are Dr. J. E. Suter, of Piedmont, West Virginia; W. F. Church, Kingston, Pa.

—George W. Fuller, representative of Lehn & Fink, in Massachusetts and Rhode Island, has been spending a few days in town.

—F. G. Meyer, of Meyer Bros. Drug Co., has moved his office from 95 William street to 90 William street, in the Mallinckrodt building.

—Mrs. Marietta Harmon Greenland has tendered her resignation as secretary of the Syracuse D. A., but the druggists have refused to accept it.

—John A. Hamann, father of Mr. Hamann, secretary of the Roessler & Hasslacher Chemical Co., died last week, at his home in Mt. Vernon. He was seventy-five years old.

—At the annual election of officers of the Merchants' Association of New York, which took place last Thursday afternoon, Mr. Clarence Whitman, of Messrs. Clarence Whitman & Co., was re-elected president, while Messrs. Gustav H. Schwab, of Oelrichs & Co., John C. Eames, second vice-president of the H. B. Claflin Co., and W. A. Marble, vice-president R. & G. Corset Co., were re-elected first, second and third vice-presidents, respectively. Mr. Geo. L. Duval, of Beeche, Duval & Co., and Mr. S. C. Mead were re-elected treasurer and secretary. Mr. Daniel P. Morse, president Morse & Rogers, was elected to the directorate of the association to fill out a term expiring January, 1907.

DAMAGE SUIT SETTLED.

Syracuse, Jan. 7.—The widely discussed case of Frederick H. Barton and Lillian L. Barton against H. D. Dwight & Co., druggists, was announced in Supreme Court as having been settled. The suit was brought on the charge that a prescription was put up in which a mistake had nearly caused the death of the plaintiffs. The druggists claimed that by their double checking system a mistake was impossible, and if any poison appeared in the mixture the fault was that of the manufacturer of the drugs. It is said that the sum settled for was not large.

DEATH OF WILLIAM H. KRUG.

William H. Krug, who was connected with the Bureau of Chemistry of the Department of Agriculture until two years ago, died recently in this city of pneumonia. The body was taken to Washington for burial.

Mr. Krug was an inventor in the arts of tanning and distillation. He had much talent as a musician, and had a large circle of friends in Washington. Two years ago he accepted a position with the firm of A. Klipstein & Co., of New York, where he was employed at the time of his death. He was a graduate of the School of Pharmacy of the University of Michigan, belonging to the class of '89. He was formerly of Cleveland, O.

BANQUET AT NEWBURGH.

The Newburgh Druggists' Association and guests feasted at the associations' fifth annual banquet, which was held at the Palatine, in Newburgh, last week. The druggists doing business outside the city who were present, have joined the Newburgh organization, and will adopt the scale of prices now prevailing. Speeches were made by President Isaac B. Lozier and Vice-President Hoffman, George Merritt, Isaac C. Chapman and Fred V. Carpenter, of the local association, Mr. Holleran, of Cornwall; Mr. Loughran, of Fishkill Landing, and President Thorpe, of the Syracuse Retail Druggists' Association.

In response to an invitation the next annual meeting of the Newburgh Association will be held at the Holland Hotel, Fishkill Landing.

BOGERT & HOPPER BLAZE.

A disastrous fire occurred last Wednesday in the building occupied by Bogert & Hopper, manufacturers of twined wood boxes, at 162 William street. The loss on the stock, although heavy, has not been estimated. Mr. Bogert stated, however, that the damage would be fully covered by insurance, which amounts to $9,900. The temporary office of the firm is at 133 William street, the former quarters of the Eli Lilly Co. Bogert & Hopper have occupied the building at 162 William street for about ten years, and are well-known to the drug trade.

FIGHT MRS. POTTER'S WILL.

Boston, Feb. 7. The will of Mrs. Sarah E. Potter, widow of the old time druggist of the former Boston firm of Weeks & Potter, may be contested. Mrs. Potter, who died only a few weeks ago, left generous sums to charities and educational projects, and with other bequests figured into the millions. But now "a cousin once removed," as the allegation states, declares that she was overlooked. Some of the relatives would like to compromise; others are for the courts and a battle, while trustees of institutions endowed by Mrs. Potter state that legally they may not accept a bequest less a reduction.

MASSACHUSETTS EXAMS.

Boston, Feb. 7.—Five examinations were held by the Massachusetts State Board of Registration in Pharmacy during January, and in all thirty-nine candidates were examined. Of these fourteen succeeded in passing, as follows: David L. Burdo, Boston; William J. Costello, Boston; James P. Williams, Brookline; Charles W. Lowe, Malden; Max G. Hirshon, Chelsea; George W. Norwood, Spencer; Robert A. Newton, Southboro; Charles K. Breene, Lowell; Alvin F. Brown, Concord; Robert B. Allen, Great Barrington; Adelbert C. Ashley, Arthur G. Boardman and Charles E. Higham, all of New Bedford; James E. Lynch, Bethlehem, N. H.

BILL TO AID STORE CHANGES.

Boston, Feb. 7.—A bill has been introduced in the legislature to make it possible for pharmacies to conduct business temporarily by a person who is a qualified registered pharmacist, even though not the owner or part owner of the store. Under present laws regarding ownership and registration, a good-paying place of business often has to be closed up for a time while some prospective buyer is looking into its condition and prospects. If the store could be kept open in charge of a salaried clerk, its favorable chances of success would be far better emphasized.

RHODE ISLAND BOARD REPORT.

Woonsocket, R. I., Feb. 6.—In the report of the committee on public institutions, in the House, there was an abstract of the thirty-fifth annual report of the State Board of Pharmacy, in which it was shown that fifty-three candidates had been examined during the year, one passing the examination as registered pharmacist, and twenty-two as registered assistants. The total number of registered pharmacists in good standing Jan. 1, 1905, is 311 and of registered assistants, 182. The College of Pharmacy is in sucessful operation and doing excellent work. The Board has increased the standard of proficiency required of students for registration. The report was referred to the joint committee on public health.

IN CUMBERLAND CO., MAINE.

Portland, Me., Feb. 4.—The Cumberland County Pharmaceutical Association held its annual meeting and banquet last week at Riverton. The banquet was the crowning feature. The following were present: James T. State, James A. Broe, John Willimson, E. W. Murphy, E. W. Stevens, J. B. Higgins, G. W. Merrill, Walter I. Drew, Theara Hilton, Fred A. Turner, Guy E. Hill, John M. Shaw, Edw. E. Ulrick, D. C. Adams, F. H. Gallison, C. A. Simmons, Frank W. Jewett, A. P. Clark, A. P. Cook, L. K. Paine, Fred B. Thompson, G. H. Wyman, Frank L. Winship, G. R. Ballard, Geo. O. Tuttle, Asa F. Abbott, F. H. Power, John S. Quinn, Thomas F. Devine, J. F. Sheehan, H. K. Washburn, J. H. Turner, F. M. Allen, William E. Hurlburt, D. M. Rand. Officers elected were: President, Edward W. Murphy; vice-presidents, Chas. A. Simmons, Frank L. Winship, Edward W. Brown, Edward A. Hay; secretary, John Williamson; treasurer, James A. Broe.

BAY STATE NOTES.

—A fire in the Peabody building, in Washington street, Salem, destroyed the store of Joseph I. Moulton. Loss, about $6,000, covered by insurance.

—Two charges of violation of the liquor laws were brought against Frank S. Preble, a Haverhill druggist. He pleaded guilty to selling liquor to a minor.

—Francis A. Goodhue, dealer in aniline dyestuffs, in India street, Boston, died suddenly, in his office, from a stroke of apoplexy. He was a native of Brooklyn.

—Nathan B. Mayhew, a veteran of the Civil War, is dead in New Bedford, of apoplexy. As a young man, before the war he went into the drug business, and continued in it after the war.

—Boston employes of the Moxie Nerve Food Company have formed a social society. The officers are: President, H. C. H. Parker; vice-president, James Mitchell; treasurer, Samuel E. Richards; secretary, Louis E. Greene.

—Herbert Eyres, of Marlboro, an apothecary in the United States Navy, has applied for discharge, in order that he may take up special studies in pharmacy and chemistry, probably at the Massachusetts College of Pharmacy, in Boston.

—Since before last May the druggists of Woburn have waited patiently to hear from their application for licenses of the sixth class. At last the City Council has granted those of Samuel Highley, George L. Robbins, Daniel W. Kelley, Chester F. Jones and William E. Doyle.

—The Milford Pharmaceutical Association, at the annual business meeting, elected these officers: President, L. A. Lamson; vice-president, A. H. Sweet; treasurer, J. Allen Rice; secretary, A. B. Morse; executive committee, C. H. Collins, Vice-President Sweet and A. C. Nason.

—Out of respect to David Dewar, long the head clerk and cashier of the J. C. Ayer Company, the entire plant at Lowell was closed one day from noon until three in the afternoon, during the funeral of Mrs. Dewar, wife of the cashier. She was well known to most of the employes.

NEW HAMPSHIRE EXAMS.

Concord, Feb. 6.—Secretary Geo. F. Underhill announces that the third quarterly meeting of the New Hampshire Commission of Pharmacy will be held at the State House here, on April 26. At the second quarterly meeting held in Manchester, January 25, the following candidates were successful: Seniors: Paul V. Rockwood, Dover, N. H. (now Boston); James C. Lynch, Bethlehem, N. H.; Harry A. Whitton, Manchester, N. H. Junior: Fred L. Howe, Concord.

P. A. R. D. IN SESSION.

Encouragement From Organization Was the Keynote of the Meeting.

RECORDS IN NEW MEMBERSHIP ARE EXPECTED DURING THE YEAR.—INCREASED DUES CAUSE NO COMPLAINT.—CAMPAIGN AGAINST THE SUNDAY BLUE LAWS RECEIVES THE ASSOCIATION'S SUPPORT.

Philadelphia, Feb. 7.—There was an unusually large attendance of pharmacists at the February meeting of the Philadelphia Association of Retail Druggists, held last Friday afternoon at the College of Pharmacy. President Thomas H. Potts opened the meeting, and before taking up the regular order of business, Recording Secretary N. A. Cozens called the attention of the members to an infraction of a rule of the National Association, that is, the failure of druggists in making up prescriptions to put on them the national cost mark. Mr. Cozens urged the necessity of instructing clerks as to the importance of the cost mark on each prescription.

Chairman A. J. Frankenberger, of the committee on membership, stated that there were about 250 druggists in the city who were still outside of the association and that he proposed by the end of the year to have enrolled at least fifty per cent. of that number. This increase would be greater than that of last year, which was the best in point of growth that the organization had known.

ASSOCIATION'S MANY FRIENDS.

An encouraging report was made by Organizer E. C. Bottume. He declared that among druggists in and out of the association there had never been the friendly feeling toward the organization that was shown at present. Although the annual dues had just been increased from four to eight dollars, he had found no objection to paying the advance. Where trouble had been expected there was absolutely none.

The financial secretary reported collections for the month, which with the balance from January, amounted to $1,070.35, the best showing for any month.

TO REPEAL BLUE LAWS.

Charles P. Fields, representing the Northwest Business Men's Association, addressed the members, and urged them to join the movement in favor of repealing the old Blue Laws of Pennsylvania, which

"Wow!"

prohibit Sunday selling. A committee will go to Harrisburg in the course of a few days to interview members of the legislature, and recommend a bill repealing such old-fashioned laws. President Potts named W. H. Bell as the representative of the P. A. R. D., on this committee.

Chairman Charles Rehfuss, of the schedule committee, reported that work on the new schedule was progressing, but the list was still incomplete. The telephone and press committee reported its hopes to secure from the telephone companies a universal commission of twenty-five per cent. on automatic 'phones and a similar rate on all newspaper advertisements received.

AS TO CONTRACT VIOLATIONS.

Secretary Cozens read a letter from the Peruna Drug Manufacturing Co., in answer to one he had sent them complaining of the actions of certain pharmacists who still sold Peruna below the price, eighty-three cents, stipulated in the new contracts. This letter stated that if efforts to have the parties in question sign the contracts were in vain, they should be reported to the company. Further the letter stated:

"All dealers who have signed our contract are expected to maintain the eighty-three cent price in large cities and by so doing, while they may suffer at the outset, the reaction will be in their favor when the cutters have exhausted their stocks and they are unable to secure further supplies."

The following resolution was adopted:

"As it is well known that the Munyon Homeopathic Remedy Co. has in the past conducted its business in such a way as to compel druggists to sell their goods at a loss, and

"*Whereas*, They now ask us to assist in distributing their goods by a plan which will be detrimental to the interests of our members, therefore, be it

"*Resolved*, That this association is opposed to their present plans and we recommend the M. H. R. Co. to adopt the full price, serial numbering, penalty clause contract plan in marketing their products."

Another resolution recommended the proposed amendment to Section 5, act of 1887, now before the legislature, making it necessary that every applicant for a certificate as a registered pharmacist be a graduate of a reputable college of pharmacy. The proposition to change the composition of the executive committee so that in the future it shall consist of the chairmen of the fourteen auxiliaries of the city, and one member elected by the association itself, was also adopted. A corresponding change in the by-laws was ordered made.

SYRUP BILL PROGRESSES.

Pittsburg, Feb. 4.—Every indication points to a successful issue for the bill now pending before the House of Representatives at Harrisburg, entitled, "An Act to Prevent the Manufacture or Sale of Unwholesome Fruit Syrups, Prepared Fruits and other Fruit Products, and providing for the enforcement thereof." The bill has been reported favorably by the committee on public health and sanitation.

WHAT AILS NEW YORK?

Mr. Pritchard Tells of Difficulties of N. A. R. D. Organization.

Pittsburg, Feb. 4.—B. E. Pritchard, former president of the N. A. R. D., has made a pungent reply to the question, "Why is it so much more difficult for the N. A. R. D. to gain a foothold in Greater New York than in other cities?"

He says: "That the city of New York needs organization among its many hundreds of retail druggists as badly as any city in the country no one will deny. We refer to organization for protective purposes, under the N. A. R. D. banner. So far as organization is concerned, New York City has a-plenty. It is the most numerously organized municipality in the world. We have never been able to find any one who could correctly state just how many different societies it really does have. But there have never been any of them, so far as we have been able to ascertain, that had any object in view other than the simple fact of being organized. In protection and other trade matters they have always seemed to have been at sea, and, up to the present movement, every effort to get the drug trade swung into the great National Association has proven futile.

"One of the greatest reasons for this, to our mind, has been the seeming inability of the members of the trade to grasp the breadth of the situation."

TRIED A KAFFEE-KLATSCH.

Philadelphia, Feb. 7.—The "kaffee-klatsch" of the P. A. R. D. came off according to schedule, last Tuesday evening, and those members who contributed to the success of the affair were congratulated on all sides. There were nearly 200 druggists with a few representatives of the wholesale trade present. S. W. Strunk presided at the feast and called for speeches in clever little original four-line verses.

Among those who responded were President T. H. Potts, ex-President W. H. Poley, ex-President Charles Leedom, James C. Perry, Recording Secretary N. A. Cozens, Financial Secretary C. W. Shull, Treasurer George W. Fehr, W. E. Lee, J. N. G. Long, Dr. A. T. Pollard, J. P. Frey, A. J. Frankenberger, R. H. Lackey, D. E. Bransome, and Messrs. Duffy, Huhn, J. Leyden White and others.

This kaffee-klatsch is the first of a series of social entertainments to be held by the association this year. On March 7, there will be a musicale and dance in Mercantile Hall.

NEW SCHEDULE IN PITTSBURG.

Pittsburg, Feb. 4.—Announcement is made that the Western Pennsylvania R. D. A. has succeeded in forming a very satisfactory schedule on toilet articles, perfumes and soaps, which has been adopted by all the leading department stores in Pittsburg and Allegheny, with the exception of one, that of K. Solomon & Co. The manager of this store, it is averred, requested that the schedule be held open until after the holidays. He promised to consider the matter then. But now he refuses to concur, and blocks an agreement between the druggists and department stores, because it was the understanding that everyone directly affected must sign the contract before it becomes operative.

BANQUET AT TRENTON.

Trenton, N. J., Feb. 6.—The fourth annual banquet of the Trenton Druggists' association was held last Monday evening. The members present were George Pierson, of Hopewell; Dr. Walter Madden, Dr. Samuel Freeman, Dr. Charles H. Holcombe, Dr. Irenaeus M. Shepherd, Dr. Arthur M. Barrows, Albert Holcombe, D. E. Stretch, C. Brophy, George T. Fitzgeorge, S. G. Scarborough, Charles Young, Howard Richards, C. H. Thatcher, T. Keople, Charles Scott, W. Scott Taylor, John J. Strasser, Howard Goodenough, Andrew Farley, Albert West, A. L. Updyke, Frank Birt, Lewis Samuel Vincent, Oscar Davison and Gilbert D. Laird. George Fitzgeorge was master of toasts. Messrs. Stretch & Davison were the committee.

F. H. LALOR ASSIGNS.

Trenton, N. J., Feb. 7.—Frank H. Lalor, the North Warren street druggist and former postmaster of this city, has made an assignment in favor of his creditors. Gilbert D. Laird, druggist of 1,000 South Broad street, was named as assignee. Mr. Lalor's liabilities are fixed at $15,000 and his assets consist of the stock in his drug store, valued at $2,000. The greater part of the liabilities is made up of endorsements on notes as follows: First National, $13,000; Broad Street National, $2,000; Trenton Trust Company, $2,000, and Trenton Banking Company, $500.

Mr. Lalor entered the drug store of G. A. Mangold, in 1872, an in 1874 he engaged in the drug business for himself, purchasing a half interest in the wholesale drug establishment of George F. Wilson. He conducted two stores at one time, one on the corner of Broad and Market streets and the other at 12 North Warren street. In later years he confined his energies to the store at 12 North Warren street. His lease on this store expires on April 1, and Mr. Lalor secured the store at 7 West State street in which to conduct his business.

PLIGHT OF INSECTICIDE CO.

Baltimore, Feb. 4.—Upon complaint of Leamon W. Leach, an order was signed January 31, by Judge Dennis in the Circuit Court, No. 2, requiring cause to be shown by February 10 why a receiver should not be appointed for the Leach Insecticide Company. The bill of complaint states that the company was incorporated September 8, 1903, with an authorized capital of $15,000, divided into shares of the par value of $5 each, and that the business was successfully conducted until last June, when it was practically discontinued. Mr. Leach, it is alleged, owns 1,910 shares of the capital stock, besides which the company owes him $685.82 back salary. The company has no funds with which to pay its debts, it is alleged, and is hopelessly insolvent. It is stated in the bill that the company has a large stock of merchandise on hand and other property, which is being damaged because of failure to look after it, and that no effort is beng made to protect the creditors.

CHASES BURGLAR BAREFOOT.

Baltimore, Feb. 6—Druggist Frederick Lambdin, North and Druid Hill avenues, had an exciting chase on the night of January 22 after a supposed burglar who had been robbing the slot-machines in front of his store. Mr. Lambdin did not stop to put on his socks and shoes, but darted out of his side door barefoot, armed with a revolver. He blazed away, and caused great excitement. The robber finally disappeared in one of the side streets, but about ten minutes or so later a young man named William S. Shockney rang the bell of Dr. E. A. Smith, 1605 West North avenue, not far away from Mr. Lambdin's store, and asked that a wound in his temple be dressed. He said that he had been hit with a cane in a fight, but to the doctor the injury looked like one produced by a bullet. Shockney was arrested and charged with the attempt to break open the slot-machines. Mr. Lambdin says that in twenty-seven months the macuines have been raided not less than twenty-one times. He had rigged up a burglar alarm, which would be set ringing whenever anyone tampered with the machines, and this is wnat aroused him on the night in question.

MAKE A DRUG STORE MAP.

Baltimore, Feb. 4.—A labor of great convenience to the representatives of drug houses who are sent here to look after the wants of retail pharmacists is being performed by Dr. John G. Beck, of the Calvert Drug Company. This is the laying out of the city into routes, so arranged that Baltimore can be covered by a salesman without undue loss of time and energy. To facilitate the work a large map was obtained and the location of every drug store was indicated by black-headed pins. In this way all removals and changes of location can be noted immediately. The routes are mapped out with reference to the most convenient car lines and other considerations, so that a salesman can cover his territory in the smallest possible time. There are over three hundred pharmacies in Baltimore.

GREET NEW POSTMASTER.

Baltimore, Feb. 4.—There was a big gathering of druggists at the post-office yesterday, those who made up the crowd having charge of branch post-offices. The occasion of the assemblage was the induction into office of the new postmaster, W. Hall Harris, a lawyer, recently named by President Roosevelt to succeed S. Davies Warfield, and the call was made necessary by the formality of transferring all the branch offices to the new official. Every druggist who has a post-office had to sign papers making the transfer of the postal property in his possession to the new postmaster. Incidentally, Mr. Harris also extended greeting to all the pharmacists.

IN THE OHIO VALLEY.

—Dr. A. J. Hofling, aged forty-seven, for twenty years in business in Cincinnati, died last week, after a week's illness. His death resulted from paralysis.

—The drug store of Emil Zorn, at Twelfth and Elm streets, Cincinnati, was robbed of twenty-three boxes of cigars and forty-nine chamois skins. The thief was detected leaving the place, and dropped most of the plunder.

NEW CHECK ON SUICIDES.

Ordinance That Demands Two Customers for Each Acid Sale.

Cincinnati, Feb. 6.—Legislation to restrict the sale of carbolic acid on account of its frequent misuse by those having suicidal intent, is requested in resolutions adopted by the Board of Control of the O. V. D. A., and submitted to the City Council, last week. The druggists desire to co-operate with Council in restricting its sale to legitimate purposes only. They suggest :

1. That Council allow the sale of a 5 per cent. solution without restriction.

2. That they allow the sale of the concentrated acid only on a physician's prescription, and also at the request of two adult persons in the presence of each other, both of whom are to be required to answer proper questions as to its intended use. The matter was referred to the committee on health.

"The suggestion of the O. V. D. A., regarding the sale of carbolic acid, is a good one, I think, and it will probably be embodied in an ordinance," said Councilman Urban, one of the leaders in the city's legislative body. He favors placing restrictions on the sales of other poisons, also.

BALTIMORE NOTES.

—Among the visiting druggists in Baltimore last week were J. J. Heinrich, Alexandria, Va.; Robert S. McKinney, of Taneytown, Md., and J. R. Pope, Cleveland, O.

—Hugo Kantrowitz, of the Deutsche Apotheker Zeitung, of New York, was in Baltimore last week and called on a number of druggists, putting in some time also on the wholesale and manufacturing houses.

—The colored porter employed by Druggist Owen C. Smith, Pennsylvania avenue and Hoffman street, who stole $10 put on the counter for a postal money order, was sentenced last week to one year in the penitentiary.

—The Wedgewood Club varied its program somewhat last time, and instead of the usual monthly dinner, gave a theatre party. Some twenty-six of the members occupied the first rows in the Maryland Theatre and were especially singled out by Comedian Frank Bush and others of the company for jibes. After the performance the Wedgewoodites went to a cafe on North Eutaw street for lunch. The next meeting will take place at the St. James Hotel.

O. VAL. D. A. PLAYS EUCHRE.

Cincinnati, Feb. 6.—The euchre and dance given by the O. Val. D. A., at Odd Fellows' Temple, was a success in every way. Several valuable prizes donated by wholesale firms, were distributed. Over five hundred couples were present and a handsome sum was realized for the association's treasury.

E. J. Roth, of Charleston, W. Va., has sold his interest in E. J. Roth & Co. to Jas. Carr, but the business will be continued under the name of the Roth Drug Co. Mr. Roth has gone to New Mexico because of his failing health.

SUED FOR MISCHIEF MAKING.

Cincinnati, Feb. 6.—George E. Meyers, a druggist at Loveland, O., filed suit in the Common Pleas Court, last week, against G. H. Lounsberry, a prominent merchant in this city, who lives at Loveland, for $25,000 damages. It is alleged that the defendant at different times during the past few months endeavored, by his encouragement and otherwise, to stir up quarrels and a suit and other controversies between Meyers and other residents of the village, and also sought the arrest and prosecution of the druggist, with intent to injure him in his business. It is said that the defendant had endeavored to get persons to go to the drug store and buy liquor, or try to do so, expecting to get a chance to prosecute him for the illegal sale of liquor in a "dry" town. It will be remembered that Meyers was arrested last fall on a charge of selling liquor in violation of the Beal local option law, but at the trial the prosecution fell flat.

MICHIGAN NOTES.

—Calumet and Laurium druggists have agreed to close their establishments at 9 p. m. until April 1.

—A midnight thief dusted out the tills in the cash register of the Walter K. Schmidt Co., Grand Rapids; loss, $40.

—Levi Thomas, the Cedar Springs druggist, has married. His bride is Miss Rosamond Bauman, of Traverse City.

—Druggists of the village of Lowell have joined with the furniture and hardware stores in an early closing movement.

—The City Drug Store, of Clare, Chas. L. Pickel, proprietor, is now located in the new brick McKinnon block, which has arisen out of the fire ruins of last summer.

—Dr. Arthur Toal, owner of the drug store and bank at Peck, and a physician with a large practice, is dead from pneumonia, aged 48 years. He was for many years a resident of the place, and had a wide acquaintance throughout the State.

—Some thief in Petoskey has stolen from the Fallas Drug Store, in that city, the collection box of pennies for the support of the Children's Home at St. Joseph. It was only a small cradleful of coins, left on the cigar case, yet the depth of meanness in the theft has prompted the Fallas Store to offer $25 for information leading to the arrest and conviction of the culprit.

Five hundred copies of the new pharmacy bill for Michigan have been ordered printed by the legislative committee, to be sent out to the druggists who are inquiring by every mail as to its provisions.

—Daniel W. Elferdink, former druggist of East Bridge street, Grand Rapids, and now at Alpena, is a bankrupt. Kirk E. Wicks, of Grand Rapids, is referee. Liabilities are about $3,000, with no visible assets.

—The store of J. B. Collins & Son, at South Frankfort, has been burned to the ground.

—Robert Baker, druggist of Vicksburg, is eighty-one years old and is more active now than are the majority of men at forty years. He was born in the State of New York, taught school and served with a Wisconsin regiment during the Civil War. He has been in business at Vicksburg for twenty-seven years, and is known throughout Kalamazoo county as the oldest and strongest business man of that section.

—Chas. H. Frantz, of Center avenue, Bay City, was quietly married recently to Miss Edith F. Trahan, of Saginaw.

INSANE AND A SUICIDE.

Merrill, Mich., Feb. 4.—John Murray, at one time a prosperous pharmacist of this place, hanged himself in a cell in the Saginaw county jail, with a rope made out of blankets. He had been sick and insane for the past three months, and his family had been trying to care for him at home. He became violent, however, and it became necessary to put him under guard. He was awaiting a hearing as to his mental condition when he killed himself.

BIG WOOD ALCOHOL PLANT.

Manistique, Mich., Feb. 3.—The Superior Chemical Company's plant at Newberry is now in commission. It is operated in connection with the Newberry iron furnace, which it supplies with charcoal, the product of fifty-two ninety-cord kilns. The chemical works is one of the largest and most modern in the State, and when operated to its capacity will produce 30,000 gallons of wood alcohol per month, in addition to other by-products secured from the smoke in the kilns.

DRUG BILL IN ILLINOIS.

Chicago, Feb. 4.—A movement is said to be on foot to bring before the legislature of Illinois a bill to regulate the sale and distribution of cocaine, morphine and other narcotic drugs. The suggestion is that the powers of the Board of Pharmacy should be amplified to include a fuller supervision of the sale of such drugs, such regulation to include measures of control by the Board of Pharmacy not now given to that body. It is said that the Board and its representatives are conferring with regard to the terms of such a proposed enactment, and that results will be forthcoming soon.

A Fort Worth druggist is in receipt of a curt and haughty note, in an angular feminine hand: "I do not want vasioline but glisserine. Is that plain enough? I persoom you can spell."—Texas Med. Gazette.

SOCIABILITY IN CHICAGO.

Chicago, Feb. 6. Several good entertainment features, including a six-round boxing bout, were among the amusements provided at the Chicago Drug Social Club's meeting last week. The boxing was between John Krone, the 280-pound druggist, and Harry Gilmore, Jr., a 135-pound boxer. The mill was declared a draw by the referee, each man winning merited applause. Krone was a veritable Gibraltar, resisting the most strenuous onslaughts of his lighter opponent.

Sandwiches, beer, coffee and cigars were served. Guests came from all sections of the drug trade. H. E. Eddy sang several songs, and H. A. Antram entertained those present with some of his readings from the poetical works of James Whitcomb Riley. Eight numbers were presented by professional vaudeville artists.

The Chicago Telephone Co. gave a $50 donation, while one of $25 was given by the American Soda Fountain Co.

Speeches were made by John I. Straw, Henry F. Schayser and George Mathison.

The affair was held in the Sherman House and was a great success.

SPENCE-M'CORD MERGER.

La Crosse, Wis., Feb. 4.—The Spence-McCord Drug Company has been organized with a capital stock of $100,000. It is a consolidation of the James McCord Drug Company and the T. H. Spence Drug Company. It began business February 1, in the quarters of the McCord Company. The officers of the consolidated concern are: T. H. Spence, president and treasurer, and A. H. Spence, secretary.

In 1864 James McCord associated himself with J. H McCulloch, of Milwaukee, and John Rice, of Milwaukee, and the firm of McCulloch, McCord & Co. was formed, the firm purchasing the wholesale drug business of Uriah Parry, Jr. A few years later Mr. Rice withdrew from the firm and in 1882 Mr. McCulloch retired, leaving Mr. McCord in sole ownership of one of the largest houses in the northwest. Last spring a stock company was formed, known as the James McCord Drug Company. Mr. McCord died December 8, last.

T. H. Spence came to La Crosse in 1874 and entered the wholesale drug business. He incorporated in 1892 as the T. H. Spence Drug Company.

CHICAGO NOTES.

—F. H. Peck, until recently with the United States Marine Hospital service at St. Louis, and still more recently stationed at Evansville, Ind., has resigned from the service and accepted a position with Parke, Davis & Co., making his headquarters at the Chicago office and traveling thence to the principal cities of the West and Northwest.

WISCONSIN NOTES.

—The Septicide Company, manufacturers of an antiseptic and preserving fluid, has incorporated at Milwaukee, with a capital stock of $25,000. Orange Williams, W. A. Walker, Jr., and S. G. Chase are the incorporators.

—Arthur G. Neumeister, Otto C. Neumeister and John H. Look, of Appleton, have organized the Union Drug Company.

—John H. Fiebing, president of the Fiebing Chemical Company, announces that the company has increased its capital stock from $20,000 to $30,000, with the intention of enlarging the business.

—Horace Stone, a pioneer druggist of Racine, is in a critical condition as the result of a fall. He sustained internal injuries and his friends have been given to understand that there is small chance for his recovery.

MINNEAPOLIS R. D. A. ELECTION

Minneapolis, Feb. 6.—Virgil Dillin is the new president of the Minneapolis R. D. A. E. M. LaPenotiere is vice-president, Matt Wittich, secretary, and J. W. Thompson, treasurer. The executive committee is continued. Mr. Dillin was chosen by acclamation and the most beneficial results are expected from his administration. The association will appoint a special committee to watch cocaine legislation.

Incidentally, it may be noted that the Dillin Drug Co. and A. R. Crowell have consolidated, and bought the Sanderson stock at 828 Nicollet avenue, and will form a stock company. The Dillin store at Washington and First streets, and the Crowell store at 1012 Hennepin avenue will continue.

ATE A MEDICINE SAMPLE.

Minneapolis, Feb. 4.—This city has just had an object lesson in connection with the indiscriminate distribution of patent medicine samples. A two-year child of William H. Cowles, recent Republican candidate for the mayoralty nomination, narrowly escaped death from eating a sample. This case comes under the proposed law introduced in the legislature by Representative W. C. Fraser, of Rochester, which makes such distribution of drugs a misdemeanor.

INDICTED IN NEW LONDON.

St. Paul, Feb. 6.—Harold Swenson, a leading druggist and prominent citizen of New London, has been indicted on the charge of illegal liquor selling. The finding of the grand jury astonished most of the community, as Mr. Swenson had not been generally known as a man of the type commonly called "blind piggers." New London is a prohibition town.

CARBOLIC ACID IN MISSOURI.

Jefferson City, Mo., Feb. 4.—To make it difficult for prospective suicides to get carbolic acid, Representative Silver, of Cole, has introduced a bill requiring druggists to register the names of all persons asking for the poison.

"We think," said Mr. Silver, "if druggists insist on learning the name of the applicant, and for what purpose the acid is to be used, that occasionally we can save a life. That is the sole purpose of this measure."

IOWA DRUGGIST IN JAIL.

Cedar Rapids, Ia., Feb. 6—The drug store situation in Benton county is occupying the attention of the local court for at least a week. It is reported that the owners of nearly every drug store in the county have been arrested, charged with unlawful sales of liquor. The outcome is watched with much interest by the people of Benton county and in various other localities.

FOR NEW PHARMACY LAW.

California to Require Four Years' Experience.

Sacramento, Feb. 1.—Dr. J. J. Crowley, secretary of the State Board of Pharmacy, is here to help two bills affecting the pharmacy law of the State. One is the outgrowth of the recent investigation of the State Board of Pharmacy by the commission appointed by the governor. It provides that henceforth no person shall be examined or registered as an assistant pharmacist, and that all persons now registered as assistant pharmacists shall be registered as licentiates when they establish to the satisfaction of the State Board of Pharmacy that they have had four consecutive years' experience in a pharmacy in this State after the passage of the act under the supervision of a registered pharmacist.

It is also provided that no member of the Board shall teach pharmacy in any of its branches unless it be as a teacher in a public capacity in a college of pharmacy.

The other bill adds carbolic acid to the list of poisons the sale of which is prohibited except upon a physician's prescription. It is provided, however, that carbolic acid may be sold in a solution containing not more than five per cent. of crystallized carbolic acid and not less than ten per cent. of alcohol, the antidote to carbolic acid. It is thought this restriction will greatly reduce the number of accidental cases of poisoning from carbolic acid, not to mention deliberate attempts at suicide.

DEATH OF JAMES TOPLEY.

San Francisco, Jan. 30.—James Topley, pioneer Californian, druggist, and one of the most honorably known men of the State, died at his home in Vallejo, on the 20th.

He was born in Dublin, Ireland, seventy-nine years ago, and while still a boy went to Canada to stay with relatives. Later he lived in New York, and when the Mexican War broke out enlisted in the First Regiment of New York Volunteers. Mr. Topley served with distinction throughout the war, and was mustered out at Fort Hamilton in 1848. He went to Mare Island the following year. He was a member of Naval Lodge, No. 87, F. & A. M., also of the California Association of Mexican Veterans. For many years he had been trustee of the Vallejo Presbyterian Church.

TO LIMIT CLERKS' HOURS.

Sacramento, Cal., Feb. 1.—The bill fixing ten hours as a day's work for a drug clerk, introduced by Senator Wolfe, has been recommended for passage. Congressman-elect Julius Kahn spoke for it. He said that San Francisco has an ordinance, adopted in 1904, giving the hours of the drug clerks at 130 in every two weeks, which is two hours less than provided for in the pending bill. While the ordinance takes care of the San Francisco drug clerks the latter want all the drug clerks in the State to be also benefited by a general law, as in New York.

Citral oil was first discovered and named in 1888.

AMONG THE COLLEGES

PHILADELPHIA COLLEGE OF PHARMACY.

Philadelphia, Feb. 3.—About $100 was realized by the theatrical benefit given at the Walnut Street Theatre. The Athletic Association is the beneficiary and it is likely that another similar affair will be held shortly.

The prospect for athletics at the college this spring is particularly bright, owing to the large amount of good material to choose from. As a result of a shake-up in the bowling team, the college team jumped from fourth to third place among the teams in the Wholesale Drug League.

Manager O. G. Hancock has issued a call to candidates for the basketball team, as the annual game is being arranged with the team from the Philadelphia Dental College. Of last year's crack team which won the medical championship of Pennsylvania, there are at college this spring Captain McCambridge, French, Hawes, Bradshaw and Dawson. Practice will commence this week.

For the first time in its history the college will be represented this year by a baseball team. There are half a dozen experienced players as a nucleus for a nine, and Manager Joseph Houck will call out the candidates as soon as weather permits out-door work.

UNIVERSITY OF MICHIGAN.

Ann Arbor, Feb. 4.—With the beginning of the new semester, an opportunity will be given all pharmacy students to attend a series of lectures by prominent pharmacists, pharmaceutical manufacturers and others. Among those who have promised to address us are: Mr. J. Hungerford Smith, manufacturer of fruit juices, Rochester, N. Y.; his subject will be "True Fruit Flavors," and will be illustrated with lantern slides. Prof. Filibert Roth, "Turpentine Orcharding in the Southern States." Prof. Roth was formerly connected with the Bureau of Forestry, and is now professor of forestry in the university. Charles F. Mann, retail pharmacist, of Detroit, "Organization."

Raphael del Valle, Ph.C., '01, is chemist for the Board of Health of San Juan, Puerto Rico.

Dr. Prescott's condition continues to improve very satisfactorily.

Several samples of an adulterant of pepper, used by the skilful adulterators of that article, have been received by Dr. J. O. Schlotterbeck, professor of pharmacognosy. He also received several whole, fresh cacao fruits from L. M. R. Guillermety, of San Juan, Puerto Rico. Mr. Guillermety was a member of the class of '04, and is at present employed in his father's large wholesale and retail pharmacy. The cacao fruits were grown upon his father's property.

UNIVERSITY OF WISCONSIN.

Madison, Wis., Jan. 21.—The Board of Regents of the University of Wisconsin will ask the legislature now in session for a large sum of money for improvements directly in line with the work of the college of pharmacy. President Van Hise has consistently, during the short time he has been at the head of the State University, insisted upon broadening the scope of the science departments, and in all this the pharmacy school has been the chief beneficiary. Now the plan is to spend about $150,000 in building a new wing to the biological laboratory. The chemical laboratory has recently been put in fine shape by additions of new apparatus and appliances.

BAYLOR UNIVERSITY.

Dallas, Tex., Jan. 31.—Under an agreement effected last June, Baylor University at Waco established a medical department in Dallas by acquiring the medical and pharmacy departments of the University of Dallas, the last named having been established in 1900. The course extends over two years, leading to the degree of Ph.G. To receive the degree, however, the student must not only have satisfactorily completed the course, but he must have attained the age of twenty-one and have had not less than two years' practical experience in a drug store. Those who have not had the necessary drug store experience may receive the degree of "bachelor in pharmacy." Women are admitted under the same conditions as men.

Professor E. G. Eberle, a well-known member of the A. Ph. A., is dean of the faculty, and associated with him are Julius Reverchon, botany; Ernest Dunlap, materia medica; J. T. Wells, physiology; Pierre Wilson, histology and bacteriology.

Prof. Reverchon has a noted botanical collection, which includes herbarium specimens of every plant known to grow in Texas, and also an extensive variety of foreign plants.

The commencement is scheduled for April 4, and the final examination will begin March 21.

UNIVERSITY OF KANSAS.

Lawrence, Kan., Feb. 4.—The final examinations for the first half year's work were held during the week ending January 27. Over eighty per cent. of the pharmacy students passed in all their work.

The work given in the pharmacy department during the last few years has placed the school among the best of those in the country. Prof. L. E. Sayre, dean, and a member of the Committee of Re-

"I don't do nothin' to me—just bed a lit."

vision of the U. S. Pharmacopœia, and other members of the faculty have worked hard to accomplish this end, and they have the thanks of the students and alumni association.

Prof. Sayre delivered a lecture before the students of the University Medical College at Kansas City, Saturday, Jan. 28.

The second of the several parties to be given by the pharmaceutical society of the University of Kansas was given in Pythian Hall, Friday evening, Jan. 22. Forty couples danced to the music of Somner's orchestra. The entertainment marked the close of the mid-winter examinations, and all came pledged to spend the evening in merriment. These parties are exclusively for pharmacy students and are provided by a committee appointed by the president of the pharmaceutical society. They have been a great success and have added much to the social standing of the pharmacy department among other departments of the University. The last entertainment will be given in the F. A. A. Hall. A few of the friends of the pharmacy students will be invited.

MEDICO CHIRURGICAL COLLEGE

Philadelphia, Feb. 6.—Most successful was the reception and smoker given by the Alumni Association of the Department of Pharmacy, Medico Chirurgical College, last Wednesday evening, at the University Club. The guests were members of the faculty and the graduating class. Covers were laid for one hundred. S. J. Rhove, Ph.G., presided at the supper and among those who responded to toasts were M. W. Rodawig, John R. Minehart, H. H. Mentzer, dean of the department of pharmacy; Prof. C. H. Shaw, Prof. John V. Shoemaker, Harvey E. Kendig, Dr. S. Egbert, dean of the medical department, and Dr. M. C. Thrush.

Dr. Henry Fisher, professor of materia medica, in the department of pharmacy, is seriously ill at his home, 345 East Dauphin street.

REIMPORTED CIGARS AND CIGARETTES.

Hereafter all reimported cigars and cigarettes will have customs stamps affixed reading, "American goods reimported," in accordance with an order from the Treasury Department. Prior to 1901 this was the custom; since then such reimportations have been stamped as manufactured tobacco. The department has now ordered a return to the former method on the ground that the law distinguishes between manufactured tobacco and cigars and cigarettes. Under the first class the law includes by-products of cigar factories, but not cigars themselves.

SOME BUSINESS TROUBLES.

—James A. Rogers' store in Charleston, W. Va., is closed because he is both sick and without a clerk.

—Petition for bankruptcy has been filed at Cleveland by creditors of the wholesale drug and grocery firm of Zimmerman & Co., of Wooster, O. Liabilities, $66,000; assets, $65,000.

—Hayward Hooper, a druggist at Fifth and G streets, northwest, Washington, has filed a voluntary petition in bankruptcy. His debts are stated at $6,339.31 and his assets at $5,350.

AMONG THE BOWLERS

SCORES TAKE A SLUMP.

A decided slump was noticed in the play of the New York Wholesale League, Monday night. Poor scores were the rule. Only one 200 was made, by Barnes, of Colgate & Co. The results:

Whitall-Tatum Co.	802
Colgate & Co.	878
Whitall-Tatum Co.	837
Lazell, Dalley & Co.	778
Colgate & Co.	759
Lazell, Dalley & Co.	690
Lazell, Dalley & Co.	791
National Lead Co.	802
National Lead Co.	759
Colgate & Co.	795
National Lead Co.	697
Whitall-Tatum Co.	868

BOWLERS TO BE HONORED.

Rochester, Feb. 7.—The Rochester Ph. A. will hold its annual banquet February 9, and the guests of the occasion will be the members of the bowling team of the Buffalo Ph. A. A committee composed of Messrs. Flannery, Hahn and Gifford is arranging for the dinner. The bowlers of the Rochester and Buffalo teams will meet in a match game before dinner.

GOOD TEAM SCORES.

Baltimore, Feb. 4.—Not less than seven scores of 800 and over were made by the Baltimore Drug Trade Bowlers, this week, a number of other totals being close to this mark. There were also various individual scores of 200 and over. The Calvert quintette, however, showed up far from strong; Armor, of McCormick & Co., exhibiting a remarkable let-down with scores of 117 and 106 in two games bowled last Monday. The totals of the week were as follows:

Sharp & Dohme	705	798	747
McCormick & Co.	765	758	703
Davis & Davis	682	824	766
Calvert Co.	650	720	642
James Baily & Son	772	806	804
Armstrong Co.	803	785	768

The team standing:

	Won.	Lost.	P. C.
James Baily & Son	37	11	.902
McCormick & Co.	36	15	.706
Davis & Davis	28	17	.622
Sharp & Dohme	27	21	.563
Armstrong Cork Co.	10	35	.222
Calvert Drug Co.	7	44	.137

COULDN'T BEAT CHAMPIONS

Detroit, Feb. 7.—Before the Michigan Drug team and Parke, Davis & Co., No. 1, clashed last week, the P.-D. team had a lead of just one game. The Michigans told their friends to be on hand to witness the humiliation of the champions. The crowd was there, the biggest this winter, but the humiliation was on the wrong foot, for the champions cleaned up with their adversaries in three exciting straight games. Now the P.-D.'s have a lead of four games on the would-be champions. To make matters worse, the triple defeat put the second Parke-Davis team ahead of the Michigans, throwing them into third place. Those who obtained scores of 200 or over during the series were: Willits, of Stearns, 219; Lawrence, 202, and J. Smith, 202, 204, both of P., D., No. 1; Helme, P., D., No. 2, 202; Feeney, of Nelson, Baker & Co., 207. The scores:

P., D. & Co., No. 1	866	959	873
Michigan Drug Co.	804	824	828
P., D. & Co., No. 2	826	864	887
Nelson, Baker & Co.	774	809	766
F. Stearns & Co.	807	901	814
F. F. Ingram & Co.	789	686	855

In the Parke, Davis & Co. Interdepartmental League, the Chemicals have dropped to second place in the point of number of pins, although leading in the number of games won. Comparatively few pins separate the first five teams in the race, the leaders having 36,785, and the fifth team 36,344. The high bowlers of each team for the week were: Reid, of Mechanical, 200; Helme, Pharmaceutical, 192; Paige, General Business, 185; Smith, Chemical, 190; Watson, Publication, 191; Russell, Scientific, 179. The scores:

Pharmaceuticals	722	706	772
General Business	768	773	759
Chemical	747	764	754
Mechanical	781	744	755
Publication	729	791	803
Scientific	748	714	772

SPATULAS SHUT OUT.

St. Paul, Minn., Feb. 4.—The Pills, of the Minnesota Drug Clerks' League, took two games from the Tablets, February 2. Score:

Pills	665	688	769
Bodsgard	—	—	199
Tablets	739	655	729
Muessel	—	—	192

The games of the retail druggists, on February 3, netted a victory for the Pestles, the Mortars getting one game and the Spatulas none. Score:

Pestles	794	853	775
Jelinek	—	—	199
Mortars	733	752	797
Allen	—	—	181
Spatulas	685	729	707
Everett	—	—	184

BRIGHT LIGHTS; BRIGHT TRADE

It is generally recognized that a brightly lighted store attracts customers. Illumination is good advertising. City stores are in a position to use electricity for this purpose, but country establishments are, of course, not usually in a position to do so. They can, however, use some good system of lighting. One favorably spoken of is the Hydro-Carbon Air Light system of the White Manufacturing Company, factory at Chicago Ridge, Illinois. Requests for catalogues and estimates will be promptly attended to by them.

"Why get only five cents a glass for soda?" asked Mr. Butt-in.

"Can't get more."

"But, if you had the fountain in sight of the street you could sell more," insisted the man.

"If I had it in hell, I could sell more," responded the druggist, as he viewed the thermometer.

IF IT BEARS A RED Lilly IT'S RIGHT

ELASTIC FILLED CAPSULES

ACCURATE IN DOSAGE
ELEGANT IN APPEARANCE
HANDSOMELY AND CONVENIENTLY PACKED
KEEP INDEFINITELY

Lilly

ELASTIC FILLED CAPSULES

Offer the only Satisfactory Mode of Exhibiting Nauseous Oils and Mixtures. After extensive experiments we have produced a line of Machine Made Capsules which are Airless (do not shrivel) and are free from all the objections heretofore made to Elastic Capsules.

Critical prescribers are not disappointed in specifying

Lilly

Nearly 100 Formulas and Sizes in Stock — Many Novel Combinations

Booklet and samples sent on receipt of professional card

ELI LILLY & COMPANY

Makers of a General Line of Fine Pharmaceuticals and Specialties for the Prescription Trade

HOME OFFICES AND LABORATORIES, INDIANAPOLIS

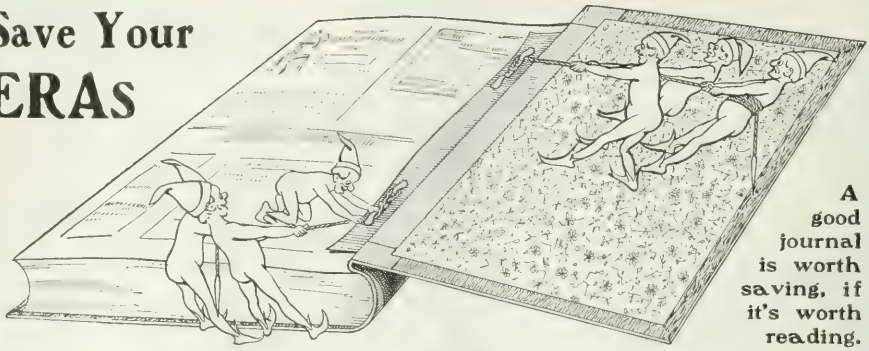
EASTERN DEPARTMENT—203 Fulton St., New York — WESTERN DEPARTMENT—908 Central St., Kansas City

SOUTHERN DEPARTMENT—504 Camp St., New Orleans — CHICAGO DEPARTMENT—195 Randolph St.

ST. LOUIS DEPARTMENT—11 South Fourth St.

(S. P. 5)

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

FOLEY'S HONEY AND TAR

The original and genuine LAXATIVE cough remedy

Make No Mistake. See that you are buying FOLEY'S HONEY AND TAR, the original, the kind that you know will give satisfaction.

PREPARED ONLY BY

FOLEY & COMPANY :: Chicago, Ill.

(S. P. 6)

TRADE SECTION

SALESMANSHIP.

Conjunction of Ideas Made to Pay by Wise Salesmen.

HOW IT WORKS.—VARIETY OF GOODS SHOULD BE SHOWN.—SPONGE SELLING SAID TO BE A GOOD TEST OF A CLERK'S ABILITY.—INFORMATION SHOULD BE GIVEN IF POSSIBLE.

What is salesmanship?

It is often defined as the art of selling a person an article which he does not want. A druggist imbued with the sixth or commercial sense, says of salesmen: "I can hire a man at a dollar a day to hand out asked-for articles. He would be an automaton, of course, but then he would be a dollar a day man. A salesman must be able to sell goods, sell my goods, preferably, but he must show results."

It is this spirit that has stunted the growth of the natural salesman. There is a wider field for the excessively commercial druggist. He need not confine himself to own preparations. The sundry lines carried afford ample opportunities for the exercise of skill in parting the customer from his money. In the rush to boom "own makes," the other lines are neglected. How not to handle trade can best be learned by observation. A man intent on selling goods must be in earnest. No slipshod treatment of the patron should be permitted. A case in point. The proprietor of an Eighth avenue pharmacy sharply reprimanded a salesman in the presence of the writer. It was perhaps a minor thing, yet the corrective influence of a word in time may make a fair salesman of a thoughtless clerk. A fine-tooth comb was asked for by a person at the rear dispensing counter. As it happens combs, etc., are stocked in drawers at the front of the store. The clerk, thoughtlessly walked the full length of the store, picked out a comb perfunctorily and returned to the customer. This article did not suit, whereupon the salesman repeated his initial performance, to the evident disgust of the proprietor, who took a hand. "Either take the combs to customer, or customer to combs," he remarked. That thing is repeated daily, not only in drug stores, but elsewhere. When a man asks for a particular brand of tooth brushes or a certain type of fountain syringe, it is perhaps permissible to show him only that article. But when a broad statement, "I want a comb," is made, why not lead the customer to the combs, or better still, have the combs arranged on trays, so that they may be brought to the customer.

NEVER JUDGE BY APPEARANCES.

Asked what he considered the test of true salesmanship, a Broadway druggist said: "The ability to show and sell bath sponges." He went on to explain that salesmen too often figure a man by the clothes he wears. The request for a bath sponge frequently results in the salesman showing an article which he thinks the patron able to pay for, without producing the goods the man really wants. In selling sponges the plan that works best is to make it evident that it is no trouble to show goods. Even here the thing can be overdone. Salesmen frequently act on the theory that the hocus-pocus piling of goods in front of the customer may force him to buy. "A forced sale is a lost sale" might well be added to the trade code.

Orientals are acknowledged to be excellent salesmen. A large antique store in New York that employed oriental salesmen found them the "best ever," except that they were great liars. The secret of their success was that they had, or appeared to have, intimate knowledge of their stock. They had an appreciation of their goods and showed it by the petting of a particular piece of tapestry or a rug. They could and did discuss the merits, yes, even the demerits of a particular article. The writer recollects the statement of one of these Oriental salesmen. After calling attention to the beautiful colors, the texture, etc., of a rug, he exclaimed, "Alas! it will wear so long. That is it; too long."

A TELLING PHRASE.

The same argument applies to some sundries. A fifty cent tooth brush guaranteed not to shed bristles could be said to wear too long. While the tooth brush patron would not be pleased to have a salesman speak of a certain brush as an old acquaintance, he would not be displeased to have the clerk say a word about the care of brushes in general. A caution to get a brush slightly harder than the one in use is not amiss. An injunction to give the brush a good wetting before adding it to the toilet case is apropos. Some salesmen instruct patrons to place the bristles in salt solution before using, to set the bristles and insure a prophylactic brush, they explain. One man, a particularly good salesman, sells three brushes to the one customer. That is not salesmanship. It's hypnotism. His argument is plausible. Says he, "A brush should be given an opportunity to dry. If you're a stickler for cleanliness, you clean your teeth several times a day. Therefore, the bristles of the brush will become soggy through continuous wetting. Get two brushes at least, use them alternately. Have a third brush, of hard bristles and use this occasionally with pumice stone, say once a week."

Wise salesman. He lifts his eyebrows enquiringly after the brush sale has been consummated. "Powder, paste, liquid dentifrice?" he enquires. The fact that the patron has powder doesn't deter. He cites the reasonable statement that a change is good and sells either the paste or a liquid, perhaps both. The interest taken in what was intended originally to be a thirty-five cent sale is well repaid ultimately. Perhaps a bottle of antiseptic eucalyptus wash will accompany the other articles. Incidentally, the salesman's teeth are perfect. He's an "after using" advertisement.

The secret of salesmanship is frequently the application of a conjunction of ideas. As tooth brushes suggest washes and the like, hair brushes suggest combs, hair tonics, bay rum, etc. Sponges permit a casual reference to bath accessories. A few words about sponges, an effort to make the customer understand how to judge a good sponge are appreciated. Dwell upon the fact that the roots of the sponge are more important than the "holes." If the roots are solid, do not appear to be easily torn, the rest is unimportant. The mistake of the average American sponge user is the plunging of a sponge immediately into boiling water. A caution against that and instructions to dry the sponge thoroughly is sensible and is so recognized. Instructions to give the sponge a salt water bath occasionally, to strengthen its texture and disinfect it, would not be resented.

MUST KNOW STOCK

In large stores where each man is delegated to a department salesmanship, except in the lines in his department, is a hard proposition. With the average druggist it is different. The only disadvantage is the great variety of goods stocked. And no one should set up as a salesman until he knows where things are. One of this city's most successful stores has a national reputation. There the training of salesmen, the selling of goods, are more important than the drug and prescription trade. This store handles the eclat. And it is at once noticeable that there is an air of refinement made possible only by the strictest discipline. False statements are not allowed and asked-for goods are cheerfully sold. Perfumes, toilet articles, etc., are exhibited. Silent salesmanship by showing goods, later supplemented by the tactful work of the human machine, do the rest. People who go there expect to get something nice. And they do. The service is excellent. Speedy, but not too much so. One may have a whiff of various perfumes from a real French Piston Atomizer, may handle goods as much as he or she likes. Customers are not pressed to buy. But once started, a woman is likely to go deeper than she intends. The buyer of a perfume notices the novel atomizer. A query as to price of the atomizer, and presto! she will perhaps purchase one. The tone of the store is distinctively respectful. The class of trade is known. The salesmen, the soda men, all are clean cut and gentlemanly. The peculiar foibles of peculiar women, and men too, are respected. There is no jangle, no noise, no lounging.

SALESMEN BEST PAID.

While it is impracticable for the ordinary druggist to create such an atmosphere, there is still much that can be done to help the salesman. The proprietor may or may not be a good salesman. The clerk should be. The best paid men are not, as is erroneously supposed by the laity, the prescription men. A store in this city pays the head prescriptionist $20 a week. The salesmen receive the same, and have

less responsibility. These salesmen receive 5 per cent. commission on various "own makes" and toilet articles. Some men average three dollars a week in this way. Speaking of this profit-sharing scheme, a big employer said: "I hire men to sell goods. If I give percentage on "own goods" they are bound to give them undue prominence. Therefore, I give no commissions. If a man 'makes good' I raise his pay. If he doesn't, I 'fire' him."

A school of salesmanship would be worth while. An interesting curriculum could be devised. It would be mainly instructive on what not to say. "Don'ts" are back numbers. They are read, but not heeded. In a prominent store not long ago, a salesman was holding forth on an "own make" internal preparation. As a clincher he said: "I made this myself, I know what's in it." A glance at the unclean linen, stubby beard, and the consciousness of the unmistakable odor of nicotine, which the cigarette-stained fingers of the salesman confirmed, did not induce the customer to purchase. To the observer that was worth a column of "don'ts." The idea of a bald headed man recomending a "put on hair" preparation is as ludicrous as possible. A salesman limping about with rheumatism, hors de combat because of sore eyes, or with throat wrapped in flannel, is a frequent peculiarity seen in a great city. "Physician heal thyself," is as trite as it's true. Before trying to sell goods designed for beauty makers or d'sease curers, convert yourself into a silent salesman, so that you can if necessary, say, "Behold! I have tried these goods, this treatment, and it is good."

SUNBRIGHTS FOOD COMPANY.

We take pleasure in introducing to our readers one of our new advertisers, the Sunbrights California Food Company, of Los Angeles. It is now entering upon its third year, with increasing advertising, increasing detail men and a largely increasing business. While its principal offices and factory are located in Los Angeles, it has permanent representatives in other cities Its principal stockholder is Mr. Hiram C. Smith, a multi-millionaire of San Francisco, while amongst its other leading stockholders are Mr. Lucius L. Long, of San Francisco, Mr. H. E. Huntington, the well-known railroad man of New York, San Francisco, and Los Angeles, Mr. J. A. Graves, a millionaire banker of Los Angeles, Mr. W. G. Kerckhoff, a multi-millionaire lumberman of Los Angeles, Dr. Walter Lindley, editor and publisher of the Southern California Practitioner, of Los Angeles, and L. J. Christopher, a very wealthy Los Angeles business man. The president of the company is Mr. L. C. Gates, who is at the head of the legal department of the Los Angeles Title Insurance and Trust Company.

Sunbrights California Food is made of select California grains, the dominant principle being choice barley. It is not a predigested food, and contains no sugar or drugs. The manufacturers simply claim that it is an ideal modifier of cow's milk.

Stocks of lavender flowers in first hands are said to be depleted. Still higher prices are expected, according to Fritzsche Brothers' list, and the entire quantity produced this year will probably be insufficient to cover the demand.

TIRED OF THEIR BARGAIN.

Druggists Discover They Have More Jewelry Than They Want.

"NO ONE TO BLAME BUT THEMSELVES," SAYS COMPANY'S REPRESENTATIVE.—READY TO DO EVERYTHING PROMISED, HE SAYS, BUT DRUGGISTS MUST STICK TO CONTRACTS.—COMPLAINT WIDE.

Many druggists in this city and vicinity have acquired stocks of jewelry under what seemed to them advantageous terms at the time they signed the contracts. Finding that the jewelry did not sell, however, they refused to pay their notes. The western houses that sold them the goods threatened to sue and on consulting lawyers, the druggists were advised that the contracts are binding and that they have no redress except from the jewelry firm.

Some of the contracts are made out to the Puritan Manufacturing Co., of Iowa City, Iowa, and others to the Lyon-Taylor Co., of the same place. The New York City representative of the former was seen, and declared that there was no connection between the two, except that both obtained their goods from the same factory, and some of the officers of one were also officers of the other. He characterized the hue and cry raised by the druggists as simply a kick over a bad investment.

"They can blame no one but themselves," he said. "They went into this thing with their eyes open. Everything was open and above board. A man doesn't have to sign any paper without first reading it. This is simply a case where a man showed poor judgment in buying something that he can't sell; that is something for which he himself is responsible.

"The company stands ready at any time to do everything it promises so long as the other people stick to their part of the contract."

According to the story told by several men in Manhattan, Bronx, Brooklyn and Jersey City, they were approached by an agent of the company, of such polite and gentlemanly demeanor that he was given more than the consideration usually accorded to a solicitor. This agent carried a few handsome samples of jewelry, such as fobs, belt buckles, etc., and said that most of the well-known druggists had already placed orders.

It transpired later that this statement was exaggerated, but it had considerable influence with the pharmacists to whom it was made. Nearly all felt that in order to keep up with their neighbors they ought to take up the proposition; and they did. They signed contracts for the delivery of from $280 to $380 worth of jewelry, the company on its part, promising certain things, and giving a bond for their fulfilment.

Under the terms of this contract, the druggist was to pay in four regular installments of six months, eight months, ten months and twelve months each. He was to display the jewelry for sale in a case furnished by the company for that purpose. On its part the company guaranteed its goods and agreed to exchange any which did not wear satisfactorily. It also promised to send a gold ring to every new-born baby in the druggsts' neighborhood, upon proper application.

But the most attractive offer of all was this, that if at the end of twelve months any portion of the stock of jewelry remained unsold, the company agreed to buy back sufficient to make up the amount of the original invoice. By this plan the druggist was to be safeguarded against any loss whatever.

This offer, coupled with the fact that the company was well rated by the mercantile agencies, induced many druggists to sign contracts and accept the company's bond. When the goods arrived, the druggist signed a promissory note to pay the four instalments as per the terms of the contract, although each now claims that he was told that it was merely a receipt for the goods.

Some regretted the investment as soon as they had signed the note. Others discovered that they had made a very poor stroke of business. The jewelry did not seem to find a market. One man sold six dollars' worth in six months; another, more fortunate, sold sixteen dollars' worth. One druggist declared that the only article disposed of during the first six months was a gold fob at $2.50. It was returned about four days after its purchase.

Many efforts were made by the druggists to fight the contract. Their difficulties were increased by the fact that the company turned the notes over to third parties for collection. One druggist had a short legal battle at the end of which, it is reported, he paid a lump sum to be rid of the whole matter. Others who were threatened with suits because they refused to pay the first instalment at the end of six months, consulted lawyers and were advised that they had no option but to pay the notes; that the contracts were perfectly legal and fraud could not be charged.

Now those who engaged in the venture are waiting for the expiration of the twelve months to see whether the company is going to redeem the jewelry

"Most irritating of all," says one druggist, "is the high-handed way in which communications by mail are disregarded."

Druggists of this city are deriving poor comfort from the knowledge that their brethren all over the country are having similar troubles. The Philadelphia Association of Retail Druggists, it is reported here, proposes to hold a meeting of interested druggists, also discussing the question of surplus jewelry.

HEMP AND MANILA.

The distinction between the hemp of commerce and the fiber known as manila was thus stated in a recent case before the Board of General Appraisers: In the literature of the fiber-producing plants of the world, the word "hemp" appears frequently applied to fibers that are widely distinct from each other. The "hemp" of commerce is a soft fiber, this product of an annual plant known botanically as *Cannabis sativa* and is susceptible of being split into finer fibers by a process of heckling or carding, while the hard fiber, known as manila, which is obtained from a plant known as *Musa textilis*, is a coarse fiber, consequently different from the usual hemp of commerce.

MAKE ADS CONVINCING.*

This Only, Arthur Brisbane Says, Brings Big Returns.

HE ADVISES COMMERCIAL WRITERS TO BE ALWAYS SIMPLE, ALWAYS EARNEST. FRIVOLITY DOES NOT ENTICE BUYERS. CHEERFULNESS AND OPTIMISM DO.

BY ARTHUR BRISBANE,
of the Hearst Newspapers.

Advertising is the art of telling the people what *they* want to know in language very much like the expression of *their own* thoughts.

The Sphinx Club of New York City, an organization composed of intelligent advertisers, organized for the purpose of dining and exchanging noble thoughts once a month, is about to publish a magazine called "The Voice of the Sphinx." The editor of this magazine requests the editor of the Evening Journal to write an article to be published in the first number of "The Voice of the Sphinx." We write the article with pleasure—here it is. The subject suggested by the Sphinx Club is "How to Write Advertisements Intelligently."

Advertising is important not only to men who live by writing advertisements or publishing advertisements, but to all business men and all inhabitants of the country.

As nations grow bigger, and it becomes more and more impossible to tell important news by word of mouth, the work of the advertiser grows in importance. He must tell the people what they want to know, and he must be able, with as little friction and intereference as possible, to bring the man who wants to buy in direct contact with the propositions of the man who wants to sell.

The advertisement, if it be a good one, is more important to the man who buys than to the man who sells. The man who buys is really in need of something. It is essential that he should have the best advice and the best guidance in selecting what he wants.

The art of writing advertisements may be put briefly as follows:

Make up your mind what the reader of the advertisement wants to buy and what he wants to know about the article. Then tell him, as simply and convincingly as you can, what you have to say and *why* you think the things you have for sale are the things that he wants.

If we accept the statement that the writer of advertisements should talk *simply* and convincingly, the next thing is to find out *how* to be simple, and how to be convincing.

To achieve simplicity, say in the shortest words that answer that purpose, and in the shortest sentences that are complete, what you have to say.

To write in a convincing manner involves various requirements.

In the first place the tone of the writer must be sincere. He must *seem* in earnest, and he must *be* in earnest. Flippancy, and even wit are dangerous in the writing of advertisements. When a man wants to buy a coat, he wants a *coat* and not a good joke. When he is spending his money, his mood is serious, and his money is apt to go to the man who is serious also. You have only to look at the earnest, even worried faces of the ordinary men and women engaged in shopping, to realize that their mood is not one for jokes or laughter. They are in deadly earnest—the clerk who waits on them when they get to the store, or the advertiser who would bring them there from their homes, will do well to be as earnest as they are.

Style in the writing of an advertisement is very important, and the best style is the absence of any style in particular. That is to say, a simple, straightforward, unaffected manner of telling facts.

To *convince* a human being, and to attract his attention easily you must use methods of talking that he is accustomed to. Once in a while a man who uses long words and grand phrases is successful as a writer of advertisements, but his usefulness is limited to a circus, or some other kind of business where the proprietor wants to arouse the *wonder* and curiosity of the public. It is well enough for him to arouse wonder and curiosity by his use of wonderful words, if wonder is what he aims at.

The ordinary writer in the commercial line ought to remember this:

It is easy to get *into* a man's mind the kind of thought and the kind of words that come *out* of the man's mind. All success in writing depends upon expressing thought in such a way that the reader says to himself, "That is just what I should have said had I written it," or "That is just what I should have liked to say had I written it."

Advertisement writers must be careful not to give the reader too many facts that he does not care about particularly. It is an excellent thing for the man who writes an advertisement for soap, to tell the public how many pores there are in the human skin. It is well, also, to tell how important it is to keep the pores of the skin open, letting them breathe and purify the body by taking in fresh air, etc. *But* it does not do for the ad writer to get so enthusiastic over *physiology* as to forget his *soap*.

The very best thing you can say about soap, perhaps, is that it is best for the complexion, that it floats—some people do not want it to sink—that it is good for chapped hands, etc.

You must bear in mind that women are the ones that buy soap and use it—you must remember that women's thoughts are on their complexion, on their hands, you must realize what *they* are thinking about when their thoughts concern soap, and you must talk what *they* are thinking about when you are trying to get your soap into their homes. The great books that have lasted for centuries are all written in the style of the sucessful advertisement writers. They interpret the thoughts of the mass.

Advertisements are now and have been for some time recognized as an extremely important part of the industrial and business system of the United States.

No matter how great a business may be it must have a voice to tell what it is doing, and what it has to offer. *The advertisement man is the voice.*

No definite limited rules may be laid down for the sucessful writer of advertisements. Any rule that can apply to writing in general apply to advertising writing. No rule applies to the writing of advertisements that does not apply to the whole range of literature.

The advertisement writer, we have said, must be simple and must be convincing. The greatest men in the literary history of the world are simple and convincing. The commonest difficulty with the writer of advertisements, he shares with all writers in the world. We refer to the great tendency of the beginner—or of the man who never learns—to exploit his own personality, to inject himself and his individual pretentiousness into what he writes. The trouble with many who are writing about trousers or socks lies in the fact that they think the work hardly good enough for them and while they are writing about socks they write in a tone that would lead one to think that they mistake themselves for Dante, describing his emotions when he came up through the hole in the ground on the other side of the earth, after having climbed down over Satan's shoulders in the bottom of the frozen pit.

They step too high.

They use words and use what they *think* are *thoughts* altogether foreign to their subject. To the young man who writes about a dog fight for a newspaper, we should say: "Keep your mind on *dogs* and on *fighting*. Do not try to make the brindle bull pup seem like Alexander the Great. He is a *dog*, tell about him as a dog.

Similarly, when a reporter writes of any other event we tell him to fix his mind on *that* event. He may make it vivid by a happy comparison and such a comparison may be borrowed whenever he likes. But his success depends mainly upon keeping his thoughts and his words fixed on the thing that he tells about and suited to *that* thing.

The same instructions would apply to the young advertising writer. If he be writing about shoes his mind should be on shoes. He should remember that the man who wants to buy a pair of shoes thinks at that moment of shoes and nothing else. He thinks of comfort, he thinks of keeping out the wet, he thinks especially of how long they will wear, he thinks of what price he will pay, he thinks of the comparison in value between one kind of shoe and another. He thinks, perhaps, a little about the quality of leather.

The writer of a shoe advertisement should have thoroughly in his mind those things which the *buyer* of shoes thinks about and he should write about *them*. If in addition he can suggest to the buyer some sensible, really important shoe thought, let him do that. But do not let him try to combine witn the shoe writing any other fanciful occupation. Let him make up his mind to write that one advertisement, write it well, and for the time being have nothing in his mind but shoes.

There is another very important consideration for the advertisement writer. He should try to connect himself with *good merchandise*.

The ablest man is weaker than his inferior—if his inferior is *telling the truth*, and if he—the abler man—be *not* telling the truth.

A newspaper loses its influence, its power to convince, the minute it begins to

*From the Voice of The Sphinx

advocate an unjust cause or to attack a righteous one.

All human minds have an extraordinary, intuitive capacity for recognizing sincerity.

Many a failure, in the advertising line, would have been successful if he had had truth and honest goods behind him instead of trash. The man who wants to succeed as a writer of advertisements ought first of all to get with a concern *worthy* of praise. You cannot fool the people very long and the man who starts out with a contract to fool the public all the year round will fail.

What are the best qualities in an advertisement writer?

Optimism, cheerfulness, animal spirits, that give rainbow hues to commerce and poetic attributes to pills.

Good health is as important to the advertisement writer as to the race horse.

And general education is important also.

The advertisement should be simple.

But the simple things come from the most complex sources.

The machine that makes a simple nail or needle is not a simple machine by any means.

And the advertisement writer who needs the ability to say the simplest things in the simplest way, will be all the better and abler for complicated thinking, wide education, and a big knowledge of things outside of his particular field.

THE COMBINATION'S PRICE-LIST.

A price list has just been issued by the Powers-Weightman-Rosengarten Co., the first since the combination. Declines are noted in tartaric acid, chloroform, cream tartar, menthol, Rochelle salt and Seidlitz mixture; advances in cocaine and santonin. These changes have previously been reported in The Era's market report, except that the movement in Rochelle salt and Seidlitz mixture was too small to affect the jobbing market.

The make-up of the pamphlet is pleasing. The cover and pages are blue gray. The change in size from previous issues is marked, the present dimensions being 4½x 8¾ inches, allowing the easy carrying of the pamphlet in the coat pocket. The width is therefore only about half that of previous issues of the Powers & Weightman price lists. In fact, the general make-up suggests a combining of the best characteristics of the independent publications of the two houses, now consolidated. The title reads, "Prices Current February, 1905. Powers-Weightman-Rosengarten Co., Manufacturing Chemists. Founded 1818. Philadelphia, New York, Chicago. Issued Monthly."

The following interesting notice appears on the first inside page: "While it is contemplated eventually to furnish all products of our several laboratories under the label of the Powers-Weightman-Rosengarten Co., yet, when definitely ordered, we will supply either the Powers & Weightman or Rosengarten & Sons, Inc. label, as may be wanted. We would therefore request our friends to kindly specify where necessary, the particular label desired."

At the end of the list is given a view of the laboratories of the company at East Falls of Schuylkill, Philadelphia.

SPENT GINGER FREE.

Court of Appeals Finds for the Importers.

"So-called spent ginger, which is a by-product resulting from the cracking and distillation of ginger root, and is in the form of caked particles, due in part to the cracking and in part to disintegration, is held to be free of duty under paragraph 667, tariff act of 1897, covering 'ginger root, unground.'" This decision was handed down on January 13, by the United States Circuit Court of Appeals, Second Circuit.

The merchandise was originally imported at New York, and was assessed for duty as ground ginger under paragraph 287. The Board of General Appraisers overruled the protest of the importer, who thereupon appealed, only to again lose his case in the United States Circuit Court, Southern District of New York. An appeal was taken and now the Circuit Court of Appeals has decided against the government.

Circuit Judge Lacombe cited the relevant paragraphs of the tariff act of 1897, which are:

Par. 287. Spices: Mustard, ground or prepared, in bottles or otherwise, ten cents per pound; capsicum or red pepper, or cayenne pepper, two and one-half cents per pound; sage, one cent per pound; spices not specially provided for in this act, three cents per pound.

[Free list.] Par. 667. Spices: Cassia, cassia vera, and cassia buds; cinnamon and chips of; cloves and clove stems; mace; nutmegs; pepper, black or white, and pimento; all the foregoing when unground; ginger root, unground and not preserved or candied.

THE ARGUMENT.

Judge Lacombe then continued: "The article in question is known as *spent* ginger. The appropriateness of the term will appear later. It is not disputed that it is a spice, and that the collector's classification under paragraph 287 would be correct unless it is within the term 'ginger root, unground and not preserved or candied.' The Board of General Appraisers found that 'it is known to trade and commerce only as ginger, and it is also *admitted that it has been ground.*' The testimony returned does not warrant such finding. The single witness who was examined before the Board testified that the merchandise is a by-product in the manufacture of ginger extract or ginger ale. The crude root is run through cylinders which crack it into pieces about an inch around. It is then distilled, and after that process is completed is removed from the still and pressed so as to remove the moisture. The result is a dried cake of small praticles of ginger, resulting in part from the cracking, in part from the disintegration of the vegetable matter in the stuff. It is in lumps, cakes and strings. There was no admission before the Board that the ginger had been ground.

"Some additional testimony was taken in the circuit court, which did not modify the foregoing description of the process. The article is sold 'as a cheapening product for a cheap quality, used for the same purposes as ginger absolutely.' It has still a gingery taste and is used to dilute ginger from which the essential element has not been distilled. Examination of the cake shows that it can be reduced by the hand to a quite finely divided substance, the particles of which, however, are irregular in size.

"The circuit court reached the conclusion that the process was substantially the equivalent of grinding, and that the root had been reduced to small particles and was within the dictionary meaning of 'ground,' wherefore it could not be considered as wholly unground.

A TRADE DISTINCTION.

"The tariff schedules in many instances impose a different rate on articles which they call 'ground' from that imposed on them when unground, thus following a distinction which had already been made in trade and commerce. In determining to which class any particular sample belongs the statute should be construed in conformity to the commercial understanding. One of the witnesses called by the government testified that 'all ginger is unground until it has been ground,' and the proof in the case is convincingly to that effect. The government's witnesses all testified that ginger root in the condition of this importation would not be accepted by the trade as a good delivery of ground ginger, and it further appears that the distinction made is not merely a nominal or unsubstantial one based on the circumstances that the root has been treated by a different process from that used in producing ground ginger. Witnesses called by both sides testified that it contained 'shreds,' the fibrous material of the unground root, which would have to be eliminated before it could be known in trade as ground ginger, and that such elimination could be secured apparently only by putting it in a mill and grinding it. We are therefore of the opinion that the importation is still unground within the meaning of the tariff act.

"The decisions of the Circuit Court and of the Board of General Appraisers are reversed."

BOTTLE NOT NEEDED.

This happened in an East Side drug store: A woman wanted ten cents' worth of glycerine—glycerine only.

"I don't want to pay part of that for a bottle," she said. "I want my money's worth."

"Did you bring a bottle with you?" inquired the druggist.

No, she did not.

"Then how do you expect me to give you glycerine without a bottle?"

"Well, just put it in a bag," answered the customer. "That will do just as well."

The druggist stared. "A bag! You surely don't expect to carry it in a paper bag?"

"Yes. Why not? I have done it before."

Unconvinced, but willing to experiment, the druggist poured the viscous fluid into a paper bag and handed it to the woman. She took it carefully in one hand, tucked her bundles under her arm and marched out, all unconscious that she had done anything out of the ordinary. The druggist began to estimate on the cost of paper versus glass.

Fritzsche Brothers report that owing to the severe drought last year, only an insufficent quantity of reseda geraniol oil could be manufactured.

PROPRIETARIES IN SOUTH SEA.

New Zealand's Regulations Meet With Opposition.

GOVERNMENT IMPRESSED WITH THE AGITATION.—PROPOSES REGISTERING FORMULAS WITH AUTHORITIES ONLY.—WILL PROBABLY ABANDON ENTIRE LAW.

The New Zealand government through the Hon. J. G. Ward, Minister of Public Health, has prohibited the sale of patent medicines after June 30, 1905, unless the labels on such medicines give the ingredients of which the preparations are composed.

The section (101) of the Public Health Act of that country which gives the Minister of Public Health authority for such action runs as follows:

"The governor may from time to time make regulations for any purpose for which in his opinion they are contemplated or required by this part of this act, including, amongst other things, the purposes following:

"1. The inspection and analysis of drugs, chemicals, and patent medicines.

"2. Prohibiting the sale and providing for the destruction of such drugs, chemicals, and patent medicines as are adulterated.

"3. Requiring the ingredients of patent medicines to be disclosed at or prior to the sale thereof.

"4. Imposing penalties not exceeding fifty pounds for any breach of the regulations."

THE REGULATIONS.

On November 3, 1904, the Hon. J. G. Ward signed the following regulations:

"All patent medicines imported into or sold or offered for sale in the Colony shall be required to have the contents, with their exact proportions, legibly set out in English upon a label affixed on the bottle, box or container. In addition to such information, where such medicines contain one or more of the poisons scheduled under the Sale of Poisons Act, 1871, and its amendments, the words 'This contains poison' must be marked in clear medium-sized block type upon the label."

Section 2 gives a list of 154 remedies which for the purposes of the act are to be considered patent medicines. Section 3 provides a penalty of not exceeding fifty pounds.

The Chemist and Druggist at once commented unfavorably on the New Zealand experiment, pointing out errors in spelling the names of several remedies which might defeat legally the purpose of the act in regard to them and objecting to the sweeping use of the term patent medicines as applied by the act to proprietaries.

Agitation against the measure at once arose in the Council of the Proprietary Articles Trade Association, the Manufacturers' Association, and the London Chamber of Commerce. Letters of protest poured into the general and pharmaceutical press. In most of these the manufacturers took the ground that publicity of formulas in New Zealand meant publicity to the whole world. They also announced their intention of ceasing advertising and the sale of their remedies in New Zealand after May, if the law was not repealed. For obvious reasons the advertising men and newspapers sided strongly with the manufacturers.

POWERFUL OPPOSITION.

The representatives of the Proprietary Articles Trade Association and the Manufacturers' Association met and agreed on the following campaign of active protest and opposition:

1. Each manufacturer of articles specified in the list to instruct his advertising agent to stop all advertising in New Zealand (including newspapers and journals there) as from March 31, 1905.

2. Each manufacturer to write to the editors of New Zealand newspapers explaining how the order by the Minister of Public Health has compelled this action.

3. Each manufacturer to write to the Colonial Secretary protesting against the order.

4. To seek an interview with Mr. Reeves, Agent-General for New Zealand, in regard to the matter.

On January 13, the Hon. W. P. Reeves, Agent-General for New Zealand, received protesting delegations of manufacturers and retail druggists. These latter brought forward the new argument against the enforcement of the act that the time allowed by it was too short to clear the large stocks of secret proprietaries carried by New Zealand retailers.

A deputation from the Manufacturers' Association waited upon Hon. J. G. Ward. The spokesman is reported as follows, by the Chemist and Druggist:

"The reason for such disclosure was not at all apparent. The usual purchaser of such an article was not interested in the formula, and the people who would read it with care were probably only those who would do so with a view to putting up an inferior counterfeit, and depriving the rightful owner of a reputation built up by expenditure of labor and money. He further argued that in crushing this large industry a considerable branch of trade between the Mother Country and her Colonies would die out, involving sudden and serious loss, not only here, but to various concerns in the Colony, and this at a time when the knitting together of business ties was in everyones' mouth."

GOVERNMENT REPLIES.

Sir Joseph Ward replied. Evidently he was quite uncertain of his exact personal position in the matter, was impressed by the widespread, powerful opposition to the act, and was inclined to vacilate. In fact, he ended in suggesting a compromise. He said that the regulations were put in operation upon the recommendation of the professional advisers in the Health Department, because of many complaints received from the consuming public that poison was sometimes contained in proprietary remedies without being marked on the labels. He felt sure that it was far from the desire of the government to compel manufacturers to disclose their secret formulas and methods of business. He recognized that time in any event, would be necessary to clear large stocks, and suggested a postponement of the date of operation of the act. But the most important concession was this: "The manufacturers of medicines in New Zealand might send the formula to the Minister of Public Health, and examinations could be made by the medical men employed, and if the public were protected the manufacturers need not give away their formula on the labels. I think there should be an examination of the formula by some officer of the Public Health Department, instead of having it printed on the labels. On my return to Wellington I will look into the matter with the officers of the Health Department, with a view to seeing in what direction, while protecting the public, we can assist the manufacturers, so as not to interfere with the legitimate progress of the business generally, which I am anxious to see carried out in every possible way."

It seems to be the general impression that the New Zealand government will not attempt to enforce the act. Perhaps the proposal for registering formulas with the Health Department will be seriously considered as a substitute method, but it is at best doubtful. Indications point to a purposely slow yielding of the government on the whole matter and the passing of the whole experiment into the bounds of innocuous desuetude. Meanwhile the agitation against even a modification of the act continues.

WEST INDIAN SPONGE TRADE.

At the recent sponge sale at Nassau, Bahama Islands, about $100,000 worth of sponges were sold. Supplies of the most valuable variety of sponge, the sheepswool, have not shown the highest quality. A good demand appeared from both America and Europe. The growing importance of Nassau as the sponge market of the world adds interest to the statement that about six hundred vessels of various kinds are engaged in sponge gathering, giving employment to about 55,000 men. Many others are engaged in preparing the sponges for market. Efforts are being made to prevent the gathering of sponges which have not reached maturity.

CEYLON TAXES CARDAMOMS.

The governor of Ceylon has imposed a tax of one per cent. per pound on all cardamoms exported for two years. This was done at the request of leading planters of the island, representing about three-quarters of the acreage devoted to cardamom growing, as a remedy for the steadily declining value of this commodity, the prices realized now being hardly sufficient to assure a profit. The money thus collected will be devoted to developing new markets for cardamoms.

OFFICIAL CONTROL OF OPIUM.

The use of opium in Formosa is successfully controlled by the Japanese government, which fixes the price and allows selling agents a profit of only one and one-half per cent. In 1902 the imports amounted to $769,110 and in 1903 to $594,095, a decrease of $175,000. Since 1900 the number of opium smokers on the island has also decreased by about a thousand a month. Each opium smoker must be registered. Public opinion as well is opposed to the use of the drug.

Charles the Second was fleeing from Cromwell. "How shall I escape to France?" he cried. A henchman knelt before him. "A thousand pardons, sire, but a chemist is ne'er noticed in a crowd. Wouldst disguise thyself as such?" "Aye, varlet." History tells the rest.

APPRAISERS' DECISIONS.

Joss Sticks—Punk—Dutiable.

The Board of General Appraisers has decided that so-called joss sticks are dutiable as a nonenumerated manufactured article at 20 per cent. ad valorem, under section 6 of the act of 1897. In the case in point the Nordlinger-Charlton Fire works Company imported the merchandise at New York, which was assessed for duty as above. The importers protested that the merchandise was free of duty under paragraph 587 of the same act as "joss sticks, or joss lights, the contention being that the last two words of this paragraph enumerate the articles in question in this case."

The Standard Dictionary describes joss sticks as

"A thin cylinder or stick made of perfumed wood-powder and paste, and burned by the Chinese as incense or in measuring time at night."

In the Century Dictionary it is described as follows:

"A small stick or perfumed pastil consisting of a hardened paste made from the dust of various kinds of scented wood mixed with clay, used in Chinese temples and houses as incense before the idols, as a slow-match in measuring time at night, for lighting pipes, etc."

Testimony showed the article was used to ignite fireworks and firecrackers; that it was known as joss stick and was bought and sold under this name prior to the passage of the law. The local appraiser says in his report that it is really known in commerce as "punk," that it differs from joss sticks in that the joss sticks are much thinner, are perfumed, and are used as an incense in religious exercises by the Chinese.

In its decision the Board was governed by the following ruling of the United States Supreme Court: In weighing the testimony of witnesses as to trade designation it is proper to consider the extent to which the witnesses may be interested in the result of the litigation. To establish such trade designation the usage must be shown to be definite, uniform, and general, and not partial, local, or personal."

In overruling the protest the Board summed up as follows:

"We do not feel that it has been satisfactorily proven that the merchandise in question was so generally well known in commerce as joss sticks prior to the passage of the tariff act of July 24, 1897, as to overcome the conclusion which we would feel bound to reach were there no testimony of this kind before us. The purpose of this testimony was, of course, to show that the merchandise in question was contemplated by Congress in adopting paragraph 587. The interest of the witnesses in the result of this case is such as to lead us to feel that there would be danger of their testimony being colored upon a question which is, to some extent, a matter of opinion, and, at best, appeals to the memory over the lapse of a number of years; and the statements which they make fall far short, we think, of establishing the fact that the designation of joss sticks for the merchandise in question was general or uniform in character, or prevailed over the entire or any large part of the country, so as to lead us to believe that Congress had such merchandise in mind in placing joss sticks upon the free list. The very use of the word "joss" carries with it the idea that the articles are to be used in some form of religious rites, and the well-defined policy of the law in exempting articles used in religious worship was doubtless responsible for this paragraph. The merchandise before us does not satisfy the description given in the dictionary for joss sticks, and, in our judgment, the testimony has failed to overcome the ordinary meaning of the word as found in this description."

Apparatus for Brewing School Free.

G. W. Sheldon & Co. imported at Chicago, certain apparatus for counting grain and for cutting grain, for the use of the Wahl and Henius institution of that city. The merchandise was assessed for duty. The importers protested that it was free of duty under the law, as scientific apparatus for the use of schools. Investigation showed that this institution was incorporated under the laws of Illinois, under the name of Wahl and Henius, to conduct a brewer's school, for the purpose of instructing in practical and theoretical brewing, as well as to carry on a business as analytical and manufacturing chemists. The Board therefore held that the merchandise was free of duty and held that, "an institution incorporated to teach practical and theoretical brewing and carry on the business of analytical and manufacturing chemists, the primary object of which is the educational one; that maintains a corps of professors, receives, teaches and graduates pupils, giving them diplomas, and has within its curriculum various branches of the sciences, is a school within the meaning of paragraph 638, act of 1897, and entitled to the right of free importation accorded thereby."

Commercial White Dextrin Dutiable

Charles Morningstar & Co. imported at New York, merchandise invoiced as soluble starch, or as soluble potato starch. It was assessed by the collector at two cents per pound as dextrin. The importers protested it was not dextrin, but starch. The provisions of the law involved are:

285. Starch, including all preparations, from whatever substance produced, fit for use as starch, one and one-half cents per pound.

286. Dextrine, burnt starch, gum substitute, or British gum, two cents per pound.

The Board stated the situation as follows:

"Soluble starch and dextrin are produced by the action of heat or acids, or both, upon starch, which process modifies or breaks down the starch cells and results in a product which becomes increasingly soluble, depending upon the length of time the process is continued. Soluble starch represents a stage in the modification of the starch granule intermediate between starch and dextrin. Important uses of soluble starch and dextrin are in connection with filling and finishing textile fabrics and the manufacture of adhesives.

"The importers contend that their products are 'physiologically, chemically, and microscopically starches, slightly modified.' The government chemist reported the article to be soluble starch and testified to the same effect before the Board. A quantitative analysis of the official exhibits gives the following constituents:

	Exhibit 1. Per cent.	Exhibit 2. Per cent.
Moisture	9.70	9.87
Soluble starch	52.22	51.84
Dextrin	29.27	28.83
Dextrose	5.56	5.56
Ash	0.45	0.40
Undetermined	2.80	3.59
	100.00	100.00

"Whatever may be the identity of the articles from a scientific standpoint, however, the evidence in the case shows without contradiction, that substances such as those contained in these importations were generally known in the trade prior to and at the time of the passage of the present tariff act as 'white dextrin'—in fact, have been continued to be so designated up to the present time. The testimony of a member of the protesting firm shows that he has imported the articles for the last twenty years as white dextrin and sold them as white dextrin, at a white dextrin price. In the presence of this testimony and the fundamental rule of tariff construction that the classification of imported merchandise is to be determined according to its designation in trade and commerce, the fact that the products in question are not pure dextrin, chemically, ceases to be of importance in the consideration of the case.

"There is a close analogy between the present case and Gabriel v. United States, where the Circuit Court of Appeals for the second circuit held that so-called lithofone, composed of 70 per cent. of sulphate of barytes and 30 per cent. of sulphide of zinc, and found to be commercially known as sulphide of zinc, white, was classifiable for duty under a provision for 'sulphide of zinc, white,' rather than as a white paint or pigment containing zinc."

The Board therefore overruled the protest and held the merchandise dutiable as dextrin.

Scientific Apparatus Free.

Certain glass rods, wire triangles, pinchcocks, and cork borers, imported by the Kny-Scheerer Company, at New York, were held by the Board to be free of duty as scientific apparatus imported for the use of educational institutions. The importers also contended that certain skeletons in alcohol should have been classed under the same paragraph, but the Board held that paragraph 663 applied to the case and that inasmuch as the importers failed to state this claim, their protest was insufficient.

Thermophors Metal Articles.

So-called thermophors, imported by H. R. Bernard, at San Francisco, were held by the Board of General Appraisers to be properly classified as articles in part of metal, under paragraph 193, act of 1897. The articles consisted of metal receptacles filed with a chemical compound possessing the quality of retaining heat for long periods.

SHOW WINDOWS AND FEATURES.

Druggists Are Beginning to Wake Up.

THE BABY CONTEST ENDED.—CREPE PAPER WINDOW DISPLAY.—A WOMAN'S HEAD IN A WINDOW.—SANITARY CRACKED ICE CONTAINERS.—DOUBLE PERCOLATION.

The Brooklyn baby contest conducted by T. H. MacDonald, Third avenue and Fifty-fourth street, came to a close on last Tuesday night. The contest was started with twenty-five photographs of babies under three years of age and the Bay Ridge residence district was disrupted for a time, fearing that the judging of the most popular baby was to be done by the druggist. When the discovery was made that the residents themselves were to act as judges, things began to hum. Each purchaser of five cents' worth and upward was given a ballot, on which he noted the number conforming to the one on the photograph which attracted him. The vote getters were much in evidence. It was a lucky man who managed to get away from the youthful partisans of the baby on his block. At the close of the contest, the window in which the photographs had been exhibited, was converted into a tally room, and the neighborhood was out in force to see that there was a fair count. Two reporters acted as poll clerks, or tellers. The youngsters outside, with noses pressed against the glass, "kept tabs," and called off final decisions on doubtful votes. The ballots were first divided into piles, from one to five, etc.; then each number was counted separately. The shouters without the window were no less interested than the ballot clerks when they found that a total of 1,208 votes had been cast. For a time the vote of 157 for a baby, by name Aloise S. Simonson, looked the winner, but when the last number, twenty-five, was reached, George Mitchell, with 287 ballots, was decared to be "just the prettiest baby ever." The result was posted and the radiant messengers departed in search of said George, who, with his parents, received a new ten dollar gold piece from the druggist. The second prize, a hospital size of Horlick's Maited Milk, was awarded the other youngster, and MacDonald bowed to a chorus of "What's the matter with Mac? He's all right." The local paper will publish the two pictures. Mr. MacDonald said that the contest had brought in over $150, so the prizes and advertising are well covered, leaving a neat profit. Whether contests do good or not, they certainly awaken enthusiasm. Even the policeman on post could see that.

Crepe Paper and Electric Lights.

Just what can be done with crepe paper reinforced by electric lights properly shaded, is shown by the window of the Knickerbocker Drug Company, 648 Broadway. The window dresser, Mr. Bucher, became interested in the possibilities of ordinary crepe paper, and procuring a quantity of green and red, divided the display into two parts, one featuring a high class toilet soap, the other chocolate candies in quantity. The side walls were covered with paper through which protruded electric globes of the color used, green or red. The globes were festooned with white paper. The window was backed with paper hung like portieres. The floor of the window was decorated with the paper, mounds being used to give the whole a wavy appearance. At the back of the candy window a large metal statue of a woman in classic garb was made to hold an electric globe, from which a red light glowed. Behind was a background of deep red paper and at night, when the lights are lighted, the whole display shows the artist's touch. The relief to the subdued glare of the red color scheme is afforded naturally enough by the green window. The chocolates, with the red background and window furnishings, look what they are claimed to be, "the most toothsome made." The cost of the window, for material, was not great, though the labor expended was considerable. With gas light, of course, such a window would not be possible.

Is She Alive?

That is the question innumerable people ask, as they view the display at W. B. Riker's Sons, Broadway and Ninth street. The old illusion trick is being played upon them by a woman whose head appears on a standard. She is apparently alive, her eyelashes wink occasionally, yet the onlooker is not certain. Just how it is done is the store's, or rather the exhibitor's secret, for she makes a business of it. At first sight it would appear that there is no place for her body. That's the puzzling thing. The mirror trick, which gives the idea of vacancy, is apparent only after long observation. Altogether this feature has the result desired. It first attracts attention to the Riker Violet Cerate, shown in profusion about the window, and then coaxes people in to satisfy themselves as to the reality of the woman. Broadway was crowded to the curb by women shoppers from a nearby department store. They commented more on the arrangement of the exhibiting woman's headgear than upon the question of her life or death.

Kalish Novelties.

Kalish Pharmacy Fourth avenue and Twenty-third street, has a window display of the much advertised Oxzyn Balm, which shows a quantity of the various preparations made by the Oxzyn Chemical Company, together with testimonials from Lillian Russell, Mrs. Langtry, Blanche Walsh and others. Large portraits of the above named actresses are featured. Within the store are some novelties, old, yet new. One show case top is devoted to hollow wooden rollers for massage purposes. This device consists of a wooden cup or socket and a hollow wooden ball, fitting tightly within the cup. The ball revolves in the socket and can be made to carry weight by filing it with shot. The wood is highly polished and the ball resembles a miniature bowling ball. It is said the device gives satisfactory results in reducing adipose tissue, especially about the abdomen. These outfits sell according to size, from $1 to $3.60. There is also exhibited an ivory "bust developer," selling at $7. This is nothing more than a cylinder of ivory attached to a handle. A novelty that sells at ten cents and attracts plenty of attention, is a loop of horse hair attached to a match-like handle. It is said to be useful in removing other things than motes from your neighbor's eyes. An innovation at the soda fountain which is appreciated, is the sanitary method of keeping ice for egg drinks and the like. Mr. Kalish, unable to find suitable articles here, has specially imported two hollow silver-plated globes. These have dust-proof sliding covers. A supply of shaved ice is kept in them. It is easily accessible and the cleanly appearance of the shiny silver globes is attractive, aiding the sale of soda. The globes, when imported, had no standards. The plumber and silversmith have fitted each with a base through which a drain pipe runs and a hole in the marble counter allows the ice containers to drip into the sinks. The globes are not attached to the counter, and with due care of the projecting pipe, may be scoured out daily. The ice reservoirs on the counter, usually banked with ice, are now used only for cooling soda glasses, and customers no longer see egg drinks made with drainage ice.

Name Out of Herbs.

Frank's Pharmacy, St. Nicholas avenue and One Hundred and Nineteenth street, exploits herbs such as pennyroyal, tansy, peppermint, etc., in ounce packages, by a window display of them, using the varicolored packages to form the letters of Mr. Frank's name. A display of "own make" headache powders is made by pasting several hundred of the empty envelopes in geometrical figures on the plate glass. The light at night reflects on the snow, the curves and angles through which it shines, and it is possible to square a circle actually, with a snow shovel.

Keg of Malt.

Koehler & Woell, Eighth avenue and One Hundred and Twentieth street, are booming a malt extract by showing a quantity of the bottled product surrounding a vine-clad keg—symbolic of age. The keg (a witch hazel keg) is labeled "malt extract," and the onlooker can easily imagine that K. & W. are the bottlers of the aged malt.

Double Percolation.

S. Albert's Pharmacy, Lenox avenue and One Hundred and Sixteenth street, makes a professional bow by conducting the percolation of "own make" white pine syrup in the show windows. Two three gallon percolators are hung from the ceiling and an elaborate arrangement of rubber and glass tubing, shut offs, etc., lead the eye to the receiving jar, while under a sanitary cover, the finished product is collecting. A large quantity of the preparation in twenty-five and fifty cent packages is shown in the same window.

Snowshoes.

A somewhat unusual thing for a druggist to carry as a part of his stock is snowshoes, but J. Wells Thompson, a North Adams pharmacist, has found it a finely paying experiment. Students at Williams College, in the adjoining town of Williamstown, have caught the craze and Mr. Thompson has sold fifty or more pairs of snowshoes recently, and has orders for many more pairs.

MISSOURI.

About one-fourth of the windows of St. Louis drug stores became bowers of beauty Monday, valentines being the merchandise shown. The look this year is similar

to that of previous years, but evidently another step toward discarding celluloid is taken, as fewer of these novelties are shown. Paper lace is still used freely, but the newest and daintiest designs are figures made of a tissue paper net or lattice work. One of the most striking of these, shown in several sizes, is a cupid seated under a crimson toadstool playing a guitar. The druggists of St. Louis leave the more expensive designs to the newstands and the "comics" to the grocery stores. The "pretty" ones handled range from one cent to $1 in price, very few exceeding the latter figure.

Judge & Dolph, 515 Locust street, St. Louis, are making a "flyer" out of Manhattan Soap Company products at twelve cents the box. Red Cross Antiseptic, Glycerine, Witch Hazel and other brands are shown.

La Preferencia cigars at five cents straight was a two days' feature at the Wolff-Wilson store, Sixth street and Washington avenue. The cigars appeared to be the ten cent size, and were the sort put up in tin cans, twenty-five to the can. Rexall Hair Tonic at forty-five cents, was another offer at the store and in the next window was a wax woman removing hairs from her face every fifteen seconds.

MICHIGAN.

E. N. Orr & Co., the enterprising Manistique, Mich., druggists, hit upon a novel advertising scheme. They offered a handsome prize to the person writing the words "Orr's drug store for holiday goods" the greatest number of times on a postal card. A small boy, the son of Dr. J. M. Sattler, was adjudged the winner. His card contained the words 1,390 times, or a total of 8,340 words. More than 150 persons competed, and the one standing the lowest wrote the words less than fifty times.

CARE OF THE NAILS.

To maintain that refinement and well-groomed appearance which is justly so highly esteemed universally, the nails must receive careful attention. It pays in the business world to be scrupulously neat. The days when a refined and well dressed business man was considered effeminate are gone. To-day the personal appearance exerts more influence than ever before. First impressions are important and well-kept nails always reflect credit on the individual. If the busy man cannot spare time for extensive manicuring, he can at least carry a Klenail in his pocket and a moment's use of it daily, will produce well-kept finger nails. Klenail is a combination nail trimmer, cleaner and file, made of solid German silver, which cannot rust or tarnish. It trims round the corners and prevents hang nails, producing the beautiful oval shape of the nail. It can be used with either hand. Made by the Standard Mfg. Co., Rochester; price 25 cents. If your trade demands a cheaper article, the same firm offers another grade, which is not designed to take the place of the other, but to replace the many worthless imitations of Klenail: made of finest steel, heavily nickeled. Price fifteen cents. There is a large demand for both articles.

Very little new spearmint oil has been offered so far and at high prices only.

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.

Address The Pharmaceutical Era, 90 William street, New York.

ALABAMA.

GOSHEN.—Stallings Drug Co., succeeded by Law & Park Drug Co.

ARKANSAS.

HAVANA.—E. L. Ferguson & Co., succeeded by Dr. H. A. Britt.

CALIFORNIA.

LOS ANGELES.—Add J. E. Hughes.

DIST. OF COLUMBIA.

WASHINGTON.—Add Florence E. Stafford, Twentieth and K Sts.

ILLINOIS.

CHICAGO.—Liquid Ozone Co., Prop. Meds., now Liquozone Co.

GIBSON CITY.—C. A. Foster, succeeded by W. C. Bryant.

INDIANA.

BREMEN.—Thos. W. Lytle, out of business.

INDIANAPOLIS.—Dr. N. C. Davis, Prop. Meds., inc. as Dr. N. C. Davis Medicine Co.

KINGMAN.—Williamson & Son, succeeded by John Redenbaugh.

IOWA.

DAVENPORT.—F. L. Stoughton, succeeded by Will Lage.

IOWA CITY.—Novack & Nicking, now J. H. Novack.

LYONS.—H. J. Roff, burned out.

WAPELLO.—Add Frost & Kirby.

KANSAS.

COLUMBUS.—Bartlett & Coolbaugh, now C. E. Bartlett.

ELLSWORTH.—Hoffman & Ackers, now G. R. Hoffman.

LAWRENCE.—Barber Bros., now O. P. Barber & Son.

KENTUCKY.

OWENSBORO.—Mrs. E. N. Courtney, succeeded by Wathen Bros. Co.

SOMERSET.—S. Denham & Co., succeeded by M. C. Williams & Son.

LOUISIANA.

FARMERVILLE.—C. H. Jameson, succeeded by Farmerville Drug Co.

MARYLAND.

BALTIMORE.—Chas M. Benson, out of business.

John B. Hurtt & Co., now John B. Hurtt & Sons.

MICHIGAN.

DETROIT.—Louis T. Schurrer, out of business.

GRAND RAPIDS.—Schepers & Jougejan, now C. H. Jougejan.

MISSOURI.

CENTRALIA.—O. B. Wilson, succeeded by Wm. O. Baker.

EXCELSIOR SPRINGS.—Cushing & Co., succeeded by P. Donighan.

MONTANA.

GREAT FALLS.—Chamberlain & Co., now Chamberlain-Porter Co.

NEBRASKA.

HASTINGS.—A. H. Farrens, now Farrens & Neimeyer.

NEW HAMPSHIRE.

WEST STEWARTSTOWN.—Mackinnon Bros., burned out.

NEW JERSEY.

VERONA.—Add Verona Phcy.

NEW YORK.

AMAGANSETT.—E. W. Babcock, out of business.

MT. VERNON.—G. H. Ankerson succeeded by Aug. Stoff.

NEW YORK CITY.—J. Marsching & Co., colors and bronze powd., succeeded by B. F. Drakenfeld & Co.

SYRACUSE.—J. H. Coogan, succeeded by Stolz Bros.

OHIO.

WEST CARROLLTON.—Mrs. J. P. Billett, succeeded by Ray Patton.

PENNSYLVANIA.

PHILADELPHIA. F. W. Klinger, Mfrs. Pocket Books, succeeded by F. W. Klinger & Langbein Co.

RHODE ISLAND.

BRISTOL.—A. J. Jasmin, petition in bankruptcy.

TEXAS.

BREMOND.—T. J. Birdwell, deceased.

BROWNWOOD. D. S. Camp, now Camp Bell Drug Co.

Jno. R. Robinsin, petition in bankruptcy.

FORT WORTH.—Childress & Coulson, now Jno. H. Coulson.

MEXIA.—Clark Drug Co., assigned.

VIRGINIA.

BUFFALO LITHIA SPRINGS.—Thos F. Goode, min'l water, deceased.

NORFOLK.—Williams, Martin & Gray, wh. drugs, inc. as Williams, Martin & Gray Co.

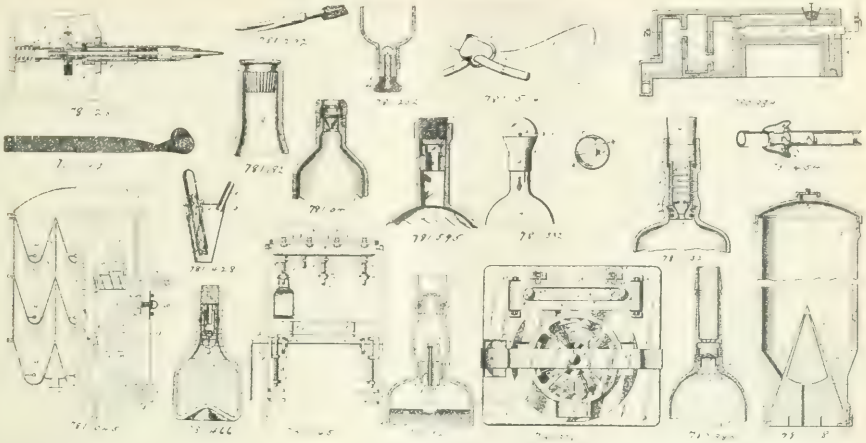
SAVED FROM PNEUMONIA.

How Antiphlogistine saved a pneumonia patient is told in the following account from Florida:

J. B. White, male, age thirty years, was recovering from a severe case of typhoid. On the thirty-sixth day his temperature was normal. On the thirty-ninth day it again began to rise and in a few days had reached 104.5°, the pulse 140. A severe cough and consolidation of the right lung told the story of a complicating pneumonia. After the long and severe drain upon his resources incident to the typhoid, his condition presented a very alarming, not to say, desperate situation.

Counsel was called and it was decided that his only hope lay in the generous use of Antiphlogistine. A "Large" package was secured and heated by placing the sealed can in hot water. The temperature of the room was brought up to about 80°. A cotton-lined cheese-cloth jacket, open upon the shoulders and in front, was prepared and warmed. Then Antiphlogistine as hot as could be borne was spread upon the skin about one-eighth inch thick over the thoracic walls (back, front, side and over the shoulder). This was covered with the jacket. Turning the patient over, the other side was dressed in the same way The jacket was then drawn together with stout thread. The entire contents of a 34½ ounce package (large) was used for the one dressing. In a few hours, the temperature had declined to a point of safety and the pulse to 120. A similar dressing was applied fresh every twenty-four hours. The improvement was steady and marked, and in six days the patient was again convalescent.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued January 31, 1905.

780,976—Gino Ciapetti, Strada, Italy. Process of making cream of tartar.

780,980—Alfred D. Cressler, Fort Wayne, Ind. Non-refillable bottle.

780,984—Hans Foersterling, Perth Amboy, N. J., assignor to the Roessler & Hasslacher Chemical Company, New York, N. Y., a corporation of New York. Process of making tin oxid.

781,018—Frank D. Palmer, Jacksonville, Fla. Filter.

781,041—Robert S. Wiesenfeld, Baltimore, Md. Non-refillable bottle.

781,045—Benjamin F. Brooke-Sewell, Skien, Norway. Apparatus for evaporating and distilling liquids.

781,132—William K. Conley, Cincinnati, Ohio, assignor of forty-nine one-hundredths to Joseph A. Turner, individually and as trustee, Cincinnati, Ohio. Stopper for vessels for containing liquids.

781,142—Theodore W. Hanrate, Chicago, Ill. Woven surgical bandage.

781,165—Adolph Schneider, Chicago, Ill. Bottling-machine.

781,182—Henry S. Brewington, Baltimore, Md., assignor to National Cork and Seal Company, a corporation of Maine. Bottle closure.

781,252—George W. Wheeler, Hyde Park, Mass. Fountain brush.

781,283—Frank A. Higgins, Bellevue, Ohio. Hypodermic power-syringe.

781,292—James M. Murphree, Dothan, Ala., assignor of one-half to Hansford D. Boyd, Jr., Troy, Ala. Mouth-brush.

781,332—George Demacakos, Evansville, Ind. Bottle-cap.

781,333—William Edson, Boston, Mass. Labeling-machine.

781,341—George E. Hipp, Buffalo, N. Y. Process of making the double sulphate of aluminum and sodium.

781,363—Marie Ritter, Breslau, Germany. Process of making medicaments containing plant-juice.

781,428—Sheridan J. Hutchins and Loren A. Hutchins, St. Paul, Minn. Inhaler, injector and medicator.

781,454—Truman G. Palmer, Chicago, Ill., and Harry B. Cox, Washington, D. C., said Cox assignor to said Palmer. Bunsen burner.

781,472—Joseph Tcherniac, Freiburg, Germany. Process of making cyanids.

781,516—George N. Guthrie, Jr., Cookville, Tenn. Respirator and inhaler.

781,526—Thomas H. Ivey and John G. Beck, Philadelphia, Pa. Non-refillable bottle stopper.

781,595—Joseph F. Dredge, Detroit, Mich. Anti-refilling bottle.

TRADE MARKS.

Registered January 31, 1905.

44,086—Tonic beverages. Adelbert Warren Green, Schenectady, N. Y. The letters and word "R" and "G."

44,087—Lotions for external application. Fred N. Nagel, Bryant, Iowa. The representation of two clasped hands.

44,088—Liniment. Herbert E. White, Ossipee, N. H. The words "San San."

44,089—Chemical preparation for certain named purposes. Henry A. Stojnich, New York, N. Y. The word "Asault."

LABELS.

Registered January 24, 1905.

44,053—Medicines for certain named diseases. Chemische Fabrik ven Heyden Aktiengesellschaft, Radebeul, Germany. The word-symbol "Ichthynat."

44,054—Chemical productions for pharmaceutical use. Chemische Fabrik von Heyden Aktiengesellschaft, Redebeul, Germany. The word-symbol "Novargan."

44,055—Medicine for the cure of certain named diseases. Penn Chemical Co., Washington, D. C. and Bellefonte, Pa. The word "Vintena."

44,056—Medicines for exciting the muscles. Serafino Belfanti, Milan, Italy. The representation of a bottle, a snake, a bull's head, and the signature of the registrant, Dr. Belfanti, and surrounded by a scroll.

44,057—Laxative effervescent compound. Sharp & Dohme, Baltimore, Md. The compound word "Sal Laxa."

44,058—Compound for the cure of piles. James W. Wilmott, Orlando, Fla. The representation of a tiger's head, associated with the words "Balm of Bengal."

44,059—Antiseptics. Frank T. F. Stephenson, Detroit, Mich. The word "Sulfodine."

44,066—Remedies for the cure of certain named diseases. John D. Hamrick, Jr., Kansas City, Mo. The word "Alkano."

44,067—Nutritive tonic. Christian Schertz, New Orleans, La. The word "Peptonutrine."

44,068—Anesthetic. Farbenfabriken of Elberfeld Co., New York, N. Y. The word "Alypin."

Registered January 31, 1905.

11,832—Title: "Welsh Blood Wine." (For blood wine.) The Welsh Chemical Company, Philadelphia, Pa.

11,833—Title: "Dalzell's Gold Medal Orange Phosphate." (For orange phosphate.) Frank P. Dalzell, Coldspring, N. Y.

MARKET REPORT

FURTHER ADVANCES.

Improving Demand and Scarcity of Supplies.

FIRM MARKET DEVELOPS GREATER UPWARD TENDENCY. — OUTLOOK FOR GOOD JOBBING BUSINESS.—OPIUM, COCAINE AND TANNIC ACID RISE.

New York, Feb. 6.—As the season advances the volume of business transacted continues to hold proportions satisfactory to jobbers and indications point to further activity. The general tone of the market is remarkably firm, most lines suffering from scarcity of supplies. The few declines are insignificant. Several drugs which have not actually advanced during the week are likely to do so soon, notably camphor. The distribution of goods and the filling of mail orders have been hindered somewhat by the severe weather, which makes the considerable amount of business actually handled all the more noteworthy.

OPIUM.—Decided strength is shown, culminating in another advance by jobbers. What irregularity there was in the market is fast disappearing. Confirmations of the unfavorable weather in Turkey have been cabled from Smyrna and predictions are made that unless climatic conditions there improve shortly, the crop will not total more than 5,000 cases. This situation has occasioned a decided improvement in the demand from retailers, resulting in another advance of prices. Jobbing quotations now are $3.00@3.15 for nine per cent., and $3.10@3.25 for eleven per cent.; powdered, $3.75@4.00 for thirteen per cent. and $4.50@4.75 for sixteen per cent.

MORPHINE SULPHATE In sympathy with the advances in opium, morphine shows decided strength, but jobbers have not raised prices as yet, still quoting $2.60 @2.70 for eighths, in ounce boxes, $2.55@ 2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—The statistical situation of cinchona bark is strong. The shipments for the last half of January were even smaller than for the first and the total for the month was only 773,000 pounds. On this basis Java and German quinine were immediately pushed up half a cent. The recent Amsterdam bark auction produced results not altogether unsatisfactory. In sympathy with this foreign strength, the local situation shows an upward tendency, but no actual changes have been announced. The jobbing demand continues good. Prices remain 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

COCAINE The upward movement in the primary market last week, caused by the advancing of values to $3.75 by several manufacturers, was not universally followed. The demand, however, improved considerably and some other wholesalers have raised their quotations to that basis. The movement has only this week exerted its full influence on the jobbing market, values on which have now been marked up to $4.00@4.25 per ounce for the hydrochloride.

ROCHELLE SALT.—Owing to an advance announced by manufacturers, because of the increased cost of raw material, jobbers have advanced prices to 21½@22c. per pound in barrels, 22@23c. in 50-lb. boxes, and 25@30c. for less.

OIL WORMSEED.—Long continued scarcity of supplies and exceedingly good demand has forced jobbing values up to $3.25 @3.50 per pound for Baltimore and $3.00 @3.25 for western.

TANNIC ACID.—Sympathy with the advance in nutgalls, which are the basis of the acid, has advanced jobbing quotations to 75@80c. per pound for bulk, and 85@ 95c. per pound in 1-lb. packages.

GUM MASTIC.—Scarcity of available supplies induces a jobbing advance to 63@ 68c. per pound for whole, and 73@78c. per pound for powdered.

ALKANET ROOT. -Lack of spot holdings has created another advance and jobbers are now asking 19@24c. for whole, 22@ 27c. for ground, and 25@30c. for powdered, all per pound.

PYROGALLIC ACID.—Manufacturers have again advanced prices, because of the scarcity and high price of nut galls. Accordingly, jobbing prices have been revised to $2.25@2.35 per pound and 22@ 27c. per ounce.

COCA LEAVES.—Supplies are controlled by a few hands and the market has therefore advanced. Jobbing quotations are now 47@57c. for Huanuco per pound, and 52@62c. for powdered; Truxillo, 35@45c. per pound, and 40@50c. for powdered.

COD LIVER OIL.—The situation is rather unsettled. Early in the week wholesalers reduced prices on Norwegian because the season was waning and it seemed advisable to move stocks, but this stimulated a better demand and the market is now firmer. Samples of new Norwegian oil of good quality have been received. Jobbers have lowered their prices somewhat and quote $53.00@54.00 per barrel for Norwegian. Newfoundland remains unchanged.

MANACA ROOT.—One of the few declines of the week occurred in this commodity, owing to poor demand. Jobbing prices are 40@50c. per pound.

CARBOLIC ACID.—The cost abroad is higher and our market has risen in sympathy with the foreign strength. Quotations of jobbers have risen to 31@35c. for crystals in one pound bottles.

CITRONELLA OIL.—There has been a scarcity of spot oil for some time. Foreign markets are strong. Local jobbers are asking an advance at 52@57c. per pound.

LONDON PURPLE.—Manufacturers have just announced their schedule for the season as follows: Casks, lb., 10@11c.; kegs 80, 90, 100 lbs., lb., 10½@11½c.; iron drums of 25 and 50 lbs., lb., 11½@12½c.; cases, 100 lbs., of assorted packages of 1, 2 and 5 lbs., lb., 12¾@13¾c.; cases, 100 lbs., all 1-lb. packages, lb., 12¾@13¾c.; cases, 50 lbs., holding only ½-lb. packages, lb., 14@15c.; cases, 50 lbs., holding ¼-lb. packages, lb., 16@17c.; less than case lots carry an advance of 2 to 3c. over these prices.

BURDOCK ROOT.—There is a decided scarcity of supplies. It is reported that orders sent to Hamburg at top prices have been left unfilled. Local jobbers have not, however, altered prices.

VANILLA BEANS.—Bourbon beans are reported as exceedingly firm abroad, owing to considerable damage to the crop by a severe storm on the Reunion islands. Receipts also are light. The local jobbing market remains unaltered, however.

SUNFLOWER SEED.—The supply is steadily diminishing and scarcity appears pronounced. The wholesale market has risen ¼c., which is not sufficient to affect jobbing quotations.

CAMPHOR.—A very strong market. No further rise this week, but some expectation of one shortly, because of light receipts and the proximity of the season of greatest demand. The Far Eastern war, of course, is the primary cause of strength.

FORMALDEHYDE.—Keen competition is evident in the wholesale market, which has so far resulted in a decline of ¼c. Jobbing prices remain unaltered.

MENTHOL.—Heavy arrivals and at best a very moderate demand, have unsettled the market, which is now decidedly irregular, but no effect has resulted on jobbers.

PRICE LISTS RECEIVED

Manufacturers are requested to send in their price lists as issued, and to put The Era on their mailing list for price-list changes. It is important that we have this information to enable us to list your goods properly in our price-list editions.

Columbus Drug Co., Columbus, Ohio.—Soda Fountain Supplies.

Ozonol Chemical Co., Odessa, Mo.—Proprietary Medicines.

Powers - Weightman - Rosengarten Co., Philadelphia, Pa.—February price list.

NEW WHITE LIGHT SYSTEM.

Illumination is about the cheapest form of advertising and a form that does not require the services of an expert. The New White Light Gas Company, 312 West Madison street, Chicago, are the originators and manufacturers of a vapor gas system which is said to closely approach perfection. This light burns a combination of air and gas, nine parts of the former to one part of the latter. The system is economical, safe and practical, and can be operated by a seven-year-old boy. The lamps are lighted the same as city gas. No alcohol or gasoline is used.

A FULL-FLAVORED MIXTURE.

A drug clerk, Heracleum Gummiferum,
Met his fate, sweet Lily Bulbiferum;
Valerian his odor, patchouli her scent,
Who can mask this druggy couple from Kent?
For our sisters won't sit beside 'em,
And our brothers all the while condemn
The full-flavored mixture of scent
Wafted back from this couple of Kent.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, FEBRUARY 16, 1905. Number 7.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Status of the Mann Bill in Congress.—The Question of Arithmetic.—Proprietary Bills.—Doctors and Anti-Trust Bills.—Secretaries George, Underhill and Millard Write on Pharmaceutical Arithmetic. Pierce Versus Bok. The Remorse of Joel Blanc.—Pharmacy in Russia and the Laws Relating Thereto.—Theory and Practice.—Question Box.

NEWS.—Sub Committee of the Joint Conference on N. A. R. D. Organization of New York Holds Its First Meeting.—The Same Subject With Reports From Legislative Committee Comes Before the Kings County Ph. S.—Status of Mann Bill is Unchanged.—Text of Proposed Amendments to the New York Penal Code.—The N. A. R. D.'s Influence in Michigan.

TRADE.—Several Types of Druggists Tell the Reasons of Their Entering Pharmacy.—A Plan to Attract Prescription Trade by Free Telephone Calls for Physicians From the Store.—A Booklet of Knapp's Drug Store on Prescriptions Reproduced as Model Advertising.—Window Displays.—Appraisers' Decisions.—A List of Pharmacists in Porto Rico.—Price Lists Received.—Business Record.—Patents.—Invasion of German Brotane Syndicate; Some Domestic Manufacturers Meet the Cut.—Market Report.

EDITORIAL COMMENT

The Mann Bill.

Even though the Mann bill does not pass the Senate during the present session of Congress, the druggists will have achieved a great victory in their efforts to secure an amendment of the patent law. Never has the trade been so unanimous in its views as to what should be done, and never has the united power of the pharmacy of the country been wielded with more telling effect.

Not that the contest has been abandoned. On the contrary, there is still hope that the bill, already passed favorably upon by the House, may be coaxed out of committee, and John C. Gallagher is confident that once out of committee the measure will surely pass.

Letters have been pouring in upon the senators from all parts of the country in a manner highly gratifying to the association leaders and in the same degree disquieting to those who took it for granted that "retail druggists could never agree about anything." Not only druggists, but physicians, have aided in bombarding senators with letters, and the force that is able to withstand the combined assault which is being directed against the present obnoxious law must be a powerful one indeed.

The movement of which the Mann bill is the expression will not end with the present session of Congress. There will be other questions which will come up for the consideration of our Nation's legislators, and other trials of strength between the druggists' united forces and the powers that prey.

Anti-Proprietary Bills.

Every year we are entertained by a procession of bills, each loudly proclaimed as the only one capable of putting the proprietary medicine people out of business. The procession moves through the legislative halls of the various States and usually disappears from view completely in the early spring. The measures bear a striking resemblance to one another, all being apparently aimed at the proprietary manufacturer's most cherished possession, the secret formula, and all propose a money penalty in case of violation.

The crop of these bills is uncommonly large this year, and one or two have shown unusual features indicating a change of development, the nature of which remains to be determined. Several have cocaine and morphine clauses "to protect the uninformed public against the use of dangerous drugs," and others have peculiarities all their own.

The Noble bill introduced in Wisconsin contains a provision for the analysis of the secret remedy by the State Dairy and Food Commissioner and for the collection of a fee for this service.

It is useless to speculate upon the possible effects of these "formula-on-the-bottle" bills, because none of the long procession has ever been known to pass. Perhaps some day, in the dim future, a stray member of the legion may be brought up when no one happens to be on guard. Then our curiosity may be satisfied.

The Question of Arithmetic.

Some time ago we sent out a number of inquiries to the secretaries of boards of pharmacy with the object of obtaining every possible view of the subject of arithmetic as applied in the education of the pharmacist. The answers received are especially satisfactory for they represent the thoughts of many minds and the results of experience gained in every part of the country and under every possible variety of circumstances.

There is no difference of opinion as to the most important object of the inquiry, namely, the necessity of skill in the use of numbers. This most practical of all studies is recognized as being of the utmost importance to the pharmacist. The questions asked of candidates at board examinations testify to the esteem in which this subject is held by examiners. Many admit that candidates are more apt to fail in questions involving simple but unusual calculations than in any other branch, the proportion of failures due to deficiency in this subject being very large.

Several of our readers have submitted reasons for this prevalent weakness in a most important part of the pharmacist's equipment. Some blame

the schools, Mr. Bodemann being particularly outspoken in this respect, while others ascribe the defect to the general lack of training.

It is not difficult to find the moral of all these pertinent remarks from a body of observers who are especially qualified to represent the pharmacy of the entire country. The candidates must have special training in the application of arithmetic to weights and measures. The average mind demands concrete data, and is incapable of carrying on speculation in the abstract. The candidate for honors in the drug store must be familiar with arithmetical calculations applied to drug store quantities. It makes no difference how he acquires the training, but the training he must have.

A Physician's Advertisement.

The accepted code of ethics of the medical men forbids advertising in the ordinary sense of the term, but there are ways of keeping one's self before the public which avoid the bill-boards We all know of little tricks which the doctors fondly imagine will never be discovered, all to gain the good opinion of the public. Most of these little ruses are, however, entirely harmless and no more to be condemned than the publicity-seeking of the society woman and the professional reformer. But the method employed by a Wisconsin doctor and described by one of our correspondents is open to objection of a serious sort. The doctor strives to gain patronage, not by extolling his own virtue, but by discrediting druggists. In the local papers of the town appear letters bearing his signature and warning the people not to believe pharmacists' advertisements. His denunciation is directed especially against advertised cough mixture, the announcements of which he calls "one of the greatest bluffs on earth," and ends with the advice to consult a qualified physician.

Perhaps some of the advertisements of cough medicines do overstate the case, but not more seriously than the doctor's production. No sensible druggist attempts to "cure consumption," and the pharmacist's cough mixture—taking it for granted that it is a good one—fills a want which could be supplied in no other way.

Pharmacy in Russia.

From an article which appears elsewhere in the present issue, Russia seems to be a veritable paradise for pharmacists, at least for those who have been fortunate enough to obtain a foothold in the restricted field. None of the more serious troubles which worry the American druggist are known to the Muscovite pharmacist. The government protects him in a most remarkable manner from all forms of competition—no new pharmacy is allowed to open in a district until all surrounding apothecaries are convinced that the establishment would not materially injure their business. Doctors are not permitted to dispense at all, and the sale of proprietary medicines and specialties is carefully regulated.

Once established, the pharmacist has enough business guaranteed by the authorities to keep him reasonably and comfortably occupied. There is no occasion for undue hustle, no scheming, no advertising, and no cut prices. No wonder that, as the author of the article remarks, "the public in Russia grumble, but the pharmacist, never."

Yet, although the pharmacy law regards the public as existing for the pharmacist and not the pharmacist as a servant of the people, we feel certain that the calling as it is administered in Russia does less for either the people or those engaged in the pursuit than the business tempered with professionalism which we know in this country. On the basis of the greatest good to the greatest number, American pharmacy is vastly superior. In our country the ratio of drug stores to population is one in less than 2,000, while in Russia each concession includes from 7,000 to 10,000 possible patrons. The mere ownership of a drug store does not insure ease and fortune on this side of the Atlantic, neither is it impossible for a poor boy to rise to the dignity of an establishment of his own.

Another Success Formula.

Recipes for the manufacture of success have always borne a striking family resemblance, but lately these smug formulas have been more nearly alike than ever. Speakers and writers on this old, old subject about which there is only one thing to be said, are gradually coming to realize the uselessness of all side excursions into the pleasant field of advice, when all paths lead to the same point.

Here are a few examples from the latest sermon on how to be successful: "Success means doing something new. Do to-day something that you have not done before. Don't be afraid you'll do too much. Every successful man has done too much in the eyes of the lazy. You can't say there is nothing for you to do."

In the formula for success there are a number of items, but all are beyond our control except one, and that is the one which well-fed advice-givers are always prescribing for their less fortunate brethren, namely, "work." Most of us, whether we are rollicking in sunshine or toiling in hopeless impotence, know that; and everybody who has a spark of ambition left administers that same advice to himself every morning. Still there are a few who will never achieve any remarkable success.

Not a Half Pint.

In discussing the New York liquor law in these columns last week, we referred to the advantages of the measure to druggists and the necessity of living strictly up to its requirements; inadvertently we referred to the quantity of liquor a pharmacist is allowed to sell under one State excise stamp as one-half pint. The druggists' original request to the excise department included permission to sell one-half pint quantities, but when the request had been granted they found that they had received more than they had asked for, the quantity having been increased to a full pint. The law as it stands permits the sale of pint quantities under the stamp provided. Mr. Edward V. F. Kelly, of Brooklyn, directs our attention to this inaccuracy in our former reference, and suggests that a correction might save some law-abiding pharmacist from injustice.

Doctors and Anti-Trust Law.

A newspaper in Iowa has unearthed a sensation in the form of a conspiracy among physicians to compel a certain county to pay for drugs and for attendance upon its patients a price agreed upon by the doctors. A report announced that fifteen or more medical men had signed an agreement not to undertake the service for less than $5,000 a year, and the journal makes all sorts of dire threats as to what will happen if the doctors do not abandon such methods and break the monopoly.

The physicians may be asked to answer for their misdeeds as interpreted by an anti-trust law, thus adding another chapter to anti-conspiracy litigation. The druggists are accustomed to the "combination in restraint of trade" bogey, but doctors have thus far escaped its terrors.

The Alumni Ball.

The Alumni ball, which occurred last week, is of more than social significance in the life of the New York College of Pharmacy. The presence of President Nicholas Murray Butler shows that the authorities of Columbia University do not look upon the union with the college of pharmacy as a mere perfunctory alliance. The college is in fact, as well as in name, a part of the university, and the life of the school of specialized pharmaceutical training is merged into that of the broader, larger institution of learning. The beneficial effect of the union is already apparent.

OUR LETTER BOX

QUESTIONS IN ARITHMETIC.

Harrisburg, Pa., February 6, 1905.

Editor The Pharmaceutical Era:

It gives me pleasure to note that you are taking hold of a very essential matter in pharmaceutical instruction, namely, pharmaceutical arithmetic. We have always found that many of the applicants for examination disclose a lamentable lack of knowledge in this respect, chiefly, however, among the younger men who have not enjoyed a complete public school education or who have but recently entered a college of pharmacy (all of the colleges of pharmacy in our State now give instruction in this fundamental). It is also surprising to find that older men and even college graduates are unable to do the simplest calculations in arithmetic, as note the questions in reference to the price per pint of compound syrup of white pine, in the accompanying question-sheet, and the prices of syrups of strawberries and pineapple, per gallon, on another sheet, simple sums of addition and division.

We have questions of this kind at every examination and we find more applicants fail in these than in any other questions in pharmacy. I enclose herewith a number of question-sheets disclosing our method in this direction. Respectfully yours,

CHAS. T. GEORGE.

Dr. George is the secretary of the Pennsylvania Examining Board and accompanying his letter are the sample question sheets referred to as showing the methods followed by the board. The particular questions he cites as examples are the following:

COMPOUND SYRUP OF WHITE PINE.

White pine bark	1050 grains
Wild cherry bark	1050 grains
Balm Gilead buds	140 grains
Spikenard root	140 grains
Blood root	70 grains
Morphine sulphate	6 grains
Chloroform	128 minims
Alcohol	6 ounces
Water	18 ounces
White granulated sugar	20 ounces

Proceed by making 20 fluid ounces of percolate with the menstruum of alcohol and water and the vegetable drugs; dissolve in this the morphine sulphate, then add the chloroform, previously mixed with one fluid ounce of alcohol; then add the sugar and stir until dissolved, the whole to measure 32 fluid ounces. The vegetable drugs average forty-five cents per pound; morphine sulphate, $2.40 per ounce, av.; chloroform, sixty-five cents per pound; alcohol, $2.50 per gallon, and sugar, six cents per pound. Calculate the cost per pint of the finished product.

PINEAPPLE SYRUP.

(1.) Fifteen small ripe pineapples are purchased at the rate of eight cents a piece; they are washed, peeled and cut into thin slices (total weight in slices, eighteen pounds); thirty four pounds of white granulated sugar is purchased at 5½ cents per pound. Place the sliced pineapple and sugar in a five gallon kettle in alternate layers, and cover, let stand for twenty-four hours, strain off the clear syrup and add three pints of water, to the remaining pineapple mass and undissolved sugar, and stir until sugar is dissolved and strain to the first and heat until it comes to the boiling point. Results, four gallons of pineapple syrup. What will the above syrup cost per gallon? The usual market price of syrup made in this way is $2 per gallon, how much do you save on the above quantity?

STRAWBERRY SYRUP.

Take forty boxes of good ripe strawberries, picked and washed, and sixty pounds of granulated sugar; place in alternate layers of berries and sugar in a suitable porcelain-lined kettle well covered and set aside for twenty-four hours; as soon as sugar is fairly dissolved, stir from time to time to assist in the solution of sugar; strain and press off the syrup, then add one quart of water to the remaining mark and press again, adding to the first product and boil to syrup and strain into one or two gallon jugs. Result, seven gallons strawberry syrup. If strawberries cost you eight cents per box and sugar 5½ cents per pound, what will one gallon of syrup cost you? And if the market price for such syrup be $2 per gallon, what is your total profit on the above amount?

[There are many other questions on the sheets which are designed to show the applicant's knowledge of mathematics.—Ed.]

HIGH SCHOOL STUDENTS WILL SUCCEED.

Concord, Feb. 4, 1905.

Editor The Pharmaceutical Era:

In respect to candidates being proficient in arithmetic, I will say that many of them show their ignorance in their answers not only in that branch, but in other branches. As a rule poor, dull scholars find their way into drug stores in the first instance by being hired when young, to sweep out the store, wash bottles, etc., and none but cheap boys will do this work. I have made it a point to secure clerks from high school boys, by going to the superintendent of public instruction and learning from him who would be suitable to learn the business. I wish all apothecaries would do this, for I think that if they did so, there would be a marked improvement. I put this question to a class of fifteen or twenty: What is natural philosophy? and none could give a definite answer. This experience satisfied me that not one of the class had a common school education. Another simple question: What is the scientific name for heat? All failed to answer.

You cannot make a silk purse out of a sow's ear. A good high school education is the all important possession. If the applicants have that, they will in my opinion, succeed, provided they have a taste for their adopted profession. The identification of drugs, fluid extracts, tinctures, elixirs, and other preparations they fall down on badly. One reason is that a great many of them never saw any crude drugs as the old apothecaries did, who used to be obliged to grind all of their material and thus become familiar with drug specimens. Long hours, Sunday work and poor pay prevent many a bright boy from engaging in the apothecary business. A good bright young man can command a larger salary in almost any other branch of business, with shorter hours and no Sunday work. This is about the sum and substance of the situation, as I understand it. Yours sincerely,

GEO. F. UNDERHILL.

MR. MILLARD'S OPINION.

Baltimore, Feb. 6, 1905.

Editor The Pharmaceutical Era:

Our law requires no examination in arithmetic or other academic knowledge, but we see from the answers turned in at each examination the necessity for such an examination, and the deplorable lack of such knowledge. I would not like to say that more than fifty per cent. of the candidates examined could correctly answer how much calomel would be in each powder, were one-fourth grain divided into twenty-four doses. I am sure that some candidates, just from school (I do not mean a college of pharmacy, nor do I say that the college weeds all such out), would be unable to answer the questions correctly, for the greater number are boys who grow up in the business, and who began the process of "growing" before they had been long enough in a primary school, to say nothing of the higher grades; such boys generally fail in the other branches as well. As I said in the beginning, we ask no direct questions in arithmetic, but we do ask questions that require a knowledge of fractions, and such questions are answered more satisfactorily by candidates who have enjoyed a higher education.

I wish to say, without having my opinion asked, that we can only expect that such men will continue to enter the business until the returns for a drug clerk's services shall at least approach, to say nothing of passing, the wages received by clerks of other lines. Why should a young man, fairly educated, spend two or three years, nights, Sundays and holidays thrown in, serving an apprenticeship, and a similar length of time, or longer at a college of pharmacy, to prepare himself to earn $15 a week, while his chum, clerking in a shoe store, ridicules and laughs at him, and asks him: "Why can't you get off at five each evening, every Sunday and holiday, and get $20 a week, like I do?" It is not the fault of the employer that this condition exists; it is that the drug business does not justify it. We will have to quit chasing pennies, look to something higher, and learn to be business men. Then we can employ clerks for what they are really worth and those worth having will turn our way. Yours very truly,

DAVID R. MILLARD,
Secy. Md. Board of Pharmacy.

PIERCE VS. BOK.

Buffalo, February 8, 1905.

Editor The Pharmaceutical Era:

It may be of interest to your readers to hear about our mix-up with the Curtis Publishing Co., for publishing statements in the Ladies' Home Journal, in which we claim $200,000 damages, is as follows:

In the first place, the Curtis Publishing Co., the defendants in the case, alleged in answer a number of matters which we considered wholly irrelevant. We made a motion to have these matters stricken

out, and the court granted it. From this order they appealed to the Appellate Division, and about two months ago the Appellate Division affirmed the order we obtained. They have now made a special application to the Appellate Division to appeal to the Court of Appeals upon the question. The defendants also made six weeks or more ago, a motion to require us to state the particulars of our damages, our formula, the cost of the various ingredients going into it, the amount of the loss on our sales, etc. This motion was denied upon our opposition to it. No appeal has been taken to this order by the defendants; but the appeal which they have taken to the Court of Appeals will necessarily prevent the trial of the case until this point is decided. These various motions and appeals have, of course, prevented the trial of the case thus far upon its merits. The Curtis Publishing Co. has admitted the entire falsity of the formula they published, and in the suit do not claim that it was true.

There seems to be a general impression among the druggists that we have settled the suit. Such is not the case. Yours very truly,

V. MOTT PIERCE.

JOEL BLANC'S REMORSE.

Philadelphia, February 9, 1905.

Editor The Pharmaceutical Era:

In your issue of February 2 (page 132), I read an editorial reprint from another trade publication upon the R. H. Committee. It has pricked my conscience so deeply that I feel compelled to make bitter confession of my part in the "orgies" of that awful "gang."

As usual, it has taken a long-distance reformer to expose the utter corruption of this "gang" of moral degenerates, and how elevating and ennobling it is to perceive the child-like confidence with which he accepts the information imported by an editorial rival. Is it possible that his sweeping condemnation of many men was just for the purpose of taking a whack at an editorial competitor? No! No! I cannot harbor such a base suspicion. Rather would I believe that some of the "gang" have been playing upon his child-like innocence, just to make a "guy" of him.

But like all other hair-trigger reformers, he is always right. Little does he really appreciates the horrors of the meetings of the R. H. Committee. If he did he would throw the letters "R. H." out of all his type cases and thus keep his pages pure as the driven snow. I have been one of the unwilling victims to whom he refers. At the Buffalo, Washington and St. Louis conventions I was one of the doves who had his plumage soiled. I was enticed, cajoled and deceived into participating in the devilish antics of this committee.

I—even I—was one of those who were "under the table." At least my feet were under it. I actually did drink a glass of beer! One big glass of real beer, and it was awfully nasty and bitter. I saw "a prominent official of the N. A. R. D." drink two glasses. Horrible! Horrible! At St. Louis we even went to the brewery and ladies went with us. It is true that we saw the brewing and bottling processes, but, of course, we only went to get beer. What is professional pharmacy coming to? Ye gods and little fishes! Gee! Gosh! Ouch!

But most degrading of all (dare I write it?) we went to the Pike. Now I have laid bare the depths of our depravity. Yes; we went to the Pike, and each man carried a champagne bottle (made out of wood with a tin whistle in it). And horror of all horribles! We smoked! Yes, we did! We smoked real cigars. We went to the "Streets of Cairo" and "Ireland." They were public shows and millions of others saw them. That, however, makes our degradation all the deeper. Because they were so common, doncherknow? What can I do to atone for my crimes and self-debasement? Ah! I have it! I do most solemnly swear that never again will I enter any place of amusement located upon the Pike at the St. Louis Exposition.

Remorsefully yours,

JOEL BLANC.

WORDS FROM TENNESSEE.

Greenfield, Tenn., February 9, 1905.

Editor The Pharmaceutical Era:

There are to-day few questions of greater importance than those which surround the retail druggist. Here is one. Shall prescription work be a thing of the past, or shall the druggists offer inducements to doctors to draw them away from their personal laboratories? An affirmative answer to the second question as a whole, would remedy this evil, for those dragons who sap the life out of the drug trade by furnishing formulas and crude ingredients to the ignorant public at a reduced price must be destroyed. This is probably the greatest question we have before us, and the difficulty can be overcome by awakening the individual to the responsibility placed upon him as a cog in this great commercial wheel. If the cog weakens, the wheel stops. Wake up to the conditions which surround you, and the wheel will continue to revolve with gained momentum until the direct product of these advanced ideals shall have become practical facts. The world is learning, so wake up! wake up! for in union is strength.

PAUL N. MCCULLOUGH.

BODEMANN ON TEACHING METHODS.

Chicago, February 4, 1905.

Editor The Pharmaceutical Era:

Replying to Dr. Kremers' defence of the action of the Regents of the State of New York (Jan. 26, 1905, Era, page 102), I will state that he is right and wrong; there is no difference between pharmaceutical arithmetic and any other kind of arithmetic, but our schools, praised as they are by spread eagle orators, don't teach it half decent and, therefore, Illinois disregards even high school certificates. It is an every day occurrence that a high school graduate cannot figure out a percentage pharmaceutical problem. You ask him if he can figure out percentage in money problems and he will answer "Yes," of course. What is the difference? He doesn't grasp the meaning of percentage. The schools teach too many branches and too little of roots.

Here is an illustration of an arithmetic problem:

Question—"1½ gr. strychnine is divided into thirty capsules. How much strychnine in each capsule?"

Answer—1/20 grain.

Question—"Please show method of working out this remarkable result?"

Answer—1 grain divided by 30 = 1/30; ½ grain divided by 30 = 1/15; added [illegible] 1/15.

Now then, Dr. Kremers may object to calling this pharmaceutical arithmetic, but it is arithmetic that comes up behind the counter daily. Several candidates answered the same way, which prompted me to inquire into their method. I asked them if they had attended school. Many replied, "I took the prize at the —— School of Pharmacy." I ask, what good does a course in a college do such a "stiff?" What good does this "stiff" do any college? Instead of giving this "Stoughton bottle" the grand prize, the college should give him the grand bounce. There lies the rub; the schools take any old crop. We should have fewer and better schools, in order to have fewer and better pharmacists.

W. BODEMANN.

Nomenclature of Synthetics.

Pharmacists are frequently directed to dispense preparations about which they know absolutely nothing more than the fanciful name ending in al, en, ic, in or ol, says Golaz-Vevey (Schweiz. Woch. f. Chem. u. Pharm. Journal A. M. A.). The names usually consist of (1) some arbitrary abbreviation of the descriptive chemical title; (2) some real or imaginary reference to the possible therapeutic uses of the remedy; or (3) some fanciful and usually far-fetched discovery of the manufacturer. Pharmaceutic and medical societies should demand that manufacturers furnish information on (a) the commercial as well as the exact chemical constitution of the preparation; (b) reliable tests for identity; (c) melting and boiling points; (d) solubility; (e) special incompatibility; (f) dose and therapeutic action; (g) necessary precautions that are to be observed in keeping the preparation. If this really necessary information were forthcoming in all cases, new preparations might be dispensed and used with some prospect of a more rational advance in therapeutics.

ERA COURSE IN PHARMACY.

Matrice Number		Grade Per Ct.
3754.	Herman J. Weinke, North Manchester, Ind.	97
4079.	P. L. Rice, Woodlawn, Alabama	95
4187.	Jacob A. Shulman, 1407 E. Pratt St., Baltimore, Md.	97
4006	D. A. Waterhouse, Charter Oak, Iowa	97
3944	Joseph C. Keck, 525 E. 150th St., New York City	97
4004	Edward J. Ferrin, 132 Fall St., Seneca Falls, N. Y..	96
3900	D. S. Grinnell, Clarkson, Ky.	96
3992	Claude G. Carr, 217 Utica St., Ithaca, N. Y.	96

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it, for the sum of $2. Those who desire the latter should forward the necessary fee at once to The Pharmaceutical Era.

PHARMACY IN RUSSIA.*

Druggists There Not Recruited From Native-Born.

DAILY ROUTINE OF PRACTICE REGULATED BY GOVERNMENT. CODE EVEN SPECIFIES THE LOCATION OF DEPARTMENTS. WOMEN ON EQUAL TERMS WITH THE MEN

BY PROSPER H. MARADEN,
Lecturer on Pharmacy in the University of Liverpool.

The first thing that strikes you on entering Russia is that you have at length discovered the habitat of the official. The longer you reside in the country, I understand, the more certain do you become aware that Russia principally consists of uniformed officials and persons of no consequence, without uniforms, who exist for the convenience of the former class. The pharmacist, strange to say, does not wear any uniform, and is, therefore, altogether an anomaly in Russian life. He is invariably of non-Russian extraction, either German, Jew, or Pole, for the most part. Thanks, however, to the importance of his profession, he enjoys from the Russian government an amount of considera-

THE FERREIN APTEKA

tion and protection afforded to no other class of skilled traders in the empire, and unequalled anywhere else in the world. Probably this anomalous position is largely due to the manner in which pharmacy was introduced into the Empire of the Czars.

About the end of the sixteenth century there was established in the capital of the empire, Moscow, then the residence of the Czars, an institution called the Aptekarski Prikaz—that is, a Ministry, the duties of which were to attend to matters pharmaceutical. It is not quite clear as to who was actually responsible for the foundation of this body; but there can be little doubt that the first pharmacy in Russia was one founded by an Englishman, James Frencham, at the Court of Ivan the Terrible. This monarch, whose habits and customs are perhaps the best remembered of any Russian ruler, at least had one redeeming virtue—he treated his visitors very hospitably, particularly those who professed the art of healing. Amongst these were such men as Robert Jacob and Ralph Standish, the physicians, the apothecaries Thomas Carver and James Frencham. The position in the Russian Court of that time was rather of the nature of wizard or astrologer, and perhaps it was fear of superior occult knowledge which, as much as anything, led to these men being well treated by the barbarians who ruled the land in those days.

FOUNDER'S HISTORY OBSCURE.

Of Frencham little is known beyond his name and the fact that he was the founder of the first Apteka in Russia. We do not know why Frencham left Russia, nor have I been able to learn much of this original foundation; but it is certain that some twenty years later he was invited to return to Moscow by the Czar Boris Godunov. He left England and went to the Russian capital, taking with him his wife and family. He also took many drugs and preparations, a list of which, to the number of one hundred and sixty-four, is still to be seen. The date of the foundation of this first Court pharmacy—1581—is interesting as being the same as that at which the first old Slavonic Bible was printed. These were stirring times for Russia, and in a previous paper I have given elsewhere some account of the way in which the natives look to their English visitors for medical and pharmaceutical skill.

One is rather inclined to linger here and give some details of the early English physicians who visited Moscow about this time, but I am afraid that I must keep to the subject of my paper—this is, to give to English readers some idea of the excellent regulations affecting the opening and conduct of a pharmacy in Russia.

Fortunately, these are to be had in the form of a code, which can be bought by all and sundry. Upon the title page of this is the inscription in Latin, which is, perhaps, a statement of the first law in all countries. "Juris ignorantia cuique nocere." This is, indeed, true of the laws of pharmacy, as penalties are mentioned in the code which make any reader very careful ere he offend.

The Department of Medicine exercises a control over all new remedies, and finds out if these can be replaced by Russian-made articles. Russia being a protective country, foreign preparations of drugs are prevented competing with native-made articles as far as possible, without interfering with the higher interests of science. Would that this were so in our own country, where the medical man so often allows himself to be exploited by the German or Transatlantic nostrum monger, and makes but little use of the services of the properly trained and educated pharmacist.

In the first place, we have in Russia a system of local government, each province having its own council. St. Petersburg Moscow and Odessa having police administration which differs from that of the rest of Russia, are under special regulations, whilst Poland is specialized most likely because it is Poland.

REGULATIONS OF PHARMACY.

The regulations relating to pharmacy deal with its very inception and enter into every detail of its daily routine. Before a new pharmacy can be opened in Russia, whether in town or country, a number of conditions have to be observed, and they all make for the success of the new venture and the maintenance of the welfare of the already established pharmacies. Like many other Russian regulations, they regard the public as existing for the benefit of the pharmacy, and thus the public in Russia grumble, but the pharmacist, never. There are not wanting signs that these good times may soon come to an abrupt end, but at present every pharmacy in Russia does well, and most bring a fortune to their owners. Once established, there is guaranteed a clientele large enough to amply supply it with business; but until evidence of such a clientele is satisfactorily proved to the medical authorities, no one is allowed to dream of opening another pharmacy. Even when this first condition is fulfilled it is necessary to obtain in writing from the neighboring owners of pharmacies, a statement that they do not believe another pharmacy within such and such a distance of their own would materially injure their business.

The first step to obtain permission to establish a pharmacy is for the postulant to obtain permission to present a petition to the local Medical Administration, together with a certificate that the applicant has passed the examination for the legal qualification of provisor, which cannot be taken until the age of twenty-five. The authority mentioned then takes into consideration the need or otherwise of a new pharmacy, owing to an increase in population in a certain neighborhood. The normal increase is defined by law as so many new people for St. Petersburg, so many for Moscow, and so on. In each

THE KELLER APTEKA.

of the towns mentioned the allowance of permanent residents to each pharmacy is 12,000, and the number of new prescriptions and repeats per annum is 30,000. In the capital towns of the provinces the numbers are 10,000 inhabitants and 15,000 prescriptions; in the district towns, 7,000 people and 6,000 prescriptions; whilst in the military ports the numbers are 7,000 inhabitants and 12,000 prescriptions.

YEARS OF RED TAPE.

If the already established pharmacies do a business in prescriptions and repeats so much in excess of their legitimate allowance, defined as above by law, as to allow of the new place being opened without detriment to their own trade, and the increase of population has been shown to be sufficient, the petition goes through various hands until it reaches the governor of the province. The most surely based petition may be delayed at any one of its stages for years by perfectly legitimate means, and so one can understand that a qualified man may waste a deal of his life in getting into his own place of business.

No branch of the same owner is allowed in the same district. In the country, pharmacies must not be less than fifteen versts (ten miles) apart, although special arrangements are made in cases of large fairs and similar gatherings.

In Russia a hard and fast line is drawn

*Read before the Pharmaceutical Society of Great Britain. Reprinted from the Journal.

between the Apteka or place in which medicaments are dispensed on prescription, and the Aptekarski Magazin, or shop in which goods are sold by retail. The two must be kept entirely separate. In the large business of Ferrein, photographs of which are shown, these are under different roofs. Upon presenting credentials from the University of Liverpool and the Pharmaceutical Society, I was privileged to inspect this palatial Apteka, and its many departments, in company with the head of the firm. To Mr. Vladimir Karlovitch Ferrein, I am indebted for an excellent insight into every branch of this immense business and an extremely pleasant hospitality and companionship during a visit all too short. I have already given some account of this elsewhere.

In every pharmacy, not only in large towns, but even in the country, the dispensing is kept entirely separate from the retail, or "sale in hand," as the Russian expression has it. As a rule, a different set of men attend to each counter, and in every case the fittings of the Apteka proper are distinct from the retail. This is all set forth in the code, and even the rooms which constitute the Apteka are specified. A prescription room or dispensary, another room for storage of materials, so situated that neither damp nor over-heating will cause the preparations to deteriorate, a coctaria or decoctorium, and a laboratory (these last two may be together), a dry cellar, an ice cellar, a drying-room for medicinal herbs, and finally, a suitable dry place for the storage of crude drugs.

The Apteka must also stock a sufficient quantity of fresh drugs of the best quality and the owner must do his best to provide also preparations which, although not in the tariff, are in usual demand.

He must keep, for sale to the public, or on prescription of a medical man, homeopathic medicines.

CODE SPECIFIES BOOKS.

He is required to keep the various vessels for the manufacture and supply of the various medicines, and these are specified by the code, from works of reference, which must include a list of all the medical men licensed to practice, a Russian and a German pharmacopœia, a Russian military pharmacopœia, and works on chemistry, pharmacy, and allied subjects, and so on down to the smallest funnel and evaporating dish required.

The books in which prescriptions are copied, and retail sales entered, must be kept upon a sealed cord, that is to say, a cord is run through the book, and the seal of the inspector appointed by the government set upon it.

A sealed book for the issue of poisons must also be kept. Finally, a herbarium of medicinal plants indigenous to Russia.

POISON REGULATIONS.

The greatest care is observed with regard to poisons. The code sets forth that poisonous articles, both in the dispensary and the store-room, cellar, or other place, must be kept apart from all other materials, locked up and under the seal of the magister or provisor in charge. Special balances are to be used for the weighing of poisons, and for this purpose alone. I may say that into whatever pharmacy I went in Russia I observed the greatest care exercised in this particular part of the business. One would see the dispenser take a key from the provisor's desk, go into the rooms set apart for poisons and "medicamenta heroica," and return with the drug weighed in his scales. These usually have horn pans, and are deeper than the kind we use. The dispenser takes them to the bottle of powder to be weighed, and not the bottle to the scales, as is our custom.

It is interesting to note the immediate result of the poison regulations in Russia as compared with that of the crass ignorance exhibited by certain sections of the community in this country, and particularly of some coroners, who might be expected to know the law. In Russia poisons are so rigidly guarded that the lovesick servant girl and the despairing unfortunate invariably poison themselves with ammonia. In 99 per cent. of the poisoning cases, where the deed is not a constructive crime by qualified persons, but a suicide by women or the uneducated classes, ammonia is the agent employed.

A COUNTRY APTEKA

We find, as might be expected, that the number of deaths from poison is not large. For any disregard of the necessary precautions in the keeping, issue, or use of poisons and the stronger remedies (medicamenta heroica), the responsible person in the Apteka is liable to loss of his right to control for all time, if, in addition to his being the responsible person, he be the owner, he likewise loses his right to own an Apteka.

STANDING OF WOMEN.

Women have equal rights with men in matters pharmaceutical, and in the large business to which I have referred some half a dozen were engaged in dispensing, and about an equal number were employed in turn typewriting the curious fan-stick labels called "signatura." I have always been an advocate for the employment of capable women in dispensing practice, and was therefore well pleased to hear that in Moscow, as elsewhere, women were able to hold their own as careful and reliable dispensers. The article of the code referring to the admission of women into pharmacy, says that "Persons of the female sex are also permitted to take occupation in an Apteka, due regard being had to existing rules." That is to say, that they must have the necessary educational qualifications, and in particular a qualifying knowledge of Latin.

There is a system of registering the engagement and dismissal of each one employed in an Apteka. Not only does this apply to the heads of departments, but also to any assistant or apprentice who may be engaged or dismissed, and it is the duty of each owner or responsible manager to report to the local medical authority any change which may take place in his staff, and at the same time to remark upon the conduct, abilities, and pharmaceutical knowledge of each person named in his report.

PRESCRIBING AND DISPENSING.

The Russian law lays down very definitely the question of prescribing, keeping it very rightly in the hands of the medical men, whilst such a thing as a doctor doing any dispensing is unknown. Dentists are not allowed to prescribe, although they may order for their own use certain poisons such as arsenic, cocaine, perchloride of mercury, and such drugs as they may require for the practice of their art.

For all the medicaments marked in the tariff with a cross a doctor's prescription is required; the others may be supplied to the public in a simple form in the way of ordinary retail trade. Should these drugs be required compounded together, it is necessary to obtain the sanction of the Medical Council before such sale can take place. The issue of some of the more powerful remedies, which can in our own country be obtained without any difficulty by the general public, is prohibited in Russia without a physician's prescription, and one sees none of the loose handing about of a doctor's prescription which with us is all too common. In Russia it is recognized that one goes to the medical man for advice, and to the pharmacist for medicine. The law appears to be wisely administered by the Medical Council for the benefit of both classes, and the public are the richer for such regulations as this body may make.

Owing to the severity of the examinations, neither of the professions is overcrowded, with the natural result that each may make a very good living as a rule. Some of you may have read a book by a Russian writer—a self-conscious, morbid kind of person who describes his struggles and want of success as a medical man. The book has been translated into our language, and had a vogue some two years ago. This man, who calls himself Verasaeff, who is a pessimist of the most pronounced kind, states that the normal average fee for a general practitioner in the country is three roubles. The cost to the public of the average prescription may be put down at a rouble, so that payment for medical and pharmaceutical skill is rather above than below our average. Again, there is the tariff to control the prices charged. These prices are marked upon every single article purchased in plain figures, and no overcharge is allowed. It will be seen from these figures that by a judicious appreciation by the government and the general public of the respective functions of the medical man and the pharmacist, and a harmonious working of these two together, one arrives at as near perfection as it is possible to do.

DRUGS FOR THE POOR.

In the country districts the Aptekas are under the care of the Zemstvos. These bodies, which of late have been very much before the public eye, are either county councils similar to our own, save that in Russia a county is sometimes half as large as England, or else district councils, a district being perhaps the size of an English county. The county Aptekas are subject to the usual regulations as to the inspection, fitting out, storage of poisons, as those of the towns. The Zemstvos pay for the medical treatment of their poor,

to the extent in some provinces of as much as 30 per cent. of their own total budget.

There are special regulations for Aptekas attached to mills, hospitals, etc., but in every case the same care is exercised as in the large metropolitan houses.

The manner of dealing with the prescriptions in Russia is an excellent one. This document is rightly understood by all to be an order from the medical men to the pharmacist to dispense or supply certain medicaments. The original is retained by the Aptekar, the keeper of an Apteka, which must be kept for three years, and the patient is supplied with a "signatura," the prescription being copied upon the back of this, and the directions for the patient upon the front. In addition to this the prescription is copied into the sealed book previously mentioned; should a repeat of the prescription be required the signatura is brought, and a second, third, or further supply obtained. In cases of prescriptions containing any of the medicamenta heroica a repeat may only be obtained upon the doctor giving a fresh signatura each time, and this fact is put before the public at the time of the first filling of the prescription by means of a rubber stamp upon the reverse of the signatura.

A regulation of this kind is badly required in our own country, and it would prevent the repetition of medicines containing such drugs as morphine, cocaine, and chloral hydrate. Even antipyrin, antifebrin, and phenacetin are classed as medicamenta heroica, and animal preparations as spermine, special mention being made in the code to the preparations of Poehl and Parke-Davis. These are absolutely forbidden to be sold by retail.

RESPONSIBILITY.

In every Russian pharmacy the provisor, or qualified man, must sign his name upon the reverse of the signatura each time that it goes out. This in practice is done by means of a rubber stamp of the name of the person taking the responsibility.

In all the pharmacies which I visited I noticed that the bottle which had been dispensed was placed upon the original prescription; upon the patient calling for the medicine the provisor would take it up and compare it with the original prescription; he himself signs the signatura, or rather stamps it; he satisfies himself that the medicine is correctly dispensed, caps the bottle, and wraps it up, the original prescription being retained. In the large Apteka or Ferrein, special places are kept for each class of medicine, lotions, liniments, pills, etc., and although there does not appear to be any bottle of the type of our hexagonal "not to be taken," special care is shown in the labeling, the external use orange yellow label being general. Here also, for hypodermic injections, a large aseptic instrument case is used to keep the medicines in as perfect a condition as possible.

In order that trades requiring to use poisons for manufacturing purposes may not be unduly hampered by rigid restrictions, there are special regulations for chemists, artists, mill-owners and craftsmen. The most important of these is that the persons mentioned must have a certificate either from the police, or from their immediate chief, ere they can be supplied with poison. There is none of the loose way of supplying mineral acid in beer bottles, which is not unknown here, nor can one buy cyanide and perchloride at the photographer's, in Russia. A curious order forbids the sale of "sympathetic" inks.

Sherry and other wines are supplied upon a doctor's prescription, and I can vouch from personal knowledge that one famous Aptekar has a particularly fine taste in port, which, together with Malaga and sherry, he imports direct.

AS TO FOREIGN GOODS.

The list of articles of foreign manufacture occupies many pages of the code, most of the foreign proprietaries being forbidden, and all plant extracts manufactured abroad.

Another instructive list is that of the medicaments which may not be sold in the Aptekarski Magazin, that is to say, which one must go to an Apteka for. It contains nearly all the galenical preparations which appear in their Russian and Latin names—e. g., Aquae medicinales omnes exceptis aqua triplice flor. Aurantii et aqua rosarum, Trochisci omnes exceptis trochiscus menthae, zingiberis et natri bicarbonica, Folia concisa et pulverata omnia, Linimenta omnia. Even such simple drugs as gummi resinae pulveratae omnes are forbidden, excepto gummi arabico pulverato. Mel depuratum et rosarum are also forbidden. It will be seen from this that the Russian pharmacist guards very rightly his own particular branch of the calling, and keeps to himself all the manufacture, as also the dispensing of galenicals.

CLASSIFICATION OF REMEDIES.

There are four classes of poisons and heroica recognized. Class A contains eighty-two of the most poisonous drugs. In this list are many of the vegetable alkaloids, arsenic, nitric acid, nitroglycerin, amyl nitrite, chloroform, chloral hydrate, and all the known anaesthetics. Class B includes the mineral acids, oxalic acid, iodine, bichromate of potassium, oxalate and cyanide of potassium, resorcin, and a number of others—forty-seven in all.

List C has the commoner hypnotics, colocynth, and many poisonous crude drugs, as calabar bean, belladonna root and herb, ipecacuanha, savin oil, cantharides—the total number in this list being one hundred and forty-four.

The fourth list contains chiefly poisons or very active herbs and roots.

The wholesale trade in drugs is conducted entirely by selected merchants, who are guaranteed by their guild, as being men best suited to conduct the business. The provincial Zemstvos have of late busied themselves with the wholesale importation, from Germany almost exclusively, of certain drugs, mostly disinfectants. The latter have been required for the hospitals chiefly to cope with epidemics of typhus, typhoid and other famine diseases.

As will have been seen from recent issues of The Pharmaceutical Journal, the Zemstovs are not in favor of the protective system for the pharmacist, rightly believing that the public do not get the best of it.

PENALTIES SEVERE.

These regulations, which I have tried to put before you briefly, seem formidable enough in themselves, but they are enforced by a list of penalties appalling in their severity. For instance, for the illegal opening of an Apteka the punishment is confiscation of all property to the use of local government institutions, and for preparing any medicament until the necessary full permission has been obtained there is a fine of not exceeding a hundred roubles (more than ten pounds).

But in Russia, as elsewhere, there is something to correspond to our own precept of tempering justice with mercy, and the Russian reading of that honored precept is one which, although it is not accepted by the government, has its application none the less. It is the saying, "It's a long way to Peter." In other words, that laws are made in St. Petersburg, but are not necessarily observed very far away from that center of enlightenment. Practically a friend at court is, in Russia, much more powerful than the severest of the Russian laws; and the pharmacist who takes care to make friends with the powers that be in his own department, is not often troubled with the laws about breach of regulations.

My thanks are especially due to Mr. Vladimir Karlovitch Ferrein for the interesting visit he made with me to every part of his enormous business, in the dispensary of which more than half a million prescriptions were dispensed last year, and to my brother, Mr. Victor E. Marsden, whose intimate knowledge of the language and customs of the Russians has enabled me to put before you a paper which I trust may be considered an authoritative account of the laws regulating the practice of our art in Russia.

THEORY AND PRACTICE

Detection of Lichen Colors.

Archil, orseille or orchil and cudbear, coloring materials produced from lichens, are being used to a considerable extent for coloring medicines and foods where colors of coal-tar origin are prohibited. To distinguish lichen colors from those of coal-tar origin, Tolman (Jour. Am. Chem. Soc.) extracts the colors from ammoniacal solution by amyl alcohol, which separates them from the natural colors of the fruits and wines. This amyl alcohol extract, of a purplish red color, is evaporated on a steam bath to drive off the amyl alcohol, and the purified color tested. A water solution of this color is readily reduced by tin and hydrochloric acid, and reoxidized by ferric chloride. This at once eliminates all the azo dyes and magenta, which are by far the most common dyes used, and leaves only dyes of Class II. of the scheme proposed by Rota. All the coal-tar dyes used as archil substitutes and which resemble it in color are azo dyes, and can be readily distinguished from the archil color. If it is desired still farther to identify the color, it can be treated as described by Allen. If it is found by the wool dyeing tests that some added color is present and that amyl alcohol extracts a reddish purple color from an ammoniacal solution, which is readily reduced by tin and hydrochloric acid and reoxidized by ferric chloride, we may be certain that

the color is one of the lichen colors, archil, cudbear or litmus, all of which act in a similar way. These colors are on the market in a number of different forms as extracts or pastes, as ground-up lichens, or as sulphonated orceine. This latter form might be readily mistaken for a coal-tar dye on account of its appearance and solubility, but it gives all the reactions of the non-sulphonated colors, and can be identified as described above.

Poisonous Aniline Colors.

C. W. Chlopin, in an extended examination of aniline colors, finds that the most toxic dyes are among the yellows (Pharm. Centr.). These are followed by the blues, browns and the blacks, but very slight toxicity is found among green and violet colors. Not a single poisonous red was met with, and only one of doubtful toxicity. He classes the following as poisonous when taken internally: Aurantia, mandarin orange II., metanil orange (methyl orange), butter yellow, auramine O, brilliant green, sodium aurine, pure blue for cotton, ursol D, thiocatechin, autogenic black and Vidal's black. The following dyes have more or less effect on the digestive or excretory organs: Metanil yellow, aniline orange T, pyrotin RR, Ponceau RR, benzo-purpurin, erika B, iodo-green, acid green, Bavarian blue DBF and DSF, cerise DN, iodeosin, rhodemin B and G, chrysaniline, benzoflavin II., methylene green, primulin and quinoline yellow. Toxicity on the skin was determined by applying wool dyed with the colors to the hands and feet for ten to eighteen days. Only two of the colors, auramine O and ursol D, were found to have harmful properties.

Effects of Radium on Tissues.

When the skin is exposed to radium there first appears an erythema; if the process goes beyond erythema, there develops a livid dermatitis; if it progresses further, vesicles develop upon the surface, the cells that are most affected undergo necrosis, and indolent ulcers are produced (Pusey, Jour. A. M. A.). The process may not go beyond an erythema or congestion. If so, the erythema or congestion, at first diffuse and later sharply circumscribed, becomes less marked and finally fades out. Scaling of the epidermis occurs, and at last a pigmented area is left to mark the site of the reaction. If the process goes on to the formation of ulcers, the lesions that occur are very indolent. In the burns which M. Becquerel and M. Curie produced on their own persons the ulcers did not heal for about two months, and the duration was longer in the case reported by Hallopeau. All this is, of course, very strikingly like X-ray burns.

Pearl Coating Pills.

A method described by S. Hardwick before the Bournemouth Ph. A. (England), recently has been employed with very good results. A small enameled plate is made hot and rubbed over with a piece of cacao butter until there is a melted film covering the plate. The pills are then rotated on this, and, when covered with oil, are thrown into a tin containing French chalk, and then rapidly revolved. The pills acquire a good surface and very fair polish.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Aspirin.

(C. A. B.)—Aspirin is the trade-marked name applied to "acetyl salicylic acid," the product obtained by the action of acetic anhydride on salicylic acid. It forms white crystalline needles, having the composition $C_6H_4COOH.O.CO.CH_3$, melting at 135° C., readily soluble in alcohol or ether, and to the amount of 1 per cent. in water at 37° C. It has also been stated that it is an extremely unstable compound, being readily decomposed by solvents like water or alcohol (Am. Journ. Pharm. 1902, 442, from Wiener Med. Presse). It is incompatible with sodium bicarbonate, ammonium carbonate and the alkalies generally, and is decomposed by moisture, heat, etc. For this reason it is advisable to keep it in well-closed receptacles, in a cool dry place. It cakes when mixed with antipyrin, and attention has been called to the liquefaction of a mixture of aspirin, exalgin and sodium bicarbonate, this condition being due to the saponification of the aspirin by the alkaline bicarbonate, the acetyl radical of the aspirin (acetyl-salicylic acid) being easily removed by alkalies.

Goldmann has proposed the following test for the identification of aspirin (Pharm. Ztg.): If 0.5 gram is boiled from two to three minutes with 10 c.c. of 10 per cent. sodium hydrate solution, it is completely saponified and a clear solution results on cooling. If diluted sulphuric acid is then added to the solution, salicylic acid is precipitated with brief violet coloration. The salicylic acid is collected by filtration and identified by solution in ether, melting point, reaction with ferric chloride, etc., while the filtrate is characterized by an acetic acid odor, and by developing the odor of acetic ether when boiled with alcohol and sulphuric acid. To determine the purity of aspirin—absence of free salicylic acid—0.1 gram is dissolved in 5 c.c. of alcohol, and the solution diluted with 20 c.c. of water. The addition of one drop of diluted ferric chloride solution should not produce a violet color.

Coblentz (this journal April 2, 1903, page 348) states that aspirin is insoluble in acid fluids, but is decomposed into its components in alkaline media. For this reason, he says, "it passes unaltered through the stomach, and splits off its salicylic acid in the intestinal canal, thus avoiding gastric irritation. The liberation and absorption of the salicylic acid takes place in a gradual manner, and this probably explains why the drug has not been found to produce the nervous disorders often noticed under the use of salicylates." It has been recommended in the treatment of acute articular and muscular rheumatism, gout and diabetes, and is best given in dry form. Upon the other hand, Wielch (Amer. Journ. Pharm., Wiener Med. Presse) warns against the indiscriminate use of aspirin, particularly in cases of enteric fever of phthisis, in both of which conditions sudden collapse and other untoward complications have been observed.

Ginger Ale for Bottling.

(R. P. F.)—Ginger ale for bottling may be prepared by using a ginger ale extract with sugar and water and charging the bottles with carbonic acid gas in the usual manner, or it may be prepared by the fermentation method. Here are some formulas:

(1.)

Tincture of ginger, U. S. P.	7 fl. ounces
Tincture of capsicum	3 fl. ounces
Oil of lemon, fresh	1 fl. dram
Solution of citric acid	4 fl. ounces
Sugar	10 av. pounds
Water, enough to make	10 gallons

Mix in the usual manner, and charge not to exceed 150 pounds pressure.

(2.)

Gingerine	1 ounce
Good Jamaica ginger	2 pounds
Alcohol	2 pints
Distilled water	3 pints
Soluble oil of lemon	2 ounces
Soluble oil of orange	2 ounces
Carbonate magnesia	1 ounce

Dissolve the gingerine in the alcohol and add to it gradually the water heated near the boiling point; with this as a menstruum, percolate through the ginger. In the percolate dissolve the soluble oils and suspend in this the carbonate of magnesia, then filter, returning the filtrate until it comes through clear. One dram of tincture of capsicum may be added to the finished preparation if a sharper product is desired. One ounce of above is used to one gallon of syrup.

(3.)

Sugar (white or brown)	2	av. pounds
Lemon juice	2	fl. ounces
Ginger, bruised	2¼	av. ounces
Water	2	gallons
Yeast	8	fl. ounces
Honey	2	av. ounces
Essence of lemon	1	fl. dram

Boil the ginger one hour in one gallon of water, then add the rest of the water and the other ingredients, and strain it when cold. Add the white of one egg and the essence of lemon. Let stand four days in a warm place, and bottle.

(4.)

Ginger, Jamaica or African	1	av. ounce
Parsley root	1½	av. ounces
Cream of tartar	¾	av. ounce
Lemons, sliced	2	
Sugar	16	av. ounces
Water, boiling	1	gallon

Mix the above, stir frequently until the mixture has a temperature of about 100° F., then add a cake of compressed yeast, and keep the whole in a moderately warm place. After twenty-four hours, strain,

ferment another day or two, strain again, and bottle securely.

(5.)

The following extemporaneous method may be employed:

Into a suitable bottle, having the capacity of about 12 fluid ounces, put

Syrup of ginger	1 fl. ounce
Syrup of lemon	2 fl. drams
Carbonated water, sufficient to fill the bottle.	

Cork the latter instantly, and secure the cork with twine or wire.

Ink for Show Cards.

(M. A. C.)—An ink that may be applied to enameled calling or playing cards and one that will show perfectly plain and not destroy the gloss, is printer's ink diluted with oil of lavender.—Scientific American Cyclopedia of Receipts.

For window display cards you can purchase paints similar to distemper colors which only require the addition of water to make them ready for use.

A good black ink for shading pens and one which flows well on ordinary paper is the following:

Powdered nutgalls	18 parts
Iron sulphate	8 parts
Gum arabic	7 parts
Water	145 parts

The galls are first boiled in 120 parts of water, the iron sulphate and gum arabic dissolved in 15 parts of water, and this solution then slowly added to the former. The ink is said to be very glossy and black.

A red ink may be made by dissolving 15 grains of carmine in 4 ounces of water, thickening with mucilage of gum arabic. Colored inks may also be made from the various aniline dyes. The following formulas we take from our files:

EOSIN RED.

Eosin B	1 dram
Solution of mercuric chloride	2 drams
Mucilage of acacia	2 drams
Rectified spirit	4 ounces
Oil of lavender	1 drop
Distilled water to	4 ounces

Dissolve the eosin in the solution and 2 ounces of water, add the mucilage, and mix, then the oil dissolved in the spirit, and finally make up.

BLUE.

Resorcin blue	1 dram
Distilled water	6 drams

Mix and agitate occasionally for two hours, then add:

Hot distilled water	24 ounces
Oxalic acid	10 grains
Sugar	½ ounce

Shake well. This and other aniline inks can be perfumed by rubbing up a drop of attar of rose with the sugar before dissolving it in the hot water.

ORANGE.

Aniline orange	1 dram
Sugar	2 drams
Distilled water	8 ounces

Coloring Electric Lamp Globes.

(A. P. F.)—The process generally recommended for coloring incandescent lamp globes is to coat them with a solution of collodion in which has been dissolved aniline of the desired shade. For frosting electric light globes a solution of alum or a transparent solution of white shellac dissolved in wood alcohol may be used. To apply the former, make a saturated solution of alum in water and dip the globe into this, holding it in a horizontal position while the crystals are forming and the excess of liquid is draining. The drying and cooling process should be very slow, in order to impart a perfect crystallization to the glass. Repeated dippings and dryings will make a heavier coating of crystals. To make red glass globes, color the alum solution with cochineal or logwood. Yellow globes are made by coloring the solution with turmeric; blue by using indigo, and other colors by using Diamond dyes.

See also this journal, March 29, 1900, page 344.

Polish for Brass.

(G.)—Here are three formulas:

(1.)

Oxalic acid	1 ounce
Peroxide of iron	2 ounces
Whiting	4 ounces
Water	1 pint

Mix and shake before using. Besides brass, this makes a good polishing liquid for copper and other metals. It may be used dry (omitting the water), or applied with a little oil and rubbed dry with whiting.

(2.)

Precipitated chalk	2 ounces
Solution of ammonia	2 ounces
Methylated spirit	3 ounces
Water to	20 ounces

POLISHING PASTE.

Oxalic acid	1 part
Peroxide of iron	15 parts
Powdered rotten stone	20 parts
Palm oil	60 parts
Petrolatum	4 parts

Powder the acid and add the rouge and rotten stone, mixing thoroughly. Sift to remove all grit, then gradually add the palm oil and petrolatum and incorporate. Add oil of mirbane or oil of lavender to suit. Apply with a piece of flannel, rubbing off with soft paper, and polish with chamois.

Cod Liver Oil and Iron.

(Oil.)—Various formulas have been suggested for combinations of cod liver oil and iron. As you do not give us particulars of the kind of preparation you wish to make, we can only assume that you wish a formula of the "ferrated cod liver oil type." Here are two, the first being that given by Dietrich:

(1.)

Solid dialyzed iron, 37.5 grams, is dissolved in distilled water, 200 c.c. White, hard soap, 3.5 grams, is also dissolved, by the aid of heat, separately in a similar quantity of water. The solutions are cooled and mixed; the precipitated ferric oleate is collected, washed and drained until the weight is 20 grams. It is then placed in a capsule with sodium chloride, 5 grams, and cod liver oil, 100 grams, and heated on a water bath, with constant stirring, until the iron oleate is dissolved. The product is then filtered. It contains about 2 per cent. of iron, and is diluted with cod liver oil before use.

(2.)

Solution of ferric chloride is precipitated with an excess of solution of sodium benzoate. The precipitate is collected, washed, drained, and twenty parts of this is mixed with sufficient sodium benzoate to form a dry powder. This is rubbed down with 100 parts by weight of cod liver oil, and heated on the water bath at a temperature not exceeding 32 C. The ferric benzoate is thus dissolved, while the sodium salt remains insoluble and is filtered out. The oily solution, containing about 2 per cent. of iron, is diluted with 4 to 9 parts of oil for medicinal use.

IODIZED COD LIVER OIL AND IRON.

(1.)—Iron filings, 2 parts; iodine, 4 parts; cod liver oil, 40 parts; mix in a mortar, adding a little ether, and triturate together until a blackish mixture results. This is then made up to 1,000 parts with more oil, and filtered. (2.)—Iodine, 1.7 parts; iron filings, 1 part; cod liver oil, 1,000 parts. Introduce into a flask and leave in contact for eight days, with occasional agitation. Filter and add cod liver oil, 500 parts. The product contains about 0.2 per cent. of ferrous iodide.

Waterproof Marking Ink.

(M. A. C.)—The following ink is not easily washed off and may be employed for marking packages, bottles in the laboratory, etc., and it is said to resist the destructive action of vapors: Dissolve by boiling in 400 parts by weight of water, 30 of borax, add to the solution 20 of shellac, boil again until the shellac is dissolved and add to the clear fluid 10 parts by weight of nigrosine and 15 to 30 of ammonia. Various formulas for laundry marking inks have been published in recent volumes of The Era. Consult the indexes. We cannot give the formula for the proprietary specialty.

Fireproofing Curtains.

(J. H. M.)—The following solutions have been successfully applied for rendering tissues incombustible: (1) A mixture of solution tungstate solution of 25° Twaddell and 3 per cent. sodium phosphate; (2) 6 pounds alum, 2 pounds borax, 1 pound sodium tungstate, 1 pound dextrine dissolved in soap water; (3) 5 pounds alum, 5 pounds ammonium phosphate, 100 pounds water; (4) 3 pounds borax, 2¼ pounds Epsom salts, 20 pounds water; (5) 8 pounds ammonium sulphate, 2½ pounds ammonium carbonate, 3 pounds boracic acid, 2 pounds borax, 2 pounds starch, 100 pounds water.

Hager ("Handbuch der Pharmaceutischen Praxis.") gives this formula for a fireproof solution for light fabrics:

Ammonium sulphate	8.0 kg.
Ammonium carbonate	2.5 kg.
Borax	2.0 kg.
Boracic acid	3.0 kg.
Starch	2.0 kg.
(or dextrin or gelatin, 4 kg.)	
Water	100 kg.

The fabric is impregnated with the solution warmed to 30° C., and then smoothed and dried.

Citronal Pills.

Citronal pills have been recommended in the treatment of gout and rheumatism. One hundred of the pills are stated to contain quinine hydrochloride 0.5 gram; citric acid, 10 grams; extract of frangula, 6 grams; extract of huckleberry (Myrtillus) leaves, 4 grams; powdered licorice root, q. s.—Pharm. Centr.

BOOK REVIEWS

THE ART OF COMPOUNDING.—A text book for students and a reference book for pharmacists at the prescription counter. By Wilbur F. Scoville, Ph.D., formerly professor of theory and practice of pharmacy in the Massachusetts College of Pharmacy; Member of the Committee of Revision of the United States Pharmacopoeia. Third Edition, revised and enlarged. 8vo. 337 pages, cloth, $2.50; sheep, $3.50. Philadelphia: P. Blakiston's Son Co.

A large number of Era readers and most American dispensers are already familiar with this book, previous editions of which have been noticed in these columns. The present edition bears the marks of careful revision, considerable new matter having been introduced both in the text and in the prescriptions which are used to illustrate the principles discussed. Among the additions noted are those made to the chapters on "incompatibilities" and "ointments," included in the latter being St. Onge's table showing the relative absorptivity of the different bases when manipulated in the usual manner. The table of "drops in a fluidram" from the Era Dose Book is given a prominent place.

Professor Scoville's "Art" has found a place as a text-book in many colleges of pharmacy and deservedly so, for it supplies just such information as the student most needs, and in practical drug store work it can be depended upon to supply the answers to all of the vexatious problems which are likely to arise and confuse the man behind the prescription counter.

FIRST REPORT OF THE WELLCOME RESEARCH LABORATORIES at the Gordon Memorial College, Khartoum. By the Director, Andrew Balfour, M.D., B.Sc., M. R. C. P., Edin., D. P. H. Camb., Fellow of the Royal Institute of Public Health, etc. Quarto, 83 pages. Department of Education, Sudan Government, Khartoum.

As explained above, this book is the first annual report of the research laboratories of the Gordon College, the equipment for which formed the gift of Henry S. Wellcome, of Burroughs, Wellcome & Co., the well-known manufacturing pharmacists of London. The report contains the story of "mosquito work" in Khartoum and the Anglo-Egyptian Sudan, a record of the investigations of biting and noxious insects other than mosquitoes; a report of the studies of insects and vegetable parasites injurious to crops and cyanogenesis in Sorghum vulgare; and describes the general routine work performed by the staff under two main headings, pathological and chemical. There is also an interesting paper on the mosquitoes of Egypt, the Sudan and Abyssinia, by Fred Theobald, M.A., vice-president of the S. E. Agricultural College and president of the association of the Economic Biologists of Britain.

The regions traversed by the Nile and its tributaries are very prolific in regard to the mosquito, the chief of which, according to Professor Theobald, seem to be in the genera Culex and Mansonia, and among the Anophelina is found an abundance of Celia, C. pharænsis, Theobald, and a Myzomyia, M. funesta, Giles. Mr. Wellcome is specially honored by having a new Anopheles, A. wellcomei, named after him. This mosquito is said to be closely related to Anopheles gigas, Giles, from India, and bears a scientific description as long as the moral law. Notwithstanding this, it is probably just as voracious in its thirst for human gore as the Brobdingnagian of New Jersey. The report is embellished with a number of full page plates, reproductions of photographs of the laboratories and college, and a skeleton map of the Sudan.

THE FOLLIES OF SCIENCE AT THE COURT OF RUDOLPH II. 1576-1612. By Henry Carrington Bolton. 8vo. 217 pages; cloth, $2. Milwaukee: Pharmaceutical Review Publishing Co.

This interesting book carries the reader back to the days of Rudolph II., King of Bohemia and Hungary and Emperor of Germany, who preferred the study of astrology and alchemy to the responsibilities of government. He was a contemporary of Queen Elizabeth from whose court there came to him the famous astrologer and mathematician, Dr. John Dee, who, history tells us, was once accused of using enchantments against Queen Mary's life. In 1581 Dee became acquainted with Edward Kelley, "the Golden Knight," an apothecary who professed to have discovered the philosopher's stone, and by whose assistance he performed various incantations and maintained frequent imaginary communications with spirits.

But Dee and Kelley were not the only tricksters at Rudolph's court. The eccentric monarch surrounded himself with charlatans and mountebanks of all degrees. In his anxious desire to discover the philosopher's stone he extended his patronage to Kepler and Tyco Brahe, whose study of astronomy was thought specially to qualify them for the great work of discovery. Brahe was a Dane, and the patronage which Rudolph extended to him is one of the few claims the monarch has to the grateful remembrance of posterity, for Rudolph undertook, but subsequently failed for want of means, to defray the expenses incidental to the completion of the astronomical calculations of Brahe and Kepler, now known as the "Rudolphine tables."

One must read this book to breathe the atmosphere of a strange court in a most credulous age. The descriptions of persons, localities and events are true to history, but the word pictures of the author are those of an artist. The stories of the physicians attached to Rudolph's court, the formulas they employed, their wonderful elixirs, the secret symbols of Pontanus' letter, the pharmacy of Christian Horcicky, noted for the "purity of its medicines as well as for the accuracy with which the complex prescriptions were compounded," will interest the pharmacist of to-day who has a taste for the symbolism of the "masters" in an age when there was a deluge of searchers for the philosopher's stone. There is portrayed no better picture of the contrast between the baseless speculations of the alchemistic age and the scientific hypotheses of to-day than will be found in the "Follies of Science at the Court of Rudolph II."

ELEMENTARY EXERCISES FOR STUDENTS IN MATERICA MEDICA AND PHARMACY. By Pierre A. Fish, D. Sc., D. V. M., Professor of Veterinary Physiology and Pharmacology in the New York State Veterinary College, Cornell University. Second edition, revised and enlarged. 8vo. interleaved, cloth, $1.50. Published by the author, Ithaca, N. Y.

This book is intended as a laboratory companion for students of veterinary medicine. In this, the second edition, the author states that he has "cut out the taking of notes on a number of drugs which were of more or less limited use in medicine" and in their stead he has introduced more practical work in the way of experiments. To this end blank pages have been inserted upon which the student may make notes of his observations and there are charts to show the specific action of the more important medicines at frequent intervals throughout the book.

For the purpose intended this book is probably comprehensive enough to give veterinary students a working knowledge of many of the remedies they will later employ as active practitioners. It does not cover so wide a scope as corresponding text-books for pharmacy students.

A MANUAL OF CORPORATE ORGANIZATION, containing information, directions and suggestions relating to the incorporation of enterprises. By Thomas Conyngton, of the New York Bar, author of "A Manual of Corporate Management." 8vo. 350 pages; sheep, $3.20. New York: The Ronald Press.

The author of this book is a corporation lawyer of extended experience and he is peculiarly qualified to deal with the various problems of incorporation. These he discusses in the book before us in a practical manner, stating fully and clearly the possibilities of incorporation, the advantages and how they may be best attained, and also, the disadvantages and dangers which may be encountered and how and to what extent they may be avoided or overcome. To one intending to incorporate or who may be interested in incorporation, this work will be found of direct and valuable assistance, for it contains much important information not easily accessible elsewhere. Wherever necessary, the author has fortified important points by citations and quotations. Part VII contains legal forms for incorporation in the various States, by-law forms, underwriting agreements, voting trust agreements, etc. We can heartily commend the book.

Improved Tincture of Opium.

One hundred grams of powdered opium and 50 grams of calcium phosphate are mixed to a paste with the aid of hot water. After adding the same amount of fine white sand, the mass is evaporated to dryness. With hot water the mass is moistened well, allowed to stand for 12 hours, then percolated with hot water until 700 cc. have been obtained. The percolate, after cooling, is filtered, evaporated to 500 cc., mixed gradually with 500 cc. of alcohol, the whole filtered again, enough of 48.5 per cent. alcohol being added to bring the measure up to 1,000 cc. The resulting tincture is said to be almost odorless, does not cause nausea and is pleasant to the taste.—Apoth. Zeit.

The Northern Illinois College
OF
Ophthalmology and Otology
CHICAGO, ILL.

Will teach you how to fit glasses by correspondence or attendance and furnish a beautiful diploma **upon graduation.**

The largest and best equipped Optical College in the World.

A corps of nine able instructors constitute its Faculty.

Write for our announcement

G. W. McFATRICH, M. D.
Masonic Temple, Chicago, Illinois

VAROMA
A Disinfectant, Deodorizer and Antiseptic
FOR
WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz..	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK
SOLE AGENTS

Every Store Can Afford a National

A National is an Investment, Not an Expense.

Some merchants give as a reason for not purchasing a cash register that it costs too much.

If you have such an idea in your mind ***wipe it out,*** for we can furnish you with cash registers to fit your business and your purse.

It Pays for Itself Out of the First Year's Savings.

Our registers are fully guaranteed and thoroughly reliable in every respect.

We can sell you a register on

Easy Monthly Payments

Which enable you to pay for the register out of the money it saves.

CUT OFF HERE — *MAIL TO US TODAY*

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ *store. Please explain what kind of a register is best suited for my business.*

This does not obligate me to buy.

Name

Address

No. Clerks

(S. P. 3)

PARKE, DAVIS & CO'S Antidiphtheritic Serum

NOW IS THE TIME TO SELL IT

THERE is money right now in dispensing our Antidiphtheritic Serum. Keep your stock replete and let your physician friends know that you can supply it.

NO QUESTION OF DEMAND

Medical men say that we have the most reliable serum in the most practical syringe container. Thousands of them use it exclusively.

(Bulbs of 500, 1000, 2000, 3000 and 4000 units)

SPECIFY "P., D. & CO." WHEN ORDERING.

PARKE, DAVIS & CO.

(S. P. 4)

News Section

THEO. WEICKER CO.

FORMED TO REPRESENT MFGRS

Mr. Weicker Announces Its Organization to the Chemical and Drug Trade.

PURSUANT TO HIS PROMISE OF LAST JULY.—THEODORE WEICKER AND HERMAN G. WEICKER THE PARTNERS.—PLANNED FOR WORK AND OPERATIONS ENTIRELY SEPARATE AND DISTINCT FROM THOSE OF E. R. SQUIBB & SONS, OF WHICH COMPANY MR. WEICKER RECENTLY BECAME THE PRESIDENT.

The announcement has just been made of the organization of the Theodore Weicker Company. Coming as it does on the heels of Mr. Weicker's election as the president of E. R. Squibb & Sons, it confirms the universal opinion that Mr. Weicker would not long remain away from the important activities of the chemical industry. The scope of the new company's plans will not conflict with the interests of E. R. Squibb & Sons in any way, for its purpose is to serve as manufacturers' agents.

Associated with Mr. Weicker in the partnership of the new company, will be Mr. Herman G. Weicker, his brother. The standing of these gentlemen in the trade assures that the Theodore Weicker Company will prove a leading concern in its line.

THE OFFICIAL ANNOUNCEMENT.

The text of the announcement issued to the trade is:

The Theodore Weicker Company, New York, Chemicals and Drugs, Manufacturers' Agents, to the Drug and Chemical Trade:

In pursuance of my promise of July last, I hereby announce the establishment of the Theodore Weicker Company, a copartnership consisting of Theodore Weicker and Herman G. Weicker, with temporary offices at 36 Doughty street, Brooklyn.

As my entrance into the house of E. R. Squibb & Sons has recently been published, and in order to prevent any misunderstanding, I desire to say that the Theodore Weicker Company has been planned for work and operations entirely separate and distinct from those of E. R. Squibb & Sons.

THEODORE WEICKER.

When seen at his home in Stamford, Conn., Monday evening, Mr. Weicker explained that the text of the announcement was to be taken literally. The company has been planned to represent manufacturers' interests. Future developments, said Mr. Weicker, might occur, but the time was hardly ripe for an elaboration of details. Mr. Weicker pointed out that the organization of the company was the culmination of the plans he had announced last summer, when, as will be remembered, the establishment of a company by him was intimated, and since when such an announcement has steadily been expected.

Mr. Weicker's entrance into the house of E. R. Squibb & Sons recently, somewhat confused the other issue in the public mind, but it is now evident that he never abandoned his original purpose.

MR. WEICKER EXPLAINS.

While not disclosing any new facts concerning the plans of the company, Mr. Weicker rather intimated that he might at no very distant date, have other matters to lay before the trade and the public generally. Future developments will therefore be watched closely.

Although Mr. Weicker's responsibilities have more than doubled, and the cares of such great undertakings as these he has sucessfully accomplished, have undoubtedly placed a heavy strain on him, it is plain that his energies for new achievements

THEODORE WEICKER.

are but strengthened, and that nothing but success can attend these recent undertakings.

When asked to throw some further light on the situation by recalling past events, the idea of reminiscences brought forth the reply that he preferred to allow his actions and the work of the companies with which he is associated, to speak for him. It would seem as it there already had been some convincing conversation of the character preferred by Mr. Weicker.

Asked why he did not confirm or deny various rumors which had been circulated before the two recent announcements, Mr. Weicker explained that he was then not ready to make any definite statement to the trade.

PREVIOUS CONNECTIONS.

The selection of Mr. Weicker as the president of E. R. Squibb & Sons appears to be especially congenial for all interests, as Mr. Weicker has always been noted for his high ethical stand, and the same principle has always characterized the policy of E. R. Squibb & Sons, as is testified by the standing of their products. Now that Mr. Weicker finds himself backed by such a line of standard products, all the workings of the business are sure to be harmonious.

Theodore Weicker first came to the United States in 1887, as the sole representative for this country of E. Merck, of Darmstadt, Germany. Later he became a partner in the business and established the American house of Merck & Co., in conjunction with Mr. George Merck. For over thirteen years this connection continued, terminating last June. During that time the reputation and position of Merck & Co. had been firmly established. By his new associations, Mr. Weicker has actively resumed those intimate and cordial relations with the trade which he can hardly be said to have ever severed.

CRUDE IODINE ADVANCES SHARPLY.

Cable advices from London received Tuesday morning, reported an advance of two shillings on crude iodine, per pound, and the immediate practical withdrawal of the makers of iodides from the market. Authorities in the trade here predict a sharp advance in iodides shortly, when the full effects of this development are felt. This upward movement, in their opinion, will be accentuated by the fact that when crude iodine last advanced the iodides did not rise commensurately. This time their upward movement is therefore likely to be much stronger, because of this stored momentum.

Local jobbers have not as yet altered their prices and may not for some time, in the natural sequence of such movements, but it is stated by some authorities that the readjustment will probably result in an advance of about forty cents per pound on iodide of potassium and a proportionate rise in other iodides. Iodine and iodoform should therefore advance about eighty cents per pound.

PLASMON CO. IN TROUBLE.

A petition in bankruptcy has been filed against the Plasmon Company of America, at 116 Broad street, manufacturers of a food product, a powder made from milk. The following creditors are on the petition: John Hays Hammond, of Lakewood, $9,000; Henry A. Sutters, of San Francisco, $1,000; Joseph M. Malament, $10, and Frank P. Mercereau, $384. The petition charged that on February 2 the company admitted in writing its inability to meet obligations.

The company was incorporated in New York in April, 1902, with a capital stock of $750,000, taking over the business of the American Plasmon Syndicate, of London, which was started here in 1900. The company some time ago gave up its offices in London and San Francisco. A large factory was erected at Briar Cliff Manor, Westchester county. The company is said to have spent $150,000 in advertising its products.

CHANGES IN PENAL CODE.

Text of Amendments to Be Introduced at Albany.

The proposed amendments to the Penal Code, to make the same conform with the pharmacy law, are now in Albany, where they were taken last week, by Dr. Wm. Muir, member of the N. Y. State Ph. A. Legislative Committee. They would have been introduced at once, but Senator Hill, of Buffalo, who is chosen for the part, was ill at the time, so that their fate at the hands of the Codes Committee must be deferred.

These amendments, as already stated, were drafted after being agreed upon by the conference of associations called by the State Association, at Albany, last November. The text of the proposed legislation follows:

Section 1. Section four hundred and one of the Penal Code is hereby amended to read as follows:

Section 401. Apothecary, *druggist or pharmacist*, omitting to label drugs, or labeling them wrongly.—An apothecary, or *licensed* druggist, *or licensed pharmacist*, or a person employed as clerk or salesman by an apothecary or *licensed* druggist or *licensed pharmacist*, or otherwise carrying on business as a dealer in drugs or medicines, who, in putting up any drugs or medicines, or making up any prescription, or filling any order for drugs or medicines, wilfully, negligently or ignorantly omits to label the same, or puts any untrue label, stamp or other designation of contents upon any box, bottle or other package containing a drug or medicine, or substitutes a different article for any article prescribed or ordered, or puts up a greater or less quantity of any article than that prescribed or ordered, or otherwise deviates from the terms of the prescription or order which he undertakes to follow, in consequence of which human life or health is in danger, is guilty of a misdemeanor.

Section 2. Section four hundred and two of the Penal Code is hereby amended to read as follows:

Section 402. Apothecary selling poison without recording the sale.—An apothecary or druggist or a person employed as clerk or salesman by an apothecary or druggist, or otherwise carrying on business as a dealer in drugs or medicines, who sells or gives any poison or poisonous substance without first recording in a book to be kept for that purpose, the name and residence of the person receiving such poison, together with the kind and quantity of such poison received and the name and residence of some person known to such dealer, as a witness to the transaction, except upon the written order or prescription of some practicing physician whose name is attached to the order, is guilty of a misdemeanor.

Selling poison without labeling and recording the sale.—It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed, to the bottle, box, vessel or package, a label containing the name of the article and the word "poison" distinctly shown, with the name and place of business of the seller, all printed in red ink, together with the name of such poisons printed or written thereupon in plain, legible characters, which schedules are as follows, to wit:

SCHEDULE A.

Arsenic, cyanide of potassium, hydrocyanic acid, cocaine, morphine, strychnia and all other poisonous vegetable alkaloids and their salts, oil of bitter almonds, containing hydrocyanic acid, opium and its preparations, except paragoric and such others as contain less than two grains of opium to the ounce.

SCHEDULE B.

Aconite, belladonna, cantharides, colchium, conium, cotton root, digitalis, ergot, hellebore, henbane, phytolacca, strophanthus, oil of tansy, veratrum viride and their pharmaceutical preparations, arsenical solutions, carbolic acid, chloral hydrate, chloroform, corrosive sublimate, creosote, croton oil, mineral acids, oxalic acid, paris green, salts of lead, salts of zinc, white hellebore or any drug, chemical or preparation which, according to standard works on medicine or materia medica, is liable to be destructive to adult human life in quantities of sixty grains or less, and such other poisons as the State Board of Pharmacy, under the authority given to it by the Public Health Law, may from time to time add to either of said schedules. Every person who shall dispose of or sell at retail or furnish any poisons included under schedule A shall, before delivering the same, make, or cause to be made, an entry in a book kept for that purpose, stating the date of sale, the name and address of the purchaser, the name and the quantity of the poison, the purpose for which it is represented by the purchaser to be required, and the name of the dispenser, such book to be always open for inspection by the proper authorities, and to be preserved for at least five years after the last entry. He shall not deliver any of said poisons without satisfying himself that the purchaser is aware of its poisonous character and that the said poison is to be used for a legitimate purpose. The foregoing portions of this section shall not apply to the dispensing of medicines or poisons on physicians' prescriptions. Wholesale dealers in drugs, medicines, pharmaceutical preparations or chemicals shall affix or cause to be affixed to every bottle, box, parcel or outer enclosure of an original package containing any of the articles enumerated under said schedule A, a suitable label or brand in red ink with the word "poison" upon it. Any person who violates any of the provisions of this section shall be guilty of a misdemeanor.

Section 3. Sections four hundred and three, four hundred and four and four hundred and five of the Penal Code are hereby repealed.

Section 4. The Penal Code is hereby amended by inserting in Title XII. the following new sections, numbered respectivey four hundred and three and four hundred and four:

Section 403. The provisions of section four hundred and one shall not apply to the practice of a practitioner of medicines who is not the proprietor of a store for the dispensing or retailing of drugs, medicines and poisons, or who is not in the employ of such a proprietor, and shall not prevent practitioners of medicine from supplying their patients with such articles as they may deem proper, and except as to the labeling of poisons shall not apply to the sale of medicines or poisons at wholesale when not for the use or consumption of the purchaser; provided, however, that the sale of medicines or poisons at wholesale shall continue to be subject to such regulations as from time to time may be lawfully made by the Board of Pharmacy or by any competent Board of Health.

Section 404. Any person who violates any rule or regulation lawfully made by the State Board of Pharmacy for the protection of the public health or who violates any provision of Article XI. of the Public Health Law for which no other penalty is imposed, is guilty of a misdemeanor; and in case of death ensuing from the unlawful compounding or preparation of a medical prescription, the person offending is guilty of a felony punishable by a fine of not less than one thousand dollars nor more than five thousand dollars, or by imprisonment for not less than two years nor more than four years, or by both such fine and imprisonment.

Section 5. Section four hundred and five-a of the Penal Code is hereby renumbered four hundred and five.

THEIR OWN SECRET SOCIETY.

If present plans do not fail, there will soon be a Council of the Royal Arcanum in New York almost exclusively devoted to druggists and physicians. A little group in one of the big Councils of the city has been working toward this end for some time past. They will first withdraw from the old Council, which numbers over a thousand members, and they will carry with them others whom they wish in the new Council. In this way there will be fifty or seventy-five old members, but according to the by-laws, forty new members must be secured in order to form a new Council. Twenty of these forty are already found, and the Council will be inaugurated when as many more are chosen. This will hardly take long, and members are now out in search of a hall for the Council's home. It must also have a name, and some have suggested that it be called The Pharmacists' and Physicians' Council.

Among those interested are G. H. Hitchcock, G. E. Schweinfurth, A. J. Reeder, Bruno R. Dauscha, Dr. E. F. Haddad and Dr. Sprague, of the Board of Health. In the wholesale trade also there are those that are interested in the movement, and it is expected that this branch will furnish a good share of membership in what is to be the druggists' own fraternal organization. But for that matter applications are looked for from all quarters, now that the possibility of a druggists' Council has come to light.

FROST INJURES TURKISH OPIUM.

It is stated that the cold in the growing districts of Turkey is reported from Smyrna to have produced the worst conditions known in twenty-five years. The opium market is very firm, on top of the recent advances, and further upward movements would occasion no surprise. First hands are asking $3 as an inside price for cases.

GREATER N. Y. R. D. A.

DISTRICT PLAN NOW URGED.

Sudden Change in Developments of Organization Work.

SUB-COMMITTEE OF THE JOINT CONFERENCE FINDS THAT AFFILIATION DOES NOT ANSWER ALL OBJECTIONS.—MEMBERS OF LOCAL ASSOCIATIONS WHO WILL NOT AFFILIATE MUST BE CARED FOR.

The Greater New York Retail Druggists' Association, or an association with a name of similar import; this is the prospect for the near future which the trade now confronts.

A development so marked, and seemingly so sudden in the local situation, had its beginning last Saturday afternoon, between three and five o'clock, in the New York office of the N. A. R. D., at 100 William street. There the sub-committee of the Joint Conference Committee held its first meeting since being named at the last session of the conference. The sub-committee's meeting was executive, and no report of its proceedings will be given out, except to the Conference Committee direct. It was learned, however, that one resolution of considerable importance had been adopted. This resolution, in substance, means that the sub-committee will recommend to the Conference Committee that Greater New York have a central organization as a branch of the National Association, and that the district plan be adopted.

For quicker action in the matter, the sub-committee at the same time called a special meeting of the conference for Friday, the seventeenth, at the Board of Trade and Transportation rooms.

From this point, the chain of developments is traced into the future as follows:

WHAT THE FUTURE MAY HOLD.

The conference accepts the sub-committee's recommendations.

It then calls a mass meeting of all druggists, irrespective of membership in local associations. Those who are not members are especially urged to be present. The conference's reason for being would then come to an end, and the conference would then adjourn sine die.

Then, at this mass meeting, the R. D. A. of Greater New York will be formed under constitution and by-laws, and officers will be elected.

These are the results logically deduced from the action of the sub-committee—that is, if everything proves harmonious.

In the meeting, questions were raised, as by Dr. Wm. C. Anderson, of the Kings County Ph. S., and Peter Diamond, of the N. Y. R. D. A., since their associations had already voted to affiliate with the N. A. R. D. But to them it was pointed out that the G. A. S. had refused to affiliate, yet had the most members who had joined the N. A. R. D. That the Manhattan Ph. A., which had not affiliated so far, yet had the second largest N. A. R. D. representation; that the N. Y. R. D. A. came only third; and that Kings County came last of all.

But more important yet, the fact was revealed that more druggists belonging to no local association had joined the N. A. R. D. than those who did belong to any single one of the local associations. A great many, having no time for the social and other phases of local association work, were yet anxious to join the N. A. R. D. for the strictly business side, and to have district organizations for closer working purposes than the old line associations could afford. Naturally, the question arose, what was to be done with them? The sub-committee answered the question in its resolution of Saturday. To this there were in the end no objecting votes.

As to Kings County and the N. Y. R. D. A., it was contended that they could still be affiliated, as many other associations, notably the wholesalers,' are already affiliated with the N. A. R. D. As to district schedules, the time is not considered ripe in New York for their remotest consideration. The only schedule wanted so far is the universal one of the manufacturers themselves, in the expectation, furthermore, that other proprietors will decide to come into the same plan.

All the local associations, as well as the N. A. R. D., except Queens County and the Bushwick, were represented in the meeting.

PREPARING FOR THE GRAND CLIMAX.

If the mass meeting is called, it will be the climax of the present campaign to organize New York, and leaders in the movement hope to make it the triumph, as well. A large hall would probably be rented and refreshments served, and some of the very biggest men in the N. A. R. D. would be brought here, if possible, to address the large assemblage expected.

Then there would be the election of officers. Who for president? Who for secretary? Etc., etc.? A very interesting little political campaign is looked for among the new things in local drug affairs.

WELLS-RICHARDSON CHANGES.

The announcement has been made in Burlington, Vermont, by the Wells & Richardson Company, that A. E. Richardson is no longer a stockholder or connected in any capacity with this famous old proprietary house. The name of the company will remain the same as it has since its formation twenty-three years ago.

A. E. Richardson was replaced as general manager two years ago by George M. Besett, the present general manager. Many changes in this company's relations to the wholesale and retail trade have been made under Mr. Besett's regime, the latest and most important one being the direct contract price protection plan for the retailer. Upon February 6th this plan went into effect.

NEW AMMONIA PLANT.

A large plant for the manufacture of ammonia has been started at Wheeling, W. Va., by Mr. J. C. McKinley, who is both owner and manager. It is the only plant of the kind in that region, so that not only is the outlook for success good, but the enterprise should prove of use to the business interests of that locality. The daily output is five or six thousand gallons of crude ammonia. The raw material is the liquor obtained from a neighboring gas plant.

MANN BILL STANDS STILL.

Supporters Fail to Get Hearing Before Senate Committee.

Washington, Feb. 16.—What developments there are in the Mann bill during the past week may be described as negative. That is, opposition to the measure can now be more tangibly felt. Friends of the bill do not seem to be able to get even a hearing before the Senate committee, and consequently a certain feeling of alarm has sprung up.

"After all, are the interests behind the opposition strong enough to dictate legislation and defeat the bill? Such is the question being asked during the past few days. And an appeal has gone forth for influence to favor the bill, if only to secure it a hearing in committee. Yet once before the Senate itself, there is every hope for the bill's success. The following is a letter sent out last week from the N. A. R. D. office in Washington, to members of the association's Legislative Committee in different cities:

Gentlemen:

It seems to be necessary, at this time, to request each of you to write your senators that it is imperative to have them use their influence with Senator Kittredge, and have him, as chairman of the Committee on Patents, of the Senate, take up and grant a hearing on the Mann bill.

The present outlook is not very encouraging, and I most urgently request that you communicate with your senators *at once*, and see if we cannot bring enough influence to bear whereby the Patent Committee will at least consider the bill at this time.

I am unable to learn anything definite, or even have a talk with Senator Kittredge, and if we cannot bring around the desired results by this means, we will not be able to accomplish anything at this session, and all of our work will be for naught.

We have with us a large number of senators who will support the bill after the committee makes its report. I have no fear for its passage if we can procure a favorable report.

Kindly give this matter your immediate attention and let's see if even in the last days remaining of this session of Congress we cannot get this bill passed and bring relief, not only to ourselves, but to the people of this country as well. Fraternally yours, S. L. HILTON.

HOPES OF MR. GALLAGHER.

John C. Gallagher, who was in Washington recently, in the interest of the Mann bill, summed up the situation by saying that if only it could be got out of committee, there would be enough votes to secure its passage.

"I have never before known the drug trade of this country to work for a bill as it is doing for this one, said Mr. Gallagher. "Letters are pouring in on the senators from all over the country. Every day petitions are presented by senators from their constituents in every State in the Union, praying for the passage of the Mann bill. There is no question that a tremendous influence in its favor has been secured. We have the votes, if we can get it out of committee.

"When I was in Washington last, I was

assured that we would certainly get a hearing before the committee—when a hearing was given. But then, Washington is full of all those patent lawyers and they see the members of the committee more often than we do; so that whatever opposition there is, is not open, but underhanded. Somebody is holding up the bill, and the next time I go to Washington I propose to find out who's doing it."

MANY RUSH TO SIGN.

Druggists Are Now Showing More Confidence in Contract Plan.

During the week it has been learned that the signing of serial numbering contracts is in the enjoyment of a boom throughout Greater New York. But at the last meeting of the Joint Conference Committee, Lee M. Evans, representing Peruna, stated that those in New York who had signed his company's contracts were but a scanty 150. By now, the number is more than trebled. This change in local sentiment, or confidence in the plan, is explained by the assurances made at the conference that those who signed would not be prosecuted for violations until such time as the conference should decide that conditions are ripe for prosecutions to begin.

Meantime, the Wells & Richardson contracts are now in effect, dating from the sixth of this month. The jobbers, having been furnished with lists of signers, cannot sell W.-R. goods to retailers who have not signed. These goods are Paine's Celery Compound, Kidney Wort and Diamond Dyes. It is announced that fifteen thousand druggists have already signed.

One leader in the retail trade points out that those druggists who delay signing until they need to replenish their stocks, may learn to their embarassment that they have been shortsighted. In other words, if they think they can secure goods as soon as they sign, they should understand that lists of signers are not furnished to jobbers every day, but only at intervals. During such an interval, then, they would have to do without the goods.

$25,000 FOR A FORMULA.

A prize of $25,000 for the best and most practical formula and process for making tartaric acid from grapes was offered a year and a half ago by A. Sharboro, chairman of the promotion committee of the American Grape Acid Association of California. The contest has now closed, 375 formulas from all over the world having been submitted. It is expected that the winner will be announced in five or six weeks.

The jury which is now going over the formulas submitted consists of Percy T. Morgan, Charles Bundschu, Prof. E. W. Hilgard, A. Schelling, C. de Guigne and A. Sharboro.

PATERSON R. D. A. BANQUET.

Paterson, N. J., Feb. 15.—The Retail Druggists' Association of Paterson will hold its annual banquet here, this evening. A number of guests are expected, including some from New York, representing the N. A. R. D.

GALA NIGHT FOR ALUMNI.

Reception to President Butler a Feature of N. Y. C. P. Ball.

As the most brilliant social function of the local pharmaceutical world, the tenth annual ball of the New York College of Pharmacy Alumni Association, last Wednesday night, not only maintained its past reputation, but exceeded the most sanguine expectations of the Ball Committee and the officers of the association. The ample floor of the Grand Central Palace was crowded with several hundred alumni, their friends and guests, while added dignity was given to the occasion by two simple words printed at the head of the programme—"Columbia University."

The most important event of the evening was the reception to President Nicholas Murray Butler and the officers of the college. At 10 p. m. the president was escorted to a position facing the central doorway, where, with the assistance of Dean H. H. Rusby, Prof. Virgil Coblentz, Charles H. White, Charles S. Erb and other prominent members of the college, he received the guests. These were many, and H. A. Herold, who made the presentation, was kept busy for a full fifteen minutes.

At the conclusion of this ceremony, the grand march was led by President Butler and Mrs. Charles S. Erb, followed by Fred Borggreve, president of the A. A., with Miss McCauley. As many as three hundred couples joined in the march, after which dancing began. A programme of good selections, including promenade music, was rendered by Crowley's Eighth Regiment Band.

In the balcony boxes were posted detachments of the Phi Chi and Kappa Psi fraternities and members of both classes of '05 and '06. Their banners and insignia combined with the lavish decorations of the ball room to form one of the most brilliant spectacles ever seen at an alumni function of this character. At intervals, above the singing of the music, rose the sharp "rahs" of the class yells, adding to the liveliness, if not to the general harmony.

Charles S. Erb was the chairman of the Ball Committee; Nelson S. Kirk, chairman of the Reception Committee, assisted by Thos. M. Davies; Geo. H. Hitchcock was chairman of the sub-committee. The floor manager was Rudolf Gies, assisted by William A. Hoburg, Jr., and Frank N. Pond.

Besides those already mentioned there were noticed Ewen McIntyre, Sr., the "oldest alumnus": Mr. and Mrs. S. V. B. Swann, Dr. and Mrs. Charles F. Klippert, George E. Schweinfurth, Andrew E. Hegeman, secretary of the Kings County Ph. S., Edward T. N. Stein, secretary of the Jersey City R. D. A.; Mr. and Mrs. J. L. Lascoff, Lee M. Evans, Mr. and Mrs. Peter Diamond, Dr. Edward M. Kleine, Bruno R. Dauscha, Richard Timmerman, Hugo Kantrowitz, A. Bakst and others well known in the local profession, besides a host of younger graduates and undergraduates.

EDWARD L. KALBFLEISCH.

Edward L. Kalbfleisch, long connected with the chemical manufacturing business, died February 5, at his home, 842 Park place, Brooklyn, in his sixty-eighth year. When the firm of James L. Morgan & Co., with which he had been connected, was consolidated with the General Chemical Co., in 1895, Mr. Kalbfleisch went into business on his own account. Together with his son, Edward L. Kalbfleisch, Jr., he established the firm of Edward L. Kalbfleisch & Son, commission merchants in chemicals, at 76 William street. He retired two years ago, leaving the business entirely to his son.

FOR MORE FIRE PROTECTION.

Merchants Push Plans for High-Pressure Water Service.

Better fire protection is now an issue with The Merchants' Association of New York. A committee of the association, headed by Frank R. Chambers, and President E. W. Bloomingdale, of the Retail Dry Goods Association, last week conferred with Mayor McClellan on plans for an auxiliary high pressure water service. Both associations have employed an expert civil engineer to study the Water Department situation, and certain plans which the department has under way. The engineer has already reported, and based on his reports, the two associations prepared a letter for the mayor recommending an enlargement of the work planned. The plans and development of the Brooklyn high-pressure system, begun at the same time as the corresponding work in Manhattan, appear to be much further advanced than those for Manhattan, and the Merchants' Association committee insists that those interests are entitled to equally speedy prosecution of the work in hand, and that the boroughs of Manhattan and Brooklyn both be provided with necessary hydrants for street cleaning purposes, separate from hydrants for fire-fighting purposes.

THOMAS ADAMS.

Thomas Adams, inventor of the chewing gum which bears his name, died of pneumonia, last week, at his home, 314 Washington avenue, Brooklyn, at the age of eighty-six. He served as photographer with the Army of the Potomac during the Civil War. After the war, he began to experiment in chicle, and in 1869 engaged in the manufacture of chewing gum. In a few years he had almost a monopoly of the business. He established a big factory in Brooklyn in 1888, retiring from active business ten years later. He retained his place, however, as director in the American Chicle Company, which included his own and several other chewing gum concerns. A few years ago the factory was moved from Brooklyn to Newark, N. J. Mr. Adams is survived by his wife, seven children, nine grandchildren and one great grandchild.

A PERAMBULATING DRUGGIST.

Syracuse, Feb. 14.—A new feature has developed in the drug business in this city. He is a former druggist, and he goes from house to house taking orders for patent medicines, drugs and all supplies found in a drug store. He has promised not to cut prices. He has a regular route and makes a good living.

THE RETAILER MUST DECIDE.

Dr. Anderson Declares Success of Contract Plan Is in Their Hands.

"SIGN THE CONTRACTS, KEEP FAITH WITH THE PROPRIETORS."—A HARMONIOUS MEETING, MOSTLY ROUTINE.—DR. MUIR RAPS CRITICS OF NEW YORK ASSOCIATIONS.

A stirring appeal by Dr. William C. Anderson for quicker work in signing the direct contracts, was the feature of a harmonious meeting of the Kings County Pharmaceutical Society Tuesday afternoon. After Oscar C. Kleine had given a report of the last joint conference, Dr. Anderson was asked to make some remarks about the situation. He said:

"While I can't state that the retailers are signing as rapidly as they ought to, still, as a general proposition, everything is working nicely. There has been a lot of talk, though, about druggists being afraid to sign because they have to compete with their neighbors. Now if druggists would only look at this thing in a reasonable way, they would realize that no manufacturer cares to injure his own friends. Their object at present is to get as many signatures as possible and they are devoting all their energies to that end, rather than to the strict enforcement of the contracts.

"The proprietors who are trying the contract plan have now notified the wholesalers that under no circumstances must goods be sold to retailers who have not signed the contract. Hitherto the jobber has been allowed some leeway in filling orders, but that has now been stopped. Therefore, with the proprietors doing everything in their power to improve the existing demoralized conditions, the retail trade should come forward as one man and sign these contracts—and do it immediately. The large dealers, the 'giant druggists,' are only waiting for the retailers to show their hand. I am positive, from information I have, that they are willing to fall into line as soon as they know the sentiment of the retail trade.

A TIP FOR THE RETAILER.

"The retailer who refuses to sign because he is well 'stocked up,' is taking big risks, for the jobber can sell only to those whose names are on his list and it necessarily takes some time before additions can be made to a printed list.

"With all these assurances, I cannot see why the druggists should hold back. The N. A. R. D. has tried many plans, and there is no chance that the direct contract plan will fail. It is what you have always asked for; it has been shown to be absolutely trustworthy.

"That plan is now on trial and the retailers themselves have got to decide whether it is to be a success or not. Do you suppose for a moment, if failure meets the efforts of the proprietors after they have gone to so much expense, that other proprietors will care to take up the same plan with the certainty of failure?

"Sign the contracts. And when the N. A. R. D. organizers come around to get your dues, remember that the N. A. R. D. is responsible for the contract plan and the relief which it promises from the demoralization of cut prices. We should be willing to bear our share of the expenses. Let the whole retail trade stand behind the contracts, and before the year is out other proprietors will have become encouraged to join in the movement for the common welfare and better fraternal relations."

Hearty applause followed Dr. Anderson's appeal.

OTHER BUSINESS TRANSACTED.

About thirty members were present.

An address on Organo-Therapy was read by Thomas J. Keenan, who received a vote of thanks for his efforts. Treasurer Ray reported a balance of $382.81 in the society's treasury, and announced that $7,000 had been paid off on the college mortgage. He also announced the death of George S. Phillips, a member of the society. A letter of condolence was ordered sent to his family. Dr. Muir, as chairman of the Legislative Committee, stated that there had been a hearing on the bill for exempting the college building from taxation and that its prospects for passage were good.

The Raines law, said Dr. Muir, will certainly be amended, and an effort made to get more revenue from the sale of liquor than is now collected under the stamp tax law.

DEFENDS NEW YORK LOCAL SOCIETIES.

Dr. Muir then fired some hot shot at "the man from Pennsylvania" who criticized New York asssociations. Organization men here, he said, leave their business to work for pharmacy, without receiving a cent in compensation.

"Organizations here," he said, "have a record of fifty years' hard work. They have done their share and a little more, in legislation as well as in other things. Why, at one N. A. R. D. meeting, it was admitted that the best talent present came from New York, and a New York man was offered the presidency without his ever asking for it. And everything we do is of our own free will, not because we get paid for it. Such criticisms are in very bad taste, to say the least."

Another matter brought up by Dr. Muir was that of telephone charges. There were so many complaints about the size of bills, he said, that the company should be visited by a committee to see if some better arrangement could be made by which the druggist would know just for how many calls to charge his patron. The matter was referred to the Trade Interests Committee for further investigation. Mr. Duble took the opportunity to tell what had been done in Chicago through national influences. He came to New York, he said, armed with credentials to induce the company here to introduce the same system as in vogue in other cities.

COMPLAINS OF JEWELRY FIRM.

A communication from the Washington R. D. A. was read, telling that fifteen druggists of that city had been "victimized" by a jewelry firm and warning the society against having anything to do with the proposition.

Just before the meeting adjourned somebody started a discussion about citrate of magnesia. Dr. Muir said that the Board of Pharmacy was very liberal in this respect; that if the strength of the solution did not fall below a certain standard, say fifteen or twenty per cent., the druggist would merely be notified that his magnesia was not strong enough, without any fine being required. "Don't let the boys make the magnesia," said Dr. Muir; "do it yourself." Mr. Duble extolled magnesia as one of the most important things sold by the druggist, who, he said, should get not less than twenty-five cents for it.

SCHIEFFELIN & CO. GET INJUNCTION.

A permanent injunction has been secured by Schieffelin & Co., against Anton Heuseler, of Milwaukee, Wis., restraining him from violating their rights as agents for Johann Maria Cologne. The claim was made that Heuseler had been counterfeiting the labels for use on an imitation of the preparation.

L. H. Hobby, Jr., of Schieffelin & Co., says he discovered that the counterfeiting was going on as far back as 1900. After vigorous efforts, Heuseler was traced, witnesses were secured, and a temporary injunction was obtained in the United States Circuit Court, Eastern District of Wisconsin. This has just been made permanent.

The injunction directs that "the said defendant, Anton Heuseler (sometimes calling himself A. Kassell) * * * be perpetually enjoined and restrained from, directly or indirectly, violating the complainant's rights, by the further use of the labels, bottles, etc., in said bill of complaint described," * * * or from doing anything calculated to mislead the public in the belief that the goods offered for sale by defendant are the goods of complainant. Defendants are also ordered to pay costs.

DRUGGIST WINS JEWELRY CASE

H. B. Kantner, a druggist of Altoona, Pa., has won a suit against the Puritan Manufacturing Co., of Iowa City, Ia. The company sued to recover $324 on a written order for jewelry sold and delivered by them to the defendant, at his store. The defense made was that the traveling salesman of plaintiffs had obtained the order from defendant by misrepresentations; that the defendant upon an examination of the jewelry discovered that it was cheap and comparatively worthless, and had thereupon re-shipped the goods to plaintiffs. To push the sale of the jewelry, it was set out in the order, that the plaintiffs were to furnish advertising materials and printed applications to defendant, wherein plaintiffs offer to mail to the mother of every one-year child in Altoona a gold ring. Mr. Kantner testified that he did not receive from plaintiffs the printed applications that the mothers and guardians of the babies were to sign.

JOBBING SITUATION ON BROMIDES.

While the bromide situation remains unchanged from that described in the market report of this issue, first hands are less willing to acept business at the figures established by the cut of the German syndicate. The movement is slowly passing down to jobbers, some of whom have reduced package prices from forty cents to the basis of thirty. But this is not general, for jobbers justly demand assurance that the cut will be both permanent and general before they slash their own figures for the benefit of retailers.

BAD BARGAIN IN MEDICINE.

Huckster Leaves a Sickened Neighborhood in His Wake.

Many people in the neighborhood of Tenth avenue and Twenty-second street are twenty-five cents poorer and a good deal wiser as the result of an experience with a fake patent medicine peddler. Those who were not too sick, made complaint to the West Twentieth street police station, but so far the guilty one has not been caught.

The ingenious person who perpetrated the fraud loaded up a one-horse wagon with several dozen bottles of a preparation which was an imitation of a well-known patent medicine. The price of this, said the owner of the rubbish, had been reduced from one dollar to twenty-five cents, and was being sold at Eberhardt's Pharmacy, at Tenth avenue and Twenty-second street, simply as an advertisement.

"If Eberhardt's Drug Store is selling it, it must be all right," thought the women. Besides, a reduction of seventy-five cents! It would be sinful to miss such a bargain. So they bought, swallowed, felt sick, and then did what they should have done first—went to Eberhardt and asked whether he was responsible for the wagon load of "medicine." The druggist had no hesitation in pronouncing the vendor a fraud and calling in the police.

Dozens of persons dosed themselves with the medicinal bargain, and while the stuff was in the main thought to be harmless, many were made ill. The police sergeant had strong opinions about people who bought medicine simply because it was cheap.

In Brooklyn, a man who advertised that on payment of one dollar, a love pill would be given which would bring a husband, was arrested, charged with having swindled many women. He was discharged with a reprimand.

NEW YORK NOTES.

—At the annual meeting of the Drug Trade Club, on February 9, the following were unanimously elected to the Board of Governors for the term ending 1908: J. L. Hopkins, W. S. Gray, Wm. McCarroll, Louis S. Reed.

—Frank P. Crobaugh, of Waterloo, died February 5, of typhoid fever, at the age of fifty-one. He was a prominent Mason, belonging to Seneca Lodge of Waterloo, and the Knights Templar and Damascus Temple of the Mystic Shrine, of Rochester.

—The Students' Club, at the New York College of Pharmacy, observed February 12 with special exercises at the West Side Auditorium. "Abraham Lincoln, the Man," was the subject of a patriotic address by Dr. Charles S. Morris, the noted colored orator. Songs were rendered by the Lotus Glee Club.

—The Elmira Drug and Chemical Co., of Elmira, has been incorporated, with a capital of $15,000, to manufacture drugs. Incorporators: A. Mask, Sayre, Pa.; C. P. Mapes, Elmira; Emily W. Mapes, Pine City.

—Much difficulty is being experienced by local jobbers in shipping goods, owing to the heavy snow and sleet storms. Freight and express delivery is badly delayed, affecting all out-of-town orders.

—It is reported here that John H. Clampett, of Bridgeport, Conn., will open a branch store in the western section of that town.

—Mrs. Smith, daughter of T. J. Barnaby, the Eighth avenue druggist, left with her husband, C. Moore Smith, on the Baltic, for a trip to the Old World, last week. Mrs. Smith will take a course in vocal training on the other side.

—Reid, Yeomans & Cubit bought in the stock of the American Witch Hazel Co., at the receiver's sale of that concern.

FOR LIQUOR IN MAINE.

Druggists May Be Granted License Under Certain Restrictions.

Bangor, Me., Feb. 13.—What is likely to prove to be the most important matter to be considered by the legislature this session affecting as it will the important question of the enforcement of the prohibitory law, is a bill now in process of drafting, to permit of the sale of liquor by the reputable druggists of the State, for medicinal purposes. In general the measure aims to do away with the city and town agencies and place the handling of spirit and malt liquors in the hands of those best able to handle it under proper restriction—the druggists.

The bill is yet in embryo. Only its general features have leaked out, but it is known that it meets with the approval of men high in the official affairs of the State, as well as the officers of the Civic League and other temperance organizations. It is intimated that with the endorsement of people of well-known temperance proclivities, it is likely to be adopted.

Without going into the details of the bill, it may be said that it will permit of the sale of liquor by the druggists operating under a United States license, without that fact being accepted as prima facie evidence of illegal sale, as at present. It will provide for certain restraining features, as to whom liquor may be sold and limiting the amount to each person or family, it will provide that a record be made of each sale, and that this record shall be open to inspection as under the operations of the poison law. But above all, druggists will be hedged about by such laws that the violation of any or all of them will lead to drastic measures being taken against them. The measure, in fact, will be what many of the most conservative and fair minded citizens have been contending for for years.

FOR A DRUG STORE EXCHANGE.

Under the name of "The Druggists' Exchange," Peter Diamond and Joseph Weinstein, both widely known in the trade, have established at 99 Nassau street, an agency for the buying and selling of drug stores, as well as for the transaction of all business pertaining to pharmacy. Mr. Diamond has had considerable legal experience, but at the same time he is a practical pharmacist, with a drug store at 83 Lenox avenue. Mr. Weinstein is well known as the secretary of the Board of Pharmacy in the Eastern Section.

HARM IN SLOT MACHINES.

Syracuse Druggists Opposed to This Kind of Competition.

Syracuse, Feb. 14.—One of the most important matters which is being considered by the Syracuse Druggists' Association, is the running of card machines in cigar stores. E. L. Weston has been appointed to investigate and see if the law against these machines cannot be enforced. The matter will be considered at a later meeting, when definite action will be taken.

The Druggists' Association has succeeded hitherto in having them removed, but after a short time they would bob up serenely again.

The cigar business of the druggists is said to have fallen off 60 per cent. in the past five years. This was due to the progressiveness of the cigar store proprietors and the failure of the druggists to push this branch of the business. The cigar dealers, by attractive window trimming, began to draw the trade away from the druggists. But the greatest blow of all to the druggists was the introduction of slot machines. While strictly against the law, the city administration has always been lenient and the machines have been allowed to flourish. Of course the druggists might also put in card machines if they wanted to, but they don't want to, and cannot without lowering the tone of their stores. Not a druggist in the city has card machines.

President George E. Thorpe, of the S. D. A., said: "We believe the running of gambling machines in the cigar stores is strictly illegal and has a bad effect on the young men, leading them to worse forms of gambling. Of course, a druggist cannot have the machines, and the result is a loss of trade which would come to us if the machines were not allowed in the other stores. What can be done I cannot tell. The expense of forcing the cigar dealers to take out their gambling machines would be large. It is hard to do anything unless public sentiment is with you, and I do not think there is a very strong public sentiment against the card machines. Perhaps there will be when the people wake up to the harm there is in them."

BURGLARS KEEP SHOP.

Boston, Feb. 14.—One of the nerviest burglaries on record was the recent one at the pharmacy of Dr. Cornelius P. Flynn, in Andrew square, South Boston. It took place in the early morning hours and the burglars, who got in through a cellar bulkhead, coolly lighted up the store and went about as if they owned the store. There were many passers-by who saw them and supposed them to be employes. They went off with about $125 worth of stock and all the cash that was left in the cash drawer. They helped themselves to some liquors, kept for prescription purposes, and sat in the back room to enjoy this, and also some cigars. When they got well ready, they took themselves off with their plunder.

Matthew F. Reilly, a Brockton druggist, up in court there on a charge of unlawfully selling drugs, pleaded guilty and paid the fine imposed, $25.

NEW PREREQUISITE LAW.

Hopeful Outlook for the P. A. R. D.'s Proposed Legislation.

Philadelphia, Feb. 13.—With the assurance that the bill drawn up and fostered by the P. A. R. D. will become a law, pharmacists throughout the State are commending their brethren in this city for their efforts in bringing about what is claimed will be a boon to the profession, as well as to the public at large.

Thanks to Representative Edward H. Fahey, of this city, himself a leading pharmacist and an active member of the P. A. R. D., and of Senator Elmer I. Phillips, of Lawrence County, who introduced the bill, the Health and Sanitary Committee have passed favorably upon it. Briefly, it provides for the amendment of the act of May 24, 1887, so that it shall be necessary for all applicants for certificates as pharmacists to be graduates of a reputable college of pharmacy. The section as amended provides that all applicants for certificates must produce satisfactory evidence of having had four years of practical experience in the business of retailing, compounding or dispensing of drugs.

It is promised that if the amendment becomes operative Pennsylvania will follow New York's lead in this direction. A well-known pharmacist said:

"There is no question about the necessity of such a law. Clerks and managers are sadly deficient. If I should advertise to-morrow for one, I would get a hundred replies, and I am pretty safe in saying that I would not want one of them to even wait on my soda fountain. They may all have passed the State Board.

"The bill will pass because it is legitimate and because it is an absolute necessity. It is an indication of the power and judgment of the P. A. R. D."

Professor J. P. Remington, of the Philadelphia College of Pharmacy, and representatives of the local association have visited the State capitol recently and did what they could for the bill. During the coming week it is believed it will go through both ranches of the legislature without opposition.

BLUE LAWS, PRO AND CON.

Philadelphia, Feb. 13.—Although pharmacists and merchants generally throughout the city have expressed themselves as being in favor of the McNichol Bill, which is virtually a repeal of the famous old "Blue Laws," prohibiting Sunday selling, the Presbyterian ministers have adopted a resolution, protesting against the bill.

The protest is framed as follows:

Whereas, An effort is being put forth to modify, if not virtually to repeal the law which prohibits unnecessary labor or business on Sunday, and as this law, namely, the act of April 22, 1794, commonly called the "Sunday Law," has received the highest commendation from the courts of our commonwealth, and has been such a blessing; therefore, be it

Resolved, That we earnestly protest against the passage of the McNichol bill, now in the hands of the Judiciary General Committee of the Senate, or any other change in the law.

Resolved, That a copy of this action, signed by the president and secretary of this meeting, be sent to the Hon. Cyrus E. Woods, chairman.

A committee was appointed to attend the hearing before the Judiciary General Committee of the Senate, and represent the opposition to any change in this law. But a delegation of business men, including a representative of the P. A. R. D., will also go to Harrisburg in a few days to urge upon legislators the other side of the question.

CONVERTED TO N. A. R. D.

Pittsburg, Feb. 13.—Further evidence presented itself this week to show the benefit druggists are deriving from the N. A. R. D. That the smaller retailers and large firms are placed on an equal plane is manifest from a letter received by Secretary B. E. Pritchard from the May Drug Co., one of the largest retailers in Pittsburg. The May Co. was perhaps the deepest cutter in this city at one time.

The communication follows:

My Dear Sir:

We have just realized that we were deriving certain benefits from your association in common with the members thereof, and for which we have contributed no support, while your members were called upon for certain dues. We have particular reference to national legislation, dealing with parent laws and excessive taxation of various sorts, and State legislation concerned with pure food laws as affecting the retail drug business. Inasmuch as we are deriving the same benefits from efforts in this direction as are your own members, we feel that it is but just what we should contribute in support of this work on the same basis that they do; and therefore take pleasure in enclosing herewith our check for $60, representing an assessment of $12 per year (we believe this is the amount of the annual dues) from March, 1901 to 1906. Our attitude on certain other aims of the local and National Association remain unchanged.

THE MAY DRUG CO.

The May Drug Co. is a party to the agreement on the schedule of prices.

HE PEDDLED COCAINE.

Washington, Feb. 13.—An early morning caller at police headquarters, recently, was the proprietor of a drug store, who complained that his cocaine trade had been ruined by a man who was selling the drug from door to door. Detective Proctor, who has charge of cases involving alleged violations of the pharmacy law, heard the druggist's complaint and frankly told him that he was not in sympathy with his complaint of loss of business. He said, however, that the man might be reported for doing business without a license.

TIED FOR FIRST PLACE.

Indianapolis, Jan. 23.—In the Druggists' Bowling League, 102 games have now been played. The Kieferettes and Eli Lillys are tied for first place, each having won sixty-one games and lost forty-one. The White Elephants have won fifty-four and lost forty-eight; Standards, won fifty-two, lost fifty; Schnull & Co., won fifty-two, lost fifty; Y. B.'s, won twenty-six, lost seventy-six. The highest score was made by Maurer, of Kieferettes, 225.

NEW PITTSBURG SCHEDULE.

Pittsburg, Feb. 13.—At the coming meeting of the Western Pennsylvania R. D. A., a schedule will likely be adopted, which will involve several important changes. The following is to be voted on:

"*Resolved*, That the present schedule be continued in force, with the exception of contract articles and list of exceptions to be submitted for approval."

Under the present agreement there are sixteen exceptions; in the future there will be but nine. These exceptions are Allcock's Plasters, 15c., two for 25c.; Carter's Pills, 17c.; Castoria, 28c.; Listerine, 20c., 40c., 75c.; Wampole's Cod Liver Oil, 79c.; Pinkham's Compound, 79c.; Coke Dandruff Cure, 79c.; Scott's Emulsion, 79c.; Hood's Sarsaparilla, 79c.

The following articles, formerly sold at 79c., have been advanced to 83c.: Pierce's Discovery and Favorite Prescription, Kilmer's Swamp Root, large; Fellows' Syrup, from $1.19 to $1.25; Beecham's Pills, 19c. to 21c.

The following articles have been placed under direct contract: Paine's Celery Compound, 90c.; Kidney Wort, dry, 90c.; Kidney Wort, tablets, 45c.; Peruna, 83c.; Diamond Dyes, 10c.; Will's English Pills, 25c.; Lactated Food, 25c., 45c. and 90c.; Laxative Bromo Quinine Tablets, 25c.

Under agreement with the various proprietors, the druggists will not be compelled, in this district, to adopt the contract prices, nor will the provisions of the schedule take effect until the expiration of the legal compact with the different department stores, which will be March 15.

PENNSYLVANIA NOTES.

—Philadelphia pharmacists are discussing the approaching famous Loder suit against the P. A. R. D. and N. A. R. D., charging discrimination. Important testimony has been taken before the commissioner in Chicago recently, which will be presented at the trial here.

—The extensive drug business of H. N. Snyder, of Lancaster, will be sold within the next few days. A prominent Philadelphia drug firm will probably be the purchasers, and will establish a branch house there.

The Lancaster Drug Company has been elected a member of the National Wholesale Druggists' Association.

NEW INDIANA DRUGGISTS.

Ft. Wayne, Ind., Feb. 11.—Secretary C. B. Woodworth, of the Indiana Board of Pharmacy, is now issuing certificates of registration to applicants who were successful in passing the January examination for pharmacists. The class of successful applicants is an unusually small one, consisting of but seven members: Joseph F. Schafer, of Poseyville; Walter E. Jolly, Scipio; W. H. Schulte, Evansville; Daise Emshwiller, Montpelier; Brady V. Winslow, Louisville, Ky.; A. E. Smith, Logansport, and R. F. Heaton, Circleville.

"Hello, this Dr. Cranky? This is the druggist. You left a prescription with me for Mrs. Blank. Do you want—? You want exactly what you wrote for? Thank you," and the druggist smiled as he viewed a prescription for one-half dozen collars, three shirts and a case of tomatoes, evidently a personal memorandum.

N. A. R. D. IN MICHIGAN.

Some Opinions on the Improved Conditions in Detroit.

Detroit, Feb. 11.—While the majority of the druggists in this city are members of the Detroit and Wayne County Retail Druggists' Association, comparatively few of them are individually members of the N. A. R. D. This would seem to be a good field for the association to do excellent work. Some of those who do belong express themselves very favorably. Here is what they have to say:

W. H. Burke, president of the Central Drug Co.: "The Detroit and Wayne County Retail Druggists' Association was formed about six years ago. They affiliated with the N. A. R. D. soon after formation. As a result of this action the dealers in Detroit have been the gainers by a great many thousand dollars. Prices prevailing up to a period of five years ago were in a great many instances lower than the jobbers' prices, and in some cases even lower than the manufacturers' prices. At the present time prices are very satisfactory. While the N. A. R. D. is not entirely responsible for present conditions, it may be well doubted whether present conditions could have been established and maintained without it."

George B. Simons, Simons & Cooper, 371 Woodward avenue: "The N. A. R. D. has had a tendency to make druggists more friendly towards one another and prevent them from cutting one another's throats. This is the whole benefit, expressed in a nutshell, for if they are friendly, other things regulate themselves, and better prices prevail."

Doty Bros., proprietors of three stores in Detroit: "The N. A. R. D. is a good thing for the druggists, and an association from which much benefit is derived. It has enabled us to fix prices right and many other things can be accomplished after that step has been taken."

A. L. Walker: "The N. A. R. D. is a benefit to the retail trade. It has helped considerably in establishing uniform prices in different localities."

F. W. Mann: "Without any doubt, the N. A. R. D. has been, and is, a great benefit to the retail druggists of this city."

REGISTERED IN OHIO.

Columbus, Ohio, Feb. 11.—Out of eighty-two applicants for certificates to practice as pharmacists, only seventeen passed the recent examination before the State Board of Pharmacy. The successful candidates were:

Pharmacists—Aurel H. Klein, Toledo; Armond F. DeMersits, Cleveland; J. Maxwell Hanawalt, Chillicothe; James G. Reed, Cleveland; George S. Austin, Fairport Harbor; Frank C. Jessup, Lyon; R. M. Clark, Parkersburg, W. Va.; Simon F. M. Hirsch, Cleveland; Leo Reuscher, Newport, Ky.; Ada E. Davis, Cincinnati; J. W. Hoon, East Palestine; Clifton Lower, Marion; Earl Marmon, Belle Center; John K. Haley, Napoleon; W. E. Bamber, Mason; Alice W. Fallon, Cincinnati; Charles G. Baier, Cincinnati.

Assistant pharmacists, if they desire to accept the rating—David C. Kunkle, Dayton; J. C. Stewart, Tippecanoe; James G. McClintock, Cleveland; Jesse Parcher, Nevada; W. S. Bartlett, Columbus; A. J. Koelbe, Morrow; Charles F. Kuppinger, Newark; Gaddis Henry, Greenfield; Frank L. Dickson, Toledo; Edgar B. Rawlings, Bellefontaine; Philip P. Koehl, St. Mary's.

Regular assistant pharmacists—F. Gehrling, Cincinnati; Herman U. Bolles, Gallipolis; F. C. Assenheimer, Bucyrus; Harry R. Burbacher, Summerfield; W. P. Rotsinger, Sandusky; Paul R. Barnes, Granville; Ellsworth Loesch, Cleveland; Wilbur H. Stalder, St. Mary's; Raymond E. Potter, Cleveland; Emmanuel M. Mandel, Cleveland.

AGED DRUGGIST HELD UP.

Chicago, Feb. 11.—An aged man's heroism failed to shame two robbers who held up the drug store of T. P. Flannery, 1352 North Halsted street. Henry Reinhardt, sixty-six years old, said to be one of the oldest druggists in the city, was behind the prescription counter. He readily consented to give the men his money, but when they demanded his watch, he refused.

He said the watch was valued as a keepsake, that his wife had given it to him and that she was dead. The robber reached for his watch and the feeble old man fought with him until the former struck him a blow on the head with a revolver and felled him. The bandit then turned to Oliver Winner, the clerk, and with his revolver against his head, commanded him to open the safe door. In their hurry, the bandits overlooked more than $50 that was placed in the safe with the stamps.

CHANGES ON MINN. BOARD.

St. Paul, Feb. 6.—Things have been stirring in the State Board of Pharmacy. Charles T. Heller, of St. Paul, has been reappointed for another term by Governor Johnson, and J. A. Poetz, of St. Peter, has been chosen for the unexpired term of Mr. Trautman. Mr. Heller, who was the first treasurer of the reorganized N. A. R. D., was originally appointed on the board six years ago, by Governor Lind, and has served continuously since, being recognized as one of its strongest members. The work requires men of sterling qualities, who can be wheedled into no compromise with what they consider wrongs and abuses, and this describes Mr. Heller. The appointment of Mr. Poetz is also commended by the druggists. He served his apprenticeship under F. J. Lord, of Shakopee, and Clark & Frost (now W. A. Frost & Co.), St. Paul. Then he worked for James Bennett, of St. Peter for several years and embarked in business for himself in Winthrop, in 1891. Five years later he returned to St. Peter, having bought out his former employer there.

PHYSICIANS VS. PATENTS.

Delavan, Wis., Feb. 13.—Physicians of this village are taking part in the campaign against the unrestricted sale of patent medicines. Dr. William Hanover presented the views of the local physicians to a committee of the legislature at Madison, and was assured that a bill prepared by him, or a modification of it, would be given consideration.

DRUG STORES HARD HIT.

Liquor Scandals in Battle Creek Laid at Their Door.

Battle Creek, Mich., Feb. 10.—Drug stores, though which particular ones are not specified, have been bitterly aralgned for selling liquor to children. The accuser is The Weekly Herald, the official organ of the Trades and Labor Council. It asserts that one night recently a young girl, not more than sixteen, was picked up stupidly intoxicated. The same thing occurred a few nights later with another girl. The paper states that the whisky in both these cases was bought at a certain drug store in this city. It says that one morning five empty whisky bottles were found on the high school grounds, and that a few evenings ago two prominent citizens engaged in a drunken brawl in a drug store. While the saloons are not upheld, it claims that the drug stores are doing a great liquor business without paying any license. The Herald condemns the churches, W. C. T. U., the Y. M. C. A. and the prohibitionists for keeping quiet on this matter, blames the city government for not enforcing laws, and points out the fact that liquor is also sold and gambling permitted in several prominent places in the city where the persons have no legal right to engage in the business. The whole blame is laid upon local politicians.

MINNESOTA DRUG CLERKS.

Minneapolis, Feb. 11.—The Minnesota Drug Clerks' Association, at its annual meeting in the parlors of the National Hotel, Minneapolis, elected the following officers: President, Fred Klenert, Minneapolis; first vice-president, Walter Chilstrom, Minneapolis; second vice-president, August Marelius, St. Paul; third vice-president, Frank Klenert, Minneapolis; treasurer, Gustav A. Dickman, St. Paul (re-elected); secretary, George T. Heller, St. Paul; trustee, three years, Irwin Pattee, Minneapolis; two years, Ernest Otto, St. Paul; on information bureau, H. Lang, Minneapolis; Ernest Otto, St. Paul.

The constitution was so revised as to fix the annual dues at $1, they having been $1.50. The usual social session and banquet followed. Mr. Klenert, the new president, is known as a great "hustler" and was one of the five founders of the association. Mr. Heller, the secretary, is the brother of Charles T. Heller, member of the State Board of Pharmacy, and former treasurer of the N. A. R. D.

WILLIAM HUDNALL DEAD.

St. Paul, Feb. 6.—William Hudnall, a pioneer druggist of Helena, and State examiner of Montana, is dead. He entered the drug business at Helena, January 1, 1868, as an employe of R. S. Hale. Six years later he became junior partner in R. S. Hale & Co., and in 1889 was identified with J. B. Lockwood & Co., remaining there until 1901, when Governor Toole made him State examiner. His widow and one daughter survive.

FROM MINNESOTA.

—Frank Fisher, a colored man, has been arrested at Minneapolis, charged with stealing $45 worth of fountain pens from the store of Voegeli Bros.

CONSPIRACY SUIT FAILS.

Injunction Asked for by Louisville Cutter Is Refused.

Louisville, Ky., Feb. 11.—One of the most important cases in local drug history was decided this morning, by Judge Shackleford Miller, when he denied an injunction to three local druggists against the Robinson-Pettet Drug Company, wholesalers. The plaintiffs were W. F. Klusmeier, C. B. Rademaker & Co. and Olga, Renz & Co., three out of thirty-nine local druggists who refused to sign the schedule of prices fixed in 1902.

The National Association of Proprietors allows the schedule of prices on their patent and proprietary medicines to be fixed by a majority of three-fourths of all the druggists in the city. The druggists who refused to sign the schedule and continued selling goods at cut rate prices were refused goods by the local wholesale house. After various meetings, including a meeting of the Louisville Board of Trade, at which the matter of cut rates was discussed, the three plaintiffs filed a suit for an injunction.

A great deal of testimony was introduced, showing that the wholesalers were forced to refused orders from the cutters by the majority rule among other druggists who signed the schedule, and the basis of the complaint was of conspiracy in restriction of trade.

In his opinion, Judge Miller holds that in the present case an injunction will not lie, but admits that there are many cases where injunctions being out of place, indictments and judgments for damages will lie. In the present case he is of opinion that an injunction is out of place, as the evidence showed merely that the defendant exercised a natural right in refusing to sell.

The victory is a doubtful one, in view of the nature of the decision, and while both sides claim complete victory, the course of the plaintiffs to get the spoils of their alleged victory is not evident. The decision having only been rendered, none of the plaintiffs would say just what would be done. However, the opinion was expressed that this action would be followed by a suit for damages, in the event the court of appeals upholds the lower court.

The case will be appealed immediately, but owing to the crowded conditions of the Court of Appeals dockets, a decision will be delayed some time.

KNOXVILLE COCAINE LAW.

Knoxville, Tenn., Feb. 6.—A city ordinance has been passed regulating the sale of cocaine and other narcotics and provides for keeping a record of the same so that it can be examined by the city physician, health officer and secretary of the Board of Health. This ordinance is to stop the "sniffing joints" and the physicians who have been in the habit of writing prescriptions to the habitual users of the drug.

KENTUCKY NOTE.

—All of the whisky cases in the Glasgow police court against the Locke Drug Company, E. B. & W. N. Locke, recently worked up by a private detective, have been dismissed. The attorneys for the prosecution say the dismissal of these cases does not mean that the prosecution of alleged violators of the local option law is to stop, but, on the contrary, they say the prosecution has only begun.

SOUTHERN NOTE.

—W. L. Smith, the United States revenue agent, has begun an investigation of all the drinks now being sold in East Tennessee as soft drinks, but which are said to contain alcohol. He will investigate the drinks in drug stores, grocery stores, and all sold in towns where there are no saloons. The charge has been made that many of these mixtures contain the pure juice of the fruit and corn.

ON A VERBAL PRESCRIPTION.

Kansas City, Mo., Feb. 11.—W. H. Harrison, city license inspector, is trying to find out in the law gives a druggist permission to sell liquor to a stranger on a "verbal" prescription. The other day in the course of his duties, he went into a drug store with a friend, where he was not known, and asked the druggist for fifteen cents' worth of whiskey. The man behind the counter said:

"Certainly."

He started to get the liquor. Seeing something in Harrison's face that excited his suspicions he came back and said:

"Your friend gave you a verbal prescription, didn't he? He is a doctor, isn't he?"

Being assured that the friend was not a doctor, the druggist thereupon refused to sell the liquor.

COCAINE SELLER FINED.

Kansas City, Mo., Feb. 10.—William M. Edmonds, a druggist at Fifth and Broadway, was fined $50 in police court this morning, on a charge of selling cocaine without a prescription. Edmonds entered a plea of guilty, and was given a stay of execution for $25.

BIG OMAHA HOUSE BURNS.

Omaha, Feb. 11.—In the big fire here, when more than half a million dollars was lost in the wholesale district, one of the losers was the Porter-Ryerson-Hoobler Co., manufacturing chemists. The amount of loss placed after the name of this firm is $40,000.

At the most critical moment of the progress of the flames, it was thought the heavy wall between the eastern half of the Mercer building and that occupied by the Vogele & Dinning Company, manufacturing confectioners, would be sufficient to check the spread of the fire. It was not, nor was the similar wall between Vogele & Dinning and the Porter-Ryerson-Hoobler Company sufficiently strong. These establishments went in succession, but the heavy west wall of the main building proved strong enough and stopped the fire before it entered the Great Western Type Foundry plant.

The building occupied by the Porter-Ryerson-Hoobler Company was the scene of a fire six years ago, in which four firemen lost their lives by being electrocuted. This fire occurred during the afternoon.

Charles Beaser has sold his interest in the new Odeon Pharmacy, in St. Louis, and gone to Denver, because of Mrs. Beaser's health.

WOULD PUBLISH FORMULAS.

West Virginia Druggists Take Arms Against Legislation.

Charleston, W. Va., Feb. 11.—The druggists of the State are greatly aroused over threatened legislation, and they are canvassing among themselves for the purpose of fighting an especially obnoxious bill, which bears the number "80." They regard with indignation the provision whereby they would have to buy a license of $50 and pay a fee of $25 in order to have patent medicines analyzed by the State.

The bill is stigmatized as one gotten up to benefit physicians, at the expense of the proprietary trade.

"If this bill goes through," said Percy D. Leap, of New Martinsville, "the drug business in West Virginia will be a dead one. However, we will do all we can to knock it out."

Manager Gordon, of the Logan Drug Company, said: "We manufacture as many as a dozen different medicines of our own here, and the passage of bill No. 80 will compel us to quit in this respect. The $50 license and the fee of $25 for the analysis of the medicine by the State would cost us in the neighborhood of $1,000 a year. It would put all of the druggists out of the business of making their own medicines and it would cut a great portion of their income off.

"Another great injustice is the placing of the formula on each bottle. With such a law as this, what would be the motive in getting up a proprietary medicine? Any person in the country could have the same thing made at any drug store by merely taking our bottle there.

"I understand too, continued Mr. Gordon, "that it is a part of that bill or another one that prohibits druggists from recommending any medicine. The man that instigated it was certainly never in a drug store. Think of not being allowed to tell a customer which is the better to take for a cold—quinine or carbolic acid. This would compel every person with the least ailment to go to a physician and pay for a prescription before coming to the drug store to buy a dime's worth of medicine. It would certainly make it a soft snap for the doctors."

MO. VALLEY JOBBERS MEET.

Omaha, Feb. 9.—The Missouri Valley Jobbers' Social Club, an organization of wholesale drug houses in this part of the country, met for lunch in the Commercial Club, and discussed insurance and other matters of interest to the trade. C. F. Weller, of the Richardson Drug Company, presided. Fourteen drug handlers attended the meeting, representing eleven houses. The firms interested in this association are: Davis, Bride & Co., Denver; W. A. Hover & Co., Denver; Lincoln Drug Company, Lincoln; Faxon, Horton & Gallagher, Kansas City; Evans, Smith & Co., Kansas City; C. D. Smith Drug Company, St. Joseph; Harnish, Hess & More, Sioux City; Van Natta-Lynds Drug Company, St. Joseph; Harle-Haas Drug Company, Council Bluffs; E. E. Bruce Drug Company, Omaha, and Richardson Drug Company, Omaha. The association meets quarterly at one or another of the five points to consider things of interest to the wholesale drug business.

A SENTIMENTAL SERMON.

Being a Confidential Little Letter to You.

BY JOEL BLANC.

My Dear Brother:—You say that I have amused and entertained you by some of the things that I have written, but that some of my articles are all tommy-rot. You cannot see why you should continue to work for the N. A. R. D. It has done nothing for you and you cannot understand why some of the boys keep on hustling for the cause. You want to know where they come in? What there is in it for them?

My reply can only be that while direct benefits have come in many cases through business improvement, most of the boys are working for something besides the material part:—Just the feel-good-ness of it. For nothing to eat, drink, wear nor spend. Not even for praise, but:—Just the feel-good-ness of it.

One morning, a good many years ago, a boy was on his way to work in a wholesale drug house. This boy walked to work, ate a fifteen-cent lunch and rode home at night. To make his small salary go as far as possible, he put just twenty cents in his pocket each morning. So that he could spend no more. On the morning in question, at a certain corner, he found a ragged little urchin in tears. At the little one's feet was a broken paper sack with its former contents of sugar scattered over the pavement. The old story, you know. Poverty, dime as big as a dollar, fear of a whipping and so on. The drug store boy gave the little chap ten cents, ate a ten-cent lunch and walked home. That's all. All but the feel-good-ness of it.

That was twenty-seven years ago. But that ten cents worth of sugar has added sweetness to each of the years. The drug store boy used to wonder why that little act came back to memory so often and always when it brought a little needed sunshine. He knows now that it was an act of sacrifice. "Only a dime!" Yes, only a dime. The dimes were big, then. But what a lot of feel-good-ness it bought.

So it is in this organization work with the little acts of sacrifice, the little bits of help. Acts seem to pass from memory as they are done, but they come back again and again and grow and grow, and each return brings more of the feel-good-ness of it.

Don't you remember the time that one of the boys was awfully blue? He had such a poor little bit of a store and there was a cutter nearby.

Don't you remember how you took an hour that you could hardly spare to go and cheer him up? Don't you remember how you strengthened and encouraged him by painting a brighter future for him to think about? Don't you remember the smile of hope that you brought to his lips, and that his eyes had lost that feverish dryness and were just a bit moist as you bade him good-by? Don't you remember? No! Never had an experience like that? Well, have an experience like that and see how your dues will come back with interest in:—Just the feel-good-ness of it.

Don't you remember when we were trying to put the schedule into effect that we stuck on two of the boys who had been enemies for years and neither would sign until the other had signed? Don't you remember how you labored with them and at last got them to meet in your own home? Don't you remember how you stood in your door when they had left and watched them walking down the street together and talking to each other, for the first time in years? Don't you remember the happy lump in your throat as you thought of having made enemies into friends? Don't you remember that it made the store seem brighter, wife prettier and baby sweeter? No! you are not the man? You can be. You will, won't you, old man?

Are you saying that Joel has gone ballooning again? Another one of his flights of fancy? No, no! It's the really, truly Joel who is writing this. He wants you to know that right through the drill and care of the business day runs the vein of golden conscience and that there are times in even the busiest day when you may uncover it and by looking at it make it turn into sunshine. When wife has a new gown and children have new clothing don't you forget that your own best coat is a bit out of date? Don't you sort of square up your shoulders in it and feel that you are "All right" and every inch a man? Ah, yes. You can understand that. I knew you could.

Now, old man, you would not want any one to mention the coat even to praise you, would you? You are so jealous of the feel-good-ness that you don't want any one to even know you have it. It's a sort of selfishness that might have been made the eleventh commandment.

We will not argue about this. It's something that I don't want to talk about any more than you do. Even writing about it seems sort of sacrilegious, doesn't it?

You never had a real good time all by yourself, did you? When mother praised you, when father said he was proud of some act of yours, when sweetheart thanked you for some sacrifice made for her, when she as wife and sweetheart, too, had eyes that shone with pride in you, when the children climbed into your lap and thanked you, those were the really happy times. Were they not? But that happiness was just the feel-good-ness reflected from the happiness brought to others.

Despite the cynics and the fools, despite the sages and the schools, business men are human. Real manliness is not very different from real womanliness, because both are tenderness. We men keep ours pretty well covered up, but we cannot pluck it out and put it in a bureau drawer when we go into the store. It goes where we go and is the real self. We may blush when we think of it, we may orally deny it, we will not talk of it, but it is always there. It is our holy of holies, and God help the man who never worships in that temple of the conscience to find it filled from wall to wall, from floor to dome with:—Feel-good-ness.

I know that these lines are cold and enigmatical. But I somehow feel that they establish a telepathic circuit between you and me, old man. I feel that they will take to you what I think but cannot write. Just think about this carefully, deeply, won't you? I have written this only for you, you know.

Now, don't you understand how it is that so many of the boys go ahead sacrificing time and money, month after month, year after year, in the cause of the N. A. R. D.?

Just for the feel-good-ness of it?—W. Pa. Retail Druggist.

A MODERN BABEL.

Documents in All Languages as Evidence of Pharmacy Training.

Nearly every language in the world is represented in the mass of documents filed with the Board of Pharmacy of the great metropolis as evidence of an applicant's former experience in the pharmaceutical profession. Hitherto a large proportion of those taking the board examinations have been foreigners, who first had to qualify by bringing proof from their native land that they were college graduates or had had a certain number of years' experience.

These documents accordingly range from modest references from former employers written on plain paper, to pretentious diplomas engrossed on parchment with seals of varying kinds and colors. So far the following languages figure in these papers: Russian, Italian, French, Spanish, Austro-Hungarian, German, Swedish, Danish, Hebrew, Roumanian, Turkish, Greek and Egyptian, besides the Spanish-speaking Central and South American countries, such as Brazil, Argentina, Santo Domingo, etc. A strange fact is the omission from this modern Babel of the Japanese and Chinese languages. Although many Japanese are now studying pharmacy here, none has as yet evinced a desire to go into the retail drug business. The largest representation comes from Russia and Italy.

Some of the most remarkable papers are those which come from the Russian provinces. Many of the applicants from those regions have official descriptions of themselves and their careers, with an excellent official photograph of themselves securely attached to the written paper. Others again have documents which show in detail the exact time when they were licensed and the date of taking service with each employer and the time of leaving, signed by the employer himself.

In this way the Board of Pharmacy secures itself to a large extent against the frauds of ignorant foreigners who would practice pharmacy here without the necessary preliminary qualifications. To make assurance doubly sure, no paper is received unless it is accompanied by a statement of its authenticity from the United States Consul of the city from which the applicant comes.

In spite of all these precautions, and of ingenious methods employed to prevent cheating on the part of the foreigners and their friends, many come to the Board with "references" made in this country for the special benefit of the Board of Pharmacy. These frauds are invariably detected by a little sharp scrutiny of the paper and a cross-examination of the person presenting it. More than one case is on record in which a "certificate" torn up in the presence of the holder, led to a hasty and abject confession.

AMONG THE COLLEGES

PHILADELPHIA COLLEGE OF PHARMACY.

Philadelphia, Feb. 13.—One of the most interesting pharmaceutical meetings held this term at the Philadelphia College of Pharmacy, was that on Tuesday afternoon. There was a large attendance. The speakers were: Dr. H. W. Wiley, chief of the Bureau of Chemistry, Washington, "Methyl Alcohol, What It Is and What It Is Good For"; Prof. S. P. Sadtler, on "The Detection of Methyl Alcohol in Ethyl Alcohol"; M. N. Kline, on "Some Reasons Why the Internal Revenue Tax on Alcohol Should be Reduced, and Why Our Government Should Provide Free Denaturized Alcohol For Use in the Arts"; M. I. Wilbert, Ph.M., on "Camphor Snow and Cream of Camphor; Two Unctuous Non-Greasy Toilet Preparations For Chapped Hands and Lips." Communications were read from Dr. A. R. L. Dohme, of Baltimore, and others.

The Athletic Association has decided to hold another benefit at the Garrick Theatre, the latter part of the present month.

As the result of the recent shake-up in the bowling team of the college, it has won eight of the last nine games played, and has advanced from fifth to second place in the Drug League.

Lack of practice is the reason assigned for the defeat last week of the basketball team, by the representatives of the Philadelphia Dental College. The next game is with the Atlantic City High School team, at Atlantic City.

More than one hundred members of the senior class journeyed to Meadville, Pa., last Thursday, where they were the guests of the Whitall-Tatum Co., bottle manufacturers. The trip was made in special cars, draped with the college colors. On arriving at Meadville, the vistors were shown through the works of the company and were enlightened as to the manufacture of bottles. Other points of interest were also visited and the day ended with an elaborate banquet.

MEDICO-CHIRURGICAL COLLEGE

Philadelphia, Feb. 11.—The faculty of the Department of Pharmacy of the Medico-Chirurgical College will be the guests of the George H. Meeker Analytical Society, at a theatre party, early in March.

At a recent meeting of the faculty, it was decided that prospective students in the future must be able to prove that they have spent at least one year in a first class high school. This step is taken with the view of still further increasing the standard of excellence of students.

Prof. Charles H. Shaw, who occupies the chair of botany, is preparing to conduct another expedition during the coming summer, into the Selkirk Mountains, British Columbia, in search of botanical specimens. He will leave about June 1, to be gone about three months, and will probably be accompanied by some of the students. In a similar expedition last summer, Professor Shaw collected 40,000 specimens and supplied colleges and institutions all over the country with botanical collections. He also lectured on his travels, which extended in some cases through country rarely if ever traversed by white men.

WASHINGTON AGRICULTURAL COLLEGE.

Pullman, Wash., Feb. 8.—The School of Pharmacy of Washington State College was established in 1896, and though young in years, has a good reputation for thorough work and competent graduates. Two years of high school work are required for entrance and preparatory work in chemistry and botany. The school has all of the advantages of laboratory equipment, herbarium and library of the State College, and, in addition, a well-stocked pharmaceutical library of its own. The

PROF. GEORGE H. WATT.

Students' Pharmaceutical Association of about thirty members, meets regularly and discusses everything of interest, from laboratory work to the campaign of the N. A. R. D. Of late the college news in The Era has opened up a new field of interest. Our pharmacy students have representations on the various athletic teams and in the college band, orchestra and glee club.

Students who complete the regular course with an average above 75 per cent. receive the degree of Ph.G., and are registered by the State Board as assistant pharmacists, without examinations, the licenses being issued after two years of practice. Prof. George H. Watt is unable to supply the demand for graduates, and salaries range from $60 to $100 per month, according to the practical experience possessed by the student.

Final examinations for the semester are now in order, and are being finished up in true western style. These "exams." are connecting links which make students of the East and West one great brotherhood.

WINONA TECHNICAL INSTITUTE

Indianapolis, Feb. 8.—Extensive improvements are being made in the department of pharmacy in this institute. A new laboratory has already been equipped for the senior class, and other additions will be made as the department grows. At the beginning of the new term, January 30, nine reported for enrolment in the junior class, one has entered the senior class to do review work, and Joe Riesebeck, a graduate of last term, is doing work in the special course in chemistry. This makes a total of about thirty in the department at the present time.

Of the four students who graduated from the college at the close of last term, Mr. Riesebeck has been appointed as laboratory demonstrator; Elmer Weakley has gone to his home in West Virginia, and Pearl Weakley and Mr. Turner have accepted positions here in the city.

Mr. Long and Mr. Turner recently took the State Board examination.

Dr. Mullen has been added to the faculty as instructor in organic chemistry.

The senior class has taken up the work in organic pharmacy and chemistry, and the juniors are at work on the pharmaceutical preparations.

SCIO (O.) COLLEGE OF PHARMACY.

The class of '05 recently procured a beautiful class pin of unique design.

W. E. Flooding, Ph.G., '94, a successful pharmacist at Delphos, O., for the past eleven years, sold his drug store a few weeks since to F. H. King, vice-president of the Ohio Board of Pharmacy. Mr. Flooding has not yet decided upon a new location, but expects to continue in pharmacy.

L. A. Noble, Ph.G., M.D., class of 1900, has been enjoying an extensive medical practice in Cleveland, O., and lately was elected to the chair of chemistry and physics in the Homeopathic Medical College, of that city. Dr. Noble has for several years conducted a very successful analytical laboratory at 526 Prospect street, Cleveland.

"The People's Natural History," in five volumes, published by the University Society, New York, was added to the library of the College of Pharmacy this term.

Roy B. Thomas, Ph.G., '02, holds the position at Wellsville, O., made vacant by the death of F. L. McCaslin, class of '04.

UNIVERSITY OF MINNESOTA.

Minneapolis, Feb. 9.—The mid-year examinations in the first semester's work were held during the week ending January 21. Much complaint is heard among the students at the high percentage (85 per cent.) required to pass in metrology and mathematics, but the dean gives the assurance that it should be 100 per cent., and that he has in mind to make it that soon.

The seniors have begun work in volumetric and gravimetric analysis, organic chemistry, dispensing and operative work in the pharmaceutical laboratory. In the operative work is included the manufacture of National Formularly preparations, and U. S. P. salts, assaying and homeopathic pharmacy. The juniors are continuing the subjects begun in the first semester, excepting physiology and pharmaceutical laboratory, but in their place are devoting five afternoons a week to the chemistry laboratory and five hours a week to materia medica.

Linn Bradley, '04, is now manager of the Red Star Drug Company, Great Falls, Mont.

Alex. S. Kellam, '02, is hospital steward on the U. S. S. Supply, now at Guam, having recently left Cavite, P. I. Mr.

Kellam is the third graduate of this college to join the navy, the others being George W. Iltis, '95, and J. M. Bell, '00.

The faculty is again discussing the advisability of extending the regular course to three years. Matriculants now have the option of doing the work of the regular course in three years instead of in two (without additional expense for tuition). About one-fifth avail themselves of this privilege. The work of the junior year covers 1,233 hours. If students do not bring credits for Latin and physics, they are also required to take in addition, seventy-two hours in Latin and seventy-two hours in physics. The work of the senior year covers 1,318 hours, and special lectures from six to twelve during the year. Bacteriology is optional.

The student's time is very fully occupied for, in addition to the regular day-work, he is required to do considerable home-work, having to prepare papers on the work in hand every day. These are counted in the final ratings. Because of this strenuous work, only the better class of students is attracted to the college, and even a number find it necessary each year to drop out altogether, or to take an additional year or two for the completion of the work.

THE UNIVERSITY OF KANSAS.

Lawrence, Feb. 8.—The semi-annual reorganization of the Pharmaceutical Society, which is composed of students in pharmacy in the various courses, was held February 2d. The following officers were elected President, Roy L. Sanford, Independence; vice-president, F. K. Smith, Abilene; secretary, Miss Mamie Swann, Lawrence; treasurer, Robert Eyth, Abilene; librarian, Miss Clara Garver, Humboldt, Neb. The object of the organization is to encourage original research work, look after the social interests of the students, secure employment for its members during vacation and after graduation, and to promote the general interest of the department.

Prof. H. W. Emerson, instructor in physiological chemistry and dispensing, has started the course of dispensing by having the students take a thorough invoice in the drug store. By working in sections, the class will be able to complete the invoice in four days of two-hour periods each.

W. H. Lahr, a candidate for the degree of pharmaceutical chemist and chief dispensing clerk of the pharmacy laboratories, was married to Miss Phoebe Hillman, of Lyndon, Kansas, December 28.

TWO AND TWO ARE THREE.

"It's this way," explained the cigar man. "All the expense in a box of cigars lies in the box, the bands, lithographs, and so on. The tobacco costs almost nothing. So that part of the selling price pays for the box, while the rest is for the cigars, and is all velvet."

The listener meditated. "Suppose," he propounded, "you don't sell the whole box at once, but a few cigars at a time, and you keep the box—what then?"

"It's all profit, of course," solemnly replied the cigar man. "It is only when I sell the box without the cigars that I lose the profit. See?"

AMONG THE BOWLERS

NEW BOWLING CLUB.

The "Jolly Bowling Club" has been organized by some of the employes of A. Klipstein & Co., of this city. They will bowl every Tuesday night, at 1150 Third avenue. The officers of the club are: E. R. Moranetz, captain and president; J. A. Lange, secretary; T. Rautenkranz, treasurer.

BANQUET TO THE VANQUISHED.

Rochester, N. Y., Feb. 13.—The bowling team of the Buffalo Ph. A. went down to defeat, last Thursday evening, at the hands of the team of the Rochester Ph. A. The teams are great rivals and as each had previously won a game, the game Thursday was a keen one. Rochester, captained by D. H. Moore, won by a score of two to one, and an advantage of sixty pins. Following the contest, the vanquished team was given a banquet at the Hotel Eggleston, attended by thirty-eight members of the Rochester Ph. A. Fred Fickett officiated as toastmaster, and informal toasts were given by many of those present.

WILL ENTER NATIONAL CONTEST.

Baltimore, Feb. 11.—This city will be represented at the national bowling contests in Milwaukee, by two teams, selected by the Baltimore Association, in which the Drug Trade Bowling Club holds membership.

The drug men this week rolled up some excellent scores, which are to be counted among the highest made. Totals of over 200 were rather plentiful, and individual averages were sent up sharply. On last Monday night, at Schneider's Cafe, Jahries, of James Baily & Son, made one score of an even 200 and another of 224. Tuesday, Blumner, for Sharp & Dohme, rolled up a total of 222, while Coulson did better, with 234. Last night the mighty men of McCormick & Co. made a killing of the Armstrong Cork Company, Armour having 220 and W. Smuck 207. The results of the week's games were as follows:

Jas. Baily & Son	901	801	885
Calvert Drug Co.	621	633	638
Sharp & Dohme	917	835	784
Davis & Davis	800	802	803
McCormick & Co.	893	824	792
Armstrong Cork Co...	698	769	693

These scores leave the standing of the teams as follows

	Won.	Lost.	P.C.
James Baily & Son	40	11	.782
McCormick & Co.	39	15	.722
Davis & Davis	29	19	.604
Sharp & Dohme	29	22	.569
Armstrong Cork Co. ..	10	39	.204
Calvert Drug Co.	7	47	.130

P. D.'s HAVE STRONG LEAD.

Detroit, Feb. 14.—The feature of the past week's games was the series between Parke-Davis, No. 1, and the Ingrams. The second was especially exciting. A count of the pins showed that each team had 916. The tie was bowled off, the champions winning, and making it three straight. The Parke-Davis "infants" trampled all over the Michigan Drug team, defeating them three games. The scores:

P., D. & Co., No. 1 ..	893	916	861
Snyder	—	—	203
F. F. Ingram	807	916	821
Laughna	—	—	223
P., D. & Co., No. 1 ..	883	838	830
Barry	—	—	197
Michigan Drug Co. ..	766	830	780
Carlisle	—	-	185
F. Stearns & Co.	831	740	807
N. O'Donnell	—	—	199
Nelson, Baker & Co. .	790	859	801
Feeney	—	—	187

Only three more games to play and the Parke, Davis & Co. Interdepartmental League season will be closed. Within the past week, the season's leader, the Scientific team, dropped the position to the Chemicals by a few pins. The next three games will decide the ownership of the championship trophy. Additional interest is given through the addition of a "down and out" tourney, the six low bowlers dropping out each night. A handsome pipe is offered for the ultimate survivor. A silk umbrella is also up for the man who most improves his average for three games. The last week scores:

Mechanical	775	802	778
Lawrence	—	—	172
Pharmaceutical	777	777	714
Helme	—	—	193
Chemical	757	852	802
Maunder	—	—	202
Publication	833	760	796
Watson	—	—	210
Scientific	769	750	783
Snyder	—	—	180
General Business	817	794	754
Milburn	—	—	191

TWO GAMES FOR TABLETS.

St. Paul, Minn., Feb. 11.—At the play of the Minnesota Drug Clerks' League, February 9, the Tablets won two games, the score standing:

Tablets	734	749	715
Colberg	—	—	174
Pills	733	674	846
Heller	—	—	190
Thompson	—	—	190

The bowling of the Retail Druggists' League, February 10, was unusually satisfactory, for each team won a game. The score:

Mortars	756	705	828
Walter	—	—	179
Pestles	697	727	732
Preston	—	—	184
Spatulas	808	675	658
Everett	—	—	189

NEW INCORPORATIONS.

Lakeview Drug Company, Massachusetts, Lowell. Capital, $2,500. Treasurer, Harrison Lake. To conduct the drug business.

Port Tampa Phosphate Company, Boston. Capital, $300,000. President, Charles R. Tapley; treasurer, Benjamin L. Emerson.

Layman's Remedy Company, Boston. Capital, $50,000. President, Miles Hanver; treasurer, Charles E. Estey. To sell vegetable remedies.

NOT IN THE TRUST.

For sixty-three continuous years the PUFFERS have made

SODA WATER APPARATUS

and all appliances connected therewith.

A PUFFER APPARATUS

has always been synonomous with cold and pure beverages, superior construction and unequalled convenience. There are other makes of soda fountains, but only one make of

PUFFERS.

We make Soda Apparatus of every description for wall or counter. Also, our celebrated counter Dispensing Apparatus

The **"CONSTELLATION"**
(PATENTED)

which has the only responsive and reliable

PATENT SYRUP LIFT

An immense stock of new and secondhand soda apparatus to select from, at prices lower than ever.

"FAITHFUL" CARBONATORS

all sizes, to meet any requirements.

Send for catalogue.

Sales Agencies:

41 SOUTH PRYOR ST. ATLANTA, GA.
20 NORTH HIGH ST. COLUMBUS, O.
202 MARKET ST. PITTSBURG, PA.
1404 E. CHASE ST. BALTIMORE, MD.
1210 MAIN ST. COLUMBIA, S.C.

THE PUFFER MANUFACTURING CO.

44-48 PORTLAND ST.
SUDBURY ST.
ELM PLACE.
BOSTON, MASS.

Jepson Co. Boston.

HEARN WEST FOURTEENTH STREET, NEW YORK.

NO DRUGS GROCERIES LIQUORS BUT EVERYTHING IN DRY GOODS.

To the Retail Druggists of the United States:

We are taking an active part in the movement for better conditions, and we predict a general and decided improvement during 1905.

Very cordially yours,

CALIFORNIA FIG SYRUP CO.,

LOUISVILLE, KY. SAN FRANCISCO, CAL. NEW YORK, N. Y.

SPEED AND ACCURACY

are both demanded as qualifications of the dispenser. There should be as little as possible of time lost in looking through reference works for things that can't be remembered, and which would endanger accuracy should the dispenser trust them to memory.

THE ERA DOSE BOOK,

THIRD EDITION—REVISED—ENLARGED.

Gives these things in convenient form—answers nearly all the questions which arise in dispensing—all those about doses, dose equivalents, incompatibles, solubility, Latin, French and German terms, etc. It does this accurately and quickly.

PRICE, 50 CENTS PER COPY, POSTPAID.

D. O. HAYNES & CO.,

NEW YORK.

TRADE SECTION

WHY AM I A DRUGGIST?

Reasons Advanced by Men Who Are Employed or Employing.

"WANTED TO LOOK NICE," SAYS ONE. —"'DAD' WANTED ME TO," SAYS ANOTHER.—DESIRE FOR AN EDUCATION A GOOD REASON.—A DRUGGIST-BANK PRESIDENT TALKS.

"Why did I go into the drug business?" That's the question hundreds of young and old men occasionally ask themselves. The query may come after a weary day. When the querist is querulous it means little. It is when he is optimistic that he best answers the question.

A Brooklyn druggist, owner of several stores, said: "The desire for a restful life, the opportunity to wear my best clothes and hang on to the pulley line of an awning on bright Sunday mornings, so that the pretty misses and their jealous brothers could see me and admire, was the combination that drew me into the drug field. It was up in Connecticut; I was the son of a truck farmer. It was a welcome relief to get away from the farm for our daily visits to the neighboring town. How I did envy the young fellows with their 'store clothes,' who were clerks! But the drug clerk—he was my beau ideal. I watched my particular hero as we passed the drug store every morning. With the ease born of experience he would deftly twine an arm around the awning ropes, and behold! his yellow hair and freckled face would invite caresses from the sun. Why he pulled up the awning when the sun shone I never knew. I held him in too great awe to ask, even when I later became an apprentice there.

"Am I sorry? No. You see just how restful I found the life." He indicated a huge pile of bills representing a week's purchases for his stores. "Did I ever swing on the awning ropes? Alas! no. Like the defined yearnings of great minds (ahem!) that was denied me. But I am not sorry," he added, "because I can now swing on awning ropes attached to four stores which belong to me."

Surely not originally a great ambition. But a man who can forego lesser ambitions and become an employer in a comparatively few years must pay the price.

IT WAS COMPULSORY.

"I'll answer your question by saying it was compulsory," said a drug clerk now manager for a large concern. "Failure in business made my parents unable to give me an education. I was naturally independent and determined to shift for myself. I wanted an education. I had to work for it, of course, but how? A card in a druggist's window gave the hint. I was the boy they wanted. I was thirteen, then. The partners, there were two, were said to be cranks. I never found them so. I got three dollars and a half a week the first year and went to grammar school. I cleaned up, made myself generally useful and received instruction enough in the business to make me wish to understand it. I learned first how to do things. It was years after when I could reason for myself that I found out the why of the wherefores. That came at college.

"Am I sorry? Sorry for what? Does the wise man curse the bridge that carries him o'er a dangerous stream? With me, ignorance was the stream, the drug business the means which I utilized to bridge it. Why am I not an employer? Because I don't wish to be. Every man, every true man has his work to do. If there were no employes there would be no employers. I'm happy. I'm free. Long hours? Perhaps. But I'd rather put in twelve hours a day at this business, than be the butterfly of fashion or the man with nerves in Wall Street."

Oh, for more such men! The manager admitted being a student of Confucius. He reads Virgil for pleasure; is a self-taught French scholar and linguist; has a laboratory at home. And strange to say, has health; never a sick day in his life. The drug business with him, in the beginning, simply a means to an end, has become his life work, his study. Since he knows thoroughly the scientific side, he is studying the commercial end of the business. He can tell you who makes nearly any proprietary, with its retail and wholesale price. This information he obtains by studying price lists. He is not superficial; perhaps that's why he's content.

SOUGHT A PROFESSIONAL LIFE.

Another type, a too frequent type, is that of the seeker after professional standing. Said one of these: "Sure, I'm sick of the business. There ain't nothing in it. I thought when I got a job to learn the business that I was the whole thing. I've been in it ten years. It's too late to get out now. What could I do anyway? I'm a registered pharmacist. Pooh! What's that amount to? Work twelve, yes, fourteen hours a day for fifteen a week. Study? What'll I study? Latin and Greek, eh? Well, I ain't strong on study. Oh, I s'pose I could if I wanted to. I passed the Board exams. dead easy. Hadn't really been two years in the business when I was enjoying all the privileges that 'Willy-guys' going to college had. What in thunder is the use of knowing more than you have to? It's the 'guy' that keeps mum that gets along best.

"Sorry? You bet your life I'm sorry I ever went into this game. See that man that just went out? Notice that rip-roaring diamond pin? Well, he's got all kinds of money. And say, he was an onery bootblack before he 'backed' the races. Now see what he's got. Look at 'Pittsburg Phil.' He was a gambler, sure, but he left a cool million, they say."

"But," objected a listener, "'Pittsburg Phil' is dead." "Well," answered the clerk, "ain't I a 'dead one,' too?"

Is he? It's rather a "safe bet," as he would put it, that his dissatisfaction comes from an overwhelming desire to get the better of Dame Fortune, without work. It's a fact that he can name the winners of the Brooklyn Handicap for years back. And rumor has it that on Monday, following Saturday pay-day, he makes "a touch." "I pass," "That beats me," and "That's good" are words frequently heard about the store. As the Curb Philosopher said awhile back, "If it were not for our pleasures, life would be easy," or words to that effect. Is it true?

The son of his father said: "Well, you see, 'dad' wanted me to step into his shoes, and I did. Well, of course, I'm not actively engaged in the business. I'm president of the X Bank, and have other business interests. Since when did I make pills? Oh, five or eight years, I guess. Oh, the business is all right. Made a stock company of it, you see. You can hire men who will safeguard it better than yourself. Why? Well, they have your system down 'pat.' They don't depart from laid-down rules. They have neither the desire nor the authority to take initiative action that might lose money for me. When the druggist becomes a capitalist, in my opinion, he should retire from the active management of his business. The drug field is too limited, the details too minor for a mind capable of financiering."

NOT "DAD'S" POSITION.

If that be true, then the drug business was embarked in merely as a means to an end, the financiering end. "Dad" would probably rise from the grave if he knew the son's sentiments. The old man loved the business for other reasons than dividends in cash. The prestige that success gave him was accompanied by respect for his strict professional views.

A Brooklyn physician, once chief of a neighboring town's fire department, was formerly a druggist. The reasons why he became a druggist were because he wanted to know drugs as well as the practice of medicine. He was, they say, a good fire chief, a mighty good druggist, and even his enemies admit, an excellent physician. He takes as much pride in his druggist's license as he does in the sheepskin of the doctor. He knows what he knows.

If corporations had souls and voices, they could tell why they invaded the drug field. "To make money" would be the expressed sentiment. There would be no rant about professionalism, if they were truthful. One such concern has recently found that such an intent brought failure.

DOES IT SUCCEED?

Summed up, it seems that men, and women too, take up the drug business either because it pays at the start out of all proportion to the later compensation, or because "Dad" was in it, or because the novice wanted to look nice and have a snap.

It is worth noting that none of the latter class has made an unqualified success of the business.

While all admit that the realization in cash or experience and study necessary to become good druggists is relatively less than the returns in many other lines, not, however, those approaching professions, it is safe to say that the successful druggist

can reflect, whether employed or employer, that he knows more, has a better training and is capable of untiring drudgery to accomplish his ends. In short, 'tis a life well spent.

GROWTH OF PROCTOR'S CIRCUIT.

It is almost five years since F. F. Proctor extended his amusement enterprises in New York City, and added the 125th Street Theatre to his circuit. To be quite exact, Proctor's 125th Street Theatre has been running 232 consecutive weeks without having the doors closed once, even during midsummer. The Proctor Stock Company in Harlem has given 2,784 consecutive performances, and has utilized about 212 different plays. So far as modern theatrical history goes, this appears to be the record for stock company achievements, in the popular price class. With the approaching elaborate productions of "The Silver King," on February 27, and "The Only Way" a week later, it is difficult to find any reason to cavil at what they offer for your delectation in the Proctor playhouses. "The Money Makers," a really fine comedy, which passed an all too brief fortnight at Klaw & Erlanger's Liberty Theatre, was revived week of February 13, at Proctor's Fifth Avenue Theatre, and it attracted really enormous houses. During the early week of March it will be produced with the complete original scenic production, identical with that at the Liberty Theatre, at Proctor's 125th Street Theatre. Just so fast as the Broadway successes (so-called) are to be obtained for stock company uses, Mr. Proctor is in a position to secure them first for his formidable circuit of stock company theatres, and his patrons naturally are the quickest gainers.

CHEMIST & DRUGGIST'S WINTER ISSUE.

Our English contemporary, the Chemist & Druggist, has sent forth its semi-annual special supplement or Winter Issue. It might be termed a library in itself, for it carries, bound in and inserted between its leaves, circulars and entire price lists of some twenty-five firms. Under the English postal laws, this is permissible without detracting from the usual mailing privileges. Among these, two American houses appear, McKesson & Robbins and William R. Warner & Co. All the price lists are well gotten up and some of the pictorial work in colors is really beautifully executed. There is also an enormous amount of smaller advertising announcements, and the whole issue appears comprehensively representative of British pharmaceutical manufacturing interests. The regular portion of the issue, the publication proper, is interesting, as usual, including an article on the cultivation of golden seal based on the recent publication of the Department of Agriculture, which has already been fully treated in The Era of February 2. The whole issue of the Chemist and Druggist is interesting and instructive. The next semi-annual to contain inserted price lists will be the Summer Issue, to be published on July 29.

TELEPHONING DOCTORS FREE.

Plan of Brooklyn Druggist to Increase Prescription Trade.

An enterprising Brooklyn druggist, Mr. T. H. A. MacDonald, has inaugurated a trade winning plan which promises to work well and should interest the druggist in any section. Free telephone calls from the drug store for physicians are allowed to anyone.

In order to make his plan generally known, Mr. MacDonald first issued announcements to all the physicians in his vicinity and then published details in the local papers. If any other druggist decides to use the same plan he should carefully recollect this sequence and observe professional etiquette scrupulously by first notifying physicians.

Mr. MacDonald's announcement sent to physicians was in good taste in all mechanical details. A mauve note paper was used with a mauve envelope of strictly fashionable style. The type was plain and clear faced, although small. We reproduce the wording:

MacDonald's Pharmacy.
(Always on Top.)
54th St. and 3d Ave., Brooklyn, N. Y.
Telephone, 42 Bay Ridge.
Night Calls Promptly Answered.

Dear Doctor:

We wish to inform you that on and after February 1, 1905, we commence the "Free Telephone Calls for Physicians" at our store. Anyone needing his physician can save time by letting us telephone for him. If you care to you might tell your patients in this vicinity to call you from here.

We are constantly adding to our already large list of chemicals and proprietary articles, always keeping in touch with the physician's needs.

We are now entering on our fourth year in your midst, and are working as hard as ever to add to our reputation.

We established our reputation on Squibb's Standard U. S. P. Chemicals, and shall continue to use the same, unless otherwise specified. Accuracy, purity and quality in our prescriptions, in combination with competency and experience, is a guarantee of excellency unsurpassed in the city.

Every prescription that leaves our store is sealed before it leaves the prescription department, thus insuring the physician that it contains just what was prescribed.

Thanking you for your patronage in the past and assuring you that every attention will be given your prescriptions in the future, as heretofore, we remain,

Respectfully yours,
T. H. A. MacDonald, Ph.G.

The originator of the scheme was questioned on some details. It was suggested that people might use the 'phone for other purposes than that intended and yet claim exemption from payment on the ground that they had been talking to a physician.

"That could not happen," Mr. MacDonald replied. "We never allow a customer to go directly to the 'phone for a physician's call without first notifying us. If it is done, the customer must pay us regular rates; we make this distinctly understood. When a customer wishes a free call for a physician, all he has to do is to tell one of our store force. Then we call up the physician, and having established the connection by saying, 'Hello, is this Dr. Blank? Yes? Well, this is T. H. A. MacDonald's Pharmacy, Fifty-fourth street and Third avenue.; one of your patients wishes to speak to you, doctor,' we turn the transmitter over to the customer himself. Catch the point?"

When asked what results were expected, he said: "Could you get any better advertising? Everyone will soon know about our free calls for physicians. All those needing medical advice will flock to our store to save telephone charges, and it will be strange if our prescription trade does not grow. And we keep our name before the physicians constantly. Consequently, when a patient asks where to have a prescription filled, the physician will be disposed to suggest our establishment. The plan will make the whole medical profession of the locality friendly to us and will really be a public convenience. It is a safe rule in trade to be sure that if you really serve the public your reward will certainly come."

Another feature of MacDonald prescriptions is, as was stated in the above announcement, that all packages are sealed with string and wax before leaving the store. This insures no tampering and is one of those little artistic, up-to-date touches which stamps character, good taste and progressiveness on any business. Such small matters create in the aggregate an atmosphere for an establishment which, while intangible and impossible of careful analysis, is generally recognized as real and exerts a powerful influence in holding and attracting trade.

But a short time ago the writer overheard a lady say, "Oh, don't go to that drug store. Go 'round the corner, if it is a block further. That nearest is so unclean and has such cluttery windows. The other has an air of refinement."

And as Dr. Chillip says in David Copperfield, "The ladies are great observers."

LABEL LAUGHLETS.

It is rather amusing at times to read the different drug labels that come here to be printed; that is, the manner in which the copy is prepared. Here are just a few samples from memory. In part of the directions for Corn Cure it reads: "Apply each night for four nights and remove the corn." How simple. Another for toothache: "Saturate cotton and insert in cavity." For the gums: "Rub a little on the finger." For rheumatism: "Take a tablet three times a day until cured." Another reads: "Sure cure for Big Head, guaranteed to cure in ten minutes; take one tablet every twenty minutes." Another, a hair tonic: "Removes and prevents dandruff, making it fine and glossy." And one reads: "Repeat in twenty minutes if not relieved in half an hour."—Burt's Box Bulletin.

"You'll excuse me, doctor," began the angry druggist, "but are all your patients poor?"

"Why?"

"Well, all those tonic mixtures of yours are written, 'As directed, P. P.'—poor patient. I'm getting tired."

The doctor smiled. "P. P.—post prandium," he managed to say.

C. P. EMANATIONS

THE UNSOLVABLE PROBLEM; SOLVED EVERY DAY.

The clerk moved about the store with a quick, alert step, while the druggist looked on with an air of amused encouragement, mingled with irritation.

"Charley has taken the fatal step," the latter remarked to the C. P., inclining his head in the direction of the clerk.

"Not bought a store?" the sage inquired.

The druggist laughed at the utter absurdity of the question, for he knew the state of his employe's impecuniosity to the last cent of overdrawn pay.

"No," he said, "not that. He's going to get married."

"Oho!" cried the sage. "So you are going to give hostages to fortune, are you?" But the hearer for whom the remark was intended had disappeared behind the prescription case.

"It's ridiculous," said the druggist, lowering his voice. "Here he is getting fifteen a week, and he says he can't live on that. What will he do when he has a family to support?"

"Make more than fifteen a week, most likely," replied the sage promptly.

But that is fair wages for a drug clerk. How can he get more than the market price? I've figured it all out for him, but he either can't or won't see it."

"It's no use," said the old gentleman, oracularly. "All young fellows are that way under those circumstances."

"But must a young fellow, when he gets like that, lose all sense?"

"It is not a matter of sense," replied the sage. "Sense has nothing to do with it. If people went at it in a purely sensible way, there wouldn't be many marriages, I take it. Nature is too wise to leave such matters to the intellect."

"But what is to become of him?" demanded the druggist. "I can't afford to pay him much more, and I hate to see him rushing into difficulties. He is a nice fellow, and the girl is mighty nice, too."

"Don't worry!" advised the sage. "If he is what you say he is, and the girl is the proper article, there will be no trouble—that is, not any more than is good for them. Some trouble is good for people."

The druggist was far from satisfied. He knew his clerk's expensive habits. To him there was something radically wrong with a man who spent two-thirds of his week's salary for two opera tickets.

"Shucks!" remarked the C. P. "Think how it was with yourself. Did you figure on ways and means to any serious extent?"

The proprietor of the comfortable business on —th street smiled. "I was getting ten dollars," he admitted, "and nothing better in sight."

"You might as well confess that it was the making of you," urged the old gentleman.

The druggist pondered a moment and said slowly, "Yes, I rather think it was. You see, ten wasn't enough; it did not take long to find that out. I simply had to get more."

"And you did," said the sage. "You don't happen to remember how you did it?"

"I am not likely to forget that," replied the man of experience, stern determination appearing in his face at the recollection "It's this way. Have you ever in your younger days seen a strange cat cornered in a cellar? He will fight like seven demons. That is the way a man feels when he is confronted with the little problem of making five dollars cover eighteen dollars worth of bills."

"And if he is the proper sort, he will ask neither odds nor sympathy," added the C. P. "That is where this state of unforeseen difficulties gets in its fine work on a man. It stiffens his back. The average young fellow doesn't half try until he is obliged to."

"But how is Charley going to do it on a drug clerk's salary?" objected the employer. "He is an expensive sort of a boy, and the girl is of the silk-lined variety, too."

"It can be done," said the sage stoutly. "It must be done. If a clerk's wages are not enough to support a family, why the—the race will become extinct. If they can't live, there won't be any drug clerks. You can't upset the laws of nature by cutting prices and figuring down margins to that extent."

"Still, that is the situation," replied the druggist with a sigh. "Whatever you and I managed to do in our day, I am sure Charley can't do it."

"In that case," said the sage, "he may have to do something else—start a store of his own, for instance. I wonder, now, if that is the reason why there are so many drug stores."

The druggist saw much probability in the suggestion. "Or," he reflected, "he may leave it entirely."

"In that case, you lose a good clerk, and pharmacy an able exponent," observed the sage.

The two friends were on the point of giving the problem up as impossible, when the object of their solicitude entered. No misgivings troubled him; the world and the future had no terrors for him; courage and even gaiety radiated from every feature.

The sage smiled, and when he again heard the vigorous sounds of the clerk's pestle in the rear of the store, he said: "We are a pair of old fools to worry about him. Let him figure it out; I haven't the slightest doubt that he will do it to the satisfaction of the one most concerned. You say she is of the right sort; they are both young. That is enough!"

A HAIR RAISING FABLE.

Once upon a time a Man with a Bald Head walked into a Drug Store to seek a Tonic for his affliction. Down the line of Counters he traveled, past Coffee sales, Razor sales and Candy sales until he came to the Patent Medicine Department, where they make new Men.

Pointing his Finger at the luxuriant, accurately-bisected Hair of the Drug Clerk, the Bald Headed Man said:

"Is there any more in stock like that?"

"We have something here that will grow Hair on a Sunday school story," answered the Clerk; "ten drops per square inch will grow ten square feet of Hair. Immediate and positive results guaranteed, and only one dollar a Bottle."

"I'll try some of it right now," said the afflicted one. And before the Clerk could interfere the Man had slapped about four ounces of the Rejuvenator on to his Dome.

The result was immediate, wonderful and worth the price of admission. A regular Forest of Hair sprang up in ten seconds. It bit the Electrolier a whack in the Slats that put the Lights out of business. The wooly growth shot up from the Man's Head until it reached the Ceiling, where it spread out and hung down gracefully like a swell Conservatory. It twined around the Bottles on the Shelves, encircled lovingly the Necks and Legs of the clerks and Customers, and soon was growing rapidly out through the Door.

Just as the Bureau of Forestry was about to be summoned, a Youth, who was lighting a Cigarette, dropped a Match into the Underbrush, which blazed up and vanished in a puff of Smoke.

Strange to say, nothing and nobody was hurt. The only one who was singed was the Drug Clerk. He went out and had another drink.

Moral: That Clerk missed his calling. He ought to swear off drink, the Drug Store, and other bad habits, and take to writing Advertisements.

TRUST DRUGGISTS' INTEGRITY.

The supervisors of Genesee County, Michigan, in a recent session, considered the bills presented by various druggists for formaldehyde furnished the county authorities for the treatment of contagious diseases. The druggists had charged four dollars per gallon. At the October session, the supervisors had set a uniform price as payment of but $3.50 per gallon, but so many protests have since been registered that the supervisors, on reconsideration, have granted the full four dollars. One of the supervisors said that he did not believe the druggists were in the business of making exorbitant charges for supplies furished the county, and suggested that they were better qualified than were the supervisors to say what formaldehyde was worth.

PHOEBE SNOW APPROVES MR. SNOW.

Mr. Judson B. Todd, of Ithaca, N. Y., makes use of the Phoebe Snow style of advertising to feature his business. Associating local store news with matters of general public interest or methods of advertising already well known is a sure method of attracting attention.

Says Phoebe Snow:

"It is not odd
That people buy
Their drugs of Todd.
He sells things cheap;
He treats you white;
His store is always clean and bright
Although he uses anthracite."

—From Junior Week Cornell Widow.

A REASONABLE REQUEST.

Poor Feeble (about to be operated on for appendicitis)—"Doctor, before you begin I wish you would send and have our pastor, the Rev. Harps, come over."

Dr. Cutter—"Certainly, if you wish it, but—ah—"

"I'd like to be opened with prayer."—Life.

SHOW WINDOWS AND FEATURES.

Epidemic of Inhaler Demonstration All Over the Country.

SWEET CIDER IN DRUG STORES.—THAT "GROUND-HOG STORY" FROM KENTUCKY.—PERUNA, SIXTY ONE CENTS.—VALENTINES AND PERFUMES.—MORE GUESSING.—STAMP MACHINE—SOME ODDITIES.

The Rockey Store, Eighth avenue and Thirty-fourth street, has Munyon's Paw-Paw and inhalers on sale this week. A special offer is made by the proprietary house of a dollar bottle of Paw-Paw and a dollar inhaler, all for eighty-five cents. The inhaler is provided with a sufficient supply of tablets and liquid, for a lengthy trial. A man, with whitened face and made up to caricature a scarecrow, imitates the automatic motions made famous by Montgomery and Stone, in the Wizard of Oz. A crowd watches his antics as he operates the inhaler or waves his enormous hands, white gloved, at an imaginary acquaintance. A sale of fountain syringes from forty-nine cents upward is on. These syringes are hung in double rows, and by connecting the tubing with two bags, an endless chain is formed. A pyramid of invalid cushions is a centre-piece, beneath which appears a sign, "Don't be afraid to use one of our syringes. Let them take care of themselves and patient. They won't leak." The window is backed with hair sole remnants on strings, quoted at five cents a pair, and a quantity of Stain-off is featured at seven cents a cake, three for twenty cents.

Peruna, 61c.

James, Eighth avenue and Forty-fourth street, has a window display of Peruna, quoted at sixty-one cents. A special offer made by Mr. James is a five pound box of Belle Mead Sweets, to be given free each week, to the party holding a lucky number. Each purchaser of ten cents' worth or upward is given a numbered coupon. A large envelope is posted within the window. This envelope is duly sealed with red wax and contains a number, "Unknown to anyone," says the circular. Some of the James "specials" are Booth's Talcum, ten cents; Blaud's Pills, ten cents per hundred, 300 for twenty-five cents; Seidlitz powders, twelve for twenty cents; Twenty-Mule Team Borax, twelve cents a pound; Williams' Turkish bath soap, twelve cakes for thirty-nine cents, and Williams' shaving soap, cakes, five cents.

Mr. James stated that he was selling Peruna at sixty-one cents because he has satisfied himself that Macy & Co. are disposing of serial numbered goods at fifty-four cents. He had purchased there a bottle of Peruna at that price, bearing the number 107,374 m, and has the Macy check for the article, signed by clerk 225.

Sweet Cider.

Gibian, Eighth avenue and Forty-second street, S. J. Barnaby, Eighth avenue and Twentieth street, and others are selling sweet cider from a glass tank, or a barrel, in connection with the soda business. Both of the above report good demand for drug store cider.

Candy and Catarrh Cure.

F. W. Kinsman, Jr., & Company, Eighth avenue and One Hundred and Twenty-fifth street, continue to show "Saturday Candy" at twenty-nine cents a box. A demonstrator for the Jensen Inhaler is in the candy window, and the catarrh remedy is featured along with sweets. The inhaler is simple in arrangement, and sells at ten cents.

Show Bulk Goods.

The Miner Drug Company's One Hundred and Twenty-fifth street store devotes a whole window to cough drops and throat lozenges. Seven large wicker baskets are arranged in a row. These baskets contain a bulk quantity of licorice gum drops, wild cherry drops, slippery elm drops, licorice pellets, horehound candy, etc. In front of each basket compartment is placed a quantity of the articles featured, packaged neatly in pasteboard cartons. The store is handy to a theatre and the large variety of throat easing pastilles thus shown brings many nickels to the firm.

Valentines.

John Coghlan's Pharmacy, Third avenue and Forty-third street, makes a bid for the valentine trade by showing attractive bottles of perfumes with small cards attached, reading, "To My Valentine." The man who desires to send his divinity a valentine can procure one in glass, that will be appreciated. No attempt is made to handle paper novelties separately, and no charge is made for the cards.

Chandeliers.

Many people have noticed a sign "Chandeliers For Sale," in the window of the Hegeman Corporation's new store, Broadway and One Hundred and First street. The corporation has not, however, as it would appear, gone into the gas fixture business. The old furnishings are offered for sale and will be replaced by up-to-date fixtures. Things are topsy-turvy in the new store, and taking advantage of the extreme cold weather, the management is having installed a new Innovation soda fountain.

Guess Again.

MacDonald, Third avenue and Fifty-fourth street, Brooklyn, has them guessing again, this time on headache cachets which are his own make. A display of the envelopes in which his remedy is dispensed, is made interesting by showing a large glass jar filled with the cachets. Each purchaser of five cents' worth and upward is entitled to guess how many cachets are in the show container, and the one guessing nearest will receive a fifteen dollar bottle of perfume. The prize is worth while and the druggist figures to educate his patrons up on cachets, especially those for headache. In the past he has had a contest on guessing how many pieces of coal were in a scuttle, etc., all being foreign to the drug trade, and he hopes by the new contest to remedy this.

Kentucky Ground Hog.

At the store of Harting & Browning, Lexington, a novel window display is attracting considerable attention. A ground hog, which was captured last fall, has been lying in a stupor during the winter. A few weeks ago six hen's eggs were placed under him and four chicks were hatched out. Whether he will look for his shadow successfully is worrying the warmth-loving Kentuckians. The daily press throughout the country have used an article sent out by a press bureau about the Drug Store Ground Hog, and the advertising has been national.

Makes Stamps Pay.

The Fry-Hodge Drug Company, Marshall, Texas, has turned the postage stamp business into a profitable side line, by means of a silent salesman slot machine, which delivers two two-cent stamps and a blank envelope when a nickel is deposited in the slot. Aside from the convenience to customers, it is a time-saver for the firm.

Dummy Operates Vaporizer.

The window of W. S. Johnson & Sons' store, Henderson, Kentucky, attracts plenty of attention. A large variety of vaporizers and atomizers is shown and the working of the apparatus is illustrated by means of a mechanical dummy. The automaton is operated by electricity and the motions incidental to using an atomizer are faithfully reproduced. Within the store a young woman demonstrates the articles and administers free treatments to all comers.

MAINE.

Three scholarships in the Rockland Commercial College will be given away by Mr. W. J. Coakley, of Rockland, Me., to advertise his drug store. One scholarship will go to a young lady, another to a young man, and the third to the person getting the third highest number of votes polled by customers. Votes are allowed with each ten cent sale. The contest has begun and will run until May 10. Anyone who wishes a free business education would do well to move to Rockland and stuff the ballot box.

SOUTH CAROLINA.

The Ladies' Working Society of the First Baptist Church of Greenville, S. C., has planned a novel way of raising money for charity. It will hold a special sale of extracts and medicines at Reynolds & Earle's drug store, lasting three days. The goods will be put up by the Westmoreland Drug Company, which wholesale concern has recently been established in Greenville. Dr. Westmoreland himself, the president, will superintend the putting up of the articles. Reynolds & Earle, besides obliging leading residents, will undoubtedly reap larger sales on their regular lines.

GASOLINE VAPOR LIGHTING.

Where electricity is not available, the problem of maintaining an attractively lighted store may be solved, it is said, by the use of the gasoline vapor system. As an exponent of this plan, the Hydro-Carbon Air Light System of the White Manufacturing Company, factory at Chicago Ridge, Illinois, is highly recommended by many merchants. This company is said to be the oldest and among the most reliable of the concerns in this line of business. Its product has stood the test of time and is sold under a binding guarantee. Those considering the subject can obtain information and estimates by writing the company. It is suggested that the dimensions of the premises to be lighted should also be sent.

RANDALL'S GRAPE JUICE.

Exhibit of the Company at the St. Louis Exposition.

BY THEIR MODERN METHODS THE SKINS AND SEEDS ARE ELIMINATED IN PROCESS OF MAKING.

The Chautauqua Belt produces the bulk of the grapes used in the manufacture of grape juice, and in that section most of the leading factories are located. The vineyards stretch a length of about fifty miles on the south shore of Lake Erie. Although other grapes are raised, it is the Concord which furnishes 95 per cent. of the fruit used by these factories. The Concord long ago achieved lasting popularity as a table grape. The crop grown on 25,000 acres last year produced about 500,000 gallons of grape juice, and yet allowed shipments of 6,700 carloads of the fruit for table use. It is estimated that the re-

F. N. RANDALL.

turn to the growers was more than $2,000,000, and this in spite of the fact that the crop was greater than the demand, making the price of Concords only $25 per ton.

Prominent among the firms manufacturing unfermented grape juice, stands forth the Chautauqua Fruit Company, sole manufacturers of the Randall Grape Juice; its factory is located at Ripley, N. Y., in the heart of the Chautauqua Belt, the home of the Concord grape. The success of its product is due to its merit, arising from the care displayed in the methods of manufacture. To this concern a gold medal was awarded by the International Jury in group 92, at the St. Louis Exposition. The Randall Company states that they have received the only gold medal ever awarded grape juice at any exposition.

The process used by them is a new one, an improvement over old methods. It has already been fully described in The Era for December 5, 1904. The principal features, however, are the care in the selection of thoroughly ripe and undamaged grapes, and the elimination of the skin from further connection with the process. According to older methods the skin was heated with the pulp and juice. By discarding it the Randall Company prevents the presence of tannic acid in the final product, not only rendering it more healthful, but more palatable. The opaque purplish hue sometimes observed in other grape juices is thus avoided.

This company has only been in the business with this process about four years, but it has already achieved great results. The members of the firm are F. N. Randall and F. M. Randall, father and son, whose portraits are published on this page.

Their exhibit at the St. Louis Exposition was impressive and attractive. Our large illustration reproduces its appearance and arrangement. The decorations were especially appropriate, being artificial grape vines, while in the background was a view of the factories of the company and the surrounding vineyard country of Chautauqua county. This was the main booth, but ten other stands were also maintained from which Randall Grape Juice was dispensed to the public.

BOOTH OF RANDALL'S GRAPE JUICE CO. AT WORLD'S FAIR

The virtues of Randall Grape Juice are well known to physicians and druggists, and a greater demand for it is developing each year. The public, while consuming large quantities of the juice at soda fountains, is not fully educated as yet to the full knowledge of how refreshing a glass of unfermented grape juice is. But this will come in time and already the increase of grape juice drinkers over the number in past years is noticeable. Let a person once drink grape juice which is properly cooled and served, and it is a practical certainty that he will wish to drink again.

The Randall people have always been in the lead in the way of modern advancement and up-to-date ideas as regards marketing their products.

To-day they announce another innovation—a higher step to satisfy the growing demand of the American public and will this year offer Randall's Grape Juice to the trade in neatly lithographed cartons, which will materially assist the druggist in his growing trade in these high grade goods, as well as bring the consumer a fuller knowledge of the various uses and benefits of Randall's Grape Juice.

The members of the company have striven to make their product the most perfect of its kind in the world. They have studied processes

F. M. RANDALL.

thoroughly, constantly seeking improvement and accepting it wherever it might be suggested. They now are confident that little can be done to produce a better flavor, that will make the soda fountain patron, once he has tasted the Randall unfermented grape juice, call for this as his favorite beverage.

Grape juice is a so-called temperance drink; that is, it is not intoxicating. The fact that wine is made from fermented grape juice has perhaps led some to believe unfermented grape juice of a somewhat similar nature. This idea is rapidly disappearing, and, indeed, it never existed to any great extent. The surest way of eradicating it from the mind of a doubter is to persuade him to drink a glass of Randall's Unfermented Grape Juice. At any time it is gratefully refreshing, but on a hot summer day it meets the needs of the thirsty thoroughly, as is proved by the frequent calls for it at all soda fountains.

The quickness and thoroughness with which it brings refreshment has commended it particularly to those suffering most from midsummer heat.

APPRAISERS' DECISIONS.

Sesame Pulp Dutiable; Not Oil.

"So-called sesame oil, consisting of ground sesame seed or pulp from which the oil has not been extracted, being consumed and dealt in exclusively by Assyrians in the United States, and differing from the sesame oil known generally in trade, which is a refined product free of the seed or pulp, is not exempt from duty as sesame oil, under paragraph 626, tariff act of 1897. Assessment as an unenumerated manufactured article under section 6 of the act affirmed."

This decision was reached by the Board of General Appraisers, in the case of an importation at New York of sesame pulp, claimed to be sesame oil by the importer, F. Zaloom & Sons. Testimony developed that the merchandise was ground sesame seed, together with the oil, which is a natral extract therefrom. Witnesses for the importers clearly showed it was imported by them as sesame oil for the Assyrian trade in this country. Testimony in behalf of the government, however, showed that there is a refined sesame oil which is the same as this, with the exception that the ground seed or pulp has been removed. The opinion of the Board continued "It is clear from the evidence that the commodity involved in this case was known among Assyrians at the time of the passage of the act as sesame oil, but its consumption and dealings in it were apparently confined to that class of people. It is used principally as a food product, and, while it might be termed sesame oil were it the only form in which sesame oil was imported, still we are of the opinion that, in view of the fact, as established by the evidence, that the refined product is of more general use, is the only sesame oil known to the trade generally in this country, and unquestionably is a sesame oil as the term "oil" may be applied in its broadest significance, it is the product intended to be covered by the statute.

"The commercial designation which will control in the classification of the imported merchandise must be 'the result of established usage in commerce and trade, and such usage * * * must be definite, uniform, and general, and not partial, local, or personal.' Proof that the article imported is known and dealt in as sesame oil among a comparatively small class of foreigners living in this country does not satisfy the requirements of this rule."

Two similar decisions on sesame pulp have previously been rendered by the Board.

Hexamethylentetramin Contains Alcohol.

Lehn & Fink imported at New York hexamethylentetramin which was assessed for duty as a medical preparation, in the preparation of which alcohol was used. The importers claimed it was a medicinal preparation in the preparation of which alcohol was not used. The decision of the Board continued:

"In Abstract 864, Abstract 1091 and Abstract 1986 the Board held this article to be a medicinal preparation, in the preparation of which alcohol was used. In this case the importers have produced an affidavit in which the method of making the article is given, but it is not stated whether it is crystallized out of alcohol, but it is stated that no alcohol remains in the article, or words to that effect. As the case is presented we do not change our former finding, but hold that the article in question is a medicinal preparation in which alcohol is used in the crystallization thereof. See United States Dispensatory (p. 1823)."

Classifying Fireworks.

Moses Norris imported at Baltimore, merchandise invoiced as "brilliant star matches," "bengalen rot" matches, and "bengalen green" matches. They were classified as unenumerated manufactured articles under section 6, and were claimed by the importer to be dutiable as matches under paragraph 423. Certain "pelitots" were classified as firecrackers, but were claimed by the importer to be dutiable as unenumerated manufactured articles. The Board of General Appraisers found that "the articles described as matches are the size of the ordinary match of commerce, but when ignited differ from the match of commerce in that their sole function is to produce brilliant display of stars and other pyrotechnical effects. The samples show them to be identical with those which were the subject of Board's decision in Norris' case, there held to be dutiable under section 6, at 20 per cent. ad valorem, and the testimony presented in this case is not such as to make us doubt the correctness of that decision. The merchandise called pelitots is composed of a paper cylinder about four inches long, inclosing an explosive substance, and in circumference is the size of an ordinary lead pencil. It has a fuse at one end, and is to be held by the hand when in operation. The article does not meet the lexicographic definition for firecrackers, nor does it resemble the commercial article of that name, but it is similar to the merchandise which was the subject of Board's decision in Richard's case, and held to be dutiable as unenumerated manufactured articles at 20 per cent. ad valorem." The Board therefore overruled the protests on the matches, but sustained the importer in regard to the pelitots.

Scientific Apparatus Free.

The following articles, imported by Eimer & Amend, at New York, were held to be free of duty as scientific apparatus for educational institutions: Korke (corks), Drahtnetze (wire gauzes), magnets, Drahtdreiecke (wire triangles), Undersatze (underplates), Gummerstempel (rubber stamp), Schutzbrille (goggles), Schreibdiamant (writing diamond), mortars, test tubes, glass tubing, porcelain funnels, horn spatulas, porcelain measures, porcelain mortars, flasks, cylinders, funnels, separators, Stehkolben, Rundkolben.

Cotton Catheters.

Certain catheters, composed of cotton and gum, which were imported by Wagner Brothers & Co., at New York, were held to be dutiable as manufactures of cotton.

Surgical Needles.

O. G. Hempstead & Son applied for a review of a decision of the Board of General Appraisers, which had held that some surgical needles imported by them were not free of duty as hand sewing needles. When the case came up before the United States Circuit Court, eastern district of Pennsylvania, the proceeding was discontinued, on motion of the United States attorney in charge.

PROTESTS AND REAPPRAISEMENTS.

The Treasury Department has issued instructions concerning the forms to be observed by importers to obtain reappraisements. Heretofore protests and reappraisement applications have frequently been confused by importers, leaving the authorities uncertain as to what was really desired. All protests should point out the precise objection of the protestant and his reasons, citing the paragraph of the tariff law under which relief is claimed. Blanks for protests are not furnished by the department; importers should have their own forms printed. Blanks are furnished, however, for requests for reappraisements. The papers must be forwarded to the Board of General Appraisers.

J. ELLWOOD LEE CO.'S PRICE LIST.

A new catalogue and price list is being issued to the drug trade by the J. Ellwood Lee Co., manufacturing chemists, Conshohocken, Pa. Some of the lines manufactured by the concern are absorbent cotton dressings, medicinal and surgical plasters, ligatures, catheters, splints, suspensories, and other druggists' sundries. The make-up of the volume is attractive, one of the most noticeable and useful features being the indented marginal index. The pages are profusely illustrated with half tones and are decorated with an ornamental marginal red line. One of the new lines featured is the picric acid gauze, of which an explanatory note says: "This is a new product made by impregnating plain gauze with a special picric acid solution. Its preparation was suggested to us by Dr. A. F. Jonas, chief surgeon of the Union Pacific R. R. Co., for use as a dressing for burns. The gauze has simply to be laid on the wound and moistened with water." In November, 1903, the J. Ellwood Lee Company acquired the entire business of the E. C. Penfield Co., manufacturers of trusses, supporters, braces, etc., and now includes all the Penfield lines in its own catalogue. Very recently it has also bought out the Philadelphia Truss Company. The wholesale discount sheet for January lists the following discounts: Part 1, 20 per cent.; part 2, 25 per cent., and part 3, 25 per cent.

AMER. PEROXIDE & CHEM. CO.

We desire to call the attention of our readers to the announcement of the American Peroxide & Chemical Co., of New York, which they will find in this issue of The Era. The superior line of goods now issued by this company and the liberality of their various propositions are sure to claim the careful attention and consideration of progressive pharmacists.

LICENSED DRUGGISTS IN PORTO RICO.

For the benefit of those firms who are interested in the trade of Porto Rico we print this official list of the licensed pharmacists in that island. The list supersedes the list in our Directory, as it is more recent and more complete.

ADJUNTAS.
Pablo Font Vasquez.
Joaquin Ferrer Pou.
Francisco Aparicio Rivera

AIBONITO.
Ledo. Teodoro Moscoso.

AGUADILLA.
Luis A. Torregrosa.
Juan José Font.
Auguste Font.
Simeon Rovira Cereso.
Pedro Rovira Rovira
Natalie Maisonave.
Luis Torregrosa Liceaga.
Nestor Cardona Quiñones.

AGUAS BUENAS.
Pio Rechani.
Gaspar Aguilar.

ANASCO.
Rafael Arrillaga
Francisco L. Rodriguez.
Salvador Brau Gonzalez.

ARECIBO.
Ramon H. Patron.
Manuel Perez Aviles.
Domingo Martinez.
Carlos Perez Aviles.
Serjie Seije.
Julio Perez Aviles.
Fernando Fernandez Ruiz.
Pablo Caban.

BARROS.
Silvestre Torrens.

BAYAMON.
Juan Serra Caimari.
Miguel Wieval.
Demetrio Gimenez.
José Calderon Aponte.
Luis Velez.

CAROLINA.
Federico Torregrosa.
Eugenio Malpica.
Generoso Alonso.
José Palacios Salazar.

CAGUAS.
José J. Alvarez.
Fernando Marquez Roig.
Modesto Aguayo.
Miguel Morales Ferrer.
Benito Aponte.
Manuel Aguiar.
Joaquin Duran.

CIALES.
Manuel Barber Notario.
Emilio Davila Salgado.

CAMUY.
Adolfo Iturrino.
Joaquin V. Colon.
José de Jesus.
Carlos Roure.
Antonio Torregrosa.

CABO ROJO.
José A. Fleytas Suarez.
José A. Fleytas Colberg.
Pedro J. Colberg.

COMERIO.
Celestino J. Perez.

COAMO.
Manuel Betances.
Juan Passalacqua.
P. L. Lamoutte.

CAYEY.
Juan Planellas Yañez.
A. Aquiles Colon.
Juan Mendez Santiago.

FAJARDO
José Veve.
Felipe Osquisa.
Juan E. Acosta.

GUAYAMA.
Julio S. Bruno.
Andres Rodriguez.
Celestino Dominguez.
Santiago Porrata.
Jacobo Ramos
José D. Choudens.
Aurelio Cervoni.

HUMACAO.
José Isern Gimenez.
Avelino C. Peña.
José H. de Andrey
Candido Martinez Rossello.

ISABELA.
Juan C. Monclova.

JUANA DIAZ
José Ferrer.
Pedro Monclova.

LARES.
Eduardo Rey Gonzales.
Enrique Marchese.

LAS MARIAS.
Ramon E. Beauchamp.

MANATI.
Juan Ramos Casellas.
Clemente Ramirez.
Gavino del Pozo.
Fernando Boneta.

MOROVIS.
Carlos Ledesma.

MAYAGUEZ.
Guillermo Mulet.
Augusto Saliva.
Federico Gatell.
Ernesto Saliva.
Antonio Amill.
Juan Monagas
Federico Basora.
Juan Bta. Massanet.
Juan Marin.
Enrique Arnaldo.
Jacobo Bravo.
Gervasio Dominguez.
Rafael Monagas.

MARICAO.
J. Andres Massari.
J. Antonio Caparros.

NAGUABO.
Ramon Rodriguez Gonzales.
Mateo D. Rosa y Hernandez.

PATILLAS.
Antonio Capella Martinez.
José C. Ramos Rodriguez.

PONCE.
Alfonso Suro.
Francisco Cancio.
Pedro Julia.
Antonio Yumet.
Juan Bta. Pou.
Americo Lebron.
Romualdo Zavala.
Ulpiano S. Cordova.
Francisco Ruiz de Perras.
Manuel del Valle.
Francisco Giol.
Gabriel Villaronga (hijo).
Francisco Rodriguez.
Rafael Rivas.
Vicente Dueño.

RIO GRANDE.
Ramon Hernandez.
Alfredo La Cruz.
Jesus Andino.
Ramon Seguer.

RIO PIEDRAS.
Manuel J. Traviesco.
Manuel Gotay.
José J. Monclova.
Felix Monclova.
Angel Pla.
José Mascaro.

SAN SEBASTIAN.
Narciso Rabell Cabrero.
Miguel T. Font.
Carlos Ruiz.

SABANA GRANDE.
José Carlo Carlo.
Miguel Schettini.

SAN GERMAN.
José D. Carlo Fleytas.
J. L. Polanco.
Carlos Ramiraz Dominguez.
Miguel Antonio Ramirez.

SAN JUAN.
Fidel Guillermety.
José Ma. Blanco.
Ramon Almazan.
Juan B. Daubon.
José Lacosta.
Anibal Herrera.
Alonso Zerbi.
Rafael Loubriel.
Juan Zengotita.
Ramon Daubon.
Genaro Manzanar.
Domingo Peraza.
José Gallardo.
Emilio W. Scharfenberg.
Lorenzo Gallardo.
Rufino Garcia de Quevedo.
Manuel Torres Borges.
Emilio Pinillas.
Manuel Rodriguez.
Juan Mateus.
Nicholas Rodriguez.
Carlos Hjalmarson.
Candido L. Prado.
Octaviano Guillermety.
Julio Rexach.
Pedro del Valle Atiles.
Salvador G. Ros.

SAN LORENZO.
Fabian Ajenjo
Antonio Rodriguez.
Ricardo Martinez.

TOA ALTA.
Celedonio Blanco.
Guillermo Rengel.

UTUADO.
Antonio de Jesus Lopez.
Francisco de B. Martinez.
Antonio Serbia.
José Ma. Golcoechea.

VEGA BAJA.
José Francisco Nater.
José I. Nater Girona.
Heraclio R. Amadeo
Heraclio Amadeo Albert.

VIEQUES.
Victor Duteil.

YABUCOA.
Rafael Ortiz Lebron.
Felipe Sanchez Goitia.
José G. Sugranes.

YAUCO.
Carlos del Rosario.
Ramon Julia.
Ramon Martin.
Pablo Sanchez.

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.

Address The Pharmaceutical Era, 90 William street, New York.

ALABAMA

ANNISTON.—Live & Love Drug Co., Bankrupt.

BESSEMER.—G. R. Lewis, now Lewis Drug Co.

BIRMINGHAM.—John W. Patton, now Patton Pope Drug Co.

MADISON.—Pride & Slack, now Pride & Bradford.

SAMSON.—A. B. Pouncey & Co., now Pouncey, McInnis & Co., removed to Geneva, Ala.

ARKANSAS

BOLSAMILLE.—Samuel W. Allen, dead.

BOONEVILLE.—Cochran & Latimer, succeeded by Chitwood & Johnson.

ROGERS.—Sagar Bros., now Louis G. Sagar.

CONNECTICUT

HARTFORD.—Chamberlain North, out of business.

J. O'Flaherty, dead.

ILLINOIS.

CHAMPAIGN.—Read & Cassingham, damaged by fire.

CHICAGO.—Add Alex. Calder, 1656 W. Garfield Ave.

Fred'k Zeidner, succeeded by H. O. Luckritz.

GILLESPIE.—Behrens Bros., damaged by fire.

KEITHSBURG.—J. S. Allen, now Allen & Gilrain.

MILTON.—Dr. C. E. Thurmon, burned out.

MOUNT VERNON.—L. A. Minner, out of business.

STERLING.—A. R. Hendricks, Inc., as Hendricks Drug Co.

INDIANA.

AUBURN.—Wm. Staman & Son, now Ashton Staman.

ELKHART.—Anna May Denton, succeeded by Houseworth Bros.

INDIANAPOLIS.—S. F. Mohl, Inc. as Mohl Drug Co.

KOKOMO.—W. A. Stanley, now Stanley & Gearhart.

LOWELL.—W. L. Handley, succeeded by D. Priscoll.

SOUTH BEND.—J. B. Cameron, out of business.

INDIAN TERRITORY.

BROKEN ARROW.—Mrs. H. R. Yates, out of business.

ISOM SPRINGS.—Finley & Manley, out of business.

VIAN.—J. M. Brockman, succeeded by J. E. Irwin & Co.

IOWA

BEACONSFIELD.—J. L. Simcoke, succeeded by C. H. Robbins & Co.

CHARLES CITY.—Carl Merckel, succeeded by L. N. Ritten.

COOPER.—J. F. Schuey & Co., succeeded by W. K. Martin.

LYONS.—Williams & Turkington and H. J. Roff, succeeded by Roff & Moeszinger.

NASHUA.—Nashua Drug Co., assigned.

OELWEIN.—Warford, Campbell & Co., succeeded by F. J. Gressler.

SCHALLER.—Brimhall Drug Co., now C. W. Brimhall.

VINTON.—Adams & Strong, now Harry L. Strong.

KANSAS.

STAFFORD.—O. H. Baugh, damaged by fire.

KENTUCKY.

LOUISVILLE.—Rectanus, Theo., Inc. as Theo. Rectanus Drug Co.

PIERCE.—Add Slinker & Pierce.

POOLE.—R. D. Cates, now Cates & Jewell.

MAINE.

SKOWHEGAN.—Geo. E. Sampson, now Sampson & Evore.

MASSACHUSETTS.

SALEM.—Post Office Phcy., damaged by fire.

MICHIGAN.

CLARE.—Mrs. A. E. Mussell, now A. E. Mussell & Son.

FOWLERVILLE.—Jos. L. Cooper, now Jos. L. Cooper & Son.

FRANKFORT.—J. B. Collins & Son, burned out.

GRAND RAPIDS.—D. T. Paulson, now D. T. Paulson & Co.

IONIA.—Wm. R. Cutler, now Cutler & Lauster Drug Co.

LAURIUM.—H. Heffelpower, succeeded by P. A. Showman.

MENDON.—O. R. Baird, succeeded by C. E. Harvey.

PECK.—Dr. Arthur Toal, dead.

MINNESOTA.

LUVERNE.—Mead & Christianson, now V. C. Mead.

MINNEAPOLIS.—Add Truman Griffin.

MISSOURI.

HARWOOD.—Add Thos. Vickers.

POPLAR BLUFF.—Add Geo. W. Babcock.

MONTANA.

RED LODGE.—Spafford Drug Co., out of business.

NEBRASKA.

LYONS.—J. K. Adams, damaged by fire.

NEW JERSEY.

TRENTON.—F. H. Lalor, assigned.

NEW YORK.

BUFFALO.—Robt. A. Hanson, 164 E. North, now 992 Jefferson.

GILBOA.—F. R. Thomas, now A. S. Thomas.

ISLIP.—Heffley Drug Co., burned out.

ROUSE'S POINT.—Samuel T. Clark, out of business.

NORTH DAKOTA.

JAMESTOWN.—H. E. White, Inc. as H. E. White Co.

OHIO.

ABERDEEN.—C. C. White, out of business.

DEFIANCE.—Prisendorfer & Zellers, now Dr. C. W. Zellers.

Weisenburgh & Emery, now F. P. Weisenburgh & Bros.

DELPHOS.—King Bros., now Edw. King.

MANCHESTER.—C. A. Brown, now Brown & Lang Drug Co.

MIAMISBURG.—A. F. Gwinner, succeeded by Albrecht, Miswinger & Rogers.

OREGON.

MEDFORD.—G. H. Haskins, succeeded by Leon B. Haskins.

SOUTH CAROLINA.

CONWAY.—E. Norton, now Norton Drug Co.

UNION.—T. C. Duke, now Duke Drug Co.

TEXAS.

BEDIAS.—Burtis Bros. & Thompson, damaged by fire.

FARMERSVILLE.—Hazel & Gatcher, succeeded by Beam & Andrews.

LOCKHART.—Ploeger & Wiggins, now Ploeger & Keyser.

TEXARKANA.—A. S. Herrington, out of business.

VERMONT.

BRISTOL.—B. A. Atkins, dead.

WINOOSKI.—M. J. Barnes, now Barnes & Shanley.

WEST VIRGINIA.

CHARLESTON.—E. J. Roth, now Roth Drug Co.

WHEELING.—R. S. Waterman, now Waterman Drug Co.

WISCONSIN.

CYLON.—John T. Elliott, out of business.

LA CROSSE.—Jas. McCord Drug Co., and T. H. Spence Drug Co., Wh. Drugs, consolidated as The Spence-McCord Drug Co.

MILWAUKEE.—M. E. Billings, bankrupt.

MONDOVI.—Geo. A. Leutscher, out of business.

RACINE.—Kradwell Thiesen Drug Co., now Kradwell Drug Co.

BENOLGUR CAPSULES.

Oil of gurjun is an East India product and has been known to natives of that country for centuries as a specific in bladder and urethral inflammation. It has lately been recognized in America, and it is claimed thorough tests have been made which prove that gurjun oil, when properly extracted and combined, is the most efficient of all known medicaments in the treatment of genito-urinary disease.

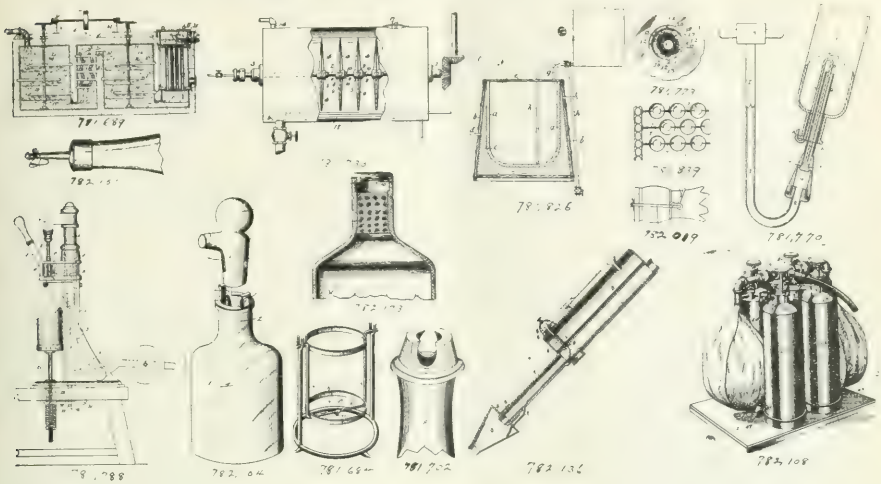
Benolgur capsules, written sometimes "Capsl. Benolgur Comp." or "Benz. C. C.," are made by the Benz-ol Capsule Co., 317 Delaware street, Kansas City, Mo. These capsules contain properly extracted oil of gurjun combined in a scientific manner with the active principles of gum benzoin, and the compound is encapsuled after a special process. Each Benolgur capsule contains ten minims of the medicine. The capsules are packaged in glass, each vial holding fifty. Physicians usually write for an original bottle, though many druggists have created a demand for the Benz-ol preparation because of the plainly written circular which accompanies each vial. Directions as to diet, etc., help along the curative work. These capsules can be purchased through any jobber or through the Benz-ol Capsule Co., 317 Delaware street, Kansas City, Mo.

ETHICAL ADVERTISING.

A Galesville, Wis., physician, barred by the ethics of his profession from advertising in the ordinary way, has inserted the following signed card in a local paper: "Look out for misleading advertisements from druggists in curing coughs and colds and, one of the greatest bluffs on earth, curing consumption. Don't lose your precious time; be examined by a qualified physician. Consumption is an infectious disease which shouldn't be treated by druggists and bottles! Those advertisements make more harm to the human race than if a patient with the plague had liberty to walk around the streets of Galesville."

Saffrol oil is 20 per cent. stronger than natural sassafras oil. It is much in demand on account of the high prices now prevailing for the latter.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued February 7, 1905.

781,684—Adele R. Sherwood, St. Louis, Mo. Holder for bottles or the like.

781,689—George A. Stebbins, Watertown, N. Y. Apparatus for making bisulfite.

781,702—Jesse C. Waugh, Denver, Colo., assignor of one-half to Edwin T. Jones, Denver, Colo. Bottle.

781,733—John C. Mallonee, Charlotte, N. C. Process of obtaining spirits of turpentine from wood.

781,770—Annie J. Flaherty, South Boston, Mass., administratrix of John J. Flaherty, deceased, assignor to Louis A. Curtis, Roslindale, Mass. Device for washing bottles.

781,773—Thomas E. Goff, Monterey, Tenn. Bottle-neck cleaner.

781,788—Henry Robinson, Newark, N. J., assignor of one-half to Oscar Heyman, New York, N. Y. Corking-machine.

781,826—Henry W. Hemingway, Walthamstow, England. Process of making nitric acid.

781,839—Henry G. Miller, Cleveland, Ohio, assignor to The Loew Supply and Manufacturing Company, Cleveland, Ohio, a corporation of New Jersey. Bottle-receptacle for bottle-washing machines.

782,016—Simon Fabaron, Paris, France, assignor to Pierre Leon Piot, Paris, France. Allyl-formaldehyde-iso-sulfo-cyanate, and process of making same.

782,019—Charles Fay, Philadelphia, Pa. Bottle stopper.

782,104—Frederick Brunner, Tiffin, Ohio. Bottle.

782,108—Raymond C. Coburn, Upper Sandusky, Ohio. Apparatus for administering anesthetics.

782,139—Albert H. O. Jackson, Brookwood, England. Spirit-blowpipe.

782,151—Edward J. Lowry, Republic, Wash. Bottle-stopper.

782,154—Mitford C. Massie, Washington, D. C., administrator of Fritz Ach, deceased, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Baden, Germany, a firm. Preparation of theophyllin.

782,173—Harda P. Parkins, Poplar Bluff, Mo. Seal for bottles, etc.

TRADE MARKS.

Registered February 7, 1905.

44,136—Liquid medicinal preparation for the cure of certain named diseases. Willis F. Darling, West Derry, N. H. The representation of a human head and neck having markings thereon representing the cavities in the head and throat subject to colds, catarrh, hayfever and asthma.

44,137—Medical compound for certain named diseases. Wilson T. Allen, Sr., Greenfield, Ind. A monogram of the letters "A N C," associated with a portrait of the registrant.

44,138—Internal remedy for certain named diseases. Margarette Moss, San Jose, Cal. The word "Hoosier."

44,139—Remedial agent for stomach and muscular troubles. Frank A. Chapa, San Antonio, Tex. The representation of the Virgin of Guadalupe (the patron saint of the sick in Mexico), associated with the words "La Firgen de Los Guadalupe, La Reyna de Los Enfermos."

44,140—Remedies for certain named diseases. The Abbott-Alkaloidal Co., Chicago, Ill. The word "Bilein."

44,141—Hypnotic. Raymond Chemical Co., New York. The word "Neuronidia."

44,142—Salicylic preparations for intravenous application. Vereinigte Chemische Werke, Aktiengesellschaft, Charlottenburg, Germany. The word "Attritin."

44,143—Fluid for training the hair in natural waves. Carrie S. Wurtzer, Baltimore, Md. The word "Goo."

44,144—Disinfectants. Theodore Weicker, Stamford, Conn. The word "eroform."

44,145—Insecticide. The American Horticultural Distributing Co., Martinsburg, W. Va. The compound word "Con-Sol."

44,147—Solution of hydrogen peroxid in water. E. Merck, Darmstadt, Germany. The word "Perhydrol."

LABELS.

Registered February 7, 1905.

11,846—Title: "Ferrum Vitae." (For medicine.) Sackett Pharmical Co., Washington, D. C.

11,847—Title: "[illegible] powder. George F. Lapley, Harrisburg, Pa.

11,848—Title: "Golden Rule Hazel Cream." (For toilet cream.) The Citizens' Wholesale Supply Co., Columbus, Ohio.

MARKET REPORT

STEADY TONE.

Demand Continues Satisfactory Throughout.

NO EFFECTS YET ON JOBBING PRICES FOR BROMINE COMPOUNDS FROM THE ATTACK OF GERMAN SYNDICATE, FUTURE DEVELOPMENTS UNCERTAIN.—OPIUM HIGHER.—SOME UNIMPORTANT DECLINES

New York, Feb. 13.—A real sensation has developed during the week in the sudden and unexpected attack of the German Bromine Syndicate on the price schedule of domestic manufacturers. A report of this movement was given in the news section of The Era, last week. Last Monday the Leopoldshall-Stassfurt Syndicate announced the appointment of the Roessler & Hasslacher Chemical Co. as their sole distributing agents for the United States and Canada for the syndicate's production of bromine and its salts. They also cut existing prices in half. At first domestic manufacturers refused to meet the German cut, claiming that the syndicate was unable to make prompt deliveries and probably could lay down nothing in this country for two or three weeks. Then it was rumored that the domestic interests were quietly meeting the cut, but this was publicly denied. Most recently it has been reported that bromide of potash has been sold by a domestic concern at the German figures. A great deal of business for future delivery has already been placed with the Roessler & Hasslacher Chemical Co. This concern is now, however, refusing to book any more orders, having handled all they wish for just now. Several of the large domestic manufacturers have met the cut and are openly selling legitimate quantities to regular customers at the reduction, not selling for speculation, however, but some of the largest interests are at the present writing still maintaining former prices. The movement has not as yet extended to jobbers. They are waiting to see what will happen and if prices will remain at the German schedule. Jobbing quotations have not therefore been changed a particle. Future developments will be watched with interest.

The general jobbing market is in good shape, under a satisfactory demand at steady prices. Some minor declines have been registered, but most drugs are firm on the basis of a real scarcity of supplies and the strength of foreign markets. Opium has again advanced.

OPIUM.—The market is very firm and higher. Advices of continued severe weather in the growing districts of Turkey continue, and it is reported that foreign interests have been buying heavily in Smyrna. In sympathy, the local jobbing prices have risen to $3.15@3.25 for nine per cent., and $3.25@3.35 for eleven per cent.; no change has been made in powdered prices of $3.75@4.00 for thirteen per cent. and $4.50@4.75 for sixteen per cent.

MORPHINE SULPHATE.—Strength is everywhere manifested and the demand is fair, but no actual advance has yet been announced by jobbers, in spite of the strength of opium. A rise is expected, however, before long. Prices hold firm at $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—The situation remains unchanged and may be characterized as quiet. Demand is not very active. The next Amsterdam bark auction will occur on February 23, and it is said that about 8,800 packages will then be offered for sale. Jobbing values are maintained unchanged as 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins and 30@31½c. in ounce vials, according to brand and amount.

BROMIDE SALTS.—As stated above, the German syndicate has cut prices in half, and is now quoting bromide of potassium, 15c., a decline of 15c.; bromide of sodium, 17c., a decline of 18c.; bromide of ammonium, 22c., a decline of 18c. Domestic manufacturers officially maintain old values and control almost all supplies available here at present. Jobbers have made no changes at all.

COPAIBA.—Less demand and larger offerings cause a decline and jobbers are quoting Central American at 31@32c. per pound.

CRAMP BARK.—Free offerings have been made and values have dropped all along the line, making jobbing prices 27@32c. per pound.

OIL CITRONELLA.—Foreign strength continues and local supplies are not plentiful. Jobbers have raised quotations to 54@55c. per pound.

MENTHOL.—The increased supplies, augmented as they have been recently by sizeable arrivals, cause a drop to $3.40@3.65 per pound in jobbing figures.

CASCARA SAGRADA.—Demand has been slow for some time and consequently jobbing values have eased to 25@30c. for whole, 28@33c. for ground, and 30@35c. for powdered, all per pound.

GUARANA.—This commodity is now in better supply and jobbers are asking the lower figure of 70@80c. for whole per pound, and 80@90c. for powdered per pound.

SARSAPARILLA, MEXICAN.—Prices have firmed a trifle because of less selling pressure and more moderate stocks, and jobbers now quote, whole, 21@26c.; cut and crushed, 23@28c., and powdered, 26@31c., all per pound.

OIL ANISE.—Supplies are good, but demand is moderate. Jobbers have reduced prices to $1.47@1.72 per pound.

SIMARUBA BARK.—Stocks have accumulated too much, and to move them jobbing values are down at 42@52c. for whole per pound, and 52@62c. for powdered per pound.

BAYBERRY WAX.—The scarcity which has prevailed for several months has created another upward movement, making jobbing prices 30@35c. per pound.

GALANGAL ROOT.—First hands have reduced values and jobbers have followed. Their present figures are, whole, 12@14c. and powdered, 16@18c. per pound.

SPIKENARD ROOT.—Poor demand makes lower prices. Jobbers quote crushed, 30@35c. per pound.

PRICE LISTS RECEIVED

Manufacturers are requested to send in their price lists as issued, and to put The Era on their mailing list for price-list changes. It is important that we have this information to enable us to list your goods properly in our price-list editions.

Carpate Salve Chemical Co., 195 Pearl St., New York City—Carpate Salve.

Larned & Barker, Syracuse, N. Y.—Hexamine Preps. & Pharmaceutical Specialties.

J. Elwood Lee Co., Conshocken, Pa,—Surgical Dressings, Hospital Supplies, Trusses, etc.

SENNA ALEXANDRIA.—An increased demand has developed. Foreign markets are higher, so that it is likely that our market too, will advance, but no change has yet occurred.

YERBA SANTA.—Recent arrivals have increased the supply considerably, and the wholesale market has declined two cents, but jobbing prices remain unaltered.

CARNAUBA WAX.—The scarcity continues unabated and demand has been steadily growing. Foreign markets are strong. A number of slight advances have recently been registered in the wholesale market, and to balance these, jobbers have raised quotations to the following: No. 1, 42@46c.; No. 2, 39&43c.; No. 3, 35@39c. per pound.

MILLET SEED.—An advance of ¼c. has occurred in the wholesale market, but the movement has not been sufficient to change jobbing prices.

CHLOROFORM.—The market is unsettled, for manufacturers are competing and price shading is going on, but as no decided change has taken place, jobbers' quotations remain unaltered.

"KLENAIL" OFFER.

To create a demand for an article that a few years ago seemed a luxury, the Standard Manufacturing Co., of Rochester, N. Y., makers of the nail clipper called "Klenail," are offering to the drug trade a guaranteed German silver pocket manicure set, consisting of a combination clipper, file and cleaner, to retail at twenty-five cents for the complete set.

Each dozen is mounted on a handsome stand, nickel-plated base, black enameled holder, and a very neat circular card holding the dozen Klenails. This silent salesman, together with the merits of the device, make the article a ready seller.

The trade is requested to write for full particulars and prices.

STANDARD MANUFACTURING CO.,
Rochester, N. Y.

"This is for Tommy," said the mother of the irrepressible small boy, who had annoyed the doctor, as she passed over a prescription.

The druggist read: "Aluta, q. s.; apply p. r. n."

"I have razor strops," he finally announced.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, FEBRUARY 23, 1905. Number 8.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. = NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The Bromine War.—Professor Eberle on Individual Responsibility.—An Association For Greater New York.—New Reasons For Joining the N. A. R. D.—A Word About Managers.—Mr. Pritchard Answers Dr. Eccles on Soda Syrups in Pennsylvania.—More Contributions on Pharmaceutical Arithmetic.—Causes and Effects in the Drug Business.

NEWS.—N. A. R. D. to Form a Greater New York Association.—No Hope For Pure Food Law This Session.—Certificates For Fitness For Liquor Licenses in Massachusetts.—Conference of Bromine Magnates.—Conspiracy Suit Out West.—Cocaine Legislation in Minnesota.—News From the Colleges.

TRADE.—The Sort of Manager Desired by Large Druggists and Opinions as to Why They Fail to Obtain Him.—The Success of Negro Pharmacists in St. Louis and Their Comments on the Lack of Race Prejudice They Meet.—Some Statistics on the Production of American Bromine.—The Gathering and Shipping of Ipecacuanha.—Report of Geological Survey For 1903.—Advertising Commentary.—Mysterious Window Displays. — Appraisers' Decisions. — Price Lists Received.—Business Record.—Patents and Trade-Marks.—Show Windows and Features.

EDITORIAL COMMENT

The Bromine War.

A sudden cut from thirty to fifteen cents on bromide of potassium, a product which has for years been subject to a powerful price regulating and steadying force, calls for an explanation other than that of the ordinary fluctuations of trade. The prices of bromine and its compounds would be very unlikely to decline to practically one-half the normal figures, as the result of the usual vicissitudes of supply and demand.

When the sensational reduction was announced the local trade lost no time in formulating a plausible explanation. The cut had all the appearance of a hostile act of commercial warfare. The makers of bromine in the two countries have had a sort of agreement as to the division of trade and the German manufacturers seem to have resorted to retaliation because of an invasion of their territory by the American product. The fact that the salts found their way to the German market indirectly does not seem to have mollified the makers of that country.

What the outcome will be remains to be seen. That the abnormally low prices can be maintained indefinitely seems highly improbable, for those who are familiar with the industry declare that the present quotations are below the cost of manufacture, marketing and transportation. Taking into consideration the fact that the salt beds of Michigan contain a larger proportion of bromine than any similar deposits yet discovered, and that the German product is subject to a duty of twenty-five per cent., it seems reasonable that the manufacturers of this country will have no difficulty in holding their own.

Individual Responsibility.

The question of adulteration and substitution has been discussed from many points of view in our columns of late; it remained for Professor Eberle to analyze the evil and discover the causes. He finds that the most potent influence to foster this obliquity in morals, which, by the way, does not exhibit its most virulent form in the drug business, may be traced to our industrial development with its vast aggregations of capital and the resulting loss of individual responsibility.

Industrial progress, says our correspondent, has produced "a peculiar condition, the absorption of individuality." He refers to exemplary members of local society, loving husbands and fathers, kind and obliging friends, who in business, when entrusted with the property of others, become grasping tyrants, robbing the poor and oppressing the helpless. When laws are imperfect and almost universally disregarded, personal integrity is subjected to a pressure which it is too often unable to resist. It is so easy to accept that what many consider right cannot be wrong for another.

It appears to us that this picture is drawn in too sombre colors. Granted that the tendency which Mr. Eberle describes pervades the business world. Is it any worse than individual rapacity and blunted conscience? The public perception of right and wrong was never so keen as to-day, and although the ideal is still far away, is it any less likely to be attained in semi-public operations which are open to the scrutiny of thousands than in the dark corners of the small dealer's shop? The consensus of opinion gathered from many letters upon this subject seems to be that adulteration is not more prevalent than in years gone by. The public demands purer goods and better morals. The people are more enlightened and are more ready to detect a wrong than in other days. A wrong detected is half righted; a disease correctly diagnosed is in a fair way to be cured.

A Greater New York R. D. A.

The Greater New York Retail Druggists' Association was fairly launched under favorable auspices at the final meeting of the conference committee representing the pharmaceutical societies of the city last Friday. The new association, which in point of numbers will surpass most of the country's State organizations, will represent all the varied retail pharmaceutical interests in a commercial way, and will be a means of bringing together the scattered forces which have in the past exerted a very beneficial influence, but which have lost much efficiency by reason of incoherent action

Probably few of those present at the conference realized the full meaning of the movement they were helping to start on its way. As a means of making effective the plans of the proprietors already committed to the price control doctrine, the newly-found body will, by adding a few cents to the price of a dozen articles, increase the income of the retail druggists by many thousand dollars. Merely as an aggregation of auxiliary associations, it will exert an overwhelming influence upon the future of the N. A. R. D. Once firmly established, it will by sheer force of numbers overbalance the voting power of several of the Western States combined, and because of the concentrated position of its members, interest in the work will never wane, as it is apt to do in sparsely settled districts.

Not the least important of the results of a firmly-united commercial organization in Greater New York will be the influence which local activity may be expected to exert upon the proprietors and jobbers who have hitherto regarded the efforts of the retailers to improve conditions as so much wasted energy. A united and persistent demand, when backed by definite action, will not be likely to fall upon deaf ears.

The N. A. R. D. has gained a firm foothold in New York. The complete occupation and setting in order may now be confidently expected.

New Reason for Joining N. A. R. D.

A druggist recently called our attention to an unappreciated force which is aiding in the organization of New York. At first we were inclined to be incredulous, but the logic was plain and conclusive. The newly discovered assistant of Mr. Duble and his lieutenants is no less a factor than the scarcity and high wages of good prescription clerks.

The circumstances as explained to us by our friend are as follows: The hire of competent clerks has increased the expenses of the professional side of pharmacy to such a degree that druggists feel that they must make some profit on proprietary medicines. Many have hitherto been inclined to ignore this part of the business which can be carried on with less costly service, but competition, with the resulting low margins, the greater outlay for rent and fittings, have led them to consider this despised portion of their armamentarium for relief. They are ready to welcome any plan which promises to increase their revenue without adding a corresponding outlay for expensive clerks.

It would be a curious and unforeseen development if the elevation of the educational standard of pharmacy were to drive the exponents of professionalism already in the business into ultra-commercialism, and who shall say that there is not an element of probability in the suggestion? The scarcity of trained prescriptionists is a real condition, and it is likely to become more severe as the effects of the prerequisite law begin to be felt. At the last examination held by the eastern branch of the board, only seventeen candidates presented themselves. Add to this the exorbitant rent which pharmacists are asked to pay for desirable stores, and it becomes more and more difficult for the scientific gentleman with the miscroscope and "made-in-Germany" apparatus to hold his own. Some time ago we referred to the rental of a store at the rate of $1,000 a month. Now rumor has it that the owners of an exceptionally desirable building have had the temerity to demand something approaching the same sum per week!

Proprietors, Managers and Men.

From the conversation of two worried druggists—it will be found upon another page of this issue—it appears that the position of manager in a large store or chain of stores is an exceedingly difficult one to fill, both in a subjective and an objective sense. The manager must, in the nature of things, serve as a substitute for his employer, and must, therefore, be something more than a duplicate of his superior. Men possessing the requisite knowledge of detail, the judgment and the force, who are willing to surrender their freedom and their opportunities for the salary of a subordinate, are extremely rare.

The trouble with most proprietors is that they expect too much and trust too little. Being more or less doubtful of their own judgment, they are unwilling to place confidence in that of a subordinate whose experience has necessarily been somewhat different. The manager's judgment is warped by another factor, the idiosyncrasies of his employer, and a perfect working basis implies a knowledge of the employer's character and ideals, a bit of knowledge which the latter rarely possesses himself.

The ideal manager has never been found. He is probably hiding in the dim nowhere, comparing notes with the ideal employer and the ideal man.

Social Conscience.

President Pritchett, of the Massachusetts Institute of Technology, in an address in Boston recently, touched upon the same question which Professor Eberle in his letter this week brings to bear upon the impurity of drugs. He urges the necessity of "ethical education," the development of a social conscience to counteract the loss of individual responsibility in large undertakings.

In our opinion the public is now receiving an "ethical education" such as no past generation has ever had. The newspapers and journals, imperfect and apparently devoid of moral tone as they are, are whetting the public conscience to such a keen edge that even the professional reformers are outdone. When in the country's history have our public men been held to such a strict accounting as to-day, and when before has the mere driving of a sharp bargain—the chief offence of the great corporations—been considered reprehensible?

The public conscience is aroused, and the world of business, finance and politics is hard pressed to live up to it.

Pharmacists in Great Britain.

We find in one of our British exchanges some interesting figures about pharmacy and pharmacists in the land across the sea which approaches most nearly our own in ideals and conditions of life. Registered pharmacists in 1904 numbered 15,743, four less than the year immediately preceding; of this number 13,619 were chemists and druggists, and 2,124 pharmaceutical chemists. Registration as pharmaceutical chemist, which requires a somewhat higher scientific training, seems to be less highly esteemed than formerly, for the figures show a steady although slight decline during the past five years.

The number of candidates presenting themselves for examination and registration during the year was smaller than any of recent years, 933 in England and Wales, as compared with 1,144 for the same territory in 1903. The percentage of rejections in England was 59.61, and in Scotland, 64.51.

It is said that one of the obstacles to the growth of American trade in China is the opium monopoly which has been held by Englishmen for many years. It has been estimated that one hundred and twenty millions of Chinese families have been pauperized by the opium curse, and the monopoly and its results are the greatest source of the widespread "anti-foreign feeling."

There are contracts and contracts. Some of the New York druggists who are still hesitating about the Peruna and Wells-Richardson contracts were the first to sign a gilt-gold brick scheme agreement a few weeks ago.

Deaths from disease in the Japanese army are said to be in proportion of one to sixty or seventy as compared with those lost from the same cause in wars of this and other nations supposed to enjoy the best of all that civilization offers.

OUR LETTER BOX

THE ARKANSAS STANDARD.

Little Rock, Ark., February 8, 1905.
Editor The Pharmaceutical Era:

The Arkansas Board of Pharmacy has been keenly alive to the deficiencies in an ordinary English education, as shown by many presenting themselves for examination. At the November meeting the Board adopted the following rules to govern; the certificate named in the resolutions in all cases being required to accompany the application for registration and forms a part of it:

(1.) That hereafter no application for examination for registration by this Board, as registered pharmacist, will be entertained unless accompanied by a certificate from the county examiner of the county where the applicant resides, or by the principal of a graded high school in such county, that the said applicant has passed an examination before such examiner or principal, on spelling, grammar and arithmetic, such as would be equal to the examination on said branches for admission to a graded high school of this State.

(2.) Said examination, to be acceptable to this Board, shall consist of not less than twenty questions on each branch, and the ratings on the same shall not be less than 70 per cent. average.

(3.) Persons residing in other States, desiring registration in this State, must furnish satisfactory evidence of their proficiency in the English branches named, before some accredited examiner or Board where they reside.

(4.) This rule applies equally to applications for temporary certificates.

We hope to raise the standard by enforcing these rules. Truly yours,

J. W. BEIDELMAN.

PROFICIENT IN ARITHMETIC.

Atlanta, Ga., February 9, 1905.
Editor The Pharmaceutical Era:

The examinations of the Georgia State Board of Pharmacy usually contain several questions which require a knowledge of arithmetic. These are frequently based upon the conversion of ordinary weights and measures into the metric system and vice-versa, and we have questions involving the cost of compounding various formulas. Some of these require a pretty general knowledge of arithmetic.

We do not find candidates more likely to fail in answering these questions than in answering some others. However, we do find, in the subject of pharmaceutical chemistry, a peculiar deficiency among young men who have never attended a college of pharmacy, but who have simply stayed in a drug store for three years and are, therefore, entitled to appear before the State Board for examination. These young men are able to answer such theoretical questions as "What is an atom?" "What's a molecule?" etc., given in the average quiz compend, but they know little of the practical side of actual chemical reactions, like those involved in making various pharmaceutical preparations.

You ask what proportion of the average candidates in Georgia would, in my opinion, have no difficulty in dividing a quarter of a grain into twenty-four doses and giving the amount of each dose. I think the average would be very near 100 per cent. It would certainly be ninety odd per cent. Of course, those who have had good school facilities answer such questions with much more certainty than those who have no such training.

I do not believe that there are many of the young men who go before the Boards anywhere in the country but who can intelligently divide one-fourth grain into twenty-four doses and give the answer correctly. The average education in mathematics of our American citizen is not so deficient as to cause many incorrect answers to such a question. The average American citizen is essentially a business man, and in my experience most of them understand mathematics fairly well, but as remarked above, the great lack of knowledge in practical chemistry among pharmacists who have grown up in a drug store is surprising. What I mean by practical chemistry is a knowledge of those things that are important for intelligent manufacturing or for doing the best dispensing.

I have received letters from pharmacists in many States and also from many public teachers, and am impressed with the fact that in much of the teaching of chemistry in the public schools there is not enough practical work combined with the theoretical teaching. Colleges of pharmacy, however, seem to realize the importance of teaching practical, as well as theoretical chemistry, and their students show the results of this training in their examinations. Very respectfully,

GEORGE F. PAYNE.

FRUIT SYRUPS.

McKeesport, Feb. 11, 1905.
Editor, The Pharmaceutical Era:

I am, in the main, much pleased with the interesting letter from Dr. Eccles, in the current issue of The Era, concerning "Fruit Syrups in Pennsylvania." The doctor shows, however, a lack of familiarity with the food laws of our State. Such a bill as he proposes would not survive five minutes after being born into the legislature, and the midwife, so to speak to carry out the metaphor, would be discredited in the profession. The use of preservatives of any kind, under the present laws, is sternly forbidden. Within the short life of the present session of the legislature, a new act has been submitted by Senator Brown, of Philadelphia, one of the attorneys for the Dairy and Food Department, that specifically mentions each and every substance by name that could be used as a preservative, and forbidding the same, saving and excepting benzoic acid and the benzoates, and then, as if to clinch the matter, there follows, "or any other substance deleterious to health."

It has been customary to make it incumbent upon the accused to prove that the substance found by the chemist in the sample procured by the department's agent was not deleterious to health. To do this necessitates expert testimony, the cost of which is so great that to pay the fine and costs (thus practically pleading guilty) is much cheaper and less annoying. Under these conditions the druggists concluded that it would be wise to draft the bill we have submitted, and thus, if successful in getting it passed, have a standard fixed by law that will permit us to dispense soda water in peace, and not under constant fear of being suddenly summoned to "Walk up to the captain's office and settle."

Sodium benzoate is a perfect preservative of fruits and fruit syrups, in trifling quantities and its absolute safety is abundantly vouched for in opinions given our committee by such a physiological chemical expert as Dr. Victor C. Vaughan, and such well known professors of analytical chemistry and materia medica as Samuel P. Sadtler, Joseph P. Remington, H. V. Arny and Julius A. Koch. I confess that I do not understand Dr. Eccles' charge that we "make a mistake when we try to legislate into existence a monopoly" and "it enables the manufacturers of sodium benzoate to raise the price as soon as the bill becomes a law." Reference to the U. S. Dispensatory will show the good doctor that it is needless for him to worry, for we are therein told that "Sodium benzoate is easily made by adding benzoic acid to a concentrated hot solution of sodium carbonate."

We are happy to announce that our bill, unamended, passed the lower House, Wednesday, February 8th, by the remarkable vote of 178 ayes, 1 nay. I like this agitation because of the educational features. Faithfully yours,

B. E. PRITCHARD.

NAVAL HOSPITAL CORPS BILL.

Atlanta, Ga., February 9, 1905.
Editor The Pharmaceutical Era:

I will appreciate it very much if you will kindly publish the enclosed request to the pharmacists of the United States. I wish also to thank you for your ever ready help in aiding our committee in its work.

To Each Individual Pharmacist of Our Country:

Dear Sir: I wish to urge you most strongly to immediately write a letter to your congressman and senators at Washington, and ask them to support the Naval Hospital Corps Bill, which is now before Congress (House bill No. 12646 and Senate bill 3984). A brief letter simply asking them to support the bill is all that is needed. It will only cost you six cents in stamps and a few minutes of time, as the wording of each letter can be the same. We trust that each pharmacist in the United States will consider this as a personal letter to himself, for the recognition of pharmacy in the proper manner by our government, not only means much for the general standing of our profession, but means much for the standing of every individual pharmacist throughout the country. Recognition by our government is the strongest public recognition we can get, as it is founded upon actual recognition of merit, and causes the public to realize in every community that the modern pharmacist is a man of attainment and ability. Your interest in this work is a duty to yourself and to your profession. The bill simply gives to pharmacists all the rights of other warrant officers. We have already obtained the position of warrant officers for the pharmacists in the navy, but, since this was secured, certain recognition has been given to other war-

rant officers, such as boatswains, sailmakers and carpenters, in which pharmacists have not been included. This bill will accord to the pharmacists all the privileges of other warrant officers, both new and in the future. Your immediate action in this matter will be heartily appreciated. By prompt action on the part of us all, we will secure this fair and just legislation. Very respectfully,

GEORGE F. PAYNE,
Chairman Special Committee of the A. Ph. A.

AN ERA OF PROGRESS.

Carroll, Ia., February 15, 1905.
Editor The Pharmaceutical Era:

We are of the opinion that the last five years has brought about more changes and as much progress in the drug business as the previous fifteen years, and the hill is not climbed. We are seemingly not many rounds up the ladder toward the height of our ambition—a successful professional and financial termination of our work as a retail druggist.

With the most of us the end is not in sight. We predict for the next half a decade many and rapid changes in events connected with the drug business. Why so? Why should things not run along in the same old way, in the same old rut? Not so! We are living in an age of shifting events—an era of progress—an N. A. R. D. era of organization and progress. Without organization we can never hope to successfully cope with the cut rate evil or the substitution and general sale of bogus chemicals. It seems to be true that some druggists in large cut rate cities have been found with unclean hands, but this does not demonstrate to our satisfaction that all druggists are substitutors, nor that they handle counterfeit trademarked and patented articles in the coal tar products.

If substitution is practised by druggists to the extent claimed by the sensational press, it is true of cut rate centres only. When a druggist is compelled to dispense drugs and medicines at less than living profits, it is but human nature for him to look around for some way to cheapen or reduce the cost of that article which he is compelled to sell at cut prices. This fact, however, does not excuse him in the least and the moral crime remains the same. We are positive that in towns of less than 5,000 inhabitants, where full prices or nearly full prices are obtained, this condition does not exist. Out of fifty stores visited, not more than two contained anything of a suspicious character, and in these two there were not more than two articles, and these the original purchase was not made by the owner of the store. Why is this difference in favor of the smaller town as against the cut rate centres? Because the druggist in the small town buys from reliable sources only, and his business being on a profitable basis, the moral is greater than the financial responsibility. Put the business of the city druggist on a living basis and you have removed 90 per cent. of the causes which lead the druggist to substitute and buy spurious drugs. We do not believe that very many of the counterfeit drugs captured in Chicago, even had they not been destroyed, would have ever found their way onto the shelves of legitimate druggists.

A visit to the drug rooms of dispensing physicians disclosed the fact that they, in many cases, were the easy victims of the peddlers of spurious drugs. Many dispensing physicians will not patronize a local druggist, but will buy their supplies at wholesale from catalogue and mail order houses. Many of them, therefore, have no reliable source of supply for their articles, and when a salesman for a pharmaceutical physician's supply house happens along with a grip full of coal tar products at reduced prices, they may relieve him of a few ounces without being too inquisitive as to the original source of supply. If the opportunity does not present itself in this manner, the physician may avail himself of some of the mail order houses which send out their price lists broadcast. Prices are quoted which allow you to make your own comparisons and you are also asked to note that all goods are genuine and on which the duty has been paid.

Some physicians tell us they cannot see any difference between these coal tar products and those bought from their local druggists, and they are much cheaper (cheapness seems to be the object sought after). Others pronounce the goods so obtained rank frauds when their attention is called to the matter. We deem it the moral duty of every retail druggist to see that none of this kind of stuff is marketed in his locality. Very truly yours,

E. B. TAINTER.

DIRECTORIES AND DRUG STORES.

Titusville, Pa., February 13, 1905.
Editor The Pharmaceutical Era:

I enclose a clipping from the "kickers column" of the Pittsburg Leader. It is to be hoped that the "kick" may come to the notice of the offending druggist and be the means of making him more obliging to the dear public.

J. E. PHILLIPS.

(Enclosure.)

Editor Kicker: There are a lot of small-caliber druggists in this town and Allegheny who ought to be kicked good and hard for keeping old directories on their counters. Last Friday I was over in Allegheny and dropped in a drug store to take a look at a directory. The proprietor smilingly told me it was on the showcase, and when I looked at it, saw it was of 1895 vintage. Now, Mr. Kicker, I am a peaceable man, and not given to cussing except on election day, when it may have good effect, but when I saw those figures 1-8-9-5 I boiled over. If druggists do not want people to look at their directories why in the name of common sense do they not say so, or stop insulting the public by placing old out-of-date books to look at? Some druggists keep their 1904 directory in a place where people can look at it, so why can't others do it? If they can't, there's no excuse for rubbing it in by putting out useless old trash.

ALLEGHENIAN.

SIMPLE QUESTIONS DO NOT HELP.

Columbus, February 16, 1905.
Editor The Pharmaceutical Era:

The examinations of this Board (Ohio) include questions involving percentage solutions and the division of doses. An examiner is really surprised to note how many candidates fail to correctly answer simple questions involving only such calculations as may be readily made by mental process. This is the case with many candidates who surely know better, but who fail to apply their reasoning faculties to simple problems. Take for example a question asking how an alcohol of 30 per cent. of volume may be made from the alcohol of 94 per cent. by volume, and the majority of applicants will fail to answer the question correctly. We endeavor to make our questions involving arithmetic very simple indeed, and it is a question sometimes if the very simplicity of the question does not preclude the applicant from giving a correct answer, for the reason that I have found that nearly all applicants for examination are looking for trouble with great care. The majority of these men do not consider that a simple question is possible in an examination, and no matter how you may try to disabuse their minds of this prejudice, they persist in looking for complications in the most simple proposition.

It has been the purpose of the Ohio Board for several years to reduce its questions used in examinations to their simplest form, but this does not appear to help the applicants in any marked degree. Very truly yours,

W. R. OGIER.

RHODE ISLAND EXPERIENCE.

Providence, R. I., February 13, 1905.
Editor The Pharmaceutical Era:

In relation to the subject of pharmaceutical mathematics, many of our questions do require a knowledge of arithmetic, including division of fractions, but the particular class of questions on which candidates fail has never been tabulated. We do not examine inexperienced boys directly from school, our law requiring that candidates for examination for registered assistant pharmacists shall have had three years' experience in a shop where physicians' prescriptions are compounded, or shall be graduates in pharmacy, and most of the colleges of pharmacy of which we have knowledge require practical experience preliminary to graduation. We do not know, either, whether our candidates are high school graduates or not.

Regretting that my information is of such a negative character, I remain, yours very truly,

HOWARD A. PEARCE,
Secretary and Registrar, Rhode Island Board of Pharmacy.

MR. KUHN'S RETIREMENT.

Omaha, Neb., February 14, 1905.
Editor The Pharmaceutical Era:

Allow me to thank you for the good report of the dinner which was given to me upon my retirement from the drug business, by a number of former employes, now successfully running stores of their own. This shows that, while competition for business is unusually strenuous in Omaha, goodfellowship is not lost, and I felt very much touched by this expression.

With thanks not only for the amount and character of the diet The Era has served, but also for the dessert, in shape of various personal notices, it has given to me, I am, yours very truly,

NORMAN A. KUHN.

SOME CAUSES AND EFFECTS.

BY E. G. EBERLE,
Dallas, Tex.

Every business is in a transitory stage; perhaps with ours it has been more in evidence for the last twenty-five years than in any other like period of time. The thoughts and labor of our antecedents find their culmination not always in the era of their abiding, but are transmitted to the generation following to be completed, modified or discarded, and they in turn leave some evidence of their efforts for those who succeed. Thus not only habits and customs become part and parcel of a people, but principles of business are engrafted.

Every existing condition can be traced backward; our life is what we make it. Our government and our trades are the result of the combined efforts of those who are active to-day and of those who have lived. In our vocation we are actuated by our own views and dispositions, the influences of our patrons, and very considerably by the ideas and convictions of the medical profession and the forces of those who compel us to cry out their wares. Through a succession of years, little by little, at times, and more recently by leaps and bounds, the idea of the combination of enterprises has become deeply engrafted. The results were predicted fifty years or more ago, but the trend was not diverted; the trusts we have with us. Quoting in part the Century Dictionary, a trust is an organization of several business enterprises under one direction—the object being to enable the trustees to elect directors in all of them, to control and suspend at pleasure the work of any, and thus to economize expenses, regulate production, and defeat competition—in brief, to hold the interests of each establishment subservient to a common authority, for the common interests of all.

It is not my purpose to dwell upon this subject more than to discuss a few points, viewing their harmful side, which may also be present with us, not perhaps identical, but partaking of a like nature. We are all acquainted directly or indirectly with members of such bodies, and among them are those whose good names as citizens, parents, brothers or sons, are above reproach, gentle, kind, charitable and sympathetic, yet the corporations of which they are members, may oppress the laborer, extort from the citizen, and impose upon the public by adulteration, misrepresentation, etc. A peculiar condition, due to the absorption of individuality, instilling individual disregard, is a lack of individual responsibility. The inventive mind has been stimulated by the remuneration a useful contrivance will bring, a discovery perhaps that after its perfection necessitates thousands of bread-winners to seek other employment. The times demand it; all are contributing to the progression, willingly or unwillingly, consciously or unconsciously.

Within the memory of our confreres drugs were bought by the retailer in a crude state, comminuted by the industrious apprentice preparatory to being made up into the various preparations. Many druggists still living have labored long and diligently to extinguish the last globule of mercury visible in mercurial ointment; the days came frequently for making the mass and rolling out compound cathartic pills, for making powders, suppositories, etc. True, the work seemed onerous, but encouragement was not long in coming. The miller can grind drugs with a great saving of time; the more popular formulas for pills can be put up much more quickly and the pills finished with an elegant coating, and those who manufacture for many can install machinery, which will make mercurial ointment more quickly and save much trouble. It is expensive and requires attention and interest to sell one's own preparation; there are those, too, who sell all the drug stores similar preparations to the kind you make, and to do so, advertise and reach the public everywhere; all you have to do is to buy, and when the customer comes in and asks for their goods, you swell up with dignity of your profession and simply hand out the medicine over the counter. The physician is importuned to try a special formula,

E. G. EBERLE.

the result of extensive study and investigation and to prevent anyone else from manufacturing the same preparation a copyrighted name is given to it. This method of nomenclature has another advantage, for it requires only one line to write a prescription for the preparation, and still another advantage, the diseases for which the remedy is recommended are not so closely akin that the physician need fear his diagnosis or surmise, for if he makes a mistake he will find the ailment is noted in the accompanying literature. What a blessing such preparations are; "a Procter" would not have held the secret, but then, perhaps, no one else has the proper skill or knowledge to compound such a valuable prescription, and then too, it saves the pharmacist labor, for all he has to do is to remove the label, write the directions on his own label and wrap up the medicine; sometimes the manufacturer is still more accommodating and furnishes a direction label securely pasted on the bottle.

Competition is the life of trade. A druggist uses considerable quantities of a powdered drug; by investigation he will obtain a lower quotation than the price he paid before, and when he wants another lot, a salesman comes in with a bargain price. Now, the jobber must buy the drug so he can sell it to the druggist [illegible] profit, and sometimes powdered drugs sell for less than the whole; sometimes, too, pharmacopœial preparations, chemicals, etc., must be bought very low. Manufacturers other than the sole owner of the secret referred to, contrive to make similar preparations. The first price grades with the quantity, and after competition comes into play, quantity cuts no figure, and the price goes down. The label being stereotyped, however, does not change. What a pity price-lists cannot always displace the pharmacopœia; it would save the feeling of responsibility and cause less trouble.

By the influences of our patrons is meant the necessity of complying with their wants, which include items of necessity, habit, luxury and those which satisfy the frailties of human nature. In considering the ideas and convictions of the medical profession, ideas are placed first because they lead to overstocking with a variety of specialties, for you must not substitute, even if the formulas are identical, and no double meaning is here expressed, for the writer believes that if the physician prescribes an acetanilid compound tablet, blue, a white one should not be dispensed. Nevertheless, it remains a fact that a temptation to substitute is offered by imposing on the druggist a necessity for keeping in stock an unwarranted variety of preparations, the variety being in the names, color and flavor of these preparations. I call these ideas of the medical profession because to-morrow some manufacturer's representative will come in and cause the physician to write for a sky-blue tablet instead of a blue one, and woe unto the druggist who is color blind. Regarding the convictions of the medical profession, I can only repeat that they aid in shaping our profession.

Anyone has the privilege, I suppose, to place on the market a boon for suffering humanity, to report that it is the formula of a missionary who abstracted his drugs from the materia medica of heathen lands or that he makes his preparation from a modest flower growing sparsely in secluded spots of the swamps of Florida, but if the charity of heart of these individuals is so unbounded, should these valuable drugs not be added to our official list and the best method of making a reliable preparation from them be included in the pharmacopœia? If perchance the discovery is made that, after all, these drugs can be obtained in the open market, the manufacturer simply having been mistaken in their habitat and identity, how our hearts should swell with pride to see that no one is imposed upon with a substitute.

The origin of prices not in conformity with material varies; the miller may want the patronage of a large consumer or jobber, the jobber that of the retailer, and the latter may want prices so that he may make a greater margin of profit. Prices thus frequently become established on an arbitrary basis, or on the fact that colored cracker dust is cheaper than cayenne pepper, or that inert drugs are a loss if they are not sold. I will not refer to pills and tablets, and enough has been said of specialties. You have perhaps been quoted prices on morphine tablets, and were surprised to learn that morphine in bulk costs as much or more, and a like surprise came to you when prices were offered on

elixirs that otherwise you would have made.

Is not personal responsibility shaded down to imperceptibility at times? The conditions I have named are true, although they are not general. From the windows of some of the schools where the science and art of pharmacy are taught and studied with an unquestionable sincerity, smoke can be seen arising that speaks of propelled machinery grinding cocoanut shells, etc. The miller cannot run his plant without remuneration, and still all down the line to the consumer comes the call for a shading of prices. The same is true with manufactured goods, in making resins, for instance, the more aqueous the menstruum the larger the yield of the product, or if an elixir is desired at a lower price, it still is such if the amount of active ingredient has been reduced to conform to the desired price.

I really believe the extent of substitution is largely overstated; in many instances the claim is an advertising dodge of the manufacturer. Of course, the manufacturer who happens to make a preparation bearing the same name as that made by another manufacturer or of one the druggist makes himself, will find that the druggist prefers to dispense his own instead of their preparation, but that is not substitution, notwithstanding that some manufacturers may advertise or insist that "when the physician prescribes so and so, he wants ours, because we advertise in the medical journals, because we are the originators."

With regard to the sophistication of imported chemicals and the like that sell at home for one-tenth of what they make us pay here for them, I have no direct knowledge, and cannot speak authoritatively. I do not believe in substitution; adulteration is substitution or worse.

Commercialism is at the bottom of most of the substitution practiced. Many individuals are attracted to the ranks of pharmacy by seeming large profits; their interest is therefore only pecuniary, and until the profession is made more exclusive, those who are forced out of other lines, due to machinery displacing the laborer, etc., will have to seek other fields of employment, and it is unreasonable to assume that none will enter our ranks. I believe the day is coming, although distant, when the professional pharmacist will not be classed with the ordinary dealer in drugs. Of the former, the law will exact not only educational, but also moral qualifications, and boards of pharmacy will be charged with investigating just such conditions as those which surround the druggist to-day. Laws regulating the sale of pure foods and drugs should not become acts creating a system of legal blackmail against the merchant and providing lucrative positions for a few.

In this day of combination of forces, every retail druggist should recognize that it is his duty to be not only a member of the N. A. R. D., but to take an active interest in its work; if he as an individual does not need such aid, then he should join anyway as payment of a debt he owes to those who will follow his vocation, and to the profession he is a member of. The success accomplished thus far by the association, through the management of its affairs, is worthy of the highest commendation. Seldom have a body of business men been charged with more difficult problems, and obtained more telling results. The conditions which would have existed ere now without such an organization can only be surmised, but no one, after due reflection, will say that they would be so satisfactory as they are to-day.

I hope I may not be considered presuming in making a few remarks touching upon two points that may be relevant. In order to be most effective in the work, should the N. A. R. D. not seek to become entirely independent of outside financial assistance? The association has it in its power to bring to itself the manufacturer, a power the members are beginning to realize. It is to the interest of the manufacturer from financial considerations, if none other, to act in harmonious conjunction with the N. A. R. D., for he obtains at once a valuable advertisement. The reformation of the drug trade is in the hands of the retailer, let him insist on the purity and quality of the goods he purchases rather than on attempting to get an unreasonably low price; let him regain his individuality, let his calls be for more and more of the preparations of the pharmacopœia, and with the motto "We give you the best" inscribed on his insignia, let him become an observing, energetic enthusiast in his honorable profession.

Some British Sheep-Dips.

In England the Board of Agriculture and Fisheries are required to pass upon the formulas employed by manufacturers of sheep-dips. From a recent issue of the Chemist and Druggist we take the following three formulas which have been approved by the Board after experimental trials:

Lime and Sulphur.

Mix 25 pounds of flowers of sulphur with 12½ pounds of good quicklime. Triturate the mixture with water until a smooth cream without lumps is obtained. Transfer this to a boiler capable of boiling 20 gallons, bring the volume of the cream to 20 gallons by addition of water, boil and stir during half an hour. The liquid should now be of a dark red color; if yellowish, continue the boiling until the dark red color is obtained, keeping the volume at 20 gallons. After the liquid has cooled, decant it from any small quantity of insoluble residue, and make up the volume to 100 gallons with water.

Carbolic Acid and Soft Soap.

Dissolve 5 pounds of good, soft soap, with gentle warming, in 3 quarts of liquid carbolic acid (containing not less than 57 per cent. of real tar acid). Mix the liquid with enough water to make 100 gallons.

Tobacco and Sulphur.

Steep 35 pounds of finely ground tobacco (offal tobacco) in 21 gallons of water for four days. Strain off the liquid, and remove the last portions of the extract by pressing the residual tobacco. Mix the whole extract, and to it add 10 pounds of flowers of sulphur. Stir the mixture well to secure an even admixture, and make up the total bulk to 100 gallons with water.

Note.—The period of immersion in these dips should not be less than half a minute.

About 6,000 kilos of oil of rose have been distilled this season.

PRESENT DAY QUESTIONS.*

BY PROF. C. H. DAGGETT, PH.C.,
Providence, R. I.

The foundation of any profession is education. A man cannot get along without it. He may have much or he may have little of it, but he has at least some. He is educated to do certain things, and no matter how long he lives he can never complete his education. Young men entering the profession of pharmacy as a rule do not realize the amount of education required to make them proficient. They seem to think that by washing bottles and running errands for a year or two they have during their spare moments but to learn the names on shelf bottles and drawers, and watch the clerk compound prescriptions for a time, and they will then be ready for any kind of work. In many cases the proprietor is more at fault than the clerk in offering him too much encouragement.

A young man should be assisted over ground which he finds very difficult. He should be induced to study during his spare moments and to be made to feel that he is at liberty to ask questions about things which he does not understand. His course of study in the store should be selected and arranged by his employer, and unless he commences with the fundamental principles, his study is useless. Theory and practice go hand in hand.

A young man should be allowed, when not otherwise occupied, to watch the compounding of prescriptions, but he should not assist in the work until he has obtained a general knowledge of doses, incompatibilities, etc., of organic and inorganic substances. The average pharmacist expects too much of a young man with a limited experience, and it is a great mistake.

After spending at least two years' time under a registered pharmacist, the young man should be advised to attend a college of pharmacy. Many pharmacists discourage their clerks in an effort to obtain a college education, saying that it is unnecessary to spend the time and money required. This is a great mistake, and the same pharmacists desiring a competent clerk would give the college graduate the preference. They want someone to educate the young man, so that they may get the benefit of his education.

Many pharmacists make the mistake of not having in their employ clerks who can compound physicians' prescriptions satisfactorily, and this is one of the reasons why so many physicians are dispensing. It is also the reason why many physicians recommend their patients to take prescriptions to a particular pharmacy to be compounded. A pharmacist cannot be too careful in the selection of his clerks, for he should realize that oftentimes human life is at stake. The proprietor may not be legally liable for error, yet he is morally so.

In order to obtain the services of competent clerks, one must be willing to pay for what such services are worth. Few firstclass clerks are obtainable because there is so little incentive to spend time and money to obtain an education for a profession in which there is a greater responsibility for a smaller remuneration

*Portion of a paper read before the Rhode Island Pharmaceutical Association.

than is to be found in other calling. It is as necessary to have first-quality clerks as it is to have first-quality drugs and chemicals. The services of the best clerks may be the means of assisting one in building up a large and profitable business. Of course, if you want a clerk simply to sell soda water and cigars, as many do, you can get anyone to do that, but I do not consider such men pharmacists. They may have passed the board examination and have certificates, but they cannot be considered pharmacists in any sense of the word.

The law requires that a person before applying for registration, shall have had at least three years' practical experience in a store where physicians' prescriptions are compounded, but the law does not state what the practical experience shall consist of. Washing bottles, running errands, and selling soda water and cigars is practical experience in a particular line of work, but it is not of the kind necessary to pass a board of pharmacy examination. The law is weak in this requirement, and this weakness is one of the principal reasons for so many poor clerks.

It is not within the power of the board of pharmacy, under the law, to state what practical experience shall consist of. I believe that the law should require a person to serve at least five years as a registered assistant pharmacist before he may be allowed to become a registered pharmacist and consequently a proprietor. If the condition of the pharmacist is to be bettered and the profession elevated, the restrictions for entering it must be severe. If a law requiring five years' experience were to be passed, as I have suggested, you would have a very different class of men than you now have in the profession, and fewer of them.

In order to keep in touch with the physician, you should call upon him frequently, invite him to inspect your place of business, and note your methods and facilities for dispensing his prescriptions. You can obtain suggestions from him and in return he will be pleased to accept suggestions from you if you make them in the proper spirit. Physicians as a rule have a limited knowledge of pharmacy and are always willing to obtain a pharmacist's ideas.

Without casting any reflection upon the present members of the board of pharmacy, I desire to say that the present method of appointing such a board is entirely wrong. When you allow politics to enter into the appointment of examining boards, you lay yourselves liable to the possibility of obtaining incompetent men on those boards. The governor can appoint whom he pleases, so long as those he appoints are registered pharmacists. In years past some governors have made very poor selections. If you have an incompetent board you must expect incompetent pharmacists. A law should be passed compelling the governor to make these appointments from a list of registered pharmacists of at least ten years' experience, submitted by the State Association, which is in a better position to select suitable persons for the position than any governor. The confirmation of appointments by the Senate should also be abolished, or else you will get back again into politics. A governor may appoint suitable members and if they happen to have any enemy in the Senate, the confirmation may be refused and the Senate will then appoint its political adherents.

Commercially, your business may be improved by the regulation of prices and the better serving of the public by the establishing of a system of agencies of manufactured products, the number of distributors being limited with restrictions as to purchase and sales, a fixed relationship between manufacturer, jobber and retailer, a greater degree of activity on the part of the retailer, and the application of modern business methods.

Syrup of Calcium Lactophosphate.*

BY FRANCIS HEMM,
St. Louis.

It is a well-known fact that the United State Pharmacopœia syrup of calcium lactophosphate darkens by age and is likewise liable to precipitate or ferment (especially in warm climate or summer weather), and therefore if a method can be proposed to prepare this syrup quickly if the demand is limited, it strikes the author as being a welcome and profitable suggestion. Welcome because the dispenser can enjoy the satisfaction of sending out a perfectly fresh and pleasant preparation and profitable because he loses no stock by the change caused by age. Proposed method:

Precipitated calcium carbonate	2.5 grams
Lactic acid	6 cc.
Phosphoric acid	3.6 cc.
Orange flower water	2.5 cc.
Syrup, extra heavy, sufficient quantity.	
Distilled water	20 cc.

Mix the acids with the distilled water and orange flower water in a porcelain mortar (or glass mortar), add the calcium carbonate and triturate until completely dissolved and effervescence ceases, filter or strain through cotton about 67 cc.; add sufficient syrup to make 100 cc. Strain or filter as time allows.

*Read before the Missouri Pharmaceutical Association.

Testing Commercial Iodine.

Tatlock and Thompson, in a paper read before the Scottish Section of the Society of Chemical Industry, suggest a method for the determination of bromine and chlorine in commercial iodine (Ch. & Dr.). The method suggested depends on the application of known reactions, the great advantage of operating on large quantities (from 5 to 10 grams of the sample) being claimed for the method. The iodine, bromine and chlorine are first converted into the zinc compounds by agitation with zinc and water, the iodine is then liberated by addition of sulphuric acid and potassium nitrite, filtered to remove the great bulk of the iodine thus precipitated, and the solution treated with benzene or or other solvent to remove the rest of the iodine. The bromine is next precipitated in the solution by silver nitrate in an ammoniacal solution, and finally the chlorine, by acidifying the filtrate with nitric acid.

STANDARDS OF PURITY.*

The following food standards form a part of the supplemental proclamation just issued by the Secretary of Agriculture in accordance with the act of Congress, approved June 3, 1902. The standards are expressed in the form of definitions, with or without accompanying specifications in composition.

HONEY.

1. Honey is the nectar and saccharine exudations of plants gathered, modified and stored in the comb by honey bees (Apis mellifica). It is laevo-rotatory, contains not more than twenty-five per cent. of water, not more than twenty-five hundredths per cent. of ash, and not more than eight per cent. of sucrose.

2. Comb honey is honey contained in the cells of comb.

3. Extracted honey is honey which has been separated from the uncrushed comb by centrifugal force or gravity.

4. Strained honey is honey removed from the crushed comb by straining or other means.

SPICES.

1. Spices are aromatic vegetable substances used for the seasoning of food and from which no portion of any volatile oil or other flavoring principle has been removed and which are sound and true to name.

2. Allspice or pimento is the dried fruit of Pimento pimenta (L.) Karst. and contains not less than eight per cent. of quercitannic acid; not more than six per cent. of total ash; not more than five-tenths per cent. of ash insoluble in hydrochloric acid, and not more than twenty-five per cent. of crude fiber.

3. Anise is the fruit Pimpinella anisum L.

4. Bay leaf is the dried leaf of Laurus nobilis L.

5. Capers are the flower buds of Capparis spinosa L.

6. Caraway is the fruit of Carum carvi L.

CAYENNE AND RED PEPPERS.

7. Red pepper is the red, dried ripe fruit of any species of capsicum.

8. Cayenne pepper of cayenne, is the dried ripe fruit of capsicum frutescens L., capsicum baccatum L., or some other small-fruited species of capsicum, and contains not less than fifteen per cent. of nonvolatile ether extract; not more than six and five-tenths per cent. of total ash; not more than five-tenths per cent. of ash insoluble in hydrochloric acid, not more than one and five-tenths per cent. of starch, and not more than twenty-eight per cent. of crude fiber.

9. Celery seed is the dried fruit of Apium graveolens L.

10. Cinnamon is the dried bark of any species of the genus cinnamomum from which the outer layers may or may not have been removed.

11. True cinnamon is the dried inner bark of cinnamomum zeylanicum Breyne.

12. Cassia is the dried bark of various species of cinnamomum, other than cinnamomum zeylanicum, from which the outer layers may or may not have been removed.

13. Cassia buds are the dried immature fruit of species of cinnamomum.

14. Ground cinnamon or ground cassia

*Circular No. 13, U. S. Department of Agriculture.

is a powder consisting of cinnamon, cassia, or cassia buds, or a mixture of these spices, and contains not more than eight per cent. of total ash and not more than two per cent. of sand.

15. Cloves are the dried flower buds of caryophyllus aromaticus L. which contain not more than five per cent. of clove stems; not less than ten per cent. of volatile ether extract; not less than twelve per cent. of quercitannic acid; not more than eight per cent. of total ash; not more than five-tenths per cent. of ash insoluble in hydrochloric acid, and not more than ten per cent. of crude fiber.

16. Coriander is the dried fruit of coriandrum sativum L.

17. Cumin seed is the fruit of cuminum cyminum L.

18. Dill seed is the fruit of anethum graveolens L.

19. Fennel is the fruit of faeniculum faeniculum (L) Karst.

20. Ginger is the washed and dried or decorticated and dried rhizome of Zinziber zingiber (L.) Karst., and contains not less than forty-two per cent. of starch, not more than eight per cent. of crude fiber, not more than eight per cent. of total ash, not more than one per cent. of lime, and not more than three per cent. of ash insoluble in hydrochloric acid.

21. Limed or bleached ginger is whole ginger coated with carbonate of lime and contains not more than ten per cent. of ash, not more than four per cent. of carbonate of lime, and conforms in other respects to the standard for ginger.

22. Horse-radish is the root of roripa armoracia (L.) Hitchcock, either by itself or ground and mixed with vinegar.

23. Mace is the dried arillus of myristica fragrans Houttuyn and contains not less than twenty nor more than thiry per cent. of nonvolatile ether extract, not more than three per cent. of total ash, not more than five-tenths per cent. of ash insoluble in hydrochloric acid, and not more than ten per cent. of crude fiber.

24. Macassar or Papua mace is the dried arillus of myristica argentea Warb.

25. Bombay mace is the dried arillus of myristica malabarica Lamarck.

26. Marjoram is the leaf, flower and branch of majorana majorana (L.) Karst.

27. Mustard seed is the seed of Sinapis alba L. (white mustard), brassica nigra (L.) Koch (black mustard), or brassica juncea (L.) Cosson (black or brown mustard).

28. Ground mustard is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil, and contains not more than two and five-tenths per cent. of starch and not more than eight per cent. of total ash.

29. Nutmeg is the dried seed of myristica fragrans Houttyn deprived of its testa, with or without a thin coating of lime, and contains not less than twenty-five per cent. of nonvolatile ether extract, not more than five per cent. of total ash, not more than five-tenths per cent. of ash insoluble in hydrochloric acid, and not more than ten per cent. of crude fiber.

30. Macassar, Papua, male, or long nutmeg, is the dried seed of myristica argentea Warb, deprived of its testa.

31. Paprica is the dried ripe fruit of capsicum annum L., or some other large-fruited species of capsicum.

PEPPER.

32. Black pepper is the dried immature berry of piper nigrum L. and contains not less than six per cent. of nonvolatile ether extract, not less than twenty-five per cent. of starch, not more than seven per cent. of total ash, not more than two per cent. of ash insoluble in hydrochloric acid, and not more than fifteen per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than three and one-quarter parts of nitrogen. Ground black pepper is the product made by grinding the entire berry and contains the several parts of the berry in their normal proportions.

33. Long pepper is the dried fruit of piper longum L.

34. White pepper is the dried mature berry of piper nigrum L. from which the outer coating or the outer and inner coatings have been removed and contains not less than six per cent. of nonvolatile ether extract, not less than fifty per cent. of starch, not more than four per cent. of total ash, not more than five-tenths per cent. of ash, insoluble in hydrochloric acid, and not more than five per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than four parts of nitrogen.

35. Saffron is the dried stigma of crocus sativus L.

36. Sage is the leaf of Salvia officinalis L.

37. Savory, or summer savory, is the leaf, blossom and branch of satureja hortensis L.

COCOA AND COCOA PRODUCTS.

1. Cocoa beans are the seeds of the cacao tree, Theobroma cacao L.

2. Cocoa nibs, or cracked cocoa, is the roasted, broken cocoa bean freed from its shell or husk.

3. Chocolate, plain or bitter, or chocolate liquor, is the solid or plastic mass obtained by grinding cocoa nibs without the removal of fat or other constituents except in the germ, and contains not more than three per cent. of ash insoluble in water, three and fifty-hundredths per cent. of crude fiber, and nine per cent. of starch, and not less than forty-five per cent. of cocoa fat.

4. Sweet chocolate and chocolate coatings are plain chocolate mixed with sugar (glucose), with or without the addition of cocoa butter, spices, or other flavoring materials, and contain in the sugar-and-fat-free residue no higher percentage of either ash, fiber or starch than is found in the sugar-and-fat-free residue of plain chocolate.

5. Cocoa or powdered cocoa is cocoa nibs, with or without the germ, deprived of a portion of its fat and finely pulverized, and contains percentages of ash, crude fiber and starch corresponding to those in chocolate after correction for fat removed.

6. Sweet, or sweetened cocoa, is cocoa mixed with sugar (sucrose), and contains not more than sixty per cent. of sugar (sucrose), and in the sugar-and-fat-free residue no higher percentage of either ash, crude fiber or starch than is found in the sugar-and-fat-free residue of plain chocolate.

1. Wine is the product made by the normal alcoholic fermentation of the juice of sound, rice grapes, and the usual cellar treatment, and contains not less than seven nor more than sixteen per cent. of alcohol, by volume, and, in one hundred cubic centimeters, not more than one-tenth gram of sodium chlorid nor more than two-tenths gram of potassium sulphate, and for red wine not more than twelve-hundredths gram of volatile acid derived from fermentation and calculated as acetic acid. Red wine is wine containing the red coloring matter of the skins of grapes. White wine is wine made from white grapes or the expressed fresh juice of other grapes.

2. Dry wine is wine in which the fermentation of the sugars is practically complete and which contains, in one hundred cubic centimeters, less than one gram of sugars, and for dry red wine not less than sixteen-hundredths gram of grape solids, and for dry white wine not less than thirteen-hundredths gram of grape ash and not less than one and four-tenths grams of grape solids.

3. Fortified dry wine is dry wine to which brandy has been added, but which conforms in all other particulars to the standard of dry wine.

4. Sweet wine is wine in which the alcoholic fermentation has been arrested, and which contains, in one hundred cubic centimeters, not less than one gram of grape ash, and for sweet white wine not less than thirteen-hundredths gram of grape ash.

5. Fortified sweet wine is sweet wine to which wine spirits have been added. By act of Congress, "sweet wine" used for making fortified sweet wine, and "wine spirits" used for such fortification are defined as follows (Sec. 43, act of October 1, 1890, 26 Stat., 567, as amended by section 68, act of August 28, 1894, 28 Stat. 509): That the wine spirits mentioned in section forty-two of this act is the product resulting from the distillation of fermented grape juice, and shall be held to include the product commonly known as grape brandy; and the pure sweet wine, which may be fortified free of tax, as provided in said section, is fermented grape juice only, and shall contain no other substance of any kind whatever introduced before, at the time of, or after fermentation, and such sweet wine shall contain not less than four per centum of saccharine matter, which saccharine strength may be determined by testing with Balling's saccharometer or must scale, such sweet wine, after the evaporation of the spirit contained therein and restoring the sample tested to original volume by addition of water; provided, that the addition of pure boiled or condensed grape must, or pure crystallized cane or beet sugar to the pure grape juice aforesaid, or the fermented produce of such grape juice prior to the fortification provided for by this act, for the sole purpose of perfecting sweet wines according to commercial standard, shall not be excluded by the definition of pure, sweet wine aforesaid. Provided further, that the cane or beet sugar so used shall be in excess of ten per cent. of the weight of wines to be fortified under this act.

6. Sparkling wine is wine in which the after part of the fermentation is completed in the bottle, the sediment being disgorged and its place supplied by wine or sugar liquor and which contains, in one hundred cubic centimeters, not less than twelve-hundredths gram of grape ash.

7. Sugar wine is the product made by the addition of sugar to the juice of sound,

ripe grapes and subsequent alcoholic fermentation with the usual cellar treatment.

8. Raisin wine is the product made by the alcoholic fermentation of an infusion of dried or evaporated grapes, or of a mixture of such infusion or raisins with grape juice.

VINEGAR.

1. Vinegar, cider vinegar, or apple vinegar, is the product made by the alcoholic and subsequent acetous fermentations of the juice of the apple, is laevo-rotatory, and contains not less than four grams of acetic acid, not less than four grams of acetic acid, not less than one and six-tenth grams of apple solids, and not less than twenty-five-hundredths gram of apple ash in one hundred cubic centimeters. The water-soluble ash from one hundred cubic centimeters of the vinegar requires not less than thirty cubic centimeters of decinormal acid to neutralize the acidity and contains not less than ten milligrams ot phosphoric acid. (P_2O_5.)

2. Wine vinegar, or grape vinegar, is the product made by the alcoholic and subsequent acetous fermentation of the juice of grapes, and contains, in one hundred cubic centimeters, not less than four grams of acetic acid, not less than one and four-tenths grams of grape solids, and not less than thirteen-hundredths gram of grape ash.

3. Malt vinegar is the product made by the alcoholic and subsequent acetous fermentations, without distillation, of an infusion of barley malt or cereals whose starch has been converted by malt, and is dextro-rotatory and contains, in one hundred cubic centimeters, not less than four grams of acetic acid, not less than two grams of solids, and not less than two-tenths gram of ash. The water-soluble ash from one hundred cubic centimeters of the vinegar requires not less than four cubic centimeters of decinormal acid to neutralize its alkalinity and contains not less than nine milligrams of phosphoric acid (P_2O_5).

4. Sugar vinegar is the product made by the alcoholic and subsequent acetous fermentations of solutions of sugar, syrup, molasses, or refiners' syrup, and contains, in one hundred cubic centimeters, not less than four grams of acetic acid.

5. Glucose vinegar is the product made by the alcoholic and subsequent acetous fermentations of solutions of starch sugar, glucose, or glucose syrup, is dextro-rotatory, and contains, in one hundred cubic centimeters, not less than four grams of acetic acid.

6. Spirit vinegar, distilled vinegar, grain vinegar is the product made by the acetous fermentation of dilute distilled alcohol and contains, in one hundred cubic centimeters, not less than four grams of acetic acid.

Reaction for Formic Acid.

A new reaction for formic acid is suggested by Comanducci, who makes use of the characteristic yellow color the acid affords with sodium bisulphite. The reaction consists in diluting 2.5 cc. of the liquid to be tested (formaldehyde, glycerin, methyl alcohol, acetic acid, etc.) with an equal volume of water, adding 15 drops of a concentrated solution of sodium bisulphite solution (5 grams in 5 cc. water), shaking, and warming slightly. If formic acid is present, a yellowish red color develops.—Pharm. Zeit.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Rose Tooth Paste.

(F. R. T.)—Your request for a formula for a toothpaste which contains no glycerin is somewhat different than the requests usually made; most operators prefer glycerin as an excipient, for it does not ferment like honey or syrup. However, here are the formulas:

(1.)

Fine powdered pumice stone, 2 ounces; powdered orris root, 2 ounces; powdered myrrh, ½ ounce; honey, 4 ounces; sufficient liquid cochineal to color; oil of cloves, ½ dram; spirit of lemon, 1½ drams; oil of rose, 8 drops.

(2.)

Red Rose Tooth Paste.—Prepared chalk, 4 ounces; heavy carbonate of magnesia, 4 ounces; powdered orris root, 4 ounces; powdered pumice stone, 4 ounces; powdered cuttlefish bone, 4 ounces; honey, 8 ounces; simple syrup, 2 ounces; rose water, 8 ounces; carmine, 2 drams; ammonia water, ½ ounce. Rub the carmine and ammonia water together in a mortar, then add the liquids in the order given and finally the powders; perfume with attar of rose, 1 dram, and oil of rose geranium, ½ dram. The pumice stone may be omitted and replaced by precipitated chalk.

In the following formula glycerin is employed, but the paste is said by a writer in the Western Druggist to be adapted for filling collapsible tubes:

Water	4 ounces
Gelatin	120 grains
Glycerin	7 ounces

Dissolve the gelatin in the water by the aid of heat, then add the glycerin. Label: Massing Fluid.

Then prepare the following powder:

Precipitated chalk	15½ av. ounces
Castile soap powder	½ av. ounce
Oil gaultheria	1 dram
Solution of carmine, N. F., enough, or	1 dram

Mix and pass through a No. 80 sieve. Put the powder into a good sized mortar and pour on 4 ounces of the massing fluid. With the pestle rub into a paste. Keep your patience and keep your pestle a-going, and by and by the powder will show a moist place, which will grow larger until you have the whole thing to a paste. The rubbing should be kept up until a soft, uniform mass is obtained. It is now just right for jars. For tubes, add 1 fluid ounce more of massing fluid, rubbing this addition into the mass well and good. Do not fill the tubes more than three-fourths full; if you do it will squeeze out all over the tube and your pliers.

Perfumed Ammonia.

(Dr. A. H. S.)—We suppose tincture of orris root or spirit of ionone might be used to perfume an ordinary weak aqueous solution of ammonia, but just whether either of these would be the most suitable for your purpose we do not know; you fail to inform us whether the solution is to be employed as a toilet requisite or not. If a "volatile essence" is what you want, we suggest you try one of these formulas:

(1.)

Camphor	½ dram
Essence of musk	½ ounce
Oil of lemon	30 minims
Oil of lavender, English	1 dram
Oil of bergamot	3 drams
Oil of cloves	20 minims
Strong ammonia water	8 ounces

(2.)

Oil of lavender, English	1 dram
Oil of bergamot	40 minims
Oil of rosemary	15 minims
Strong ammonia water	3 ounces

(3.)

Oil of rose	2 drams
Oil of lavender, English	1½ ounces
Oil of bergamot	1½ ounces
Oil of cinnamon, true	½ ounce
Oil of cloves	½ ounce
Essence of musk	1 ounce
Rectified spirit	4 ounces
Alcoholic solution of ammonia	10 ounces

TOILET AMMONIA.

Ammonia water, 10 per cent.	250 cc.
Green soap	120 grams
Oleic acid	10 cc.
Oil of bay	1 cc.
Oil of rosemary	1 cc.
Oil of verbena	5 cc.
Water, sufficient to make	1000 cc.

Dissolve the soap in warm water, 500 cc., and when cool add the water of ammonia and the oils; mix by agitation and add lastly the oleic acid and water to make 1,000 cc.

Flavoring Extracts.

(W. S. C. & Co.)—

STRAWBERRY.

(1.) A flavoring extract from the fruit may be made as follows: Bruise 4½ pounds of strawberries; pour 3 quarts of alcohol over the mass, let stand for some time and filter. The product will make about a gallon of the extract.

(2.) Butyric ether, 1 fl. ounce; acetic ether, 1 fl. ounce; amyl acetate, 4½ fl. drams; amyl butyrate, 3 fl. drams; glycerin, 4 fl. drams; oil of wintergreen, 4 fl. drams; alcohol, deodorized, enough to make 16 fl. ounces. Color red with carmine or other suitable red coloring. Replacing a portion of the alcohol with a weak tincture of orris is said by some to improve the flavor.

RASPBERRY.

(1.) Upon 50 pounds of the fresh and cleaned berries, pour 14 gallons of 85 per cent. alcohol. Let the mixture stand for 24 hours, then add about 6 gallons of water, and distill off 13 gallons.

(2.) Fluid extract of orris root, 2 fl. ounces; acetic ether, ½ fl. ounce; oil of

cognac, 10 drops; butyric ether, 5 drops; diluted alcohol, 16 fl. ounces. Mix the ingredients, color to a dark red with tincture of cochineal, and after a few days filter, if necessary.

BANANA.

(1.) Banana fruit (peeled), 1 pound; alcohol, 1 pint; water, 1 pint. Macerate for 14 days; express and strain.

(2.) Butyric ether, 1¼ fl. ounces; essence of lemon, 1 fl. dram; essence of orange, 1 fl. dram; alcohol, deodorized, enough to make 16 fl. ounces. The essence in this formula should be prepared by macerating 1 part of finely cut fresh lemon or orange peel with 5 parts of alcohol for 3 days, then expressing and filtering.

PEACH.

(1.) Bruised peach pits, 4 drams; oil of bitter almonds. 2 drams; diluted alcohol, 16 ounces. Macerate 48 hours and filter.

(2.) Acetic ether, 5 fl. drams; butyric ether, 5 fl. drams; amyl acetate, 5 fl. drams; oil of wintergreen, 30 minims (or less); oil of bitter almonds (deprived of hydrocyanic acid), 2 or 3 fl. drams; alcohol, deodorized, enough to make 16 fl. ounces.

PINEAPPLE.

(1.) Grated pineapple, 16 fl. ounces; alcohol, 6 ounces. Macerate 48 hours in a covered vessel, and strain, adding enough water through the strainer to make the liquid measure 1 pint.

(2.) Chloroform, 1 fl. dram; acetic aldehyde, 1 fl. dram; amyl butyrate, 10 fl. drams; glycerin, 4 fl. drams; alcohol, deodorized, enough to make 16 fl. ounces. Color yellow, if desired.

It should be stated that the pure food laws of some of the States require that in cases where flavoring extracts cannot well be prepared from the natural fruits, such as banana, pineapple, strawberry, etc., the synthetic product must bear the name "artificial" on the label. All extracts so made are also required to be free from harmful ingredients, etc.

Magnesia Magma.

(F. X. C.)—Under the above title the following formula appears in the Proceedings of the A. Ph. A., for 1903:

Magnesium sulphate, two hundred and fifty grams	250 grams
Sodium hydroxide, eighty-one grams	81 grams
Water, a sufficient quantity to make	1000 grams

Dissolve the magnesium sulphate in 4,000 cc. of water and the sodium hydroxide in another portion of 4,000 cc. of water and filter the solutions. Pour the soda solution slowly, in a thin stream, into the magnesium sulphate solution with constant stirring. Allow the precipitate to subside and decant the clear fluid. Wash the magma several times with water by decantation until the washings are free from saline taste. Transfer the magma to a muslin strainer and allow to drain without pressing. Then re-transfer it to suitable vessels and add sufficient water to make one thousand cc. of fluid and mix thoroughly by stirring. One teaspoonful of this preparation contains about three grains of magnesium hydroxide.

The water used in preparing this must be free from organic matter or the magma will become discolored. Ordinary tap water contains an excess of organic matter as a rule, but may be rendered suitable for the above by treatment with alum. To a gallon, mix thoroughly and allow to stand over night. Then decant the clear water. If the water is decidedly yellowish from organic matter, more alum may be needed, but an excess of alum should be avoided, as not clearing the water so well. Long standing with a trace of alum is most effective. The quantity of soda directed is slightly less than is required for complete precipitation of the magnesium sulphate, because caustic alkali is difficult to wash out, and its presence in the finished preparation would be decidedly objectionable.

Yohimbine.

(E. M. F., M.D.)—Yohimbine is an alkaloid obtained from Yohimba bark, a species of Tabernae (T. Montana), a tree found in the southwestern part of Africa. According to Spiegel, the alkaloid is extracted from the powdered bark by means of dilute acetic acid, and precipitated from the solution thus obtained with sodium carbonate. By recrystallization from alcohol the pure substance may be obtained in the form of white needles. The alkaloid has the formula $C_{22}H_{32}N_2O_4$, is soluble in water and melts at 234° C. Yohimbine hydrochloride, a salt of the alkaloid, may also be obtained in the crystalline condition. It melts at 295-300° C. By the formation of the iodmethylate of the alkaloid, yohimbine is shown to be a tertiary base. The iodmethylate is soluble in hot water with tolerable facility, but sparingly in cold water, separating from the hot solution as a syrupy mass, which afterwards becomes crystalline. By oxidation with permanganate yohimbine yields two acids, yohimbic acid, $C_{20}H_{24}N_2O_6$, and noryohimbic acid, $C_{19}H_{20}N_2O_7$. The alkaloid is said to possess powerful aphrodisiac properties and is claimed to be an effective remedy in impotence of nervous origin. According to Waugh and Abbott's "Alkaloidal Therapeutics," yohimbine "may be given by the stomach or hypodermically. For hypodermic use the hydrochloride must be dissolved in boiling water. This solution will keep for a few weeks, and longer if a drop of chloroform is added. It is advised to give the tablets containing .005 each, three times a day, for six weeks or more, rather than to give larger doses."

Cleaning Wall Paper.

(E. S. B.)—The following has been recommended: Mix together 1 pound each of rye flour and white flour into a dough, which is partially cooked and the crust removed. To this 1 ounce of common salt and ½ ounce of powdered naphthalin are added, and finally 1 ounce of corn meal and ⅓ ounce of burnt umber. The composition is formed into a mass of the proper size to be grasped in the hand. In use it should be drawn in one direction over the surface to be cleaned. Other formulas have been published in previous volumes of The Era. Consult the indexes.

Application for Pimples.

(P. L. S.)—We cannot give the formula for the proprietary specialty and we do not answer queries by mail. However, if you will consult the indexes to previous volumes of The Era, you would find many references to formulas for preparations of this character. Here are several that have been recommended:

(1.)

Carbolic acid, 15 drops; borax, 1 dram; tannin, ½ dram; glycerin, ½ fluid ounce; alcohol, 1 fluid ounce; rose water, 2½ fluid ounces. Make a solution and apply night and morning.

(2.)

Thymol, 10 grains; boric acid, 2 drams; distilled extract of witch hazel, 1 fluid ounce; rose water, 4 fluid ounces.

(3.)

Crystallized alum, 1 ounce; salt, 1 ounce; sublimed sulphur, 1 ounce; sugar candy, 2 drams; elder flower water, 3 ounces; distilled water, 3 ounces; brandy, 10 ounces. A "shake" mixture.

Assay of Iodoform Gauze.

The following method is proposed by Francois for inclusion in the forthcoming "Codex" (Pharm. Journ.): Weigh off 20 grams of the material, cut into small pieces, and extract with ether into a graduated 100 cc. flask. Adjust the volume of the ether extract to 100 cc., transfer 10 cc. of this to a conical flask, drive off the ether with a current of air; add to the residue 10 cc. of 20 per cent. silver-nitrate solution, and place on a cold water-bath. Then apply heat to the bath, so that the temperature of the mixture is slowly raised, and keep it on the boiling water-bath for an hour. Then fill the flask with distilled water, set it aside for twenty-four hours, and collect the silver iodide on a tared filter. Dry at 100° C., wash with ether, again dry at 100° C., and weigh. The weight obtained + 0.559 gives the weight of iodoform in 2 grams of gauze.

Solubility of Lime.

Why is lime less soluble in hot water than in cold? In a paper read last month, before the Edinburgh Assistants' Association, William Duncan answered this question by saying that solution is either an exothermic or an endothermic reaction. Solution of $Ca(OH)_2$ belongs to the first. There is an evolution of heat and the salt in consequence decreases with a rise in temperature. The reverse happens when potassium nitrate is dissolved in water, a rise in temperature increasing the solubility. Sodium chloride, on the other hand, dissolves in water with practically no change in temperature, and consequently it is equally soluble in hot and cold water.

Platol.

"Platol" is a name applied by the Apotheker Zeitung to a liquid starch polish, which is prepared as follows: Reduce 5 parts of powdered tragacanth to a homogeneous condition by soaking it in 250 parts of water. When the gum becomes fully swollen, add 7½ parts of boiling water and dissolve in the mixture 50 parts of borax; then stir in 50 parts of talcum and 50 parts of stearin. A half pint of this mixture added to a quart of cooked starch will make a suitable liquid polish, or the mixture may be applied directly to the starched surface by means of a sponge just previous to applying the smoothing iron.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

Concentrated Fruit Syrups of Absolute Purity, Rich Flavor and Highest Quality.

Put in your stock of Soda Fountain Syrups now. Be sure to get goods of known superiority. We make them from fresh selected fruit. They keep. You don't have to "try" Matthews' make. They have long ago passed the trial stage and secured **Reputation.**

MATTHEWS'

Fruit Syrups
Strawberry
Raspberry
Pineapple
Orange
Lemon
Coffee

6 Full Qts., $3.00.
12 Full Qts., $5.50
Per Gallon, $1.50

Crushed Fruits
12 half gallon Jars, $10, cash

Rock Candy Syrup.
S. G. 36, .50 per gal

Simple Syrup
S. G. 32, .45 per gal

CHOCOLATE STOCK (Concentrated) for cold or hot soda—a product of great strength and flavor, calculated to please the most critical of your customers.

Special.—We will re-line your steel fountains for $6.00 each.

JOHN MATTHEWS, Inc.,
333 East 26th Street, NEW YORK.

ADNEPHRIN

In addition to our well-known Adnephrin Solution (1 to 1000) which is sold at 60 cents an ounce net we now offer:

ADNEPHRIN OIL SPRAY—A 1 to 1000 solution of the adrenal (suprarenal) active principle in a neutral oil, aromatized. Price 60 cents an ounce.

ADNEPHRIN EMOLLIENT—An ointment having a neutral base and containing in each 1000 parts 1 part of the adrenal (suprarenal) active principle. In collapsible tubes, price 30 cents a package.

These two new products are of the same high quality as Adnephrin Solution and are unexcelled for activity and permanence.

Order direct or from jobbers.

50 YEARS IN BUSINESS
FREDERICK STEARNS AND COMPANY
DETROIT MICH.
WINDSOR, ONT. LONDON, ENG NEW YORK CITY

The Era Publications for the Drug Trade.

THE PHARMACEUTICAL ERA.

(Issued Every Thursday).
$3.00 Per Year, in Advance; Foreign, $4.00 Per Year.

The only weekly pharmaceutical journal in America. The ERA is the newspaper of the drug trade, and its readers get: The news when it is news; market reports which follow the market closely; prompt replies to "Question Box" inquiries; prompt reports of association meetings, etc., and the latest developments in pharmacy, scientific, professional and commercial.

THE ERA PRICE LIST EDITIONS

Issued in the Spring and Fall of each year, FREE to Subscribers to the Era

The Era Price List Editions contain complete Druggist Price Lists, thoroughly revised, and brought down to date twice a year. They are issued in the Spring and Fall. They combine in one publication, arranged for easy reference, the most complete lists of Drugs, Chemicals, Newer Remedies, Proprietary Preparations and Pharmaceuticals of a proprietary character ever offered to the drug buyer.

The list of Proprietary Preparations is the most comprehensive ever published. The present edition contains some 26,000 items, and in most cases the name and address of the manufacturer is supplied by means of a key number opposite the item, referring to the Manufacturers List. The preparations of nearly 3,000 manufacturers are thus listed.

These Price List Editions are published for the benefit of subscribers to the ERA, and every subscriber gets one copy free.

THE ERA COURSE IN PHARMACY.

Total Expenses for Full Course, $10.00, Which Includes a Year's Subscription to the ERA.

This Course consists of printed lectures upon the theory and practice of pharmacy, chemistry, materia medica, prescription dispensing and other subjects essential to a sound and practical training in pharmacy. The lectures are prepared by the foremost pharmaceutical educators, are issued in monthly installments, and the entire work of the Course can be completed within twelve months. Recitations and examinations are conducted by correspondence directly with each regularly matriculated student. Especially valuable as a preparation for the examination by a board of pharmacy, to those who cannot attend a college of pharmacy, and to all desiring to review their former study of the subjects embraced in the curriculum.

NEW CLASS FORMED EVERY MONTH.
Write for new descriptive PROSPECTUS.

THE ERA FORMULARY.

(5,000 Reliable Formulas).
Price, $5.00 Per Copy, Postpaid.

Compiled specially for druggists. A collection of original and prize formulas, to which has been added a selection from standard authorities in English, French and German.

Contains formulas for Toilet Articles, Proprietary Medicines, Unofficial Pharmaceuticals, Family Medicines, Domestic and Household Articles, Veterinary Remedies, Technical and Industrial Processes, Flavoring Extracts, Soda Fountain Specialties, etc., etc.

462 pages, cloth. Sample pages on application.

THE ERA DRUGGISTS' DIRECTORY.

Subscription Price, $5.00 Per Copy, Postpaid.

Carefully revised by personal canvass of nearly the entire trade. The most complete and accurate Trade Directory ever issued. It contains:

Part I.—Wholesale Druggists of the United States and Canada.

Part II.—Retail Druggists of the United States, Canada, Hawaiian Islands, Cuba, Porto Rico, Mexico and Costa Rica, together with a list of the principal druggists in Chile, Peru, Bolivia, Ecuador and Colombia. In the United States and Canada lists the side lines carried are indicated.

Part III.—Manufacturers, Jobbers and others who supply the drug trade.

THE ERA DOSE BOOK.

(Third Edition, Revised and Enlarged.
Price, 50 Cents Per Copy, Postpaid.

It has a Dose List, (2,600 remedies); a Veterinary Dose List, the most complete ever compiled; Tables of Dose Equivalents; Poisons and Antidotes; Incompatibilities, Solubilities, Specific Gravities, Percentage Solutions, Drops in Fluidram, Metric System, Thermometric Equivalents; Lists of Latin, French and German terms used in prescriptions and definitions of the Properties of Remedial Agents. 46 pages; board covers.

THE ERA KEY TO THE U. S. P., 1890.

Price, 25 Cents Per Copy, Postpaid.

A complete list of the Drugs, Chemicals and Preparations of the latest U. S. P; gives official title, common name, synonyms, dose and strength of each; 75 pages, imitation leather binding only. Fits the Vest Pocket.

THE ERA POISON AND LIQUOR REGISTER.

Price, 60 Cents Per Copy, Postpaid.

Contains space for 800 entries, date, name of purchaser, name and quantity of poison sold; price, purpose, witness, remarks, etc., etc. It also contains a digest of poison laws of all the States. Where the law requires registration of liquor sales, this book answers the purpose admirably. Stiff board cover, leather back, 8x11 inches.

SAMPLE ADVERTISEMENTS FOR DRUGGISTS.

Price, 50 Cents Per Copy, Postpaid.

Last edition OUT OF PRINT. A new and revised Edition will be announced when ready.

SPECIAL NOTICE.—The prices here quoted include postage. All orders must be accompanied by remittance, in Cash, Express or P. O. Money Order or N. Y. draft payable to D. O. HAYNES & COMPANY. Send stamps (2c.) for amounts less than $1.00.

D. O. HAYNES & CO., Publishers, 90 William Street, New York.

News Section

STATUS OF ARISTOL

NEW FACTS ARE REVEALED.

Has the Patent Expired? Has the Trade Mark Expired

ACCORDING TO UNITED STATES PATENT OFFICE, PROTECTION FOR THIS ARTICLE IS LIMITED BY THE LIFE OF ANY OF ITS PATENTS ABROAD.—THE GERMAN PATENT, BEING FOR FIFTEEN YEARS, MUST HAVE EXPIRED ONE YEAR AGO.—OFFICIAL RECORDS SHOW THAT THE TRADE MARK WAS GRANTED PRIOR TO THE PATENT.—DOES NOT THEN THE TRADE MARK EXPIRE WITH THE PATENT?

Is the patent on Aristol alive or dead? Is the trade mark alive or dead?

The actual status of the patent must be determined by the courts, but facts have been laid bare which, in the opinion of many, prove two things:

(1.) That the patent, Aristol, is now dead in the United States, and has been since March of last year.

(2.) That the word, Aristol, is now common property, and no longer a trade-mark.

These involve questions that have not as yet been answered. The proprietors of the rights in Aristol have dropped all mention of the patent on the article. Instead, they have substituted the mention that: "The word Aristol is protected by registered trade-mark No. 17,393." Therefore, if the patent is *not* dead, then there's a mystery about leaving off all mention of patent protection.

ANOTHER PROBLEM.

But if the patent *is* dead, and the trade-mark expires with the patent, then there's a pretty little problem in how there can still be any protection in trade-mark No. 17,393. To take up the question of the patent first, the facts so far obtainable are these:

(1st.) From the United States Patent Office comes the following: "This patent (No. 446,875, or Aristol), issued February 24, 1891, to Messinger & Vortmann, assignors to Edward N. Dickerson, of New York, N. Y., for Compound of Iodine with Thymol, for the term of seventeen years, limited to expire with the foreign patent having the shortest term, the same having been patented in Germany, March 9, 1889, and in England, March 23, 1889." The above is signed by C. M. Irelan, chief clerk. It is not an opinion. The Patent Office is expressly forbidden to give any opinion whatsoever. The above statement is no more nor less than a simple statement of fact, and it is official.

(2d.) From a private legal source it is learned that the life of a patent in Germany is fifteen years. Then the patent on Aristol must, provided the statement of Chief Clerk Irelan is correct, have expired in Germany in March, of 1904.

MR. HILTON'S STATEMENT.

This, moreover, would seem to explain why mention is no longer made of a patent on the wrapper of Aristol. But apropos of this same point, there is the statement of Chairman S. L. Hilton, of the N. A. R. D. Committee on National Legislation, that "the number of the patent appears on the last package of Aristol purchased by him two or three months ago." Yet, if such mention has been used since the expiration of the patent, the same might turn out to be a violation of the law which provides that: "Every person who shall mark as patented any article which has not been patented, or who shall place upon such an article any imitation of the name or label of the patentee without his permission, and with the intention of misleading the public, or by deceiving those who may purchase such article, is liable to a fine of not less than one hundred dollars for each offense."

In the N. A. R. D. Notes, of recent date, reference is made to the letters patent of Aristol, which Mr. Hilton forwarded from Washington. "It was issued February 24, 1891, and will expire February 24, 1908," says Notes. The article further has it that, "The contention that the life of the American patent has been curtailed by the fact of the existence of foreign patents, is untenable, because all such patents are process patents, not product patents. The American patent is therefore alive, and did not expire in 1903, as claimed. Members of the N. A. R. D. should govern themselves accordingly, and take good care that they are not deceived."

AS TO THE PROCESS PATENT.

Opposed to the N. A. R. D. opinion, is the unqualified statement from the Patent Office. The latter statement, here quoted, has it that the Aristol Patent is "limited to expire with the foreign patent having the shortest term." There is, moreover, another contradiction, seemingly at least. Whether being a process patent makes any difference or not, here is this quotation from the letters patent: "We do not herein claim the process by which the article is made, as that is the subject-matter of our application, Serial No. 342,642." From the above it appears that a patent has been applied for on the process, but if the patent on the process has been granted, why is not mention of the same recorded on the article itself? There is no mention of a process patent on the wrapper.

Furthermore, certain chemists maintain that Aristol cannot be made by following the process described in the letters patent. The specifications direct that:

"We proceed as follows: 1.5 kilos, by weight, of thymol are dissolved in ten liters of water, under addition of 0.8 kilos, by weight, of soda-lye, and to the clear liquor a solution of 5.08 kilos, by weight, of iodine in 6.5 kilos, by weight, of an alkaline iodide is added, under continuous stirring at a temperature of about 15° Centigrade. A dark-red voluminous amorphous precipitate is immediately formed, which represents the new iodine substitution product of thymol."

But a chemist of considerable prominence says that the dark-red precipitate is not formed at all. To obtain such a precipitate a solution of chlorinated soda must first be added. The question arises: If the product cannot be produced according to directions in the specifications, then are said specifications faulty, and was the said patent ever really a valid patent?

QUESTION OF TRADE-MARK.

Next comes the question of the trade-mark. It has been contended that if the name is trade-marked subsequently to the patent, then the trade-mark lives on, independently of the patent. But experts in this subject hold—and they point to court decisions for backing—that where the article is known only by its trade-mark name, then the trade-mark name comes to be the common name for the article. This view of the case is applied to Aristol. The article has always been called Aristol. On the boxes only this name appears, and not the chemical name, and the word has therefore become associated in the public mind with the article.

But there is another contradiction, and this contradiction appears in the trade-mark records of the United States. It makes clear that the trade-mark Aristol was taken out in the United States *before* the patent. Here is the record: Official Gazette, Vol. 50, page 170:

"17,393.—Antiseptic Powder.—Farbenfabriken, vorm. Friedr. Bayer & Co., Elberfeld, Germany. Application filed December 9, 1889. Used since November 25, 1889. The word 'Aristol.'"

And here is one line from the patent sheet:

"Specification forming part of Letters Patent No. 446,875, dated February 24, 1891."

NEW PARCELS POST TREATY.

A parcels post treaty between the United States and Great Britain has been signed and will take effect April 1. It allows a maximum weight of four pounds and six ounces. The rate fixed is twelve cents a pound or fraction of a pound in this country and 2s. a parcel in England. All packages sent under this arrangement are limited in value to $50. The treaty follows the general provisions of existing parcels post treaties with other governments. A parcels post treaty with France is expected to be concluded shortly.

$1,000,000 IN FIRE LOSS.

Indianapolis, Feb. 20.—Fire in the wholesale district yesterday, caused a loss of over $1,000,000. Several explosions occurred in the warerooms of the A. Kiefer Drug Co., who are among the heaviest losers. Delmetsch & Co., druggists' sundries, also suffered severely.

ASK 'PHONE-RATE RELIEF.

Business Men Demand Action by the Legislature.

At the meeting of the New York Board of Trade and Transportation, last Thursday, the question of telephone rates came up for discussion, and a resolution was passed, favoring a legislative inquiry into the matter. Reference was made to the investigation in 1887 and the revelations brought to light at that time, and consensus of opinion showed that the time had come to show up what further might prove startling. The legislature is accordingly petitioned to put a committee at work on the subject, which is to recommend or frame a bill whereby the State and city may obtain a fairer telephone service. Here are a few pertinent excerpts from the resolution as adopted:

"That excessive charges are due to the existence of an absolute and undisputed monopoly in the rendering of the service. That monopoly exists, because competition has been thus far impossible. That competition has been defeated because the monopoly has owned the subways and controlled access to them by intending competitors. * * * That a monopoly in control of a public necessity should be subjected to a regulation of its charges in the public interest. That legislative control of charges should be governed by cost of service.

"That the legislature of this State be and is hereby earnestly, but respectfully petitioned to appoint a special committee to investigate the charges for telephone services, the cost of such service to the companies * * * and such other information as may be useful in determining if rates charged are excessive and what rates would be just and equitable. That such committee have power to subpoena witnesses and to compel their attendance and testimony under oath and to compel the production of all books and papers relating to the business, property and transactions of telephone companies in this State. * * *"

The committee of business men, also occupied in a study of the situation, held another of its meetings last week, at the offices of the New York Telephone Co. Union N. Bethel, first vice-president and general manager of the telephone company, was present. Details of the sessions were withheld, but it is said that the committee will endeavor to have experts go over the books and official statistics of the telephone company in order to demonstrate that the charges for service are higher in this city than is reasonable. That the company will consent to such a plan is not considered probable.

Mr. Bethel submitted data to prove that, in view of the greater outlay and heavier cost of installation in New York, the rates in vogue here are as low as any operating company could furnish on a profitable basis.

At Albany, Senator Keenan, of New York, has introduced in the Senate, a joint resolution, calling for the appointment of a committee of three senators and five assemblymen to investigate the charges that the telephone service in New York City is controlled by a monopoly and that the cost of the service is exorbitant.

The commission is to be vested with power to take evidence and employ counsel to the end that the report may be thorough and its recommendations such that the conditions of telephone service in New York City be remedied.

ASSAULTED BY A NEGRO.

A murderous attack on Dr. Louis Keyser, a druggist of Oyster Bay, L. I., was made early Saturday morning, by a negro known as "Diamond Dick," who narrowly escaped lynching, and is now lodged in the county jail at Mineola.

Three years ago Dr. Keyser sold his drug store at Sixth avenue and Twenty-eighth street, Manhattan, and went to Oyster Bay, where he established a pharmacy on East Main street. About half-past four on Saturday morning, he was aroused by the ringing of the night bell. The negro was there, asking for pills. After reproving him for calling at such an unearthly hour, Dr. Keyser went behind the counter and reached up to get the pills. As soon as the druggist had turned his back, the negro struck him on the head several times with a hatchet. Dr. Keyser shouted for help, and his assailant fled. Later the fellow was found crouching under a stairway back of the store, and taken to jail. The motive is supposed to have been robbery.

GAS MAGNATES AT ALBANY.

Albany, Feb. 18. Agitation for cheaper gas in Greater New York, to which the N. Y. R. D. A. added largely in its last meeting, has taken a change of scene, to the legislature. Neither are the agitators the same, for the boot is on the other foot. The gas companies, in other words, don't seem to want legislation under which they would have the privilege of charging less. Through their attorneys they have even protested, and last Thursday these gentlemen appeared before the Senate Committee on Miscellaneous Corporations and the Assembly Committee on Electricity, Gas and Water Supply, and stated quite earnestly that they did not like the bills which provide for seventy cent gas in New York. All the representatives of the companies claimed that a reduction of the rate would mean the confiscation of their properties, as they could not even produce gas at the rate fixed by the bill. The detailed cost of the manufacture of gas was asked for from one of the representatives, but he said that he could not give it.

W. A. DeFort, representing the Municipal League of New York City, favored the bill, claiming that the recent investigation of the gas situation in Boston showed that the companies could produce gas there and sell it at a 7 per cent. profit, for eighty cents per 1,000 feet. He criticised the representatives of the companies for coming before the committee and refusing to go into details as to the cost of the manufacture of gas.

The Merchants' Association of New York filed a letter in which it was argued that the cost of gas under favorable conditions does not exceed forty-two cents per 1,000 cubic feet. The letter was signed by J. Hampden Dougherty, chairman of the committee on gas and electricity of the association.

LODER WANTS BIG DAMAGES.

Sues Druggists and Associations Under Sherman Trust Law.

Chicago, Feb. 20.—A suit of great importance to druggists in the United States, and one of the largest ever started under the Sherman Anti-Trust law, is being pushed in the Federal Court, by C. G. A. Loder, a druggist of Philadelphia.

Loder is represented in Chicago by Attorney William Carlisle, of Philadelphia, who began proceedings against many individual druggists and several unincorporated drug associations for $100,000 damages.

Loder charges that he refused to become party to the agreement among the retail druggists to charge prices quoted by the wholesalers, and as a result was listed as "an aggressive cutter" and thereby placed at a great disadvantage and expense in securing drugs to furnish to his customers.

Thos. V. Wooten, secretary of the National Association of Retail Druggists, admitted that lists were compiled containing the names of "aggressive cutters" and sent to wholesale druggists throughout the United States. This system, Loder asserts, resulted in refusal of the wholesale druggists in the combine to furnish him with drugs, his name being on the "aggressive cutters" list.

Examinations of this character will be held in a large number of cities throughout the United States. The sworn testimony of the witnesses is to be used in the trial of the case in Philadelphia.

United States Circuit Clerk Marshall E. Sampsell, as a special commissioner, is hearing testimony at the Monadnock block, from Chicago members of the various druggist associations. The hearing will probably occupy several weeks.

Mr. Loder says he has been unable to keep books showing his transactions, because, if he does, the association will learn the names of those who are selling him drugs and boycott them, and thus make it impossible for him to do business at all.

He maintains that the drug trust is the greatest trust in the country.

ANDRUS PARTNERSHIP ENDS.

A. V. Andrus, of the firm of A. V. Andrus & Co., drug importers at 7 Gold street, will retire on March 1, when the partnership expires. The business will be conducted by the remaining partners under the name of P. E. Anderson & Co. The firm was established fourteen years ago. Mr. Andrus was formerly connected with Lazell, Dalley & Co.

ALL IN THE FAMILY.

"Hello, this Smith?" "Yes," answered the druggist. "Well, Henry Watkins just died. Will you send and—" "You want my brother John, 'steen hundred, Thirty-eighth," said the druggist, hastily. "He's an undertaker." "This is John, you fool. Tell Harry to look after the insurance, send up some formaldehyde, and say, tell father to be prepared to read the funeral service Wednesday, three sharp."

DISTRICT PLAN.

HARMONY AT THE LAST.

Joint Conference Finds a Way to Organize New York.

OBJECTIONS EXPLAINED AWAY, AND THE RESOLUTION OF THE SUB-COMMITTEE IS ADOPTED UNANIMOUSLY.—MASS MEETING OF ALL DRUGGISTS TO BE CALLED, AND A GREATER NEW YORK ASSOCIATION FORMED.—OLD LINE SOCIETIES MAY COME IN AS AUXILIARIES.

By a unanimous vote, the Joint Conference decided last Friday, that New York, to be organized at all, must be organized under the district plan with a strong central body through which every druggist in the greater city can be reached. This does not mean that the old line associations will be ignored. They will probably be admitted as auxiliaries, on some plan of representation. Meanwhile, the next two weeks will see a big mass meeting of New York druggists, at which a central body, in effect a local branch of the N. A. R. D., will be formed and officers elected to carry on the work of organization.

President Anderson called the special meeting to order at 3.15, with the following representatives present: Kings County Ph. Soc., Anderson, Muir, Hegeman, Gesell, Rosenzweig; Manhattan Ph. A., Searles, Diner, Emelin; N. Y. R. D. A., Diamond, Weinstein; G. A. S., Lauer, Swann; Bushwick, Mittenzweig, Fischer, Heimerzheim; Westchester, Forster; East New York, Maas, Mr. Weil, of Britt, Loeffler & Weil, and Messrs. Evans, Duble, Sheldon, Bellaire and Clarke.

Mr. Swann read two communications, one from the Peruna Company and the other from the Miles Company, in reply to the proposition that the conference decide when the contracts were to be enforced. The Peruna people refused to extend the time, saying that the contracts were now in force. The Miles firm thought the request was reasonable for those who had only recently adopted their plan. Dr. Anderson, commenting on the reply of the Peruna Company, said it was evident that they had misunderstood the object of the conference. He gave it as his opinion that no attempt would be made to enforce the retail price of eighty-three cents, wherever it could not be done without great injury. The principal efforts at present were being devoted to getting signatures.

BIG SIGNING OF CONTRACTS.

Further correspondence with the company was thought unnecessary. Dr. Muir then proposed that Mr. Evans, by way of encouragement, state whether it was true that the number of signatures had increased to about six hundred. Mr. Evans said it was true and promised big developments within a week.

Reports were then heard from the various representatives. The Bushwick Association, it seemed, had affiliated, while in East New York the situation was discouraging and the association very weak. Dr. Muir suggested that if the matter were explained by N. A. R. D. men, the druggists might join. Mr. Duble promised to send a dozen, if necessary "and all serially numbered," added the chairman. In Westchester, all was peace except for a single cutter in Yonkers, but by vigorous efforts it was expected that he would soon have to come into the fold.

After the associations had been heard from, Chairman Anderson thought the moment ripe for a report of the sub-committee. Although the majority knew what was coming, Mr. Swann's report was awaited with interest. At the meeting of the sub-committee, said Mr. Swann, the announcement was made that of the members in the existing organizations, the largest number of signatures came from the G. A. S. The Manhattan was second and Kings County last. The largest number of signatures came from those not in any organization. In view of these facts, Messrs. Searles, Lauer and Diamond had been asked to draw up a set of resolutions, to be presented to a special meeting of the conference. The resolution recommended that as a great number of pharmacists were not in any association, the only practicable method was to form a local district organization, independent of the old line associations. A differential schedule was not contemplated.

OBJECTIONS EXPLAINED AWAY.

Mr. Lauer moved "that the report of the sub-committee be adopted in its full intent, and that organization on those lines be proceeded with."

"Will this district organization extend to Brooklyn, where the Kings County has already affiliated?" inquired Dr. Muir.

Mr. Diamond replied that it had seemed to him unfair to exclude Kings County and have different plans for each borough. There should be one system for the greater city.

Dr. Muir immediately waxed wroth. "After the Kings County Society, with a membership of 90 per cent. of the druggists of Brooklyn, has affiliated and done everything in its power, why," he demanded, "do you want to change the whole scheme now and form a new organization in that same district? I hardly think it's fair to turn us down that way." In short, he opposed organization on the district plan in Kings County.

Mr. Searles protested that Dr. Muir misunderstood the question. The idea was to let the Kings County, if it wished, organize as one whole district. This was emphasized by Mr. Lauer. There was no intention, he said, of slighting Kings County. If the society wanted to organize as one district, all well and good; they were strong enough to do it, but they would be held responsible for their borough.

"It's a case of loving Rome no less, but Caesar more," remarked Mr. Diner. "The issue is not Kings County, but N. A. R. D. and it has been shown that the only way to succeed is by the district plan."

Dr. Muir protested still further that Brooklyn had not been given a fair chance. Mr. Weinstein wanted to know whether the raising of prices was the only object of the district plan. This brought forth a characteristic reply from Dr. Anderson, outlining the situation in vigorous terms and cleared away all obscurities. He said:

FOR CONTRACT PLAN ONLY.

"We are absolutely opposed to sliding scales on proprietary medicines, because in them we see failure. Nothing of that kind is intended. The only idea is the contract plan, and the St. Louis Club plan, if they present a satisfactory schedule. But no general or sliding schedule is contemplated.

"The old line associations were offered the privilege of affiliating. If all had accepted it, the question would have been settled. But they have not affiliated. Now, if in Manhattan we can't get the old line associations to join, then we must have a central body through which all can come in. Again, the idea is to form auxiliary associations; why can't we adopt the plan, recognizing as auxiliaries those who have already affiliated, then get a central body? What we want now is something through which we can work and complete the New York organization."

This seemed to satisfy everybody. But Mr. Weinstein said he failed to see the necessity for a district plan. He believed in concentrating on one thing—to get the retailers to sign the Peruna and other contracts. He thought most of the difficulty arose from the fact that the signing of the contracts and the payment of N. A. R. D. dues were not differentiated. Mr. Sheldon said he proposed to state Dr. Anderson's point of view in different words; which he did. He promised that the giant druggists and department stores would come in regardless of district work.

VOTE WAS UNANIMOUS.

A few more remarks followed, by Messrs. Diner, Duble and Muir, the latter withdrawing his opposition and defending the loyalty of Kings County, after which the resolution was put and carried unanimously. Mr. Searles then moved that the sub committee be empowered to call a meeting of the druggists of Greater New York, at which a central branch of the N. A. R. D. be formed. This also was adopted unanimously. A further effort will be made to have the contracts signed.

The surprise of the day was then sprung by Mr. Diner. Having first received from Mr. Evans the positive assurance that jobbers are now absolutely forbidden to sell to retailers who had not signed, he said he had personal knowledge "that during the past week serially numbered Peruna has been supplied to a retailer who did not sign the contract; and," he added, "I am the man! I have not signed, and to try the jobber I ordered three dozen last Tuesday. I have the goods now."

"The jobber who sold you that, violated his contract," replied Mr. Evans, "and he will be punished." He then read a strong letter from the Peruna Company, saying that they were in earnest and meant to enforce the contract, if they had to establish distributing depots of their own. This announcement was applauded. Dr. Anderson said: "Here is a splendid chance to show the working of the contract plan. Follow up those bottles!"

Mr. Lauer gave warning that unscrupulous druggists were trying to evade the contract by giving a rebate on the return of the bottle. Mr. Evans promised to look out for all such cases.

On motion of Dr. Muir, it was decided to send out a letter calling the attention of retailers to the situation, and urging them to sign the contract. The secretary was authorized to incur the necessary expenses.

In regard to terminating the existence of the Joint Conference, the general opinion was that as soon as the central body was formed, each local association would

discharge its committee as having accomplished its purpose.

After adjournment the sub-committee met and decided to call the big mass meeting early in March, after the first of the month. Exact time and place will be selected shortly.

MORE CUTS IN BROMINE.

American Makers and German Syndicate Mystify the Trade.

War in bromine is now on. The cutting began on the part of the German syndicate, when it appointed the Roessler & Hasslacher Chemical Co. as their agents in this country. To inaugurate the invasion, prices were chopped into halves. But during the past week the American manufacturers took up the gage. The Powers-Weightman-Rosengarten Co. notified the wholesale drug and chemical trade that it had met the cut made by the German syndicate. But this company does not guarantee to sell at the prices named. Meantime, jobbers have trouble in getting bromine, especially at the lower prices.

Enough rumors are current, however. One was that the domestic and foreign manufacturers had settled their differences, which was as quickly denied by the representative of the German syndicate. At the same time he denied a second rumor, namely, that his people had acquired control of the Dow Chemical Works.

H. Jacobson, manager of the German Bromine Syndicate, has come to this country to personally conduct the invasion. During the week he was in St. Louis, as was also Mr. Rosengarten. The largest American bromine manufacturers, the Mallinckrodt Chemical Works, are situated in St. Louis. These coincidences are regarded in the trade as significant, but if there has been a conference, the same is not known as yet, much less any definite results as to the migrations of these bromine gentlemen.

DRUG CLUB ELECTION.

Jesse L. Hopkins, president of the Drug Trade Club, was re-elected for his fifth term at the meeting of the governors, last Wednesday. Although Mr. Hopkins had positively declined a re-election, the governors felt that the proposed extension of the club's activities should properly be carried out under his direction, as it was he who had suggested all the projected changes.

During Mr. Hopkins' administration, a surplus fund of $5,000 has been accumulated, through the policy of setting aside initiation fees and defraying current expenses by means of dues. This surplus, the governors believe, will, with the dues from the increased membership, be sufficient to pay for the projected improvement of the club rooms. These contemplate the occupancy of the fourteenth and fifteenth stories of the new addition to the Woodbridge building, to be erected soon. The new rooms will be elaborately fitted up with a special eye to the comfort of the club members. It is expected that the furnishings will cost from $10,000 to $15,000.

MANN BILL HEARING.

Senate Committee Listens to Arguments From Both Sides.

Washington, Feb. 20.—The Mann bill is now having its hearing before the Senate Committee on Patents. The first was held last Friday. Senator Kittredge, chairman; Senators McComas, Latimer and Smoot being present. Congressman Mann and Messrs. Gallagher and Hilton represented the interests of the bill, but the opposition was also out in force. Among the latter was A. Von Briesen, representing the General Chemical Co., the Thomsen Chemical Co., of Baltimore; Baker & Adamson, of Easton, Pa., and the Frazier Tablet Co., of New York. Other opponents present were: William Dodge, A. P. Greeley, late Deputy Commissioner of Patents, Dr. Freeman, Arthur Brown and George P. Whittlesey, of the Washington Patent Law Association; and E. P. Wetmore, of the New York Bar Association.

Mr. Mann stoutly defended the measure in an extended address, in which he took phenacetin as an example of the workings of the present patent law. The forcible arguments he used are those already well known throughout the trade, as for instance this one paragraph, which gives a clue to the rest:

"I have here two little boxes of equal size for phenacetin. One is a package to sell in the United States that cost about $1 an ounce; the other is a package to sell anywhere else in the world, that costs about $1 a pound."

Mr. Von Briesen said that personally he was strongly in favor of a reciprocity arrangement as to patents and hoped to see it adopted some day, but without such an arrangement many important American interests in the chemical trade found it necessary to oppose the Mann bill, which, in their opinion, would simply stifle the chemical industry so far as inventive genius was concerned.

Senator Smoot said that he thought that if the laws were designed to stimulate inventive genius, it would be far better to limit drug patents to process; otherwise the inventor of a product would be able to bottle it up, so to speak, and no one else would be permitted to produce it, even though he used an entirely different process. Mr. Von Briesen was not disposed to coincide with this view of Senator Smoot's, but Senator McComas reinforced his colleague's argument, insisting that if the purpose of the patent laws was to stimulate invention, the widest possible field should be opened up. In his opinion, more inventors would enter any given field if the patents therein were limited to process rather than products, and he cited the case of Germany, which does not grant patents on products, but which has made marvelous progress in the field of chemistry.

SOCIETY OF CHEMICAL INDUSTRY.

The Society of Chemical Industry, New York Section, will meet Friday, of this week, at the Chemists' Club. Papers are to be read by: C. Richardson and C. N. Forest: Tetrachloride of Carbon and Its Use as a Solvent in the Differentiation of Bitumen. H. Schweitzer; History of Artificial Musk. Wilton G. Berry: Tannin and Tanning Materials in Relation to Tariff Classification. An African Bark, with Exhibition.

BLOW AT PURE FOOD.

Hope for Legislation by Present Congress Abandoned.

Washington, Feb. 19.—All expectation that the Senate will pass the Pure Food bill at this session has been practically abandoned. In a final effort to secure action, a delegation called on President Roosevelt last week, and suggested that he send a special message to Congress on this subject. The President is reported to have assured the members of the delegation that he sympathized with the movement to secure pure food legislation, but there the matter ended. It does not appear probable that any effort will be made by the Administration toward securing this legislation at this time.

"It is my opinion," said Secretary of Agriculture Wilson, "that there will be no legislation on the subject of pure food by the present Congress. There is no time now to take up this important matter. That there is need of pure food legislation no one conversant with the subject can deny. I hope and expect to see such a law enacted by the Fifty-ninth Congress."

NO NEW TIMES SQUARE STORE.

A rumor for some time current that the Hegeman Corporation, 200 Broadway, had arranged to open another drug store, this time in the Times Building, Broadway and Forty-second street, has been denied by General Manager Ramsey. He admitted, however, that the store had been offered the Corporation.

It is said that the rental of the large store is $50,000 a year, a figure prohibitive even for the largest firms. In the published advertisements of the Times Building agents, the statement is made that several applications have been entered for space by druggists. Since the Corporation considers the rental as beyond all reason, other druggists will doubtless also "view with alarm" any similar venture.

MENACED WITH LIBEL SUIT.

Syracuse, Feb. 19.—Dr. Elmer E. Keeler, of this city, has received a letter from a manufacturer of proprietary medicines, threatening to sue him for libel unless he makes a retraction of an article which he published in The Clinic, a medical journal published in this city. Dr. Keeler claimed that the medicine was composed mostly of whiskey and opium and published an analysis of it. Dr. Keeler says the company will not carry out its threat and wants some free advertising. He says he will stand by the analysis as published.

The saloon man had advertised for a bartender. "Salary?" queried the boss. The applicant gazed at the cash register. "Twenty-five dollars a week flat, or fifteen dollars and the run of the register," he answered.

N. Y. DRUGGISTS ARE HONEST.

Board of Ph. Report as Basis for Newspaper Article.

Another "substitution and adulteration" story, it is probable, will shortly appear in the daily newspapers, but this time the druggists' side of the question will be given. It will be founded on the annual report of the State Board of Pharmacy Adulteration Committee, of which Dr. George C. Diekman is chairman.

The report shows that only about twelve per cent. of the samples collected during the year were found to be below standard. Realizing that this offered a splendid opportunity to vindicate the pharmacists of this city, Dr. Diekman called the report to the attention of the Journal representative who wrote the previous story, and he saw no objection to giving the druggists a chance to state their case. The report follows:

"The collection of samples of drugs and medicines in the territory constituting the Eastern Branch has been continued as heretofore, with the following results:

"Twenty-one hundred and seventy-seven samples were collected; of these twenty-one hundred were analyzed and fifty-six are still in the hands of the chemist. In every instance a portion of the material purchased, placed in a sealed container, was left with the seller. Every violation was referred to the secretary of the Eastern Branch for further action."

SUMMARY:

	Samples Examined.	Standard.	Not Standard.
Tincture of iodine	491	437	54
Spirit of camphor	400	369	31
Soap liniment	346	298	46
Camphor Liniment ...	376	313	63
Camphor liniment ...	376	313	63
Tincture of arnica	92	83	9
Tincture of benzoin ...	53	52	1
Cream of tartar	49	41	8
Carbolic acid	24	23	1
Mercurial ointment ...	29	26	3
Cod liver oil	2	2	0
Tincture of opium ..	47	34	13
Tincture of nux vomica	26	22	4
Solution of magnesium citrate	13	1	12
Pepsin	2	1	1
Bay rum	17	14	3
Zinc ointment	12	12	0
Creosote	18	18	0
Solution of hydrogen dioxide	2	2	0
Extract of vanilla	4	4	0
Extract of lemon	4	4	0
Essence of peppermint.	7	7	0
Sodium bicarbonate ..	1	1	0
Totals	2121	1853	268

"Per cent. of deficient samples, 12.63. Total number of samples containing wood alcohol, 117, or 5.51 per cent. of total number collected."

Several important facts in regard to this record were pointed out by Dr. Diekman. Crude carbolic acid, for instance, it was believed, was being substituted for creosote; but not a single one of the eighteen samples analyzed was found to be of that character. The collection of samples of carbolic acid was stopped soon after the enactment of the Board of Health ordinance.

"Because," said Dr. Diekman, "if a pharmacist sold us a five per cent. solution he would be violating the Pharmacy Law, while if he sold it of full strength he would be fracturing the city ordinance. It was a ticklish position for the druggist and to take advantage of it was manifestly unfair."

It is also noteworthy that most of the samples of adulterated cream of tartar were collected from grocers.

In order to set the pharmacists right with the medical profession, Dr. Diekman will prepare an article for one of the medical journals, based on the above record. And in regard to other than U. S. P. preparations, Dr. Diekman has this statement to make:

"I personally do not believe that pharmacists violate the law in reference to preparations and compounds or chemicals not official in the U. S. P., over which the Board of Pharmacy has no control, nearly so often as the distributors of such articles would lead the physicians and the general public to believe."

A. PH. A. COUNCIL NOTES.

The council by vote has provided for the following special committee on the drug exhibition, which is to be held during the next meeting of the association, at Atlantic City: Henry P. Hynson, Baltimore, Md.; John G. Godding, Boston, Mass.; W. C. Anderson, New York City; W. L. Cliffe, Philadelphia, Pa.; Louis Emanuel, Pittsburg, Pa.; Alfred DeLang, Cincinnati, O.; H. F. A. Spilker, St. Louis, Mo.; Eugene R. Selzer, Cleveland, O.; F. S. Hereth, Chicago; Joseph Helfman, Detroit, Mich.; F. C. Godbold, New Orleans, La.; George F. Payne, Atlanta, Ga.; T. A. Miller, Richmond, Va.; F. C. Henry, Washington, D. C.; John A. Davis, Baltimore, Md.

The entertainment programme has been referred to the sub-committee, consisting of the general and local secretaries, and the secretary of the council. Geo. F. Payne, of Atlanta, in discussing the programme for the meeting, said he thought that "a half-day trip out to sea far enough to reach any accessible deep sea fishing would be very attractive and entertaining."

Chairman Beal, of the council, has appointed the following committee to prepare suitable resolutions upon the death of the late Dr. F. Hoffmann: Edward Kremers, H. M. Whelpley and C. Lewis Diehl.

Fourteen journals have requested the secretary to furnish them regularly with council correspondence.

The supply of blank parchment certificates for members is exhausted and a resolution has been introduced for a special appropriation of $225 to defray the cost of 200 new certificates and the expense of changing the plate to conform with the changed method of electing new members, and, also, for engrossing certificates for the ensuing year. In accordance with the recommendation of President Hopp, the chairman of the council has moved that the president of the association be authorized to appoint a special committee on publicity to act until the Atlantic City meeting, and to report upon a plan for organization work.

Seven new applicants have been invited to complete their membership.

WILL NOT AFFILIATE.

Manhattan Ph. A. Finally Decides Its Attitude Toward N. A. R. D.

HEARTY INDORSEMENT WITH RECOMMENDATION TO MEMBERS TO JOIN, EXPRESSES THE SENTIMENTS OF THE SOCIETY.—REPORT OF CONFERENCE COMMITTEE ON THE DISTRICT PLAN OF ORGANIZATION.

The Manhattan Ph. A. has finally and definitely decided not to affiliate as a body with the N. A. R. D. This action was taken at a poorly-attended meeting on Monday night, and after a short, but vigorous discussion, J. B. Duble approved the course the association had taken.

Mr. Searles set the ball rolling by giving a detailed report of the N. A. R. D. joint conference committee, with the decision to organize a central branch of the N. A. R. D. under the district plan. He believed the association should affiliate.

"If the Manhattan Association joins the N. A. R. D.," said Mr. Searles, "we give it our moral support without incurring any financial obligations."

Mr. Swann did not believe the association should affiliate. In support of his argument he cited the statistics as to the percentage of association members who had joined. "Affiliation as a body is a farce," declared Mr. Diner, who thought that the special committee had now done its work and should be discharged. Mr. Swann, however, pointed out that this would leave the association without any representation in the sub-committee.

Then the resolution laid over from the previous meeting, that the association affiliate as a body under the terms of the conference, was taken up. It was promptly and vigorously opposed by Mr. Hitchcock.

"I believe that we have gone as far as is necessary in recommending our members to join as individuals, and I think that is sufficient," he declared.

"There is absolutely nothing to be gained by joining as a body," said Mr. Diner. "Let the matter stay where it was, individual recommendation."

Mr. Emeling said that under the district plan it was unnecessary to affiliate.

DEBATE ON AFFILIATION.

The cudgels in favor of affiliation were taken up by Mr. Searles, who believed it was a positive benefit to the association to be represented in the councils of the N. A. R. D., in addition to the representation under the district plan.

"What does the Manhattan Association want with the N. A. R. D., a purely business organization?" demanded Mr. Swann. The motion was then put and almost unanimously lost. Mr. Searles cast the only affirmative vote.

Mr. Swann gave the information that a department store was about to establish a prescription department, but this was judged outside the province of the association.

Mr. Hitchcock spoke strongly on the N. A. R. D. question. He believed that the affiliation of bodies should be done away with entirely, although he reiterated his loyalty to the national organization.

J. B. Duble expressed himself as pleased

at the association's action in refusing to affiliate. He pointed out that internal contentions might arise in affiliated associations.

In spite of the unusual difficulties here, he said, the work in New York City had met with unexpected success.

"We have the jobber keeping his eyes open to-day that he doesn't make any mistakes. The big druggists all have signed the Peruna contracts, and I was informed to-day that some had already advanced prices. All they are waiting for is the mass of the retailers." He deplored the ignorance of the retailers, as a body, wherever N. A. R. D. work was concerned.

THE ROUTINE BUSINESS.

A quorum was not obtained until 10.15, when Messrs. Bigelow, Diekman and Weinstein were recruited from the Board of Pharmacy meeting. Treasurer Hitchcock reported a balance on hand of $277.10. Secretary Swann stated that between forty and fifty members of the association who had written to Senators Platt and Depew in regard to the Mann bill, had received replies. A letter from Dr. Alpers was read, advising the association that the Board of Pharmacy had dropped its case against Gray B. Sullivan.

President Collins stated that Mr. Pringle had contracted with a firm for some jewelry, but had declined to sign any notes, because the company had not supplied him with a case to display the goods, as promised. The company thereupon claimed $100 damages and threatened to sue Mr. Pringle, who inquired whether his case could be taken up by the Legal Defense Committee. Mr. Pond confessed that he had entered into a similar contract, but had returned the jewelry because it looked too cheap. He had placed the matter in the hands of his lawyer.

In this connection Mr. Swann read a letter from the Washington R. D. A., complaining of similar troubles. After some discussion, the matter was referred to the Legal Defense Committee.

For the Legislative Committee, Mr. Searles reported on several bills which had been introduced at Albany. Assembly bill No. 20 is intended to restrict the sale of cocaine and was commended. Other bills are, one requiring the labelling of proprietary medicines, and the wood alcohol measures. That which requires the retailer to make monthly reports of his sales and to pay on these a tax of thirty-three and one-third per cent., was condemned in strong terms. The customary check for $50 was drawn for the use of the committee.

Resignations were read from L. A. Hassel and Frederick Kleinschmidt. A communication from L. Spingarn was read, complaining of injustice on the part of the Board of Pharmacy in imposing a fine of $25 for alleged non-standard citrate of magnesia. The case was referred to the Legal Defense Committee.

Dr. H. H. Rusby sent an interesting letter on the subject of the Manhattan Scholarship. He stated that the entrance fee had been raised to $125, and that the new system of courses might give rise to complications, by which the association would have to pay more money to maintain its scholarship. Mr. Searles thought it advisable not to give the beneficiary the option of taking the post-graduate course. The whole system of courses was explained by Mr. Erb. On motion of Mr. Hitchcock, the matter was laid over and Mr. Erb was requested to get from Mr. Rusby in the meantime any further information, that might be necessary.

Another communication was read from Frank E. Campbell, undertaker, offering to issue benefit burial certificates to every member of the association. This offer was placed before the members for acceptance.

NEW YORK NOTES.

—Fire in the acid factory of Thomas Keery, at Hazel, Sullivan County, resulted in the total destruction of the building and a loss of $10,000.

—A petition in bankruptcy has been filed against the Laxakola Company, manufacturers of patent medicines at 182 William street. William Lesser, of 320 Broadway, has been appointed receiver. The company was incorporated in 1900, under the laws of West Virginia, with a capital of $3,000,000. The assets, it is said, will not exceed $2,000.

—Miss Katherine C. Mahegin, a graduate of the New York C. P., has resigned from the Vincent Pharmacy, in Brooklyn, and will shortly open a store in the Amphion Theatre building. The Vincent Pharmacy, at 139 Broadway, has been sold to Tripp & Braswell.

—General Manager Swift, of Parke, Davis & Co., is in town for a short stay. C. E. Dodd, South American representative, arrived here on Monday, after a long trip.

—Lewis H. Hoagland has become the sole owner of the Van Deursen Pharmacy, at George and Paterson streets, New Brunswick, N. J. He began as a clerk for the late John Van Deursen, eighteen years ago, and has been manager since Mr. Van Deursen's death, five years ago.

—Seen down town: Clarence C. Leadbeater, of J. E. Leadbeater's Sons, Alexander, Va.; E. K. Hoge, of Martin's Ferry, O.; Mr. and Mrs. A. Z. Wright, of Auburn, N. Y.

—By an explosion in the Brooklyn Sulphur Works, at 624 Kent avenue, Williamsburg, eight men were badly injured and $15,000 damage was done. The fumes of the burning sulphur made the work very difficult for the firemen, eleven of whom were overcome.

—The Knickerbocker Drug Co., of 648 Broadway, this city, it is said, contemplates a removal to the southeast corner of Broadway and Bleecker street. This would bring the store opposite to the new Scherick branch store, on the northwest corner. Dr. Stein, of the Knickerbocker Drug Co., would not affirm the rumor.

—Miss Veronica L. Jenkins was married on Tuesday evening, February 14, to Mr. William Morlath, a well-known druggist of this city. Miss Jenkins was for several years cashier for J. N. Hegeman & Co., and upon the removal of that firm's Thirtieth street store, she accepted a similar position with Dr. Alpers.

—W. A. Vogel died on the 11th of this month, in the New York Hospital. Mr. Vogel was formerly in business in New Orleans and New York, and later in South Norwalk, Conn., where he was succeeded by W. C. Bauer. Since retiring from business, he resided in South Norwalk during the summer, and in New York in winter.

ARGUES FOR PAY 'PHONES

Example of Detroit Cited to the Syracuse Trade.

Syracuse, Feb. 20.—A renewed effort will be made to have the druggists introduce pay telephones in their drug stores. The project was started some time ago, but owing to lack of interest, the matter was dropped. Of late, however, a sentiment has been gaining ground that they should be installed and Dr. A. W. Beach intends to canvass the druggists and see if enough can be found in favor of it to go ahead. Dr. Beach has received the following letter from Detroit:

"A recent issue of The Era informs me concerning the proposed introduction of pay 'phones into the pharmacies of your city. In this connection our experience may interest you. For many years Detroit pharmacists suffered the intolerable nuisance of free 'phones. Finally the company proposed to install pay instruments and invited the association to send a committee to Cleveland to investigate the system in use there. The report of the committee was unanimously favorable to its adoption in Detroit. The report was accepted and pay 'phones were installed in every store, with two or three exceptions. Under this plan the price is five cents, the druggists receiving 40 per cent. commission. By way of concession people are permitted to call a doctor free of charge, also fire, police and messenger. A great many of the pharmacists have their own private 'phones, which are practically paid for out of the receipts from the pay 'phones. There was just a little acrimonious talk at first, but now no one would for a minute consider going back to the old regime. In fact, we would feel that our business interests demanded a private 'phone. If the pharmacists in your city should decide to install pay 'phones they would never regret it."

Dr. Beach has installed a pay 'phone in his own store, and says he takes in more than enough to pay the rental without any trouble whatever. He says if the druggists once put them in they will never take them out.

FRANKLIN P. CROBAUGH.

Syracuse, Feb. 20. Franklin P. Crobaugh, who recently died at Seneca Falls, was well known to all the druggists of Central New York. In 1886 he became a partner in the drug business of J. J. Marsden, at Seneca Falls, and since 1902 he had conducted the business alone. He was fifty-one years old and was born at Penn Yan. He was a member of the Wheelmen's Club, Seneca Lodge Masons, Geneva Commandery and Damascus Temple. He was buried in Maple Grove Cemetery with Masonic honors.

BEWARE OF THE SALVE MAN.

Syracuse, Feb. 20.—Here is a swindling scheme that has recently been worked. A man leaves a box of salve at a house with the understanding that if it is used he will collect fifty cents. After a few days another man calls and if the box has not been used he will take it away. A little later the original salve man will call and will demand the goods or the money. When told that another man has the goods he

will simulate anger and to get rid of him the price will be handed over. The pair are confederates and the police are after them.

DR. CHARLES DENNIN.

Dr. Charles Dennin, one of the veteran druggists of Brooklyn, died last Sunday, at his home, Court street and First place, in his sixty-first year. During the Civil War Dr. Dennin was apothecary on a government boat, the Ocean Queen. He established his drug store in South Brooklyn in 1865. He was one of the founders of the Brooklyn College of Pharmacy and the Kings County Ph. S.

DRUG SECTION, BOARD OF TRADE.

The Drug Trade Section of the New York Board of Trade and Transportation held its regular monthly meeting last Thursday. There was considerable discussion of bills which had been introduced in the legislature, affecting the drug and chemical trade. Some of these measures were described as of a most drastic character. They were referred to the Committee on Legislation.

The following committees were appointed for the ensuing year:

Standing (Executive) Committee.—Thos. P. Cook, of N. Y. Quinine and Chemical Works; Jesse L. Hopkins, of J. L. Hopkins & Co.; Albert Plaut of Lehn & Fink; Wm. S. Gray, of Wm. S. Gray & Co.; John Anderson of Chas. Pfizer & Co.

Committee on Membership.—John L. Snowden, of Eimer & Amend; Edward J. Young, Jr., of Thurston & Braidich; Emil Levi, of C. F. Boehringer & Soehne; H. S. Chatfield, of Rogers & Pyatt, Inc.; E. S. Woodward, of E. Fougera & Co.

Committee on Legislation.—John M. Peters, of W. J. Matheson & Co.; Thos. F. Main, of the Tarrant Co.; Dr. Hugo Schweitzer, of Farbenfabriken of Elberfeld Co.; F. M. Harrison, of James A. Webb & Son; T. J. Parker, of General Chemical Co.

Committee on Arbitration.—Herbert B. Harding, of Humphrey's Homeopathic Medicine Co.; I. Sherwood Coffin, of Coffin, Redington & Co.; Jas. B. Horner; Geo. M. Olcott, of Dodge & Olcott; E. W. Fitch, of Parke, Davis & Co.

Committee of Jobbing Druggists.—Wm. P. Richey, of Bruen, Richey & Co., Chairman, and one representative from each jobbing house in the drug trade section.

Committee of Importers of Drugs and Chemicals.—John H. Stallman, of Stallman & Fulton Co.; Jos. A. Velsor, of Peek & Velsor; George Merck, of Merck & Co.; Herman A. Metz, of H. A. Metz & Co.; H. J. Braker, of H. J. Braker & Bro.

Committee of Manufacturing Chemists.—Philip S. Tilden, of Franklin H. Kalbfleisch Co.; H. T. Jarrett, of Mallinckrodt Chemical Works; Dr. Martin Waldstein of Maas & Waldstein; Robt. McClain, of Grasselli Chemical Co.; John T. Barry, of D. D. Williamson & Co.

Committee of Manufacturing Pharmacists.—Ernest Stauffen of Sharp & Dohme; S. W. Fairchild, of Fairchild Bros. & Foster; Jas. H. Hutchens, of Fraser Tablet Co.; Irving McKesson, of McKesson & Robbins; Clarence G. Stone, of Lambert Pharmacal Co.

Committee of Importers of Essential Oils.—Arthur A. Stillwell; Wm. B. Robeson of Antoine Chiris, Carl Brucker of Fritzsche Bros.

Committee of Manufacturing Perfumers.—Gilbert Colgate, of Colgate & Co.; Henry Dalley, of Lazell, Dalley & Co.; Edward P. Montague, of Ladd & Coffin.

ENGLISH FIRM WINS AWARD.

A Grand Prix (Highest Award) has been conferred upon Burroughs, Wellcome & Co., for the pharmaceutical and other fine products exhibited by them at the Cape Town International Industrial Exhibition.

PHARMACY BILL KILLED.

Certificate of Fitness Not Needed for License in Massachusetts.

Boston, Feb. 20.—The Massachusetts House last week reversed its action on the bill to abolish the provision of law which requires druggists to obtain a certificate of fitness from the State Board of Pharmacy, in addition to a sixth class license from local authorities in order to sell liquor. Tuesday the House ordered the bill to a third reading, with two votes to spare. Then it was killed in the engrossment stage.

Mr. Luce, of Somerville, took the position that its passage meant placing in competition with men who pay $1,000 for a license, men who will pay but $1. He contended that the certificate now required was a wise safeguard.

Mr. Howe, of Boston, said that only two men, formerly druggists, appeared in favor of the bill before the Committee on Public Health, while two pharmacists' associations appeared in opposition.

Mr. Moore, of Boston, wanted to know if the gentleman from Boston (Mr. Howe) had not been refused a certificate of fitness by the Board last year. Mr. Howe admitted the fact, but stated that when the matter had been explained to the Board, the certificate had been granted.

On a rising vote of 76 to 91, the House refused to pass the bill to be engrossed. A roll call was ordered, which resulted in the defeat of the bill by a vote of 81 yeas to 97 nays.

Not in a long while has any bill so engaged the attention of druggists, and there was a large attendance and lively discussion. Those favoring the bill felt that the issuing of licenses should be vested in local authorities everywhere, without any jurisdiction on the part of the Pharmacy Board. The druggists present and having a voice in the hearing, said that they, as a trade, were not in fear of the Board, but felt that body's supervision of pharmacies to be in the line of law and order and decency. Almost to a man the druggists opposed the bill.

Several druggists who are members of the House spoke strongly against the passage of the proposed bill, saying that present conditions are wisest and work to the best interests of any community; that reputable druggists intend to abide by the law and not violate it; that should they do so the Board of Pharmacy, far better than any local authorities, can determine regarding such violation and the penalty therefor. Some druggists may perhaps violate the rules of their licenses after securing these, but the Board soon gets after them, and in the first instance the Board makes it practically impossible for men who pretend to be druggists and who are not, to open alleged pharmacies and then conduct the places as bar rooms in reality. Herein comes the benefit of "certificate of fitness" showing the druggist to be registered as a pharmacist and at least able and fitted to conduct a legitimate drug business.

FORMULA CAMPAIGN IN BOSTON

Boston, Feb. 21. The Committee on Health has held a hearing regarding a bill which requires the publication of formulas on labels of proprietary medicines. The petition is brought by Mrs. Julia Ward Howe. The Woman's Christian Temperance Union and other organizations appeared to urge the need of the bill and many physicians spoke in its favor.

W. W. Bartlett, counsel for the Massachusetts State Pharmaceutical Association, and Amos K. Tilden, long the secretary of the State Board of Pharmacy, were against its passage.

BAY STATE NOTES.

—Frank S. Preble, the Haverhill druggist who pleaded guilty to a charge of violation of the liquor law in selling liquor to a girl only twelve years of age, has paid a fine of $50.

—There is some chance that the office of city pharmacist in Lawrence may be abolished. It remains for the overseers of the poor of that city to determine this, yet experience has shown that the department, under Pharmacist Edward L. Parrett, has been conducted at a great saving to the city, and as he is much liked and there is no opposition to him personally, he will be reappointed for three years if the office is not abolished. He has already served for a term of three years.

—George L. Roskell, of Boston, is out with the announcement that he has disposed of his interest in the E. L. Patch Co. This includes his resignation as a director and vice-president. Mr. Roskell has been in bad health of late, and this is the reason for his withdrawal.

—The Worcester South Division of the Worcester Association of Retail Druggists, taking in Southbridge, Webster, Leicester, etc., has had its annual business meeting, at which these officers were elected: President, B. W. Patton, of Southbridge; vice-president, C. S. Campbell, of Webster; secretary and treasurer, George Shepard, of Southbridge.

—Justin Bartlett, owner of a drug store in Chelsea, is now member-at-large of the Board of Aldermen of that city. Formerly he was connected with Dodge's Drug Store in the Maplewood section of Malden.

—In the fight in Boston to obtain eighty cent gas, through legislative help, several of the druggists have come out strongly in favor of the project, among them Silas R. McVey, whose pharmacy is in the East Boston district; C. W. Crocker, also a druggist of that same section, and John J. Fraser, another of the island ward pharmacists.

—Justin Whitney, for many years a well-known Boston druggist, has died at his home in the Roxbury district of the city, at the age of almost seventy-four years. He had his pharmacy at the South End, an old-fashioned apothecary shop.

CONNECTICUT ITEMS.

—The store of the late C. B. Brooks, of Derby, is to be sold at auction.

—The unsold stock of S. F. Stevens & Co. has been bought at public auction by John H. Clampett.

NAMED TO VERMONT BOARD.

Rutland, Vt., Feb. 18.—Gov. C. J. Bell has appointed H. R. Warner, of Vergennes, a member of the State Board of Pharmacy to fill the vacancy caused by the death of A. W. Higgins, of this city.

CONTRACT PLAN THE ISSUE.

Suit Brought by Miles People Means Much in Pittsburg.

Pittsburg, Feb. 18.—An action brought by the Miles Co., against the May Drug Co., to restrain the defendant company from selling Miles Remedies at bargain prices, and from preventing the corrupting of its agents, has aroused great interest among the local druggists.

The action was brought before Judge McFarlane, who issued a temporary injunction after the preliminary testimony was heard. A final decision will be rendered by the court some time next week, it is expected. The decision is awaited with keen interest, as on it depends much of the success of the direct contract system. In the petition submitted to the court, the Miles interests set forth that the May Drug Co. were cutting the prices on drugs known as "Miles Remedies." It further averred that the defendant company secured the medicines through its agent, the Sebring Drug Co., of Ohio. The latter had been instructed not to sell to any firm that failed to maintain prices.

Testimony was heard by the court regarding what effect the cutting of a medicine would have on it. The Miles representatives declared that the reputation of the medicine was injured, and that the sales were lessened, because the dealer was inclined to recommend a substitute on which the profits were greater.

Louis Emanuel and John Thompson, recognized in local drug circles as authorities, testified that the allegation of the plaintiff was correct. The tendency was to recommend articles upon which the profits were greater.

Joseph Fleming & Sons sold the same remedies at cut prices, but they were not mentioned in the petition. It is said that the Flemings are willing to abide by the direct contract prices, if the May people agree to it. It is hoped that through the decision of the court the cutting will be abolished.

NEXT P. A. R. D. MUSICALE.

Philadelphia, Feb. 20.—The attendance at the musicale and dance to be given by the P. A. R. D., on the evening of March 7, will probably number between 600 and 800 persons. Mercantile Hall has been taken for the occasion, and judging by the musical talent already engaged, there will be little room for late comers. Without intending to do so, the committee in charge of the "Kaffeeklatsch" two weeks ago, found itself with a nice balance in hand, which was turned over to the association; and next month, as the result of the committee's efforts in behalf of the musicale, it is hoped that a much larger sum will be turned over. The souvenir programme which is now in the hands of the printer will be no small feature of the occasion.

WORKING FOR PURE FOOD LAW

Pittsburg, Feb. 20.—B. E. Pritchard, secretary of the Western Pennsylvania A. R. D., and W. G. Richardson, of New Castle, appeared before the Senate committee and argued in behalf of the Pure Food law. It is anticipated that this bill will become a law. James M. Esler, a former druggist of Tarentum, Pa., is the author of the bill, and has done some energetic work for its passage.

COCAINE EVIL AND SERVANTS.

Baltimore, Feb. 11.—The cocaine evil continues to occupy the attention of persons interested in the promotion of public morality and in the diminution of crime and pauperism. Judge Motter, in opening the February term of court in Frederick, Md., made a forceful charge to the jury on the illegal sale of cocaine. The drug, it is said, is not being dispensed by pharmacists, but is brought to the town and sold by other persons, who have numerous calls. A young negro was found unconscious in the street recently, and died the next morning. He was a confirmed user of the drug, and his death was caused by it. The habit is having a startling effect upon the servant girl question, it being almost impossible to get domestics because of the prevalence of the habit.

MARYLAND PH. A. RECORDS.

Baltimore, Feb. 13.—In the records of proceedings of the Maryland Pharmaceutical Association there are several breaks. The minutes of the annual meetings of 1887, 1888, 1889, 1891, 1893 and 1894 are wanting. Until last year those of the meeting of 1886 were also missing, but in that year they were found among some old papers, and it was decided at the Ocean City gathering to publish them. They have now made their appearance in attractive pamphlet form and constitute a valuable addition to the available data on pharmaceutical matters in this State. The work of publication was under the direction of a special historical committee, consisting of John F. Hancock, Louis Schulze and Henry P. Hynson.

BALTIMORE NOTES.

—One of the first of the druggists burnt out in the great fire to get back into his old location, is A. O. Brickman, manager of the Habliston-Brickman Pharmacy, on the northeast corner of Baltimore and Gay streets. The building there is rapidly nearing completion.

—The warehouse built for Muth Bros. & Co., South Charles street, is practically ready for occupancy. It is thought that the firm will be installed by March 1.

CARBOLIC ACID IN OHIO.

Cincinnati, Feb. 20.—The O. Val. D. A. will be given another opportunity to draft a carbolic acid ordinance. The one drawn on their previous suggestions has been returned by the City Council. According to an opinion given by the City Solicitor, Council has no specific authority to regulate the sale of drugs, nor is the selling of any drug of itself a misdemeanor or crime. He advises that if possible another ordinance, and one more likely to stand the test of the courts, be passed.

"I hear Smith, the successful druggist, has failed." "Yes, it's sad, but true. Spent so much time telling how he became successful, that his business got away from him."

REGISTERED IN NEW JERSEY.

Bridgeton, N. J., Feb. 18.—Secretary Henry A. Jordan, of the State Board of Pharmacy, announces the following as having passed in the January examination:

Registered Pharmacists.—Axel William Anderson, Perth Amboy; Filippo Castrataro, New York; John X. Douglass, Philadelphia; John Simmonds Davis, Atlantic City; Wallace Ross Fesler, Long Branch; Frank Joseph Freda, Newark; Horace Ware Given, Camden; Edward Gorodetzky, New York; William A. Gammell, Phillipsburg; Harry H. Hammel, Newark; Christian Bauer Kyle, Middletown, Pa.; Ellias A. Kamenetzky, New York; Thomas Milton Lepard, Passaic; William A. McDonald, New York; Talmagh C. Post, Paterson; Moses Strauss, Newark; Edward Sweeting, Manasquan; Hannah Wilson Slifer, Philadelphia; William J. Steigner, Paterson; Archie L. Tufts, New York; Henry Lewis Wagener, Brooklyn; Harry D. Wilkinson, Moorestown; Abraham Zingher, New York.

Registered Assistants.—Morris E. Berkowitz, Brooklyn; Alfred W. Dunaven, Plainfield; Eli S. Keyser, Philadelphia; Alfred E. Oakes, Elizabeth; John C. Plemenik, Elizabeth; Charles Anton Reibel, Elizabeth; Edwin Quinn Thayer, Philadelphia; Dann L. Wood, Summit; Edward H. Hartnett, Jersey City.

The next examination will be held in Trenton, April 20 and 21.

MAD DOG SCARE IN CAMDEN.

Camden, N. J., Feb. 13.—The drug store of Dr. F. J. Vickers, at 1701 Fillmore avenue, looked like the accident ward of a hospital, on Thursday last, when six little boys and girls, all the victims of a supposed mad dog, were lined up for treatment. Among the number was the druggist's six-year-old son Carl. The children were on their way home from school when the dog, a small fox-terrier, ran among them, snapping right and left. Two men who ran to the rescue, were also bitten before the animal could be driven off and killed. Dr. Vickers hurried all the children into his store and there cauterized the wounds, which, thanks to heavy clothing, were only slight.

INDIANA NOTES.

—The Retail Druggists' Association, of South Bend, met at the Commercial-Athletic Club, and elected the following officers for the ensuing year: President, F. W. Warren, of New Carlisle; vice-president, E. A. Schiffee; secretary, Henry Spohn; treasurer, Paul Walters.

—The illegal sale of whiskey will prove costly to three druggists of Vandalia if all of the counts in information filed in this city this wek by Prosecuting Attorney H. L. Buckley are proven. Arthur Roberts will face two charges, V. L. Brashears nineteen and Joe Sisk fifty-three. All have given bond for their appearance in court in January.

"The technical authorities indicate that the dextrin of commerce is not necessarily chemical dextrin," citing Thorpe's Dictionary of Applied Chemistry and Watts' Dictionary of Chemistry.

EXAMINED IN KENTUCKY.

Louisville, Feb. 20. At the meeting of the State Board of Pharmacy, held in Covington, January 10, a class of thirty-one was examined. The following passed: Milton D. Allen, Ashland; E. L. Barton, Norwood, O.; A. Benjamin, Newport; John W. Boswell, Lexington; N. H. Davis, Hardin; W. C. Fraile, Ashland; R. A. Gordon, Covington; J. S. Greenwood, Dayton; John H. Hugg, Louisville; A. S. Hulskamp, Louisville; Geo. G. Russ, Shelbyville; C. T. Meisburg, Harrodsburg; Thos. W. Mills, Lebanon; R. A. Nelson, Benton; W. H. Poynter, London; L. W. Sauer, Cincinnati; Geo. F. Stockton, Albany; A. H. Vossmeyer, Newport; R. M. Willis, Louisville; E. F. Wilson, Greensburg; Geo. F. Feid, Cincinnati.

The next meeting will be held April 11, in Louisville. Those intending to appear for examination should file application at least ten days before that time with the Secretary of the Board, J. W. Gayle, Frankfort.

KENTUCKY NOTES.

—Harting & Browning, of Lexington, will build a three-story modern drug store at the southwest corner of Mill and Short streets directly opposite their present site. The new brick and stone building will be modeled especially for a drug store.

—Dr. J. W. Robb, sixty-four years old, died in Woodburn, Ky., February 6. He had been in the drug business in that city for the past forty years.

—Oliver H. Stratton, druggist, lawyer and politician. 78 years old, died at his home in Louisville, after an illness of a month. He was born in Jennings County, Ind., in 1827 and came to Louisville in 1849, engaging in the drug business. He later studied law and entered politics, yet retaining his interest in the drug business.

Dr. M. G. Milan, one of the best known druggists in western Kentucky, died at his home in Paducah, February 9, of paralysis. He was a native of South Carolina.

FROM THE SOUTH.

—The Retail Drug Clerks' Association of Louisiana has elected the following officers for this year: President, E. H. Dast; first vice-president, E. D. Heineman; second vice-president, F. T. Mouton; secretary, Arnold Troxler; treasurer, E. Koecker; grand marshal, G. Paquette; sergeant-at-arms, William Wendt.

—The Hutchinson-Cotter Drug Company, of Tampa, Fla., has purchased the business of the Morton Drug Company, the largest retail drug store in Florida.

ALL THE WAY FROM TEXAS.

—The Dunlap Drug Company held its first annual meeting and elected W. B. Dunlap, president; Chas. Stroeck, vice-president; W. C. Wiley, secretary and treasurer. These three constitute the directory. In addition to their retail trade they will do a jobbing business later on.

SUES FOR A GRAND PRIZE.

St. Louis, Feb. 21.—The Borden Condensed Milk Co., of New Jersey, has secured a temporary injunction through the United States Circuit Court, sitting in St. Louis, to restrain the Louisiana Purchase Co. from delivering to the Horlick Malted Milk Co., of Racine, Wis., a grand prize, which the Borden Company alleges was first awarded to the complaining company. The company will try to have the injunction made permanent and the methods of award reviewed and the original awards adhered to.

According to the pleadings, the Borden Company allege that a grand prize was awarded that company by the jury for group 85, to which their exhibit of malted milk had been assigned. Notice of the award was given the company through the Exposition president, with a request that the news be withheld from the public until October 15. Later the exhibit was ordered moved to group 87, though over protest, and here it was examined and awarded a silver medal, while the Horlick product, examined by a different jury, was awarded the grand prize.

The Borden Company carried their appeal to the national commission and to the grand jury, but assert in their pleadings that they did not secure a satisfactory hearing.

JAMES RICHARDSON A SUICIDE.

St. Louis, Feb. 16.—James Richardson, a son of James Richardson, founder of the once successful Richardson Drug Co., shot himself here yesterday. At the time of his death he was vice-president of the J. H. McLean Medicine Co. Financial difficulties through a wheat speculation are believed to have caused his act.

Mr. Richardson was formerly connected with the drug business of his father and has always been closely associated with the drug trade of St. Louis. His son, James Richardson, known as James Richardson III, is connected with the only remaining branch of the Richardson Drug Co., which is at Omaha.

ARE DROPPING "TRUST" CIGARS

St. Louis, Feb. 18.—Druggists of St. Louis and vicinity are letting their lines of "trust" cigars run out. Recently there has been a less strenuous advertising campaign for "trust" goods in this vicinity, and the druggists have welcomed the opportunity to step from under. Some of the druggists are pushing other advertised cigars.

ENTERTAINING A BRIGAND.

Milwaukee, Feb. 18.—James J. Hasenmiller, a druggist at 680 Seventh street, took desperate changes against a hold-up man a few days ago, and came out with a whole skin and a full purse. He was back of his prescription case at work and alone in the store, when a young man entered. The stranger walked back to the window in front of the prescription case and thrust a pistol in the face of the astonished druggist.

"Make a move and you're a dead man," said the bandit in a cool voice. "Hand over your money and do it in a hurry."

Mr. Hasenmiller dropped to the floor, and at the same time grabbed his own revolver that he always keeps lying in reach on the counter of the case. He was up in a moment at another place and plugging away at the bandit through the glass case. The bandit fled.

NO DRUGS IN GENERAL STORES.

Lincoln, Neb., Feb. 18.—The druggists of the State have defeated a measure to permit the sale of drugs in department and rural stores. The bill had been reported for indefinite postponement. This report was adopted. Senator Haller opposed the bill. He declared that it would lower the standard of pharmacy in the State and allow every dealer to dabble in drugs.

Senator Dimery maintained that the rural districts needed the bill. He said that in his district people had to travel ten miles in some cases to get to a drug store. Harmless drugs were to be handled and the State Board of Pharmacy, according to the provisions of the bill, could outline the list.

Senator Laverty, of Holt, declared that he lived in a district where settlers traveled forty miles to buy supplies. There was no demand for the bill in his section of the State.

Senator Dimery declared that the committee had not been exactly fair in the consideration of the bill. He said he merely wanted the State Board to give permission to grocers and others to sell such harmless drugs as sulphur, copperas, charcoal and niter.

"That's just where you fellows make a mistake," declared Senator Haller. "You don't know what is harmless and what is not. Do you call niter a harmless drug?"

SUED FOR A BIG SUM.

Council Bluffs, Iowa, Feb. 18.—The alleged mistake of a prescription clerk is responsible for an $8,000 damage suit which is now pending in the district court of the county, in which Morgan & Dickey and Frank J. Ainsworth, their clerk, are made defendants. George L. Dewitt, said to be an employe of a motor company, alleges that he took a bottle to the drug store to be filled with a mixture the formula of which he had not obtained from a doctor, but which was pasted on the outside of the bottle, that the formula was not followed and that he was made sick as a result of taking the medicine.

RECENT STATE COMPETITION.

Oshkosh, Wis., Feb. 27.—The druggists of the State are being called to arms by the manufacturing druggists to oppose the proposed laws providing for the manufacture of anti-toxin at the experimental station of the State university.

"This new doctor certainly is busy," thought the man who had waited his turn in the neat little reception room.

"Now, my man, what can I do for you?" asked the physician a few moments later, as he glanced searchingly at the prospective patient.

"Well, I dunno, doctor, what you can do. Guess it's more mental than physical. Things are going to smash. Worried. Can't sleep and all that."

The doctor nodded sympathetically. "We'll fix that, my man. What you want is a change of scene. Half your ills are imaginary. I write very few prescriptions. Too much medicine isn't good. Don't think about your troubles. Keep away from medicines. Here is a simple powder, Mr. —?"

"I'm Jones, the druggist. I came to see if we couldn't fix things up; you were saying —?"

LAWS FOR BAD HABITS.

Cocaine Sniffing and Alcoholism Under Treatment in Minnesota.

STATE PH. A. STRIVES THROUGH RIGOROUS LEGISLATION TO DIMINISH HARM WORKED BY THE DRUG. —LIQUOR IN PATENT MEDICINES IS THE TARGET FOR A NEW LICENSE BILL.—PENALTIES HEAVY.

St. Paul, Feb. 16.—Minnesota seems to be setting the pace for the Union in the matter of restricting the sale of cocaine. Some months ago one of the St. Paul daily papers began a crusade against the popular abuses in connection with this drug, and the result is embodied in a bill introduced in the legislature this week, by Representative W. B. Anderson, of Winona. It has practically the unanimous support of the Minnesota Ph. A. The bill is designed to prevent the sal , not only of cocaine, but of other drugs into which cocaine enters, to cocaine "fiends" and other victims of the drug habit. It is absolute in its prohibitory provisions. The fines collected for violations of the proposed law are to be turned over to the State Board of Pharmacy.

The Anderson bill prohibits the sale or gift of cocaine, hydrochlorate or any salts or composition of cocaine or preparations containing it, except on the written prescription of a physician or dentist. No prescription shall be used more than once and each shall bear the name and address of the patient to whom issued, and shall be preserved by the pharmacist, who is forbidden to give the patient a copy of the prescription. The act is declared not to apply to the wholesale sale of the drugs or their sale in original packages, but packages thus sold are required to be labeled in English, with a formula showing the proportion of cocaine contained in the preparation.

Doctors or dentists prescribing for habitual users of the drug are punishable by a fine of not less than $50 nor more than $100, or imprisonment for ninety days. If the offender is a druggist or a druggist's assistant, in addition to the penalty, his license shall be revoked. County attorneys are given authority to examine the books of wholesalers and manufacturers to determine all details of sales of the drug. The bill was referred to the committee on public health. Its enactment is regarded as certain, for agents of the State Ph. A. will be on hand to watch and expedite the bill through its various stages. Besides, it is of a nature to appeal to reformers and philanthropists generaly.

Representative Gustav Erickson, of Canby, has introduced a bill in the legislature requiring druggists who sell compounds containing more than 20 per cent. of alcohol to secure a retail liquor dealer's license. The bill mentions stomach bitters, tonics, cordials and all patent medicines and provides that when containing more than 20 per cent. alcohol they shall be labeled with the exact percentage, whether or not the druggist offering them for sale has a liquor dealer's license. Violations are to be punished the same as are illegal sales of liquor. The chemist of the State Dairy and Food Commission is to analyze samples of such medicinal compounds and determine the alcoholic percentage. The vendor can obtain from the commission the percentage shown by the analysis, which shall be printed plainly on a label attached to the package. The bill does not apply to medicines compounded from doctor's prescriptions.

Alcohol is very dear to the hearts of many of the large Scandinavian population of Minnesota, which includes the author of this bill. In sections remote from railroads, diluted alcohol is used habitually as a tipple by Swedes and Norwegians, and where ordinary intoxicating liquors are scarce and costly, cheap alcohol, with its multifarious possibilities, is esteemed a godsend.

FINED FOR BEER SALES.

Minneapolis, Feb. 18.—Harry Preston, clerk in the West Hotel Drug Store, owned by Fred Weinhold, was arrested on the 7th, by License Inspector Longfellow, charged with selling liquor without a license. A policeman said he caught Preston passing a bottle of beer over the counter to a young man. The accused pleaded not guilty. The next day, however, on his appearance in court, he changed his plea to guilty. Sentence was deferred one day, to enable the proprietor to explain to Judge Smith. Mr. Weinhold was on hand with his elucidation on the 9th. He testified that he had beer in the basement, but it was for his private use, and not for sale. A night clerk said he had sold beer on several occasions, but without the proprietor's knowledge. Preston deposed that he sold it to a messenger boy, at the request of the night clerk. The next day, it being shown that Preston had sold more bottles of beer than one to the messenger, he was fined $75. His defense was that other clerks in the store informed him that he would be permitted to make such sales. Mr. Weinhold declared he had expressly forbidden the sale of his beer.

DRUGGIST SUES FOR LIBEL.

St. Paul, Feb. 17.—G. W. Frostenson, the Volin, S. D., druggist, is out gunning for a newspaper, and threatens to start something in the line of libel suits. The Volin Times not long ago printed a story in which it charged the G. W. Frostenson Pharmacy with selling liquor to four young men attending the city schools, the boys all being drunk at school one day. Mr. Frostenson quietly got his testimony together, and by means of the manufacturers of the cider which was sold the boys, and also by the State pure food inspector, he proved there was nothing of an intoxicating nature in what he furnished the boys. A demand for a complete retraction is to be made. A Wakonda paper, through a Volin correspondent, is also in the tangle. The affair grew out of a strong W. C. T. U. movement. The great majority of Volinites, however, contend that Mr. Frostenson is a good citizen, and if anybody has aught to fear in this squabble, it is evidently not the drug man.

If you were a drug clerk and you had a divinity, an ideal, so to speak, and she asked you for a remedy for corns, some nitric acid for warts and some H_2O_2 for her Leslie Carter hair, would you still be idealistic or idolistic?

CONSPIRACY SUIT OUT WEST.

California Druggist Seeks Damages Under the Sherman Law.

Los Angeles, Feb. 15.—Conspiracy, boycott, monopoly—such high crimes are charged here against the drug trade, in a damage suit for $10,000 brought by the Sun Drug Co. The suit is brought under the Sherman Anti-Trust Law, and the defendants are: The F. W. Braun Company and the Western Wholesale Drug Company, of Los Angeles, and all druggists in Riverside other than the Sun Drug Company. The Riverside defendants named are: Hardman Drug Company, Heath & Morrison, F. A. Gardner & Co., Charles E. Weck, Boyd Keith and James D. Sebrell.

The complaint charges that all of the other druggists in Riverside complained in unison to the National Association of Retail Druggists that the Sun Drug Company was cutting trust prices, and thereupon the Sun Drug Company was boycotted, and since has been unable to buy any goods at wholesale.

The Sun Drug Company claims, and offers to prove, that the defendants named, together with the National Association of Retail Druggists, the National Wholesale Druggists' Association and the Proprietary Association of America "control absolutely and in conjunction the output of drugs and druggists' supplies in the United States, and that they are co-conspirators in a plot to arbitrarily fix and maintain the prices of all drugs and druggists' supplies at figures in excess of market values, and to boycott all retail druggists who dare to sell below 'trust' prices."

The Sun Drug Company, according to the complaint, conducts five retail stores in Los Angeles, one in Riverside, one in Redlands and one in Pasadena; also maintains a supply house in Los Angeles from which its eight stores are supplied.

All of the Riverside druggists except the Sun Company are members of the National Association of Retail Druggists. The F. W. Braun Company and the Western Wholesale Drug Company are members of the National Wholesale Druggists' Association.

Responsive to the complaint of the Riverside druggists, the Sun Drug Company's name was placed on the cut-off list, October 1, 1904. Since then the Sun people have been unable to buy a pound of drugs or supplies, having been firmly and decisively "turned down" by the F. W. Braun Company, the Western Wholesale Drug Company and every other wholesale drug house on the Pacific coast from which attempts to buy were made. The refusal to sell was frankly based on the cut-off list. The latest refusal was on January 30, 1905.

The Sun Company, it is declared, was saved from ruin by the fact that its own supply house was well stored.

Damages in the sum of $10,000 and costs are now claimed. Should a jury award this amount, the plaintiff will be entitled to recover $30,000 from the defendants, according to the Sherman Law, allowing three times the amount of damages.

FIGHT PRESCRIPTION BILL.

Druggists of California Are Also Busy With Legislative Troubles.

Sacramento, Feb. 16.—Druggists throughout the State are organizing a determined campaign against Assembly bill 369, which prohibits them from compounding any medicine without a physician's prescription. The measure proposes to add the following new clause to the Penal Code

"Any person, druggist, or pharmacist, other than a licensed physician, who prescribes, or compounds for, or furnishes to any person a medicine or drug, without a written prescription from a licensed physician, is guilty of a misdemeanor."

Members are being deluged with letters from druggists, asking them to vote against the bill. The argument is made that the effect of the bill would be to prevent a druggist prescribing for even a toothache, and it is asserted that the measure has been introduced in the interest of physicians.

"It will be necessary," writes one druggist, "for a person to call in a physician and pay him $2 or $2.50 before he can get a medicine for the most trifling indisposition."

PEDDLER OF THE SPURIOUS.

Leadville, Colo., Feb. 16.—A peddler of spurious synthetics which were really dangerous, made the rounds here recently, but the local druggists proved too sharp for him.

The drummer first came to notice when he approached J. C. Arthur St. James, clerk for the George E. Taylor Drug Company. He gave a name thought to be fictitious and mentioned that incidentally he was handling a certain patented drug, and such a price as the man offered if the stuff was pure would have meant a big profit. St. James promptly asked the man to let him taste the stuff and the latter agreed and broke the seal of a small package. St. James applied a test which proved the article greatly adulterated.

Next the stranger approached several other druggists, but St. James had sent out a warning and the stuff was not purchased. When he found that his game was discovered the man hurriedly left town and it is thought went to either Salt Lake City or Denver.

PHARMACY BOARD IN IDAHO.

Boise City, Idaho, Feb. 12.—A State Board of Pharmacy is to be established, according to a bill now before the Senate, which is certain to pass. The measure will provide not only for a State Board, but for the licensing of pharmacists and pharmacists' assistants and regulating the sale of drugs and poisons.

FAR WESTERN NOTES.

—B. C. Duffie, Los Angeles, is suing for $10,000 damages, in Judge Conrey's court, the defendant being George B. Wilson, pharmacist at Sixth and Figueroa streets. The plaintiff declares the druggist sold him carbonate of potash for Epsom salts, and that the drug brought on a serious and protracted illness and almost caused his death.

AMONG THE COLLEGES

UNIVERSITY OF NOTRE DAME.

Notre Dame, Ind., Feb. 16.—The pharmacy department of this university is a comparatively new one, having been established about five years ago. The growth, however, has been very satisfactory, there now being fourteen students in the first year class, six in the second, and one in the third year class. Among the students are a few from our Spanish possessions. The degree of "graduate" was conferred on a class of five at the last commencement.

The school offers two courses in pharmacy, one of two years leading to the degree of "graduate in pharmacy," and one of three years leading to the degree of "pharmaceutical chemist." Applicants for admission to the short course must be eighteen years of age, and must pass an examination in the common English branches. For admission to the long course, the requirements are the same, except that an examination in Latin and algebra as far as logarithms must be passed.

The university maintains in the department a fully equipped drug store, the object being to give the student experience similar to that he would get in actual business. For instance, a second year student is placed in charge of the store. He is required to furnish supplies, order material, write business letters, invoice stock, etc., and at the end of a specified time he delivers the store in good order to his successor. Robert L. Green, Ph.G., professor of pharmacy and materia medica, is in charge of the school.

Notre Dame University, located about two miles from South Bend, Ind., was founded in 1842, by the Very Reverend Edward Sorin, superior-general of the Congregation of the Holy Cross. Two years later it was incorporated by the State. Besides the school of pharmacy, there are the departments of arts and letters, science, engineering and the school of law. Students of all religious denominations are received, but the university is, nevertheless, a strictly Catholic institution, and according to the rules of discipline, all students are required to attend divine service in the college church at stated times.

UNIVERSITY OF IOWA.

Iowa City, Ia., Feb. 17.—J. L. Magennis, '06, of Fort Dodge, who has been a member of the Fifty-sixth Regimental Band, will be a candidate for the directorship of the university band next year.

Carl Narum, '06, has been awarded the 'varsity letter by the Board of Control.

Acting Dean Wilber J. Taeters has been elected dean of the pharmacy college by the Board of Regents.

L. R. Henderson, '04, who has been employed in the Graff Pharmacy, at Muscatine, called on college friends recently. He was the guest of his class-mate, R. R. Whetstone.

W. M. Coykendall, ex. '05, of Strawberry Point, is now with the Percy Pharmacy, Olfvein.

C. E. Duncan, '03, in business at Nichols, and Miss Charlotte Heide, '04, who has been conducting the late Dr. Bowman's Pharmacy, at Hills, were visitors in the city recently.

The university has secured as commencement speaker, the vice-president elect, Hon. Charles W. Fairbanks, of Indiana.

UNIVERSITY OF ILLINOIS.

Chicago, Feb. 15.—Willard Jones is making the senior class picture this year. Gowns but not caps will appear in the photographs.

Emilio Alfaro, our Porto Rican student, said the other morning, when the thermometer stood at 22° F.: "O, for the balmy breezes and green fields and trees of February at home."

T. L. Larson, of the senior class, has been elected treasurer in place of John G. Mick, who left school at the holidays.

The work in botany of the junior class closes this week. The two ladies have certainly given the boys a race for the honors in this study, and the announcement of the average is looked forward to with much interest.

The annual senior class debate to select the valedictorian and salutatorian, will be held on the morning of February 22, a holiday at the school. The members of the faculty have been invited to be present and a number of the class have signified their intention of appearing as candidates for the honors.

P. A. Nystrom, '92, has bought the drug store of F. H. Brown, at 58 E. Forty-third street, this city. Mr. Nystrom is well acquainted with the trade at that location, as he was employed for twelve years with O. F. Schmidt, formerly at the same corner.

MARYLAND COLLEGE OF PHARMACY.

Baltimore, Feb. 16.—The first semester of the Maryland College of Pharmacy, now a department of the Maryland University, has ended, and the students have begun the second. The faculty is about ready to report on the result of the examinations, which were held recently, and under this stimulus studies are being prosecuted with zeal. The men of the senior class are beginning to look forward to commencement day and are applying themselves closely to the books. They find time, however, to participate in the university athletics and have done some excellent work of this sort. It is now generally admitted that the removal of the college to the university has had a beneficial effect upon the institution, which has gained in prestige and in the value of its courses of instruction.

FERRIS INSTITUTE.

Big Rapids, Feb. 16.—The pharmacy department of Ferris Institute held a very successful meeting February 4, and elected the following officers: President, W. B. Arms; vice-president, H. A. Bennett; secretary, Mabel C. Richmond; treasurer, W. B. Covey. The programme included several helpful papers and music by the Pharmacy Mandolin Club.

At the mid-winter meeting of the Ferris Co-operative Association on February 3, W. A. Pearson, professor of chemistry and pharmacy, delivered an address on "Antitoxin and Vaccine."

The pharmacy class held its annual

dancing party, Wednesday evening, February 15, at the Light Guard Armory. A part of the evening was spent in almost total darkness, for the gas lights suddenly gave out and it was necessary to resort to lanterns. Punch was served in the parlor by lantern light, and lanterns furnished light for the musicians. The gas light was later restored, however, and aside from this unpleasantness, the party was a success. The decorations were yellow and blue; the class colors, and a human skeleton, looking down upon a mortar and pestle, adorned the front hall.

PLANS FOR "ALUMNI DAY."

The Alumni Association of the New York C. P. met last Wednesday night and began preparations for the closing exercises of the collegiate year. "Alumni Day" will be April 26. Henry K. Binder is chairman of the committee that has charge of the affair, which, it is promised, will put all previous efforts in the shade. There will be a vaudeville entertainment, followed by dancing. The other members of the committee appointed by President Borggreve are Thomas M. Davies, Wm. A. Hoburg, H. Ward, George W. Morse.

Much difficulty was experienced in securing a chairman for the Outing Committee, as nobody seemed to care for the honor—or the work. Finally Henry K. Binder volunteered, and the following additional members were appointed: Nelson S. Kirk, Thos. M. Davies, Dr. Gundlard and E. P. Wendler. Although Charles S. Erb was not present to make a report of the Ball Committee, it was announced that the ball had been a financial as well as a social success.

DRUGGISTS MEET IN TORONTO.

Toronto, Feb. 18.—At the annual meeting of the Drug Section of the Retail Merchants' Association of Canada, the following resolution as to free samples was adopted:

"We recommend that the retail druggists throughout Canada be requested to refuse to give away any free samples of medicines unless they are marketed on the contract plan.

The following officers for the year were elected: Chairman, W. J. A. Carnahan; first vice-chairman, D. E. Munro; second vice-chairman, C. H. Cowen; treasurer, W. G. Becker, secretary, G. M. Petrie; chairman of the Contract Plan Committee, John Hargreaves; chairman of the Pharmacy Committee, F. W. Flett; chairman of the Trade Improvement Committee, A. E. Walton; chairman of the Membership Committee, J. W. Struthers; general secretary, E. M. Trowern.

WOMEN WANT TO DISPENSE.

Ontario, Feb. 18.—The Ontario College of Pharmacy has received a number of inquiries from the Ladies' Licentiate Apothecaries' Society of England, asking if they could practice under their English certificates in Ontario. It appears that it is a common custom for English physicians to employ women to do their dispensing for them, and those inquiring believed the custom was the same in Canada, which it is not, although a few such cases have been known. The Registrar-Treasurer was instructed to inform them that their English certificates would not entitle them to practice here.

AMONG THE BOWLERS

RETAILERS WILL MEET S. & J.

The Retail Druggists' Bowling Association has challenged the Seabury & Johnson team to a match game, consisting of three series. Each series will be composed of three games, total number of pins to count. The first series will be rolled tomorrow evening, February 24, on the Retail Druggists' alleys, Starr's, at Eighth avenue and Fifty-ninth street. The second series will be played on the S. & J. alleys, and the third on neutral territory.

SCORES FROM PHILADELPHIA.

Philadelphia, Feb. 18.—The games rolled at Central Alleys, February 18, resulted as follows:

J. E. Lee Co.	933	826	777
Berk	—	—	214
Hance Bros. & White.	671	744	712
Hoag	—	—	190
P., D. A., Blues	785	776	714
Neely	—	—	176

Smith, Kline & French, forfeited three games.

Team standing:

	Won.	Lost.	P. C.
J. Ellwood Lee Co.	29	4	.878
P., D. A., Blues	21	9	.700
P., C. P.	17	10	.629
Smith, Kline & French	12	12	.500
Wanderers	8	16	.333
Hance Bros. & White	5	22	.185
P., D. A., Reds	4	23	.148

STAR BOWLING BY S. & D.

Baltimore, Feb. 17.—Members of the Baltimore Drug Trade Club this week gave an exhibition in knocking down the pins which has not often been equalled. The Sharp & Dohme quintette developed a remarkable streak and seemed unable to miss anything, yet it won only one of the three games. In the second contest with James Baily & Son, three of the Sharp & Dohme bowlers made over 200, the total for the game being 991, which stands as the record for the druggists, and has been beaten very seldom by other teams. Goldsborough led off with 210 and Blummer hit up a terrific clip, making a score of 249, while Coulson made the remarkable high average for the three games of 205⅔. James Baily & Son's men also did well, Byers, Brauer and Jahries making 200 and over. Brauer took the lead with 222 in the second game and rolled up 213 in the third. The results for the week are as follows:

Armstrong Cork Co.	681	827	701
Calvert Co.	583	646	657
James Baily & Son	846	856	897
Sharp & Dohme	809	991	842
Davis & Davis	758	857	818
McCormick & Co.	716	778	852

The employes of Muth Bros. & Co., though not in the Drug Trade Club, have formed two teams among themselves, which gave battle last night at St. Alphonsus Hall. The teams are made up as follows:

First.—Edward S. Muth, captain; Joseph Brandmiller, Charles P. Muth, George L. Cook and Addie Huber.

Second.—Frank A. Muth, captain; George A. Muth, James Coyne, Andrew Will and Milton Moft.

GOOD AVERAGES IN ST. PAUL.

St. Paul, Minn., Feb. 18.—The Pills took two games when the Drug Clerks' League rolled its weekly games, February 16. The score stood:

Pills	793	685	766
Bodsgaard	—	—	176
Tablets	791	769	715
Colberg	—	—	195

In the play of the Retail Druggists' League, February 17, the Spatulas won two games, the Pestles taking the third. Score:

Spatulas	818	836	783
Rietzke	—	—	217
Pestles	827	808	761
Preston	—	—	199
Mortars	819	674	728
Friedman	—	—	174
Romans	—	—	174

LOSERS BY FIRE.

—Champaign, Ill., Read & Cassingham, in a general blaze that destroyed the Southern Hotel and other buildings. The drug store's loss was $7,500; insurance, $4,000.

—Stafford, Kans., O. H. Baugh Drug Co., in a $262,000 fire that destroyed fifteen buildings.

—Gillespie, Ill., Behren's Drug Store; loss, $10,000.

—Rockwell City, Ia., George Riez; loss, $6,000; insurance, $4,000.

—Atlanta, Ga., Dr. Stuckney; total loss.

—Des Moines, W. W. Goodrich; loss, $2,500; insurance, $1,400.

—Springfield, Tenn., McFerrin & Gill; loss, $9,000.

—Lancaster, Ill., C. J. Seibert; loss, $2,500; no insurance. This fire started at midnight of February 2, and destroyed the entire block.

OBITUARY.

—Joseph Mueter, 2209 Griffiths avenue, Louisville, Ky.; of typhoid fever.

—William Pond, Warren Ohio. He started in the drug business at Warren forty years ago, with E. A. Smith. Later he became a member of the firm of Pond & Kistler. After leaving there he conducted stores at Orwell, Burg Hill, Bristolville and Newton Falls, Pa. For the past two years he had been living quietly at Hiram. A widow and three children survive.

—Philip Kaut, of St. Louis, at 1806 Lafayette avenue. He was born in Frankfort, Germany, and came to St. Louis while quite a young man. His store at Eighteenth street and Lafayette avenue he kept for more than twenty years and sold six months ago because of failing health. A widow and two children survive. He was prominent in German societies.

CENSURED BY A DIVINE.

Los Angeles, Feb. 17.—At a meeting of the Prohibition Alliance, the Rev. F. H. Ashleigh, of the Methodist Church, scored druggists of Riverside county for selling liquor in violation of the law for the profit they derive from the sales. He advocated a stricter enforcement of the law.

1045.—12 oz. Bell Soda.

SODA FOUNTAIN REQUISITES

1109.—Optic Sauce Foot Sherbet. Et. 690.

HIGH GRADE, LEAD BLOWN

Tumblers, Stemware, Etc.

BELLSHAPE, TAPER AND STRAIGHT

Soda, Mineral, Coca Cola and Ice Tea Tumblers

Handled, Footed and Saucer Foot

SHERBETS, ICE CREAMS, ETC.

PLAIN OR DECORATED

Most Popular Shapes. All Sizes in Tumblers

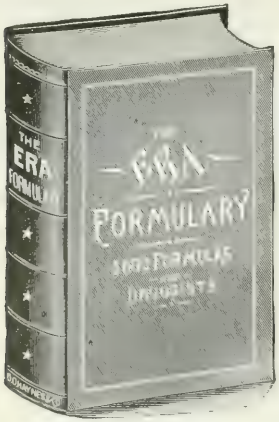
1110.—Optic Handled Sherbet. Et. 690.

CUMBERLAND GLASS COMPANY

CUMBERLAND, MARYLAND

¶ Illustrations of special goods for Soda Fountain Requisites furnished on application. ∴ ∴ ∴ ∴ ∴ ∴

1260.—Ice Cream. Et. 689.



The Chemist Of The Workshop.

The druggist is not living up to his opportunities if it is not known in all the small workshops and industries of his neighborhood that he is a chemist and able to give pointers on many technical and industrial processes. He already has a good foundation for such knowledge, and there is a wealth of working formulas at his command in

THE

ERA FORMULARY

WITH THIS BOOK AS HIS GUIDE, HE CAN FURNISH:

The Machinist with Metal Polishes, Processes, etc.
The Laundryman with Special Starches, Glosses, Blues, etc.
The Undertaker with Embalming Fluids.
The Dyer with Dyes and Processes.
The Photographer with Chemicals and Processes.
The Leather Worker with Dressings, Polishes and Processes.
The Tailor and Hatter with Cleaning Preparations, Special Soaps, etc.
The Painter with Special Colors, Varnishes, Stains, etc.
The Cabinet Maker with Polishes, Glues, Varnishes, etc.
The Cigar Maker with Flavors and Colors.
Every Industry with Cements, Glues, etc., for every purpose.

There are over 1,500 formulas in the book for technical and industrial processes, domestic and household preparations, miscellaneous articles, etc., and any druggist with this collection can easily work up a profitable trade in a line of articles which his training as a chemist makes him proficient to engage in.

Price, $5.00 per copy, delivered.

D. O. HAYNES & CO., PUBLISHERS,

(S. P. 6)

TRADE SECTION

"MANAGER WANTED."

A Druggist Tells What He Wants a Manager for and Why.

HE WILL NOT PROMOTE HEAD CLERKS.—SOME HEAD CLERKS DECLINE TO BECOME MANAGERS.—MANAGERS SHOULD HAVE TACT.—ORDERING GOODS THE HARDEST TEST OF THE MEN.

"I should like to hire a good managing clerk," said a successful druggist. "I have not yet found one. Salary? I would pay twenty-five a week."

The interviewer was interested. "What do you want of a manager?"

"Well," said the druggist, "I'm running two stores now. I have a head clerk in each of the stores, but I want a supervising head. I want a man to represent me when I'm away. And I want to go away. I need a rest."

A PERFECT MAN.

"That ought to be easy," mused the interviewer, "there are lots of good men who would welcome such a position."

The "boss" smiled. "I know it," he said, "but they won't do. I want a man who can order goods, same as I do, one who can keep his hand on the throttle, so to speak. I want one who is able to give correct decisions on weighty matters of policy, such as giving licorice sticks to youthful messengers, etc. He must be able to bank for me. Must understand something more than the rudiments of business, and must know the details of the drug business, prescription, sundries, soda and side lines, thoroughly. I'd give such a man a percentage on yearly sales, if he kept my business up. But I won't find such a man, so what's the use?"

This is by no means a new complaint. The druggist sounded a wish that is bound to come to the successful man sooner or later, judging from what is said by them. Manifestly, a man can't be in two places at once. According to this druggist, the managing head must represent the "boss."

Asked what he considered his own services worth, the proprietor modestly replied: "Well, you see, to myself I'm invaluable. I allow myself $50 a week, but I'm worth more."

"Yet you want to pay only twenty-five dollars a week to a responsible facsimile edition of yourself," was hinted.

The proprietor frowned. "Well, you see, I've got money invested here."

"The man you want perhaps has money invested, too. Probably he's a "boss," likely a competitor. Perhaps that's why you can't get him," was suggested.

"Now," resumed the druggist, "I suppose you wonder why I don't make one of my head clerks my representative. I couldn't, because both head clerks have been with me a long while. Both are good men.

HE DOESN'T PROMOTE MEN.

"But they're in a rut. Each knows the trade of his own store only. I could not trust them to buy for me for both stores, because they are inexperienced buyers and don't understand combining orders, thereby saving much expense.

"When away one spring I left a senior clerk in full charge. He bought my summer camphor at so high a figure that my competitors were able to sell it at less than what I had paid. He bought at the top of a bull market, and the slump came directly. After that experience, he became overcautious, buying only quarter dozen lots of staple proprietaries when I should have saved by buying dozens.

"My fault? How?

"I can't run a school for managers. Besides, if I initiate clerks into my methods, first thing I know I'll have competition from them. I know both men want to go into business for themselves. No, sir; I wouldn't be so foolish."

Another type of druggist criticized the first's remarks. Said he: "Instead of rewarding a faithful employe, one who could understand him and his wishes, the man you have described seeks the unattainable, a person who can represent him, without having the faintest conception of what manner of man his employer is. After the new man has grasped the situation he may be all right, but it takes time to study human nature.

A MANAGER TALKS.

"There is another side to the managing question. The manager should be heard from. I once heard one say, 'Yes, I'm the manager, all right, in name. I administer reproofs to the lady that scrubs, and to the boy. Policy prevents me going further. You see I'm the fifth manager here in four years. The head clerk has been here seven years. He wouldn't take my job for a gift. It's been offered him again and again. Of course, that makes it pleasant for me in my relations with him. My duty is mainly to look pretty and put up a front. I don't buy any goods. The "boss" does that. I don't hire or discharge clerks. The "boss" does that. We have just refurnished the store. We have elegant fixtures, all right. Of course, I wasn't even consulted. The "boss" did it. I gave one of the black kittens away last week. Shouldn't have done it. That's the "boss'" duty. What do I do? Draw my money each Saturday night, and hope I'll last another week.'

A MANAGER NOT A MANAGER.

"That's one type of manager. It happens that this particular man is better educated, has a better business head than his pro tempo 'boss.' But he is also gifted with wisdom. Things are not as bad as he would make them appear. He is really the manager, the 'boss' the puppet, but it would never do to let the 'boss' know that. A little story about the fixtures and the renovating of that store would illustrate this best. When it came to selecting wall paper, the manager 'butted in.' Knowing that a certain color scheme was to be followed, the manager approved of several samples shown, being careful to deride the shade he considered best. Result, the 'boss' selected that one shade. Both take pleasure in their own way over the outcome.

"With success often comes the bullying instinct. No matter what line of business we are in, we daily see examples of this in 'the man that has arrived.'

SHOULD OVERSEE MINOR THINGS.

"The trouble with the drug business is that it is a conglomeration of minor things," continued the pharmacist.

"A manager hired to handle the little affairs that make trouble, has troubles of his own in differentiating between important and unimportant things.

"Unquestionably the man whose money is at stake should do the buying or oversee it, and he should for his own protection hire and discharge clerks. With the problems of the day, methods of increasing business, how to make a dollar go farthest, etc., it would seem that the proprietor had his working time fully employed. Why not turn over minor affairs entirely to his manager, if he has one? If a manager cannot be trusted to see that the store's products are up to standard, he should not be retained. If the witchhazel barrel leaks when it is delivered by the manufacturers, the manager should take cognizance of the matter and relieve the 'boss' of the worry over it. If a prescription is off color, there is a reason for it. It is up to the manager to find the why. If he cannot find out what was the matter with Mrs. Brown's prescription, which was a different color each time it was repeated, he should report the matter to the 'boss.' If So and So's subnitrate of bismuth appears too heavy to the prescription clerk and he reports it to the 'boss,' the 'boss' should put it up to the manager 'for attention and report.'

SHOULD BE WORRY SAVER.

"A division of supervision is necessary in a well regulated drug store. If things are fitted properly together there will be few 'kicks.' One proprietor calls his manager his 'trouble man.' A large business is done, 'kicks' are unfortunately common. It's the manager's business to straighten out difficulties and take worry from the proprietor's shoulders.

"A good manager should have tact. He should instinctively know what to call to the attention of the 'boss,' or more important still, know what to keep to himself. Whether the proprietor appreciates it or not, the manager is conscious that he is doing his duty as he sees it. If his perspective is wrong, he won't last, be sure of that. The constant running to the 'boss' with minor complaints is largely responsible for the proprietor's feelings toward his manager. He feels that if minor questions cannot be properly decided by the employe in charge, important affairs will be similarly treated, if he is away."

"A school of managers?" was suggested, jokingly.

"Not a bad idea," replied the druggist. "A purely commercial course in conjunction with the science of pharmacy. A curriculum that would teach 'tact' would be a winner."

BROMINE STATISTICS.

The American Production Steadily Increasing.

MOST RECOVERED IN MICHIGAN WHERE THE SUPPLY OF BRINE APPEARS INEXHAUSTIBLE. — EXTENT OF THE AMERICAN INDUSTRY.—ITS TERRITORY RECENTLY INVADED BY THE GERMAN SYNDICATE.—ALL TREATIES OFF.

The recently declared bromine war, commencing with an unexpected attack by the Leopoldshall-Stassfurt Syndicate on the control of the United States market by the American combination, makes the details of the production of bromine in this country of especial interest just now.

The assault of the German Syndicate on prices resembled in its suddenness and the complete surprise of their opponents the attack of the Japanese torpedo flotilla on the Russian fleet in Port Arthur, early in the Far Eastern war. The peaceful, commercial conflict is still raging. Local interests have met the charge by lowering their own prices commensurately, as has just been officially announced by the Powers-Weightman-Rosengarten Company. The outcome is still apparently afar off.

Years ago the foreign product supplied the bulk of the world's needs for bromine. But later the American inventive mind solved the problem of a process which would make possible the commercial utilization of the Michigan deposits at prices as low as those asked for foreign products. Since then the American production has almost steadily grown, becoming ample for domestic needs.

AMERICAN AND GERMAN SYNDICATES.

To prevent ruinous competition, it is understood that the American and German interests entered into some sort of territorial agreement, neither to invade the other's field with its output. That arrangement has now gone by the board. If the reason is a desire for retaliation, it means that American bromine was first marketed in the German territory, probably indirectly.

The comment of the United States Geological Survey report for 1902 on the bromine situation at that time is now, in the light of these events, rather interesting. It says:

"The production of bromine in the world continues to be controlled by the associated American producers, and by the Leopoldshall-Stassfurt Convention, the latter being operative for several years to come."

Michigan furnishes the largest output of bromine in this country. Next come Ohio, Pennsylvania and West Virginia. A large portion of the bromine obtained in Michigan is recovered as potassium bromide. In 1902 the production of the above mentioned States, in order of importance, was 226,452, 100,491, 93,575 and 93,375 pounds.

PRODUCTION IN UNITED STATES.

The total bromine production of the United States in 1903 was 598,500 pounds, of a value of $167,580, as against 513,890 pounds, worth $128,472, in 1902. In 1901 the corresponding figures were 552,043 pounds, valued at $154,572. The average price per pound for 1903 was twenty-eight cents, against twenty-five cents in 1902, and twenty-eight cents in 1901.

Michigan, the most important producing State, gives forth about one-half of the total supply of this country. Much of its output is in the form of potassium bromide, amounting in 1902 to 61,452 pounds, while the balance of its production, 165,000 pounds, was in the form of liquid bromine. In 1901 the total recovered of both forms was 217,995 pounds.

From these figures it will be seen that the production of bromine is steadily increasing.

THE MICHIGAN INDUSTRY.

The Geological Survey report says of the Michigan industry: "So far as is known, the entire central basin of the lower peninsula of Michigan contains one vast brine deposit, which carries a larger percentage of bromine than any brine yet discovered. The deposit extends from the Indiana boundary line on the south to Grayling on the north, and from the Saginaw Valley on the east to Lake Michigan on the west. The highest percentages of bromine are reported from the wells in Midland and Gratiot counties. The supply of brine seems to be unlimited, and wells in Midland county which have been pumped for more than twenty years, show no signs of exhaustion. Since 1883 thirteen companies have been engaged in the bromine industry in Midland, and eight companies at different times have manufactured bromine at other localities in this basin." At present there are three large producing companies.

The foreign product is controlled as beforesaid, by the German syndicate, which includes some sixteen firms. Among these are the Royal Prussian government, which operates mines in Stassfurt, under the bureau of the Koenigliche Berginspektion. Other leading Syndicate firms are the United Chemical Works, of Leopoldshall, the German Solvay Works, the Potash Works and the Consolidated Alkali Works, of Westergein; the Salzberg Works, of Neustassfurt and several more.

ENTHUSIASM IN ADVERTISING.

This With Sincerity and True Worth of Goods Brings Success.

Curiosity, self-interest and pride are chords present in every human mind. One, or all of them should be struck by advertising to bring results. This cannot be done without enthusiasm on the part of the advertiser.

Sincere belief in the value of the commodity offered must be present. Confidence cannot be counterfeited. As has been said by Mr. Brisbane, in the article published in The Era, February 9, the public is extremely quick to detect insincerity.

The great leaders throughout history have been enthusiasts; they have implicitly believed in their abilities and missions. They therefore possessed personal magnetism. Consequently, they moved people to do their wills.

Move the people to buy goods by sincere enthusiasm for the qualities of the goods.

Do not misstate facts. Misstatements will be discovered and react like boomerangs.

How is the advertiser to create enthusiasm for all his lines when he carries a large stock? The goods are prosaic merchandise. They amount to nothing in themselves. It is their use that signifies. Everything has good points. Let the advertiser study the goods and learn every virtue they possess by personal experience.

Then he can speak authoritatively. He can announce the good points of comfort, convenience, appearance, style, utility or quality.

The cost of goods has often nothing to do with their value to the consumer. The people want the effect, the result which their use brings, not the goods themselves. Play upon the human interest.

If the advertiser cannot know all these qualities and facts concerning his goods by personal experience, he must use the experience of others. Above all in such a case, he must possess imagination. He must know men. He must study character. He must take a broad view of life. He must be able to look at the goods as the buyer will.

Anticipate the buyer's needs. Anticipate his queries. Put yourself in his place by the power of imagination, based on observation.

Imagination should not bring involved or flowery thoughts and phrases. Simple language, direct statements tell best.

TALK TO THE PUBLIC.

Men who do not believe in themselves do not force others to believe them. Never doubt the merit of what you are pushing. If it is worth pushing at all, it is worth believing.

There have been cases when a cause advocated by a man was poor, was worthless, or unjust. At first he knew this himself; but he was compelled to sound its praises, to work for it. The more he did this, the less he disbelieved what he said. In time he came to implicitly believe and then he produced results.

Why? Because his enthusiasm was genuine. Enthusiasm is always evidently either true or false. And the true is contagious. It spreads to those nearby and creates a like belief and like effect.

How have the great missionaries, the great teachers of any cause conquered; persuaded at last even their active enemies. By enthusiasm. And if enthusiasm could do this for them, how much more can it do for an advertiser who has not to face violent opposition, merely passive inattention and indifference.

Have your goods worth while, if possible, but above all, have enthusiasm in your advertising. First believe yourself; others will then also believe and buy.

MODEST.

"Let me have ten cents' wurth o' toothache drops," she said, handing over a soda-water bottle.

"Why didn't you bring a bigger bottle?" demanded the druggist.

"Sure, the full o' that will be enough," she answered, modestly. "It's only for a baby."

Prices realized for sandalwood at the auctions in India are about 10 to 15 per cent. higher than last year.

INTERIOR OF ST. LOUIS DRUG STORE OWNED BY HARRIS & MOSBY.

ST. LOUIS NEGRO PHARMACISTS

New Store Makes Total of Five in That City.

MR. HARRIS SAYS DRUGGISTS OF HIS RACE ENCOUNTER LITTLE PREJUDICE AND HAVE NO PECULIAR GRIEVANCES. — BUSINESS CONDITIONS SAME FOR BOTH RACES.— THESE PHARMACISTS TRUSTED ADVISERS TO THE MAJORITY OF THEIR RACE ON HYGIENIC QUESTIONS. — SCARCITY OF DRUG CLERKS FOR THESE STORES.

Dr. C. F. Crews, a reputable negro physician of this city, will open a drug store in the Douglas Hotel, at Leffingwell and Lawton avenues, as soon as the business quarters are ready for the store. This will be the fifth pharmacy to be opened by negroes in St. Louis. None of the four already running have apparently suffered because of race prejudice.

The pioneer store of this kind, the Peoples' Drug Store, at Jefferson avenue and Morgan street, was opened by a lawyer, purely as a financial venture. It is said to have proved a success from that standpoint, although it has been entrusted to hired help at all times. It was opened in the spring of 1899.

The next store, that owned by Harris & Mosby, at Twenty-third and Market streets, was opened in May, 1900. Market street is one of the prominent thoroughfares of St. Louis and the store is but four blocks from Union station. It

ERNEST HARRIS.

enjoys a fine trade and in the summer its soda business is enormous. This firm later opened a place at 809 North Jefferson avenue. This store is less advantageously situated, but enjoys a good business.

The Wright & Bolin store at 2333 Market street, a competitor with the oldest Harris & Mosby store, and in charge of a former clerk in that store, is but a few months old, and is still something of an experiment.

The store to be opened by Dr. Crews is farther west than the others, but is still within the district where negroes are welcome renters.

MR. HARRIS DENIES ANY PECULIAR GRIEVANCE.

Of the persons concerned in the management of these stores, Ernest Harris, one of the proprietors and manager of the store at Twenty-third and Market streets, has had a longer career in St. Louis and perhaps a wider experience than any man of his race concerned in the drug business in St. Louis, a city where the extreme sentiments of the north and south clash in both races; where the confederate and union veterans and their descendants and sympathizers brush elbows with the indifferent immigrant from other lands; where are men who would not think of eating at a hotel where a negro had ever been entertained, and others who indifferently patronize negro restaurants.

Mr. Harris was born in Alabama, but came to St. Louis in 1883, and was first employed in a drug store in 1890, and became an apprentice under George A. Lucking, at California and LaFayette avenues

SOME ST. LOUIS NEGRO PHARMACISTS.

in 1892. His appearance raises no race question. He was graduated in pharmacy in St. Louis, and immediately secured employment as a full clerk. Later he enlisted in the Hospital Corps and saw service in Cuba. After being discharged from the army, Mr. Harris returned to St. Louis and later worked in Omaha and Landers, Wyo., in both of which cities he had charge of stores in the first instance as chief clerk, in the second as manager. He returned from Wyoming to St. Louis to go into business.

It was to Mr. Harris that the Pharmaceutical Era put the question: "Have the negro druggists a grievance, and what are the conditions under which they do business, and what is the great question before the negro in pharmacy?"

To the first part, Mr. Harris answered a most decided no, and then proceeded to prove that he was in position to give expert testimony, by telling of the men of his race who owned stores in other cities and in St. Louis. His answer was also based largely on his own experience.

During the last summer Mr. Harris enjoyed exceptional advantages for meeting negro and other pharmacists who were visiting the World's Fair, as his store is the most notable of the negro stores, is in the center of the negro hotel and boarding house district, and is on a prominent thoroughfare leading from Union station. In naming the men he met, Mr. Harris ran down a long list from many cities, one of them a young man who owned two stores. These men, he said, had only the small talk of grievances common to all pharmacists. None of them spoke of the race question or prejudice in business.

BUSINESS CONDITIONS SAME FOR BOTH RACES.

As to the conditions under which the negro does business, Mr. Harris says they are the same that confront other men. During the last summer, he saw a few persons turn from the door of his store when they saw a negro clerk at work and a negro dispensing soda water. A few others objected, evidently, to negro customers sitting at the small soda water tables. This loss of trade was looked for, because of the number of strangers in the city and each case was noted. It was so small that it could not be figured as a percentage, according to Mr. Harris. In most cases, the people so departing were, to judge from appearances, from the rural district. Mr. Harris and other men of his race, including physicians who have met with similar experiences, blame this repugnance more to ignorance or disbelief that negroes have risen to proficiency in a profession, than to prejudice.

Mr. Harris' experience with physicians is the same as when he was working in stores owned by white men—that most physicians who do not live in the immediate neighborhood, do not attempt to throw the trade. Physicians from out of his trade district, mostly advise negroes whom they treat in that neighborhood to come to his store. In one or two cases, he has heard of physicians advising negroes to go to the nearest white store. In one of these cases he knows that advice was given because the physician had especially asked that one remedy prescribed be carried at that store. The negro physicians urge people of their own race to patronize the store, and sometimes ask their white patients to do the same.

The neighborhood trade is similar to that of other neighborhoods. Some people pass the store to patronize nearby stores, and some people come to the store past the neighboring stores. An hour spent in the store will convince an observer that scores of white people in the neighborhood have confidence in the establishment.

Mr. Harris says that the blacker the clerk, the more hesitancy can be observed, but that neatness counts more than complexion, and terse intelligent answers to questions will disarm prejudice in ninety-nine cases out of a hundred.

LACK OF CLERKS MAIN QUESTION.

As to the question before the pharmacists, Mr. Harris says just now it is clerks. Two schools, the Meharry Medical College at Nashville, and Howard University at Washington, regularly graduate pharmacy classes, but their classes do not fill the demand. The two schools turn out about twenty men with diplomas each year.

The work of the negro in pharmacy, Mr. Harris believes, is just beginning. He sums up the situation in this way:

"This beginning has not come too soon. There has been and is, a demand for negro pharmacists, and sad, but true, the supply falls far short. In this, as in all things, the greatest good will come to the race when the supply coincides with the demand.

"A few years ago we had no pharmacists, but to-day the negro is being born into a new profession, bringing with him opportunities and possibilities of not alone helping his people, but in contributing to his profession as a pharmacist.

"Among his own people, the negro pharmacist has a larger field of labor than devolves upon his white professional brother. The masses of his people are ordinary laborers and among them he finds few who know the first principles of elementary hygiene and their readiness to use all kinds of medicines for all kinds of diseases places them in a peculiarly unsafe position. In many cases medicines bought from peddlers and fakirs are carried to the negro druggist to ask whether they should be taken or not. In this field, the negro pharmacist must not act with a motive of pecuniary gain alone, but must instruct his people for their own good and for the good of the profession."

In connection with the last point mentioned, Mr. Harris says that with the exception of the few negroes who still cling to the idea of slavery days that all knowledge comes from white people, he finds his people more ready to confide their weaknesses of purchase to a man of their race than to a white man.

"Do you think," The Era man asked Mr. Harris, "that the men who have made a national issue out of the luncheon President Roosevelt partook of with Booker Washington, would interfere with your business or draw the line at patronizing your store?"

"Individually, no; collectively, yes," was the answer. "If those men were to come along here one at a time, and my sign read, 'Harris & Mosby, negro druggists,' and each of those men wanted to smoke, nine-tenths of them would come in and buy their cigars. If those men all came along together or in crowds of three or more, they would not patronize this store, if they knew it belonged to negroes."

A CASE OF COWARDICE.

"Did you advertise for a boy?"

"Yes. Have you answered the advertisement?"

"I have. But I'd like to know first what you mean by saying that you want a boy who ain't afraid of work."

"It's plain enough, isn't it?"

"Maybe it is, but I should think you'd rather have a boy that was a little afraid of work. Just enough afraid of it to catch hold of it quick and rassle with it, and down it and jump on it, and get the best of it, and show it that it won't get a chance to prove too much for him. That's the kind o' boy I should think you'd like—instead o' the kind that ain't afraid of work. Why, I knew a boy once who wasn't the least mite afraid of it, and he'd rub up against it, and walk right into the cage where they kept it, and let it eat off his hand, and at the same time never meddle with it enough to soil his finger tips."

"That's enough, young fellow. The job is yours."—Cleveland Leader.

SHOW WINDOWS AND FEATURES.

A Few Features From Many Different States.

JAPANESE DISPATCH BRINGS TRADE. —COTTON ON THREADS.—BURNT WOOD AND "FIRE PENS."—PIGEON FEEDING. — CUTS ON PRESCRIPTIONS.—FULL PRICES IN TEXAS.—MODEL DRUG STORE.

O. P. M. Canis, of the Canis Transfer Pharmacy, 760 Flushing avenue, Brooklyn, has evolved a good window feature, which is herewith reproduced. Mr. Canis, who is much interested in window features and advertising, says that the dispatch shown has attracted much attention in his window and has increased the sale of his cough drops wonderfully. He features cough drops the entire season and together with the reproduced Japanese sign he has another "fake" sign, supposed to be in Chinese characters. "Stop that cough," a catch line, is written in five languages. The above dispatch reads:

"Tokio, January 26, 1905.

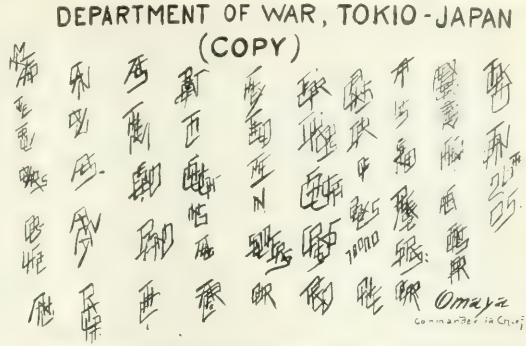
"Dr. Acins' Chemical Laboratory:

Dear Sirs: Please send us at once 10,000 boxes of Dr. Acins' Red Cross Cough Drops for our soldiers in the field. They are all coughing to beat the band. Send them as right away as you can, and oblige, yours truly,

"THE MIKADO,

"Omaya, Commander-in-Chief."

The errors in the sign are intentional. People spend many minutes trying to decipher the posted message, until it dawns upon them that the words are English. They then appreciate the cleverness of the idea. In reading the sign, the opposite to the English method should be used, reading from bottom to top and from right to left.



THE CANIS TRANSFER PHARMACY WAR DISPATCH.

Cotton on Threads.

Schaaf Brothers, 2157 Eighth avenue, are this week featuring absorbent cotton in pounds. A very pretty effect is given the window, especially at night, by the arrangement of tufts of cotton tied to white thread. Some fifty separate lines of thread extend from floor to ceiling against the window glass and on each thread at an interval of a few inches is a tuft of the down. The electric lights at night make the show appear a snow storm, and the pure white of the cotton makes the Harlem fall of the "Beautiful" look very dirty. This thread arrangement is cheap and can be used for most any light article, either loose or cartoned. The cotton is not lost as it is when glued to the windows, and the arrangement can be removed in quick time.

Drug Store Pyrography.

The J. N. Hegeman & Co. Store, Broadway and Eleventh street, is showing burnt wood outfits. Two artists alternate in making copies in wood of nature studies, etc., occasionally varying their programme to get a burnt wood likeness of someone in the crowd of spectators. It seems that the interest in burnt wood work has not materially decreased, for there is a large demand for the outfits which the artists are demonstrating. This novelty is called "The Fire-Pen." It consists of a small rubber tube, five feet long, a sixteenth inch in diameter, which has at one end a cap of rubber which fits over any ordinary gas fixture. At the burner's end of the pen is a cork handle, which holds a metallic pen. There are small holes near the pen point, and the gas once ignited, burns like a Bunsen flame and heats the metal point to a red heat. This outfit sells for fifty cents. One with three points, or pens, brings $1, and a complete outfit, six pens, with handles for each, sells for $2. The artists who exhibit also give lessons in pyrography.

MASSACHUSETTS.

The Union Square Drug Store, in Somerville, Mass., has become quite famous from the fact that one of the clerks, William E. Young, habitually feeds a large flock of pigeons every day, sometimes from fifty to a hundred of the feathered pets. They gather regularly in front of the pharmacy and on its steps, and wait for their noon-day meal, which always is forthcoming, no matter what the weather. It all began by Mr. Young throwing out a few peanuts one day. Two pigeons ate them. Next day they returned with others and the flock steadily has grown, keeping up the daily visits. They are even bold enough to walk into the store when the door is open.

Tickling the Authorities.

The annual complimentary distribution of Brown's Bronchial Troches, which for many years has been followed by an old-time drug firm, John I. Brown & Son, has just been made at the State House in Boston, to members of the General Court and others. Fully four hundred boxes were required for this distribution, as there are 240 members of the House of Representatives; forty members of the Senate and the messengers, clerks in various departments, and heads of the departments, elevator men, etc., all came in for the compliment.

Cutting a Prescription.

A Boston cut-rate store takes advantage of the fact that a certain prescription which it offers to put up "with pure drugs" will be sold for sixty-five cents, whereas at several other places the price for identically the same prescription was much higher. A trip around town by a clerk who wished to find out, showed that at one store, not a cut-rate place, the charge was $2.20; at another store, $1.75; a third place, $1.50; at another $1; two places would put it up for eighty-five cents and the first-named cut-rate store, as stated, would do it for sixty-five cents. The prescription was for rheumatism and was as follows:

Six oz. fluid extract of sarsaparilla, two ox. tincture of conium, two oz. fluid extract of senna, and six drams of potassium iodide.

The dose was to be a teaspoonful three times a day.

MICHIGAN.

Under the head "A Model Drug Store," there appears in the Saginaw, Mich., Herald, a column article devoted to Schirmer's Pharmacy, corner Hoyt and Sheridan avenues. The following is a part of the article:

"All prescription drugs are bought in original packages. Then all packages of the same nature are placed in boxes and indexed in a book. Thus when a certain drug is wanted, the book must first be consulted to find the right box, and the box being found, it becomes necessary that the druggist read every label on the packages until he finds the drug wanted. That is the reason that every prescription sent out from Schirmer's Pharmacy is thoroughly reliable and guaranteed for absolute purity. The Schirmers take great pride in their stock of goods, as they use exclusively the products of E. R. Squibb & Sons which are renowned the world over as the very highest type of drugs, and also the products of Parke, Davis & Co., Merck, J. Wyeth, and other leading manufacturing chemists. In fact, a poor article never finds a place on their shelves."

The druggists apparently believe in taking the public into their confidence, and though unmistakably a "write up," it is well done.

TEXAS.

Heaton Brothers, of Victoria, Texas, send The Era a copy of a "Notice to Our Customers." It shows what the druggists are doing to keep up established prices. No eighty-three cent business there! The notice reads:

We the undersigned druggists of Victoria, Texas, hereby notify our customers that on and after February 1st, 1905, we will charge full price for any and all patent and proprietary medicines. We take this action on account of the fact that many manufacturers are compelling us by rigid contracts to do so. Very respectfully,

E. W. Parker, Heaton Brothers, Louis P. Leibold, Diesbach's Pharmacy and H. M. Eichholz."

KENTUCKY.

A shipment of pills, said to be the largest ever made to Kentucky, was received recently by Millheiser & Co., druggists of Bardstown, Ky., from a leading pharmaceutical firm of Indianapolis. To advertise them, Millheiser & Co. will mail ten of these pills to any family in the United States. The company controlling the manufacture of the medicine is composed of Bardstown people, and will in a short time be incorporated with a capital of $8,500. It expects to employ from eighteen to twenty-five hands selected from the community.

A Blue Grass Calendar.

The Dawson Pharmacal Co., of Earlington, Ky., has issued a handsome calendar in colors. The illustrations are, according to title, the "Products That Have Made Kentucky Famous." There are the beautiful woman, the fast horse, the red liquor, and added, a bottle of the principal medicine manufactured by the company.

DELAWARE.

On exhibition in the window of Z. James Belt's Drug Store, at Sixth and Market streets, Wilmington, Del., is a bottle containing a small quantity of the South American drug known as curare which is deadly poison, one-sixtieth of a grain being fatal. It was claimed that this drug was used by Johann Hoch, the Chicago man, who is suspected of having caused the death of many of his wives. The interest in the morbid always attracts attention, and the druggists have many questioners.

CALIFORNIA.

Dr. A. L. Ramage is to make a new departure in business circles by establishing a veterinary drug store, to be located on Eighth street, in the Evans block, San Francisco. Dr. Ramage will keep stock feed, bird seed and other contemporary items. He expects to be established there by the middle of the month.

MYSTERIOUS WINDOWS.

It is a fact that people, even those most interested in their own thoughts, will stop and gaze for many moments at even the most ordinary mechanical feats. A building in the course of erection, a safe being lowered from a window, the replacing of broken window glass, are all things that hold New Yorkers enchanted. But when the every-day doings of men and women are reproduced in metal or wood with clockwork, or other operating device, the attention claimed and held is really wonderful.

Various large concerns take advantage of this weakness of the pedestrian and arrange mechanical exhibits in their windows. One such seen was that of the National Cash Register Company, on upper Broadway. The country mill was reproduced faithfully and the scene painter had made a typical stage setting. The real water ran, the wheel turned, and a fisherman on the bank near the mill, was casting for trout. The cork bob on the line would strike the water, and behold! a bite. But no fish. The bite is reproduced by an electro-magnet, which attracts the metallic hook, then other mechanism forcibly withdraws the hook and line, only to release it, ad infinitum. The naturalness of the scene awakens comment.

Another "mystery show" is on exhibition in a corner window on upper Broadway. An arrangement similar to a bagatelle table, having sloping sides and covered with green, is the scene of a contest between hill climbing balls. There are four small balls, similar to the golf article, and they seem to be climbing the baize covered boards by their unaided will. They quiver as they go upwards. Every moment one or another will lose its grip and tumble back, only to begin all over again. When the balls finally reach the apex, they roll on a curved ridge into a groove, which tobogganes them back to the bottom. The balls doubtless have steel cores and magnets are at work under the table. It is a question that causes considerable discussion anyway, and the trades people only smile when asked to elucidate.

DRUGGISTS' RUBBER SUNDRIES.

Several rubber novelties have recently appeared, which may be of interest to the drug trade. One line of these is toy druggists' sundries, atomizers, hot water bags, and nursing bottles primarily intended as a part of the household equipment of dolls. The toys are about two or three inches in height, and about one and one-half in width. Another article, but of practical use, is an adjustable window cleaner with a rubber blade, the new feature of which is the adjustability of the hinge and spring, by which the rubber will adjust itself to all conditions of work, regardless of the angle of the pole. The user can therefore make continuous strokes from top to bottom of the window. Then there is a toilet appliance for automobilists, a combination water tank and wash basin, both waterproof and air tight, collapsible when not in use. Pockets are provided for towels and soap. A new razor cleaner, made of soft rubber, is really a shallow cup with escalloped low edges, which vary to fit the curves of any razor blade. The refuse lather is to be scraped off the razor on the edges. It is easily cleaned and strictly sanitary, preventing the daubing of lather all over the bureau and the clothes of the shaver. A rubber toothbrush ends the list. This device is to be fitted on the end of a finger, needing no other handle. It is supposed to treat the inner side of the teeth better than a bristle brush, and appeals to invalids and those having tender gums. All these articles are described in the issue of the "India Rubber World" of February 1.

A VARIATION OF THE PLASTER JOKE.

The woman who was told to get a mustard plaster and put it on her chest, went back, bought the plaster and slapped it onto an old trunk. Two days later she complained to the doctor that it wasn't doing her a bit of good.

If you draw soda, you've met her. She's the sweetest, meanest thing ever. "Make it sweet; lots of ice cream," she says with an engaging smile. You "fall"; who wouldn't? After she disposes of the frozen delicacy, she smiles again. "Please, a little more soda; it's too sweet." And did you fill the glass again?

PRICE LISTS RECEIVED

Manufacturers are requested to send in their price lists as issued, and to put The Era on their mailing list for price-list changes. It is important that we have this information to enable us to list your goods properly in our price-list editions.

Roessler & Hasslacher Chemical Co., 100 William street, New York. February list.

American Peroxide and Chemical Co., 88 Maiden Lane, New York. Prices quoted on case lots.

John F. Hancock & Son, Baltimore, Md. Special pharmaceutical preparations.

Larkin & Scheffer Chemical Co., 109 St. George street, St. Louis, Mo. Quotations on products, list bearing date of Feb. 6, 1905.

Pasteur Vaccine Co., Ltd., 366 W. 11th St., New York; 219 E. Randolph St., Chicago; 409 Market St., San Francisco. Serums and vaccine instruments. List for January, 1905.

The Stein-Gray Drug Co. February issue of "Drugs and Sundries."

MYSTERY OF A POISON.

The story which comes from Paris of the poisoning of a member of the municipal council by the simple opening of a packet of "white odorless powder" sent to him by mail, while of very doubtful probability, recalls the reputed almost magical properties of the Borgia poisons. As a matter of fact, these mysterious drugs, of which we are said to have lost the secret, are probably largely mythical. There are but few substances competent to produce any such violent and immediate poisonous effect by mere inspiration as that attributed to the Paris letter. Of these prussic acid and nitrite of amyl are the best known. Scheele, the discoverer of the former, was killed by inhaling its poisonous exhalation, following the breaking of a flask. Nitrite of amyl is an extremely volatile and powerful poison, sometimes used for inhalation in cases of angina pectoris. Both have a strong and pungent smell, are liquids, and could by no possibility be described as odorless. Nitrobenzol, which seems to act somewhat like prussic acid, is much slower in effect. A man subjected to its fumes may at first experience slight inconvenience; several hours afterward (eight hours in one case) he suddenly becomes unconscious and dies in a state of coma. No one could breathe the fumes of these drugs without knowing it, so that they are in no sense secret poisons.—New York Globe.

DRAWBACK ON SYRUP OF FIGS.

The Treasury Department has issued an order amending the rate for the allowance of drawback on imported alcohol used in the manufacture of syrup of figs manufactured by the California Fig Syrup Company. It appears that the imported alcohol used does not test 200 degrees, but is of uniform strength and is sold as alcohol 191 degrees proof. Former regulations are therefore amended to read five and three-tenths per cent., instead of five per cent.

IPECACUANHA.*

How Gathered in Brazil and Exported.

A source of ipecacuanha is the province of Matto Grosso, in Brazil, but few have more than a vague notion as to how it reaches this country. The root, which grows in the shade of trees, is pulled up, not dug, by natives known locally as "puayeros," the root being called by them "pouayo." An energetic collector, on a wet day, when the ground is soft, has been known to gather as much as thirty pounds, but the average worker cannot pull more than ten pounds in the same time. The root is then made into smallish bales, called "serons," and brought down to the coast on the heads of carriers. Here it is collected and sorted into different grades, and sold or bartered by the native merchants to shippers, who, in return, pack it into bales and ship a consignment from one of the various ports, of thirty, forty, fifty or possibly more bales at a time to London. On the vessel reaching London, these bales are unloaded from the vessel and carted by the dock company to their up-town warehouse at Crutched Friars. The goods are immediately weighed, examined, and a slip sent to the merchant owning the goods or to the person who has the handling of them. This slip, called a "landing account," besides giving the gross weight on landing, also indicates the tare, or estimated tare, of the packages. Should the goods arrive damaged, such a fact is also noted on the landing account, and the account discriminates the degree of damage, and also states whether the damage has been caused by sea or by soft water—water being, in nineteen cases out of twenty, the cause of mischief when damage exists. A bale damaged by sea water may be returned as fourth-class sea damaged, whereas another bale may have been only slightly damaged, and this by rain water; this would be described as first-class "country damaged." In practice, first-class damaged goods may be considered sound, as the dock company is very particular, and should a package show only external traces of having been wet at some time or other, they will yet return the goods as first-class "country damaged," although the contents may be sound. The landing account also states quality, and this is denoted in an old fashioned manner, the word quality giving way to "pile." Thus the finest quality of goods are described as Pile 1, Pile 2, and so on. The describing of goods in this manner is a relic of by-gone days, when merchants received their goods in great quantities, which they sold according to quality; the various qualities were stacked and stored at the docks in bulk in a heap, the merchant then issuing delivery orders to his buyers for so many tons or hundredweights of an article of such-and-such a "pile."

The merchant, having received a landing account of his goods, will next instruct his broker to sell them by public auction, and at the same time he will instruct the dock company to place these goods on view, for which purpose packages are opened and the contents exposed. All this is presuming that the goods are sound. When, as sometimes happens, a consignment arrives damaged, or the quality does not run even, the merchant may, prior to the sale, instruct the dock company to make the goods "merchantable." This operation may consist in removing the damaged parts, or, in the case of ipecacuanha, removing the woody parts (which contain practically no emetine) not covered by the cortex, thus enhancing the value of the merchandise, the loss in weight being more than compensated by the increasing value of the remainder of the bale. The broker has catalogues printed, and therein he gives the particulars already given in the landing account. In the case of some merchandise, several packages (five or ten) go to make a "lot." In the case of ipecacuanha, the rule in recent years has been to offer it on sale in one-bale lots, varying in weight of from, say, fifty pounds to 150 pounds. On the day before the public sale, called "viewing day," merchants, brokers, shippers, wholesale druggists, etc., visit Crutched Friars, catalogues in hand, and view the goods, making such notes in their catalogues as they think fit. The following day the goods are sold in the ordinary manner. The bales are then restitched and got ready for delivery. Presuming that the wholesale druggist has procured a "lot," he will send his cart to obtain delivery, and on this being done the goods will be reweighed, fresh slips (called reweight slips) being sent both to the merchant and the buyer.

*Reprinted from the Pharmaceutical Journal

A REFLECTION ON THE PAST.

William Pinkerton, the detective, was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of a clerk in a grocery the other day who was getting $8 a week. He had to be on duty at seven in the morning, and he was not through till seven, and sometimes eight, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise.

" 'Why, Horace,' the employer said, 'you are getting $8 a week. What ails you? When I was your age I kept a wife and two children on $8 a week and saved money besides.'

" 'They didn't have cash registers in those days,' said Horace bitterly."—Cincinnati Enquirer.

MR. SCANNELL'S ALMANAC.

The Saratoga County Almanac for 1905 has recently been issued by T. J. Scannell, retail druggist of Waterford, N. Y. Mr. Scannel has long shown advertising enterprise, this being the eighth issue of the almanac.

The book contains forty-six pages, 10x7 inches, of a fair quality of paper and easily readable type. The cover is of a light green tint and is adorned with an allegorical design, portraying a maiden inhaling the fragrance of a rose, the design being set in a medallion with flanking supporters, male and female figures. Below is the title and Mr. Scannell's name and address.

The contents prove interesting. Leading, is a history of Saratoga County. Following, all the even pages carry monthly calendars in true almanac style. Then there are hints to farmers, interesting naval expenditure figures, salaries of United States officials, hints to housekeepers, facts about animals, a study of the barge canal projected for New York State, and tables of weights and measures. Many other topics are treated.

DARK TALES, AWFUL DRUGS.

Here is the latest of sensational newspaper stories, which are always important, if true. Pharmacists will be interested to learn of the marvelous drugs here described, that is, if they find any entertainment in taking as gospel whatever the "chemist" quoted has to say. But here is the story itself:

"The more dreadful poisons," said a chemist to a Sunday (Newark, N. J.) News reporter yesterday, "are known only to a few men. Mercury methide, for instance, the inhalation of whose fumes produces incurable idiocy, can be manufactured by two Italians, and by no one else in the world.

"Dhatoora is a poison used in India. It, too, produces incurable idiocy. A British army officer told me of a sad case—a case of two rival tailors, one of whom gave the other a small dose of dhatoora. The victim of the drug remained an idiot all the rest of his life. He sat and moved his empty hands as though he were sewing. He was a formidable rival no longer.

"Mercaptan produces a melancholy so great as to terminate nearly always in suicide. No government would permit the manufacture and sale of this poison.

"Dhatoora, mercury methide, mercaptan and some twenty other poisons are neither made nor sold in any public way. They are only experimented with. Such poisons would be formidable weapons in unscrupulous hands. Driving their victims to suicide or to insanity, they leave behind them nothing suspicious or untoward. The giver of these poisons is secure from any fear of punishment. It is no wonder that the learned men who know such poisons keep their knowledge to themselves."

LIGHTING THE STORE.

People like light. It has been said that cities were created because men wished companionship and light, disliking the loneliness and darkness of the country. Light, companionship; darkness, loneliness. It is the same nowadays with a store. Where there are bright lights, there will be patronage, other things being equal. But to-day a country store can be well lighted. If it is not, the proprietor is not alive to his best interests. Reports of those who have used it, state that the Hydro-Carbon Air Light System of the White Manufacturing Company, factory at Chicago Ridge, Illinois, is very satisfactory. It is a system of gasoline vapor lighting and can serve all purposes far better than kerosene. By application to the firm an interested person can promptly receive catalogue and estimates.

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.

Address The Pharmaceutical Era, 90 William street, New York.

ALABAMA.

Midway.—J. W. Thomason, new town and new name.

Opelika.—Hightower & Parver, succeeds C. L. Hightower.

CALIFORNIA.

Pomona.—L. W. Pierce, succeeds Pierce & Robbins.

Porterville.—C. L. Robbins, succeeds Pierce & Robbins.

COLORADO.

Pueblo.—Triangle Pharmacy, 201 N. Union Ave., succeeds John I. Pearson.

DISTRICT OF COLUMBIA.

Washington.—S. Sacks, 9th and P Sts., sold out to Lloyd & Taylor.

GEORGIA.

Leslie.—Reeves & Tinsley, new name.

Pavo.—Hicks & Watson, succeeds Frank J. Harris.

ILLINOIS.

Danville.—Lin Carter, succeeds H. A. Hall.

East St. Louis.—M. Sondag, 243 Collinsville Ave., burned out.

Springfield.—John Conant, 404 S. 6th St., succeeds R. N. Dodds.

O. G. Hudson (People's Drug Store), First and Jefferson Sts., succeeds Noble R. Hudson.

Spring Valley.—Thomson Bros. Drug Co., succeeds E. G. Thomson & Son.

Taylorville.—Seaman Drug Co., burned out.

INDIANA.

Clinton.—Bonner-Bence Drug Co., new name.

DeMotte.—J. L. Tyler, succeeds J. L. Tyler & Co.

Linden.—E. B. Scott, succeeds Bradley & Co.

IOWA.

Cedar Rapids.—W. C. Snyder, new name.

Iowa City.—Shrader Drug Co., Clinton St., succeeds W. E. Shrader.

Rockford.—W. G. Thomas, succeeds W. C. Oelke & Co.

Sibley—C. L. Wilbern, new name.

Vanhorne.—E. G. Bevelhymer & Co., succeeds P. H. Bell.

F. M. Gardner, succeeds Wirth & Co.

KANSAS.

Falun.—C. V. Sexton, succeeds H. G. Baird.

KENTUCKY.

Horse Cave.—J. O. Redfield & Co., succeeds Walthall & Garvin.

Latonia.—DePaw & Carr, succeeds J. G. Weatherford.

London.—Kehr Bros. Drug Co., succeeds W. C. Kehr.

Newport.—John Holloran, Chestnut and Isabella Sts. Add.

Paducah.—Dr. J. D. Bacon, 7th and Clay Sts., new name.

LOUISIANA.

New Orleans.—Wm. J. Wendt, 3105 Magazine, succeeds A. R. Burt.

MASSACHUSETTS.

Boston.—International Drug Co., new name.

Lawrence.—Essex Drug Co., 680 Essex St., new firm.

North Adams.—J. H. Pratt, 30 Main., out of business.

Salem.—J. J. Moulton, Peabody Bldg., burned out.

MICHIGAN.

Clare.—City Drug Store (Chas. L. Pickel, Prop.), succeeds Mead & Pickel.

Detroit.—Wm. C. Kirchgessner, new name.

Hastings.—Heath & Carveth, succeeds F. L. Heath.

MINNESOTA.

St. Charles.—Smith Bros., new name.

Staples.—C. H. Hayward (City Drug Store), succeeds Morris Davidson.

Stewartville.—D. E. Farmer, out of business.

MISSISSIPPI.

Laurel.—V. W. Johnson, succeeds Sheppard Drug Co.

Okolona.—Raymond Ligon, succeeds J. E. Lyle.

Rosedale.—Chaney Drug Co., succeeds H. D. Chaney.

MISSOURI.

Missouri City.—J. B. Heifner, succeeds Endicott & Co.

NEBRASKA.

Bloomfield.—Mullin & Crosby, new name.

NEW JERSEY.

Paterson.—Silk City Drug Co., 50 Main St., succeeds Benj. Bethel.

NEW YORK.

Buffalo.—C. & H. Reiman, 333 Franklin St., succeeds Geo. T. Hanson.

Herkimer.—Geo. A. Squires, out of business.

NORTH DAKOTA.

Grand Forks.—J. H. Gallagher, succeeds C. G. Nickells Drug Co.

OHIO.

Delphos.—King & Williams, succeeds W. E. Floding.

Hamilton.—O. W. Katy, 18 S. 3d St., succeeds C. Markt.

Salem.—Frank F. Trimble, 47 Main St., succeeds Trimble Bros.

PENNSYLVANIA.

Braddock.—Sam'l Hollander, 915 Braddock Ave., succeeds Jos. M. Hollander & Co.

Oil City—Koos Bros., succeed E. Koos.

SOUTH CAROLINA.

Batesburg.—F. B. Gunther, M.D., succeeds Batesburg Drug Co.

TENNESSEE.

Columbia.—Marvin Crosthwait, succeeds Harlan & Crosthwait.

Covington.—Herman Baltzer, new name.

Springfield.—McFerrin & Gill, new name.

TEXAS.

Austin.—Yates & Hunter, 700 Congress Ave., suceeds C. O. Yates.

Bryan.—Emmel & Maloney, succeeds E. R. Emmel.

R. S. Read, out of business.

Snyder & Grayum Drug Co., succeeds F. J. Grayum & Co.

UTAH.

Ogden.—Dee Drug Co., 2403 Washington Ave., succeeds Dee Drug Store.

VIRGINIA.

Franklin.—Knight Drug Co., succeeds J. R. Knight.

Luray.—Alen W. McKim, succeeds McKim & Chapman.

WASHINGTON.

Bellingham.—H. Engberg, Elk & Holly Sts., new store.

WISCONSIN.

Ashland.—Dr. J. A. Marchessault, succeeds H. D. Ward.

Delevan.—Jesse Wilkinson, new name.

Medillan.—Williams & Johnson Drug Co., succeeds W. R. Hathaway.

Milwaukee.—Rudolph Best, 602 Walnut,, succeeds Louis Schmitt.

BRITISH COLUMBIA.

Vancouver.—W. M. Harrison & Co., new name.

PRINCE EDWARD ISLAND.

Summerside.—Wm. Kennedy, new name.

A PROSPEROUS JANUARY.

The month of January has been one of increased commercial prosperity, as compared with the corresponding month one year ago, according to Dun's Review. The total involved in failures in January, 1904, was $18,483,573, while for January, 1905, there was a reduction to $10,417,205. An analysis of the returns for the past month, by Dun's Review, shows the following conditions:

"In all manufacturing occupations only 256 suspensions occurred, with liabilities of $4,678,692, against 271 failures last year, when the amount involved was $6,687,636; trading defaults numbered 939, with liabilities of $5,275,640, compared with 1,079 a year ago involving $8,224,937; other commercial failures were 27 for $462,873, against 56 last year, for $2,571,000, an aggregate of 1,222 failures and $10,417,205 liabilities, as compared with 1,406 in the corresponding month of 1904, when defaulted indebtedness rose to $18,483,573. While it is extremely gratifying to find that 1905 has started with a decrease of $8,000,000 in amount of liabilities as compared with the previous year, it is still more cheering to carry the comparison much further back. Only one other January in the past decade made a decidedly better showing, 1899, while 1900 was slightly better, but every other year back to 1893 recorded a much heavier mortality. January is the most significant month in respect to the value of failure returns, and such a phenomenally good showing augurs well for the year."

THAT NIGHT BELL.

A boy with no respect for propriety got a Columbus avenue druggist out of bed at midnight, a few nights ago.

"I want a bottle of magnesia," announced the youngster, "and, say, do you give anything for the empty bottle?"

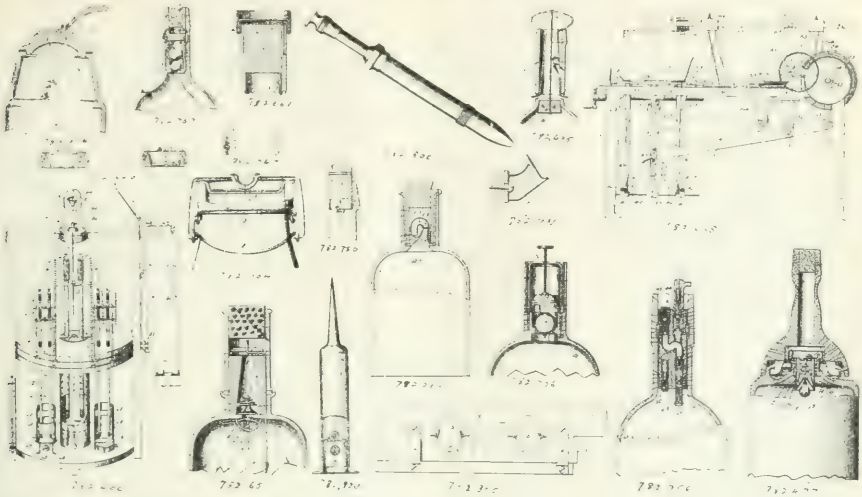
"Yes, five cents," growled the drug man, grudgingly serving the article. Then he went back to bed. About half an hour later the bell rang again. When the druggist got to the door there stood the lad.

"Here's that bottle, mister," said he. "Give us fi'pence."—New York Sun.

GALVESTON DRUGGISTS BUSY.

Owing to epidemics of grippe, mumps, chills and fever and diphtheria, all of a mild and seldom fatal character, Galveston druggists are being kept very busy compounding prescriptions. The doctors and hospitals have also been overtaxed. It is estimated that the prescription business has increased anywhere from 10 to 40 per cent. in different drug stores.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued February 14, 1905.

782,268—Jackson L. Prior, Fayetteville, N. C. Non-refillable bottle.

782,305—Adolph Wolfensberger, Milwaukee, Wis. Bottle-clutch.

782,400—Jean M. A. Lacomme, New York, N. Y., assignor of one-half to Walter Lauder, New York, N. Y. Apparatus for hygienic and therapeutical purposes.

782,477—Odaville Yates, Portland, Oregon. Non-refillable bottle.

782,609—George F. Jaubert, Paris, France. Process of obtaining oxygen.

782,638—John Aspenleiter, Cincinnati, Ohio, assignor to The Stokes & Smith Company, Philadelphia, Pa., a corporation of New Jersey. Machine for applying labels to boxes.

782,640—Walter M. Barry, Rochester, N. Y. Non-refillable bottle.

782,653—William Handler, Jerseyville, Ill. Non-refillable bottle.

782,661—Charles Ingulli, New York, N. Y. Bottle seal.

782,679—Georg Merling, Frankfort-on-the-Main, and Robert Welde, Hochst-on-the-Main, Germany, assignors to Farbwerke, vorm. Meister, Lucius & Bruning, Hochst-on-the-Main, Germany, a corporation of Germany. Pseudo-cyclocitralidene acetone and process of making same.

782,695—John W. Potter, Florian, La. Bottle.

782,704—William H. Sheffield, Hobart, N. Y. Bottle-closure.

782,706—August J. Swain, Houghton, Mich. Bottle and stopper therefore.

782,711—William H. Wheeler, Baltimore, Md., assignor to The Crown Cork and Seal Co., Baltimore, Md., a corporation of Maryland. Stopper-extractor.

782,723—Milton Campbell, Philadelphia, Pa. Hypodermic syringe.

782,739—Emil Fischer, Berlin, Germany, assignor to the firm of E. Merck, Darmstadt, Germany, a copartnership. C-C-Dialkylbarbituric acid and process of making same.

782,740—Emil Fischer, Berlin, Germany, assignor to the firm of E. Merck, Darmstadt, Germany, a copartnership. Dipropylbarbituric acid, analogous derivatives, and process of making them.

782,741—Emil Fischer, Berlin, Germany, assignor to the firm of E. Merck, Darmstadt, Germany, a copartnership. Disubstituted barbituric acid and process of making same.

782,742—Emil Fischer, Berlin, Germany, assignor to the firm of E. Merck, Darmstadt, Germany, a copartnership. Trisubstituted barbituric acids and process of making them.

782,747—Arthur Goldstaub, Hamburg, Germany. Inhaling device.

782,757—Theodore F. Odell, Nyack, N. Y. Bottle closure.

782,758—Charles J. Paulson, Brooklyn, N. Y. Non refillable bottle.

782,780—Edmund P. Dolt, Honolulu, Hawaii. Bottle-stopper.

782,800—Frederik W. Steuer, Plainfield, N. J. Hypodermic syringe.

782,806—George E. Crawford, Albert V. Mock and Percy C. Griffith, Denver, Colo. Closure for jars, bottles, or similar receptacles.

TRADE MARKS.

Registered February 14, 1905.

44,179—Certain named proprietary medicated soap. World's Dispensary Medical Association, Buffalo, N. Y. The word "Curaskin" in script.

44,180—Remedy for certain named diseases. Fred. Augustine Thomas, Paterson, N. J. The word "Antent."

44,181—Condition-powders. John C. Zurflieh, Scranton, Pa. The representation of a Mexican cowboy mounted on a bucking horse, associated with the words "Mexican Cowboy."

44,182—Insecticides. Omnia Chemical Co., New York, N. Y. The representation of an isosceles triangle associated with the hyphenated word "Kil-Lol," and the word "Electric" surrounded by rays of lightning.

44,183—Tetter cure. J. J. Hooper & Sons, Hillsboro, Tex. The representation of a black cat sitting on its haunches reaching up and scratching the side of a plank.

44,194—Medicine for topical application. X-Zalia Corporation, Portland, Me., and Boston, Mass. The compound word "X-Zalia," associated with the representation of a plant known as the "cat-tail flag."

44,195—Antiseptic powder. The Vreeland Chemical Company, Littlefalls, N. J. The word "Boroseptol."

44,196—Remedy for piles. The South African Remedy for Piles Syndicate, Limited, Johannesburg, Transvaal, South Africa. The word "Sikota."

MARKET REPORT

IODINE UP.

Bromine War Still on Between Manufacturers.

JOBBING MARKET GENERALLY STEADY AND DEMAND SATISFACTORY.—JOBBERS ADVANCE IODINE PREPARATIONS BUT OPENLY HOLD ON BROMIDE SALTS.—OPIUM FIRMER.—OTHER PRICE CHANGES.

New York, Feb. 20. The advance in crude iodine which was reported in last week's Era, passed its momentum on to jobbing prices very quickly and all the iodine preparations are commensurately higher. The bromine war is still on, although there have been rumors of a conference between leaders of the German syndicate and the American combination looking to a settlement and the arrangement for some mutual agreement to protect prices. The Roessler & Hasslacher Chemical Co., the agents for the German syndicate, is refusing to book future orders and declines in any event to accommodate new customers at the cut prices. It is stated that the firm has taken so many orders already that it is unwilling to receive any further bromine business at all just now. The Powers-Weightman-Rosengarten Co. has officially announced its prices on bromine and its salts on the same basis as the low German figures. It is reported that other American houses are also meeting the cut, but at this writing one or two domestic interests are still holding at old figures nominally. Jobbers find themselves in a peculiar position, for while manufacturers have openly cut quotations, jobbers are unable to secure supplies of the bromine preparations at such prices as the foreign makers are not yet in position to deliver, and the domestic manufacturers, while quoting the same low range established by the German syndicate, do so "without engagement" and apparently are unwilling to fill any but contract orders. Some jobbers are quietly selling at the reduced figures, but others are not, so the jobbing market cannot yet be said to have altered.

The volume of trade in progress continues satisfactory. The jobbing market is generally of a steady tone, the advances outnumbering the declines.

OPIUM.—The weather in the growing districts in Turkey continues very severe. It has been characterized as the worst in twenty-five years. Further frost and snow is reported to have ended sowing operations. Foreign markets are strong and prices have hardened universally since last week. Local jobbers, in sympathy, have advanced their quotations to $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered has also risen and prices now are $4.00@4.25 for thirteen per cent and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE.—In spite of the strength of opium, no changes have been made by jobbers. The market is, however, strong, and shows an upward tendency. Prices hold firm at $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—The market is steady, but rather featureless. Demand is of average proportions. Bark shipments from Java have been very light, only 128,000 pounds. The average unit of sales made at the London auction February 14 was 1⅜d., which is fractionally higher than for the previous month. Foreign markets, therefore, are firm and tending upward. Local jobbing prices remain unchanged at 23@23½c. for bulk in 100 oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins and 30@31½c. in ounce vials, according to brand and amount.

BROMINE PREPARATIONS.—While manufacturers have generally reduced prices, supplies at the new figures are hard to obtain. Some jobbers are said to be quietly lowering quotations, but others are holding at old prices still. The jobbing market cannot therefore be generally quoted lower.

IODINE PREPARATIONS.—A sharp advance has occurred, owing to a rise of 1½d. per ounce in the London syndicate's prices. Two reasons for this have been suggested; either that the Far Eastern war has absorbed the Japanese supply of crude iodine, so leaving the South American supply, which is closely controlled by the English combination, the only iodine on the market, or that the English syndicate has secured a control over the Japanese output. Local jobbers have advanced quotations all along the lines. New prices are: Iodine, resublimed, $4.50@4.75 per pound, and 35@40c. per ounce; idoform, $4.75@5.00 per pound and 37@42c. per ounce; ammonium iodide, $5.25@5.50 per pound and 40@45c. per ounce; arsenic iodide, $5.60@5.85 per pound and 45@50c. per ounce; bismuth subiodide, $5.25@5.50 per pound and 40@45c. per ounce; calcium iodide $4.75@5.00 per pound and 36@40c. per ounce; iron iodide, $4.25@4.50 per pound and 35@40c. per ounce; syrup iodide of iron, 45@50c. per pound; lead iodide, $3.15@3.40 per pound and 25@30c. per ounce; mercury iodide, green and yellow, $3.00@3.25 per pound and 25@30c. per ounce; red, $3.25@3.50 per pound and 28@32c. per ounce; potassium iodide, $3.50@3.75 per pound and 28@33c. per ounce; sodium iodide, $4.40@4.60 per pound and 34@40c. per ounce; sulphur iodide, $5.00@5.25 per pound, and 38@45c. per ounce.

GLYCERIN.—An easier tendency in the market abroad, because of a lack of demand, co operates with a demand of but moderate proportions here towards a decline. Jobbers have reduced prices to the following: 30°, in 50-lb. tins, 15@15½c., and less, 18@20c. per pound; 28°, in 50-lb. tins, 14@14½c., and less, 17@20c. per pound.

OIL WORMWOOD.—A slackening of demand causes a moderate reduction in jobbing quotations which now are, pure, $4.65@4.90, and ordinary, $3.90@4.15 per pound.

OIL OF CLOVES.—The continued easiness of the spice results in another jobbing decline in the oil, this time to $1.10@1.20 per pound.

LEMON SALAD OIL. Manufacturers have cut prices because of the smaller cost of raw material. Jobbing prices, in sympathy, have been reduced to 38@39c. per pound in barrels, and 50@55c. per pound for less.

BALSAM TOLU.—Some pressure of supplies on the market produces a slight decline in jobbing prices to 29@30c. per pound in 10-lb. tins, and 36@41c. per pound for less.

CITRONELLA OIL.—As stocks have been moving slowly, jobbers have been more inclined to sell and have accordingly reduced their prices to 52@57c. per pound.

MERCURY.—Competition from outside sellers is affecting the wholesale market, but declines are too small to materially change jobbing values. In less than flask quantities, however, quotations have eased to 62@66c. per pound.

BALSAM PERU.—A light demand and keen competition makes jobbing values lower in sympathy. Present figures are $1.37@1.57 per pound.

BAYBERRY WAX. The scarcity continues and its effect increases. Jobbing prices have risen to 33@38c. per pound.

SEIDLITZ MIXTURE.—A decline has occurred because of competition among manufacturers. Revised jobbing prices are, barrels, 18@18½c.; 50-lb. boxes, 18½@19c.; and less, 22@25c., all per pound. Kidder's, in barrels, is 20@21c. per pound.

CREAM OF TARTAR.—Affected by the same movement mentioned above, this commodity has been reduced by jobbers to the following: Barrels, 25@25½c.; 50-lb. boxes, 25½@26c.; and less, 28@32c., all per pound.

TARTARIC ACID, POWDERED.—In sympathy with the two above reductions, jobbers now quote a reduction to the following: 31@31½c. in barrels; 31½@32c. in 50-lb. boxes; and 35@38c. for less, all per pound.

BENZOIC ACID, GERMAN.—Jobbing values have dropped to 45@55c. per pound.

MENTHOL.—The last fluctuation wave in this, caused by larger arrivals, has reached jobbing prices and caused a reduction to $3.25@3.50 per pound.

NUTGALLS.—The frequent recent advances in the primary market, due to scarcity and a good demand, have caused a jobbing rise to 38@42c. per pound, and powdered, 43@47c. per pound for Blue Aleppo.

GALLIC ACID.—Owing to the rise in nutgalls, jobbers have advanced prices for acid to 65@70c. per pound.

OIL HENBANE.—Most recent jobbing prices are 40@50c. per pound.

ROCK CANDY SYRUP.—Because of the increased cost of raw materials, manufacturers have raised prices and jobbing quotations have also risen, now being 60@61c. per pound in barrels; 62@63c. in ½-bbls.; 66@67c. in 10-gal, packages; and 71@72c. in 5-gal. packages; second grade, 3c. less on above list.

ROCK CANDY. — Manufacturers have boosted values and jobbers follow. Present prices are: White, strings, boxes, 12@15c. per pound; pails, 11@14c. per pound; red and yellow, 5-lb. boxes, 13@15c. per pound, and pails, 12@14c. per pound.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MARCH 2, 1905. Number 9.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The Soda Fountain in 1905.—Pure Food and Drug Law in New York.—Anti Patent Medicine Bills.—Dr. Albert B. Prescott.—Pharmaceutical Arithmetic Continues to Exite Interest.—Dr. Eccles on Fruit Syrup Preservatives.—Methyl Alcohol.—Note on Carbolic Acid.—Theory and Practice.—Question Box.

NEWS.—For a Big Meeting.—Liquor Regulations Wanted in New Hampshire.—The Purity in Nostrums Bill in North Dakota.—Troy Druggists Have a Banquet.—Want no Formula Bill in Wisconsin.—Chicago Veteran Druggists Propose to Consolidate Schools of Pharmacy.—More on Fruit Syrup Bill in Pennsylvania.—Meeting of Syracuse Druggists' Associations.—Murray Hill Retail Druggists Organize.

TRADE.—Soda Fountain Management.—Mr. W. E. Beall, Manager of the Soda Department of Alpers' Pharmacy, Explains His Successful Methods.—Hints and Formulas.—Mr. M. N. Kline's Paper on Reducing the Tax on Alcohol Read Before the Philadelphia College of Pharmacy.—A Booklet of Knapp's Drug Store on Prescriptions Reproduced as Model Advertising.—Re-register Your Trade Marks Under New Law. Show Windows and Features.—Business Record. Market Report. Patents. Appraisers' Decisions.

EDITORIAL COMMENT

The Soda Fountain in 1905.

The article on the soda fountain in the Alpers pharmacy is the first of a series which The Era has in preparation as an introduction to the soda trade of 1905. We expect to discuss all sides of this subject, which is of almost supreme importance to the drug trade of the country. There will be descriptions of representative equipments in the principal cities of the country, and the trade bringing details of dispensing will be discussed by recognized exponents of the art.

The fountain expert who kindly consented to talk for the edification of our readers this week brings out a number of points which cannot fail to interest dispensers everywhere, but especially those who are familiar only with the modest equipment of the smaller drug stores where soda is only a minor sideline. Here are the views of one who has made the business a profession, and has studied every phase of the trade as a pharmacist studies the pharmacopœia.

An interesting development of the fountain trade is disclosed in the statement that fully one-half of the income is derived from the sale of fancy drinks in which no carbonated water enters at all. Another point which contains a hint for the fountain man everywhere is the storing of ready remedies for minor ailments at the soda dispenser's elbow. Does a customer need a remedy for a disturbed stomach or a tablet for a headache? He finds it at the fountain within easy reach of something with which to wash it down.

The necessity of absolute cleanliness and the advantage of attractive glassware and fittings, are, of course, well understood. Yet it will do us all good to hear about those things at least once a week.

Newspapers to the Rescue.

The "formula on the bottle" bills, which have been introduced into the legislature of apparently every State in the Union, have by this time nearly all been disposed of. These bills all bear a strong family resemblance, the similarity being in many cases so close that entire paragraphs are identical in word and punctuation. In view of this remarkable similarity, the first source of these many measures becomes an interesting subject of inquiry.

The bills all bear the marks of the reformer's shop. They are all frankly denunciatory of proprietary medicines, which are calmly assumed to be all thoroughly bad. No attempt is made to protect the really meritorious remedy for which there is a real demand, and that constitutes a convenient point of attack from which these specimens of spectacular legislation may be easily subdued. The newspapers have been quick to see this advantage in favor of their very good friends, the proprietary manufacturers, and have all responded bravely in defense of threatened rights.

It is difficult to understand what the reformers expect to accomplish with their compulsory publication of formulas. A measure of that kind would seriously embarrass the proprietors, for it would subject their remedies to wholesale imitation; but that it would reduce the consumption of secret mixtures by the public is highly improbable. Formulas mean nothing to the people whom the measure aims to protect, but they mean a great deal to the horde of imitators who need no protection, and much less encouragement.

Pure Drug Bill in New York.

The pure food and drug bill, which was introduced in the assembly at Albany, last week, was evidently like many another similar measure now before the people's representatives, modeled upon the lines of the bill which has died from lack of attention at Washington. But it is even more drastic than that much belabored measure, and, it is safe to say, also less likely to become a law.

Features which at once place the bill in the class inimical to drug interests, are the definition of the term "drug" and the clause providing for the printing of formulas. The definition of drug is identical with that of the national pure food and drug bill. It reads: "The term drug, when used in this act, shall include all medicines and preparations recognized in the United States Pharmacopœia for internal and external use; also any article or substance intended to be used for the cure, mitigation or prevention of disease."

Clause 7 contains the following: "Every compound, combination or mixture of drugs, manufactured or drugs

with substances which are not drugs, manufactured, sold or offered for sale in this State, as a remedy, medicines or cure, for internal use, shall have printed in plain type, not smaller than the sort known as brevier, on, or on a label securely attached to, every package, case, box, bottle or wrapper containing such compound, mixture, remedy, medicine or cure, a list of the substances or ingredients contained therein, giving the common or English names thereof, and the percentage of each of such substances or ingredients so contained."

The penalties are severe, one thousand dollars fine or imprisonment not exceeding two years, the members of a firm or corporation to be prosecuted individually. All in all the terms of the bill are so drastic that one is led to doubt whether it was ever intended to become a law. It is not surprising that the bill has only a very meager chance in the assembly, so meager that local druggists do not seem to consider active opposition worth while. Other interests will have no difficulty in throttling it before it becomes at all dangerous.

A college president has asked for donations of dress suits, so that the impecunious students of his college may enjoy the benefits of full dress functions. The request has aroused a great deal of discussion and no little merriment. But why should we smile? A claw-hammer coat is quite as becoming to a poor student as to the average bank president, and probably quite as necessary to his happiness. Just the same, most students will continue to get along without dress suits and spend their money for hash and sweaters.

The Old Anti-Secret Order in Cuba.

La Lucke, a newspaper of Havana, gives as its opinion that the ancient royal order providing for the printing of formulas will never be enforced. As our readers will doubtless remember, this old measure was dug out of a deserved oblivion last November, and for a time threatened the proprietary trade in the island.

The manufacturers of the United States, Germany, France and other countries united in a protest. It now appears that the order is a dead letter, and was, in fact, never put into effect in either Cuba or Spain. Moreover, the law is absurd in several ways and could never be enforced. A circumstance which should go far to reassure manufacturers who contemplate the invasion of the island with proprietary medicines is the fact that the importation of secret remedies supplies a large revenue, and that the enforcement of the order would curtail customs receipts without adding to the income of the State in any way.

Useless at Forty and in the Way at Sixty.

The views of Dr. Osler on the comparative uselessness of aged men have reached Chicago and have stirred our friend Bodemann to a characteristic proof of his youthful vigor. He says: "Who is Dr. W. Osler, who wants to chloroform everybody at the age of sixty? Gee whiz! If that's a go, I shall have to hustle to make my mark in this cold, heartless world. Where do Gladstone, Humboldt, Bismarck, Moltke, R. E. Lee, Mentzel, Mommsen and Helmholtz come in? And where is Ebert and Biroth? They have passed the chloroform dead line! Is this Osler hunting for notoriety, fame or infamy?"

As our friend has no doubt learned by this time, Dr. Osler is one of the foremost exponents of medical science in this country. He has been professor in the medical department of Johns Hopkins University since his fortieth year, and it was in his farewell address to his students preparatory to assuming an important chair in the University of Oxford, England, that he made the famous remark. He has since explained away the most startling portion of his reported proposal, but he sticks to his view that men under forty do the world's work. In a late interview he said:

"I have been so misquoted in the papers that I should like to make the following statement:

"First—I did not say that men at sixty should be chloroformed; that was the point in the novel to which I referred, and on which the plot hinged.

"Secondly—Nothing in the criticisms have shaken my conviction that the telling work of the world has been done and is done by men under forty years of age. The exceptions which have been given only illustrate the rule.

"Thirdly—It would be for the general good if men at sixty were relieved from active work. We should miss the energies of some young-old men, but on the whole it would be of the greatest service to the sexagenarii themselves."

The learned doctor, of course, refers to man as a human machine, the efficiency of which has its rise and its fall. That he speaks only in the most general terms is proved by the fact that he made the announcement upon the eve of his departure for fresh fields of labor. No doubt most men do begin to stagnate physically and mentally at about the age when it is natural to put on flesh and grow set in one's ways, but the exceptions are so many that our friend need not be in the least alarmed about the youthful veterans of Chicago. All the names mentioned are exceptions to the rule, and he himself is the most notable exception of them all. Decay comes with stagnation, and old age kept green by a keen interest in things is youth glorified and fortified by the experience which comes only with the years.

Mr. Ebert and Mr. Biroth are safe for the present, and Mr. Bodemann still has plenty of time in which to straighten out several kinks in this world and prepare for himself a lasting memorial.

A Drug Clerks' Hours Bill.

A shorter hours bill has passed the Lower House and the Senate of California, and is now awaiting the signature of Governor Pardee. The measure aims "to regulate the work and hours of employes engaged in selling at retail all drugs and medicines." It provides that drug clerks shall be required to work not longer than an average of ten hours a day and six days a week "outside of any emergency calls which might be made." Any person violating this will be adjudged guilty of a misdemeanor and subject to a fine.

Many attempts have been made to regulate the working hours of drug clerks by legislative means, but the results have not been very encouraging. The average period of duty is entirely too long, but the actual needs of the case depend upon so many factors beyond general control that the matter must always resolve itself into a question of personal expediency. It would be obviously impossible to compel a druggist to employ two clerks when he can support only one, and to reduce the clerk's hours only to load the proprietor with extra hours would make present evils only worse. No doubt the exception in cases of emergency possesses sufficient elasticity to cover all requirements. The term "emergency" admits of many interpretations. Illness of the proprietor would be emergency enough to justify several hours' extra service on the part of the clerk, and some judges might even consider an occasional picnic a sufficient excuse for a moderate stretching of the law's provisions.

Our College News.

It has been the complaint of practical druggists against colleges of pharmacy that they do not bring students into close touch with the actual affairs of the trade. This complaint, such as it is, is rapidly losing all the flimsy foundation which it may at one time have possessed, and in bringing about this very desirable change THE ERA is taking its part.

The news printed under the heading "Our Colleges," has opened up a new field of interest for students. They have been attracted to the topics in our pages which are not severely professional and educational. Thus, we see

the members of the Washington Agricultural College Pharmaceutical Association discussing along with the work of the laboratory the progress of the N. A. R. D. campaign and other topics of the work-a-day world.

Even the most incredulous of practical men must now admit the injustice of accusing the colleges of mixing too little practice with too much theory. In Kansas University the students begin their commercial course by taking an inventory of the college drug store. Even the ancient preceptor could not launch his apprentice upon a pharmaceutical career in a more direct or practical manner than that.

Death of E. Abbe.

Every student who has handled a microscope is familiar with the name "Abbe." It may not be so generally known that the owner of the name was the inventor of numerous improvements in optical instruments, and that his additions to the practical efficiency of the microscope were so important that without them the marvelous strides of bacteriology which have marked the past few years would have been impossible.

E. Abbe died recently at Jena at the age of sixty-four. He had been connected with the Zeiss optical instrument factory since 1860, and at the same time he held the position of honorary professor of astronomy and meteorology at Jena University. Besides his achievements in the realm of science, he was interested in the social problems of the day. One of his most valued achievements was the reorganization of the Zeiss establishment on a basis which tends to solve some of the questions concerning the relations of labor to capital.

Albert Benjamin Prescott.

The chief events in the life of Dr. Prescott, his work and his achievements will be set forth elsewhere; on this page we wish to offer merely a slight appreciation of the good and true friend whom we have lost. He was a friend not only of those who knew him personally, but a friend of all humanity. American pharmacy owes to him, more than to any other man, its position of respect in the community, and when we seek an example of pure, unselfish devotion to the welfare of others, we instinctively think of Doctor Prescott.

His was as sweet and noble a life as it falls to man's lot to contemplate, incompromising devotion to duty, gentle and forgiving in his dealings with those less perfectly constituted than he, to all who knew him he was the ideal of a perfect, scholarly, almost saintly character.

The fruits of Albert B. Prescott's life work are visible in every institution of pharmaceutical education in the land. Years ago he looked forward to a time when the pharmacist would rank with the men of other learned professions, and he laid the foundation of a system of instruction which has been a model of its kind and will so remain for many years to come. He elevated the courses for the training of the manufacturer and the dispenser of medicines to the university standard. In the opinion of many the thoroughness of his courses in chemistry and the allied sciences was far beyond the needs of

THE LATE ALBERT B. PRESCOTT.

the druggist of the times; but if his ideals did occasionally outstrip the present need, all pharmacy has reaped the benefit.

As an instructor and in his dealings with the young, Dr. Prescott was a living refutation of the theory that without a certain amount of harshness it is impossible to spur men to their best efforts. Scolding and fault-finding were as foreign to his nature as is darkness to sunlight, yet few of his more brusque colleagues could stimulate their students to equally earnest work. His criticisms were never destructive or caustic, but always helpful and encouraging.

An incident of the class-room many years ago will serve to illustrate the gentleness and effectiveness of his methods. It was when he still delivered a course of lectures on organic chemistry to junior students of the medical department—the young men of that department of the University of Michigan possessed a reputation for rawness not envied by the pharmacy students. It was near the beginning of the term, not far from the noon hour, and the occupants of the benches in the old amphitheatre were restive. Students are but larger editions of small boys, and a more or less subdued battle was on, the missiles of offence being tooth-picks. One or two of the bits of wood fell upon the floor before the speaker's desk, much to the dismay of the more decorous hearers, but apparently unnoticed by the patient lecturer. Presently the courteous gentle Doctor stepped down from his platform, never pausing in his discourse or altering the even tone of his voice, slowly stooped, picked up the offending tooth-picks and placed them upon the desk by the side of his manuscript. There was no interruption, and not a word of reproof; but it was effective. The youth who would be bold enough and shameless enough to create a disturbance after that would have been hissed from the campus by his class-mates.

Yet, although he was uniformly kind and gentle, Professor Prescott could, when occasion brought in the question of right and wrong, be as firm and unyielding as a stone wall. The overworked assertion that a man who has no enemies lacks virility, is disproved for all times by his life. An enemy of the beloved "Doctor" is almost inconceivable, yet he was a man, among men, every inch vibrant with force and expression of calm dignity. Another doctrine of the cynics to be disproved by his life is that of the incompatibility of sincere religious belief with high scientific attainment and enlightened intellectual activity. He was a devout Christian and for two generations he rarely missed a service in the old Presbyterian Church.

The death of Albert B. Prescott creates another gap in the U. S. Pharmacopœial Convention, a gap which in seriousness is second only to that caused by the loss of Dr. Charles Rice. Of the time and painstaking attention which he devoted to the scrutiny of pharmacopœial terms and specifications few pharmacists know.

There is one adjective seldom applied to men which is naturally associated with the friend whom we have lost. He was lovable in the loftiest sense of the word. No one who has looked upon his beautiful white head and gazed into his kindly eyes will feel any sense of incongruity or experience any sensation of outraged sincerity in connecting the word "love" with the name of Dr. Prescott. Not one of our readers who has ever felt the uplifting influence of his presence can read his death notice without a profound sense of personal loss.

FROM THE FAR WEST.

—At the annual meeting of the stockholders and directors of the Columbus Pharmacal Co., Seattle, Wash., the following officers were elected: W. T. Wells, president; W. H. Grigsby, vice-president; W. B. Beebe, treasurer; A. W. Conner, secretary and general manager; A. M. Cutler, assistant secretary.

C. P. EMANATIONS

The Old Dog Has Lost His Teeth; Knock Him on the Head.

"You may consider yourself down and out," remarked the druggist, laying aside his paper.

"What do you mean?" demanded the C. P.

"What? You haven't read those pleasant remarks of Dr. Osler's? That proves it; you don't keep up with the times."

"That bosh about a man's being useless at forty and fit only to be chloroformed out of the way at sixty?" inquired the sage, with a weak attempt at a smile.

"There is a good deal in it," said the druggist, whose age still lacked a year or two of the disqualifying number.

"It all depends upon what you expect a man to do," said the sage. "Of course, in a football game, even you might be a little too slow and heavy, but life is not a football match."

"It's a race for success," observed the man of drugs, "and in any kind of race the young fellows have a big advantage."

"Nonsense!" replied the C. P. "The main business of life is not to scramble to get ahead of everybody else. That may be the way the world makes its big leaps ahead, but the work of keeping the thing going is not so exciting. That's where the steady, level-headed old chaps come in."

"At any rate, if a man doesn't do anything before he is forty, he is not likely to do it later in life," the druggist said.

"That has nothing to do with the case," replied the sage. "If a race horse becomes so stiff in the joints that he can't keep up with the bunch, he is, of course, useless for racing purposes—knock him in the head? But a plough horse can still move a plough when the suppleness of youth has worn off. The average man belongs in the plough horse class."

"Just the same, I would rather have a clerk of twenty than one of forty-five—other things being equal," observed the man behind the counter.

"Ah, other things being equal," repeated the old gentleman. "Does experience and knowledge of the past count for nothing?"

"Shucks, experience and a stale acquaintance with what has been done doesn't count," insisted the druggist maliciously. "Knowledge of the past doesn't accomplish anything. It's the enthusiasm, the vim of the small boy that does things. The world takes account only of the work done. It doesn't care anything about the individual who does it; his fears and his difficulties don't matter."

"Still, gray hairs have been the symbol of wisdom in all ages," said the C. P.

The druggist smiled. "Wisdom is a drug on the market. It doesn't sell the goods or build houses. Wisdom is a waste of time."

"But—but," stammered the sage, "how about avoiding mistakes?"

"'Don't mind mistakes, but go ahead!' is the motto of the age," observed the druggist. "A lot of fellows are so afraid of making mistakes that they fail to do any work."

The old gentleman gazed gloomily out of the window for some minutes. He was at a loss for a reply; he agreed too well with his friend on the subject of philosophy in general and its absolute nonproductiveness to raise any serious objections.

"It makes the time mighty short," he said. "You could scarcely expect a boy to get thoroughly started before twenty-five. That would give him five years in which to save enough out of his salary to set up for himself, and only ten years to make his pile. Then just about the time when his children would be in school, he would be out of it. How about the children?"

The druggist spread out his hands in token of helplessness. "They will have to look out for themselves, I suppose."

"And the good wife who has shared his joys and sorrows, and toiled to the limit of her strength; what is to become of her when it comes time to chloroform the old man at sixty?"

"Better chloroform her, too, I suppose," replied the druggist, promptly, thoroughly enjoying the sight of his old friend's rueful face.

"And there are the young fellows who are always coming to the old gentleman for advice," resumed the C. P., "they seem to value advice."

"They would be better off without it," returned the druggist, heartlessly. "Advice never sawed wood for anybody."

The old gentleman's eyes sought a distant cloud. After some moments of silence, he returned to the druggist. "All right," he said. "If it is best, I am ready to go. But is it quite fair? Here I have toiled to do the world's work; is there nothing but work, nothing but grinding the wheels around and around in this life? Is there to be no quiet evening when the old couple can sit on the porch and talk about the trials and joys of times past? That to me is the most pleasant part of life, when the whip of ambition has ceased to sting and the spur of necessity is no longer urgent. Would you deprive the old man of that?"

"Oh—well—of course," said the druggist. "If you are not in the way, there is no objection to your staying a bit; but remember that it is only on sufferance. Besides," he added, with a twinkle in his eye, "my stock of chloroform has run down."

But our old friend found it difficult to smile at the sally. To be of no use in the world—that is the tragedy of old age. The C. P. lacked his usual air of cheerfulness as he passed down the street that morning, and the cashier at Brown's, who happened to meet him, remarked later to her employe that the old gentleman was aging very rapidly of late.

Preserving Chloroform.

Chloroform, according to Temoin (Pharm. Centralh.), may be preserved by adding to each kilo sulphur, 4 grams. This treatment is said to keep the chloroform unchanged.

"Money, they say, is the root of all evil." "Well," said the thoughtful drug clerk, "I'd like to have some fluid extract of that root."

OUR LETTER BOX

FRUIT SYRUP PRESERVATIVES

New York City, Feb. 23, 1905.

Editor The Pharmaceutical Era:

Mr. Pritchard's interesting letter in The Era of to-day (page 227) has just been read with great pleasure. I would like to have him make clear to me, and to the pharmacists of Pennsylvania, wherein the Brown bill can be of the slightest service to these pharmacists. The existing law forbids the use of substances deleterious to health. Mr. Brown's bill does the same. The existing law does not mention sodium benzoate as a forbidden article. Neither does Mr. Brown's bill. Commissioner Warren has been ruling that sodium benzoate is deleterious to health and the courts of Pennsylvania have sustained him in this ruling. Will the commissioner and the courts reverse their own rulings under the magic of a bill that leaves the law in this particular, exactly where it was when they made these rulings? If the pharmacists of Pennsylvania think so, I pity their credulity, unless they have a prior understanding with Commissioner Warren. Mr. Brown's bill condemns other preservatives which the present law leaves unmentioned, as injurious.

If Mr. Pritchard will kindly read the Pennsylvania law on adulterants, he will discover that preservatives *are not forbidden* by it, as he seems to think. I fear it is Mr. Pritchard's lack of familiarity with the law of Pennsylvania that is a fault instead of mine. The Pennsylvania law forbids adulteration. It defines adulterants as substances added to foods that are put there to defraud or that are injurious to health. Commissioner Warren suits his own sweet will as to which substances he shall rule as deleterious or injurious to health. In the foggy phrases of the law he gains his autocratic power which the courts, through lack of personal knowledge, have been led to support. As this feature of the Brown bill is identical with the existing law, he must still remain the autocrat. If Mr. Warren has promised to change his rulings he may find it a little more difficult than he imagines. I believe him to be too intelligent a gentleman to think of placing himself in so suspicious a light, however unfounded it might be, as this would place him. Perhaps neither he nor Mr. Brown have observed that Senate bill 48 fixes a standard for the courts to use that might prove awkward should someone insist upon all interests being served alike. In that bill salicylic acid is listed as injurious to health. The United States Dispensatory, Potter's Materia Medica and Cushny's Pharmacology show that it is only half as injurious as benzoic acid. As the acid ions and not the sodium ones are the antiseptics, and as these acid radicals are freed by the fruit acids, sodium benzoate is changed to benzoic acid in fruit syrups. The sodium salt is used because it is soluble. These facts considered and we seem to have a case of jumping out of the frying-pan into the fire.

Has it occurred to druggists that there

are some unpleasant features they might have to face if it was known that only sodium benzoate was being used as a preservative by them? Take, for instance, the fact stated by the United States Dispensatory that benzoic acid made from urine is largely imported into the United States. Who knows where this goes? Is it not most likely used in making sodium benzoate? Think what the sentiment of the public might be should they discover that an article made from urine is being put into their soda syrups. Will this not be a pretty story to rebut in court? Then, too, there is the old prejudice against "embalmed" things. When they learn that the genuine old-fashioned acid that embalmed the ancient dead is the identical acid that can be used in Pennsylvania to embalm soda syrups they may not relish it. I do not refer to this with any ill-will toward benzoic acid or its sodium salt. If Mr. Pritchard will turn to page 688, Vol. I, of Thorpe's Dictionary of Chemistry, he will discover why I should have no prejudices against it. That was written before benzoates were used as preservatives.

I am sorry to learn that Mr. Pritchard cannot foresee the inevitable outcome of a policy that would compel a whole State to use only one kind of preservative. It would certainly form a monopoly with all that that implies. Already the benzoates are nearly one-third dearer than the salicylates. When now so much more dear, what could possibly hinder the soaring of the price to figures still higher? It takes more benzoate to preserve, it costs more, weight for weight, and it is only about half as safe to use, if the authorities cited can be believed. What is the gain? Who, except the makers of benzoic acid, are benefited?

It was not necessary for Mr. Pritchard to refer me to Vaughan, Sadtler, Remington and Koch regarding the harmlessness of benzoate of sodium, in the amount used, as a preservative. I agree fully with those gentlemen. The superstition that any substance is injurious or deleterious to health in minute amounts, because it can injure in large amounts, does small credit to the intelligence of our age. It is on this superstition that the present law of Pennsylvania is founded and it is on it that the Brown bill has been written. The only inherently injurious substances are those that are laden with toxin producing germs. They are self-multiplying, so that minute doses can injure. Mr. P's ingenious escape from monopoly by making his own sodium benzoate will hardly work. The present makers of sodium benzoate hold the market on benzoic acid. The corner will be on the acid part. The sodium carbonate is a product of Pennsylvania, but the benzoic acid is a product chiefly of France. If he attempts to escape the clutches of the holders of the French patent, he will have to confine himself entirely to the product from urine. The product from the gum is too expensive. Very truly yours,

R. G. Eccles

IN OKLAHOMA.

Guthrie, Okla., Feb. 13, 1905.

Editor The Pharmaceutical Era:

All of the examinations of the Oklahoma Board of Pharmacy cover to some extent pharmaceutical arithmetic, but do not pay special attention to the division of fractions. At the last examination this question was asked: "The following formula makes 32 fluid ounces of Syrup of White Pine Co. Calculate the cost per pint of that based upon the following: The vegetable drugs average 45 cents per pound; morphine sulphate $2.40 per ounce; chloroform, 65 cents per pound; alcohol, $2.50 per gallon, and sugar, 6 cents per pound."

[The formula is identical with that submitted by Dr. Charles T. George, secretary of the Pennsylvania Board, this journal, February 16, 1905, page 195.—Ed.]

About 50 per cent. of the class answered the question correctly and at least 80 per cent. of the class were approximately correct. I believe that 75 per cent. of our candidates could divide ¾ gr. into 24 doses, and give the correct amount of each dose.

A large proportion of the candidates for examination with us are those who have grown up in drug stores and the greater number of them come here from other States. I believe that those candidates who have graduated from high schools would be more proficient in this respect than those who have not had this advantage.

As our law does not require this qualification for examination, we have no record as to what percentage of the candidates are graduates of high schools. The average educational qualifications of our candidates are exceptionally good. Very truly yours,

F. B. Lillie.

FRACTIONS IN OREGON.

Salem, Ore., Feb. 14, 1905.

Editor The Pharmaceutical Era:

In a general way questions of fractions and percentage are taken up in our questions in pharmacy and chemistry and I find there are many failures in answering them correctly. These failures seem to be due more to a lack of care than anything else.

Regarding the question, "Do you find candidates more apt to fail in answering these questions than in others?" it would seem that there should be no difficulty in a student answering this. However, to satisfy myself, later on I will endeavor to demonstrate whether or not students can answer such problems properly. The deficiency in this respect, of course, comes from the boys who have grown up in the store, rather than those who have had a good common school education. Candidates who are graduates seldom have any trouble with questions of this nature. Very truly yours,

C. G. Huntley,
Secretary Oregon Board of Phar

NO FREE TELEPHONE CALLS.

Brooklyn, N. Y., February 18, 1905.

Editor The Pharmaceutical Era:

Under the heading, "Telephoning Doctors Free," February 16, 1905, Era, page 216, you attribute the plan to a Mr. MacDonald, of this borough. Permit me to correct an error, as the practice is an old one that has since been discarded by most pharmacists. In the beginning, like trading stamps, it was a good advertising scheme, but soon the fellow on the corner "got wise," and followed suit, which meant that each had to part with many dollars each year without reaping any benefit, except in cases where they reimbursed themselves when the prescription came in. The scheme was in vogue when I first came here, but I soon tired of paying freight on bulletins announcing to the physician that the patients had felt the effects of the medicine, etc. In these days of small profits, we can ill afford to give away eight cent telephone calls; it's hard enough to see the eighty-five a dozen articles driving the good old counter trade goods into oblivion.

In connection with the telephone subject, I would like to ask if there is a pharmacist in Brooklyn who has received a telephone bill that has tallied with his record? Respectfully,

Nelson S. Kirk.

WELL ARRANGED LECTURES.

Editor The Pharmaceutical Era:

I beg to acknowledge the receipt of my diploma as a graduate of The Era Course in Pharmacy, for which please accept my thanks. I certainly think the lectures of the course are well arranged and by thorough and conscientious study, one will surely derive much benefit from them. Again thanking you, I remain, very respectfully yours,

Jacob A. Shulman.

Essential Oils in Annuals.

Observations have been made on the amount and distribution of essential oils in annuals at four stages; the first, before flowering, when the leaves were in preponderance; the second, at the commencement of blooming; the third, when the plants were in full bloom; and the fourth, after flowering, when the seeds were ripening. It is found that as the process of inflorescence proceeds, the amount of essential oil increases in the flowering parts and decreases in the leaves, reaching a maximum, in the first, when the plants are in full flower, with a corresponding minimum in the second. After flowering, however, the reverse takes place; the amount of essential oil found in the leaves again shows an increase, while that in the flowering organs diminishes. In other words, the movement of the essential oil follows that of the reserve material in the fecundated flower; and after fertilization is accomplished, the odorous principles are transferred back to the chlorophyll-containing organs of the plants. The root of annuals is found to contain no essential oil and the stem but little. The leaves and inflorescences contain the greater part.—Comptes rend. through Pharm. Journal.

Sterilizing Drinking Water.

In a paper read before the American Public Health Association at its recent meeting in Havana, V. B. Nesfield recommended as a chemical method for sterilizing drinking water, the use of tablets made from 1½ grain of bleaching powder and ½ grain sodium bicarbonate. He claims that these will each sterilize a pint of water in five minutes, or, better, ten. He removes the paste of chlorine by adding a tablet of sodium sulphate. He claims that by such use foul river water can be made free from disease germs and palatable.

METHYL ALCOHOL.*

BY H. W. WILEY, M.D.,
Washington, D. C.

When wood is heated in retorts, the moisture is driven out, but no decomposition occurs until the temperature approaches 160° C. Between 160° and 275° C., a thin, watery distillate, known as pyroligneous acid is chiefly formed; above 295° C. the yield of gaseous products becomes marked, and between 350° and 450° C. liquid and solid hydrocarbons are most extensively formed. Above this temperature little change occurs, and charcoal remains in the retort.

The distillate is condensed and run into large tanks, where the tar settles to the bottom, and the pyroligneous acid, containing acetic acid, methyl alcohol, acetone, allyl alcohol, phenols, and a great many other compounds in small amounts, remains on top and may be drawn off. As the boiling point of methyl alcohol is 66° C., while that of acetic acid varies from 100° to 120° C., according to the amount of water present, if the crude pyroligneous acid is again distilled, that portion distilling below 100° C., will contain most of the acetic acid.

The crude methyl alcohol from the above described distillation is purified by diluting with water until it becomes milky, owing to the separation of oily impurities which collect in a separate layer on standing and are removed. The liquid is redistiled over lime in a rectifying still and the spirit filtered through a charcoal tower to remove coloring matter. By again distilling over lime 99 per cent. methyl alcohol is obtained. Acetone, which boils at 56.3° C., is not removed from methyl alcohol by distilling over lime, hence, to remove this the alcohol is treated with calcium chloride, when chloroform is formed from the acetone, and the methyl alcohol distilled; or with iodine and caustic soda and the alcohol redistilled after the iodoform has been removed. Or the alcohol may be treated with calcium chloride, and the recrystallized solid, which is stable below 100° C., gently treated until the acetone is driven off. The calcium chloride compound is then treated with hot water under pressure, during which it is broken up and the methyl alcohol afterward distilled off. The products of the destructive distillation of wood are given in the following table.

	Gray Acetate. Pounds.	Turpentine. Gallons.	Tar. Gallons.
Southern pine ..	50-200	—	3- 5
Mixed hard wood	50-120	10	5-10

	Charcoal. Bush's.	Wood Alcohol. Gallons.
Southern pine	43-52	1- 2
Mixed hard wood	43-52	2-12

These are the chief products of distillation. In addition there is a large volume of gases evolved, consisting mainly of hydrogen, methane, ethane, ethylene, carbon monoxide, and carbon dioxide, which, having no value for illuminating purposes, are burned under the retorts. An average of 0.1 per cent. of acetone passes over during the distillation, and, as has been said, is very difficult to separate from the methyl alcohol.

Methyl alcohol is also said to occur in traces in the juices of some plants, and a compound thereof is well known as methyl salicylate in the oil of wintergreen. When pure its specific gravity at 0° C. is 0.810 and at 16° C., 0.7956. It differs but little in this property from ethyl alcohol, which has, at the temperatures mentioned, gravities of 0.806 and 0.794, respectively. It is, therefore, useless to try to distinguish between these two alcohols by determining their volume weight. The boiling point of pure methyl alcohol at ordinary pressure is 66° C., while that of pure ethyl alcohol is 78° C. Although these boiling points are widely separated, it is difficult to so fractionate a mixture of the two alcohols as to secure each in an unmixed state.

The exact determination of the quantity of methyl alcohol which may be mixed with ethyl alcohol or other alcohols is somewhat difficult. One or the other of the following methods is usually employed. The first method depends upon the conversion of methyl alcohol into aldehydes, the removal of any acetaldehyde which may be formed, and the subsequent detection of formaldehyde.

The other method, which is particularly suited to the detection of methyl alcohol in commercial spirits, is found described on page 212 of the Analyst, volume XXIV, 1899.

A simple color reaction for methyl alcohol is described in the American Chemical Journal, volume XXI, 1899, page 266. This test also depends upon the oxidation of methyl alcohol to formaldehyde and the detection of the presence of the latter compound by the reaction with resorcin or phloroglucin and sulphuric acid. This is a test which can be easily applied, and, therefore, I will give it in sufficient detail for ordinary purposes.

It is best that the solution to be examined should be previously distilled, but this is not always necessary. A spiral copper wire is heated to a bright red heat and plunged into a small quantity of the mixed alcohols to be examined. It is well, if the solution is dilute, to repeat this process several times. If the alcohol is concentrated it should be diluted before the application of the test. One drop of a half-per cent. aqueous solution of resorcin or phloroglucin is added, and the mixture carefully poured into a test-tube containing a few cubic centimeters of concentrated sulphuric acid. The presence of methyl alcohol is indicated by the production of a rose-red zone at the conjunction of the two liquids. Above this zone a scanty white or pinkish coagulum appears which finally separates and rises in purplish red flecks.

The only compounds which give any reactions similar to the above described are the tertiary butyl alcohols, dimethyl-ethyl-carbinol, and formic acid. The succession of colors and the deportment of the flaky coloring matter finally produced are quite different, however, with these bodies as compared with those given by methyl alcohol.

Practically pure methyl alcohol is on sale in the United States under various names. Among these, Columbian, or Manhattan, spirit may be mentioned. The toxic character of this alcohol is so pronounced as to render it advisable that every package containing it—no matter what the trade may be—should be plainly marked as is required for poisons. Unpurified wood alcohol is known also as wood spirit and wood naphtha.

The uses of methyl alcohol are very many. The crude methyl alcohol, or wood spirits, is used in many countries, especially in England and its colonies, for denaturing ethyl alcohol for use in the arts, for instance, for burning in lamps, and other purposes. Ethyl alcohol, thus denatured, may be used in England without tax when mixed with a certain portion of wood spirit. The properties of methyl alcohol are such as commend it for use in the arts as a solvent or for other purposes, and also for burning in lamps. One of the common methods for producing formaldehyde is by burning methyl alcohol in a lamp of special construction. This general use of denatured methyl alcohol in the arts is advisable because of the tax which is laid upon ethyl alcohol. This tax for alcohol is not remitted in this country for any except the public service and for institutions of learning and research.

The general toxic properties of methyl alcohol, when taken into the system as a beverage or otherwise, have been well set forth in recent articles in the Journal of the American Medical Association, written by Buller, of Montreal, and Wood, of Chicago. These papers being at the disposal of all members of the profession, it is not necessary even to summarize them here. The general effects which are produced by the use of methyl spirit in any form internally are such as to justify its classification among the poisons. When intended for external use also, it seems to me that a similar prohibition should be exercised. This would lead to the prohibition of its use in the manufacture of such a mixture as bay rum or of similar decoctions which are to be applied externally. Its introduction into any substance which is to be used internally as medicine or beverage should be absolutely prohibited. The penalties for its introduction, it seems to me, should be as stringent as those which attend the use of other poisonous matter.

Stringent precautions should be employed in the marking of all vessels containing methyl alcohol and compounds or mixtures thereof, so that even the unwary might be advised of danger. The thirst for alcohol, which is developed in some men to such an extent as to be an actual disease, leads them to consume almost anything which has the appearance of the stimulant which they crave. As a purified methyl alcohol has something of the odor and taste of ethyl spirit, it is not strange that the victim of such a taste might be mislead. It is astonishing to observe the character of the decoctions which persons suffering from such a disease will drink. The crime of wilfully placing poison of this kind in beverages which of themselves are quite destructive enough, is one which should meet with swift and appropriate punishment. It is well known that alcoholic beverages can only be used in moderation, even when containing only pure ethyl alcohol and the oxidized residue of some of the other pure alcohols known by the common name of fusel oil.

The use of fermented and distilled bev-

*New York and Philadelphia Medical Journal.

erages in small quantities, it appears to me, can hardly be objected to on hygienic grounds, since nature is able to oxidize and convert into heat and energy a limited amount of ethyl alcohol. The gentle stimulation and agreeable effects produced by small quantities of beer, wine and distilled spirits are well known. The great value of these preparations in certain disordered states of the body is also acknowledged, and they thus become a valuable part of the pharmacopœial armament.

PHARMACY IN RUSSIA.

The Public Guarded Against Self-Medication and Over-Charging.

BY JOSEPH WEINSTEIN,
Secretary of the Eastern Branch New York State Board of Pharmacy.

As a native of Russia and as one who practised pharmacy there for fifteen years, I am surprised at some of the misstatements contained in the article entitled, "Pharmacy In Russia," by Prosper H. Maraden, which was reprinted in the February 16 issue of The Era. The author evidently was not sufficiently familiar with the language to secure his information at first hand. The very first thing that struck me was the juxtaposition of the two pictures of the Ferrein and Keller Aptekas, respectively. Only the former is a retail store, the other being wholesale. This is a strange oversight on the part of the author, as the two stores are directly opposite each other, on the same street; which would be forbidden were they both retail pharmacies.

The Ferrein Apteka is easily the largest in the world. It employs something like ninety registered pharmacists and puts up more than 1,000 prescriptions a day. It is situated on the Nikolska street, a short distance from the Kremlin, about half a block from the spot where Grand Duke Sergius was assassinated. It has its own wholesale department.

In the very first paragraph of the article referred to the statement is made that the Russian pharmacist "is invariably of non-Russian extraction, either German, Jew, or Pole, for the most part." This is absolutely untrue. In all Russian cities, with the single exception of Moscow, the majority of the pharmacists are orthodox Russians. Moscow, where Mr. Maraden got his information, happens to be the only city in which the conditions he describes are found.

In regard to the "control over all remedies" exercised by the Department of Medicine, there are no "remedies" or patent nostrums in Russia. The law provides that in order to secure a patent, chemical merit of the product must first be proved. After this is done, a patent is granted, but on the process, not the product. Thus, other processes may be devised and patented by other people, cheapening the price of the chemical. Should chemical merit not be proved, the product cannot be patented or sold, even when the formula is given on the label.

To my knowledge there has never yet been granted a patent on a remedy for internal use, all patents being for toothache, hair dyes, corn cures, cosmetics, and such articles which are only used externally. In all, the number of patent medicines allowed in Russia does not exceed 100, including these external preparations and various herbs. Headache cures, blood purifiers, all-cures and other nostrums are strictly forbidden. Thus does the Department of Medicine look out for the public and prevent the evil of self-medication; which is my first argument against Mr. Maraden's statement that the public in Russia grumble, but not the pharmacist.

Now, as to prices, so frequently a cause of complaint by the public. All prices are regulated according to a fixed government schedule. When a pharmacist gets a prescription he must carefully calculate the price of each ingredient according to his schedule, and add so much for the cost of the bottle, and "taxa laborum." That fixes the price of the prescription. Should it be thirty-nine cents, he is absolutely forbidden to raise it even one cent. He may, if he chooses, charge less than that, provided he doesn't advertise the fact; but under no circumstances may he charge more. Why, then, should the public grumble? They are protected both from over-charging and self-medication.

The system of attaching a "signatura" to each prescription is really another way of safeguarding the public. As the prescription is duplicated on the back of each signatura, it is possible to obtain any number of refills. Substitution is impossible; it is altogether unheard of.

There are positive restrictions as to the opening of new pharmacies. In capital cities, such as Moscow or St. Petersburg, the proportion of pharmacies to inhabitants is fixed at 1 to 15,000; in government cities it is 1 to 10,000, and in provincial towns 1 to 7,000. Beyond this limit it is absolutely impossible to establish a new pharmacy. Should an increase in population take place, the privilege of starting the new store goes to the man with the greatest government pull.

Under these restrictions, one might imagine that pharmacists would have a sort of monopoly. But this is where the Aptekarski Magazin comes in, and I don't think Mr. Maraden has differentiated it sufficiently from the pharmacy. The Aptekarski Magazins correspond closely to the American drug store, with the difference that they have no right to compound prescriptions nor sell galenicals, unless they come in sealed bottles, put up by a regular pharmacy. The sales of the Aptekarski Magazin are made up chiefly of the "sale in hand" preparations. There are separate stores for toilet articles and cosmetics, and others for rubber goods. Cigars are restricted to cigar stores and soda water to confectionery stores and kiosks, and whiskeys and brandies to liquor stores only. In no Russian drug store will you find such variety as we do over here; there are no hair-soles, or candies, or razor strops; not because the druggists do not care for it, but because it is strictly forbidden by law. Take the largest American drug store, strip it of everything but prescription and dispensing trade, and it would be smaller than the littlest pharmacy in Russia.

In Moscow, a city of over a million population, I think there are about eighty pharmacies and some 400 Aptekarsky Magazins. The latter, by the way, are generally presided over by competent men employed in the pharmacies.

In order to practice pharmacy in Russia a man must first have a preliminary education equivalent to that of a high school here. He then serves an apprenticeship of three years, after which he may take an examination as assistant pharmacist at the medical faculties of one of the universities. Another term of three years' experience in pharmacy follows, after which he is admitted to a two years' course in any university. He graduates with the degree of provisor, a full-fledged pharmacist. There is also a scientific or post-graduate degree, of magistor or master of pharmacy. To obtain this it is necessary publicly to defend a dissertation against a corps of professors.

No provisor is ambitious to own a pharmacy. This is not remarkable, because as a result of the restrictions I have already named, the good-will of an established pharmacy in a capital city may reach the price of a quarter of a million rubles. In a government city the price is $25,000 to $50,000, while in the smaller towns it is seldom less than $10,000. Any pharmacist is welcome to establish an Aptekarski Magazin.

With all these restrictions, the profession is not overcrowded and consequently the position of an employed pharmacist there is much better than that of the average proprietor here. There he is on an equal footing, socially and otherwise, with his employer. There is not so much competition in salaries, hence short hours and good pay.

A board of pharmacy or the pharmaceutical branch of the Medical Department in each government has charge of the inspection of stores and takes care that all preparations are kept up to standard. I remember, when I had a store in a small town for a time, in the government of Wilna, I was notified that on a certain day the inspector would be in to examine my preparations. The inspector, with his staff, came; he was an expert chemist, and brought all his apparatus and reagents with him. He examined and tested samples right on the spot. From such an examination, there cannot be, and there never is, any appeal. The registration of records and reports of prescription and poison sales is also among the duties of the Board of Pharmacy.

The pharmacy laws of Russia, as pertaining to the business and educational part, are nearly identical with those of Germany. While in many ways the development of Russia is far behind that of other countries, owing to the form of government, still, in pharmacy it is far superior to the United States. Such legislation as the Mann bill, and bills for raising the educational standard in the various states—these have existed for a long time in Russia.

NOTE ON CARBOLIC ACID.*

BY L. REUTER.

Almost fifteen years have passed since the writer made his first experiments for the purpose of finding means to prevent crystallized carbolic acid from becoming red.

Inasmuch as these experiments proved successful, at least with reference to cer-

*Pharmaceutical Review.

tain brands of carbolic acid, especially those of German manufacture, the following account may be of interest, not only to the manufacturers who ship thousands of drums of their acid to all parts of the world, but also to such wholesale houses, who transfer large quantities into smaller containers.

The method for preserving crystallized carbolic acid coming from the factory in white condition, is based on the addition to the melted acid of a certain quantity of sulphurous acid: An amount large enough to counteract the oxidizing influence of the air or of other exidizing agents which might produce the red coloration, but at the same time so small that nobody could reasonably raise any objection to its use.

The best way of carrying the method into effect is to saturate liquefied carbolic acid containing 10 per cent. of water with sulphurous acid gas until it contains about 10 per cent. of the latter.

The carbolic acid to be saturated is preferably cooled with cold water, and the sulphurous acid prepared either from charcoal and sulphuric acid or from some sulphite and acid. If thus prepared, the gas should be purified by careful washing, but it is not necessary to dry it. Liquefied sulphurous dioxide can also be used to advantage.

The 10 per cent. solution is a yellow liquid and has a very strong odor of sulphurous acid. If 50 cc. of this solution, containing 5 grams of sulphur dioxide be added to the contents of a drum holding about 200 kg. of melted carbolic acid, and the contents thoroughly mixed, then the phenol thus treated will contain about 0.0025 per cent. A 5 per cent. carbolic water made from such an acid will contain 0.000125 per cent. of sulphurous acid, a quantity which is certainly not objectionable.

While certain brands of carbolic acid of English manufacture behave differently and sometimes assume a peculiar yellowish tinge, when sulphurous liquor is added even in so small quantities that German acid would give no coloration whatever, it has been found that the best brands of German carbolic acid, melting point 30°-35° C., give very good results. The writer has even succeeded at times to decolorize German acid which arrived from the manufacturer with a slightly red coloration by mascerating the well covered, melted acid, preferably in a chamber heated by steam coil, with 25 to 50 to 75 cc. of the sulphurous liquor for each 200 kg. of the melted acid.

If German carbolic acid—for instance, the excellent quality manufactured at Ludwigshafen-on-the-Rhine—was treated as described above, it very seldom happened that it became red after it had been subdivided and kept in well stoppered smaller containers. As a matter of fact, after crystallization it was perfectly white and remained so for an almost unlimited length of time when kept in well closed bottles. Even in white bottles it did not become red for many years, provided there was just enough sulphurous acid present to counteract the oxidizing effect of the small amount of air which filled the space between the acid and the stopper.

The same carbolic acid not treated with sulphurous acid, very soon became slightly reddish, even when kept in a dark place and in tightly closed bottles. After somewhat longer time, it became dark red and in some instances, after a few months or years, even blackish red.

Samples are still at hand which are over ten years old. They prove almost without exception the value of the method. Those samples containing traces of sulphurous acid are to-day perfectly white, while samples of the same acid not treated with sulphur dioxide transferred to the same kind of white bottles, provided with the same quality of stoppers and stored under the same conditions, are all more or less colored, even to red and black.

If more care were to be taken in carbolic acid factories to avoid access of air during the distillation process and during crystallization in the galvanized iron drums, much trouble would be saved to the manufacturer as well as to the purchaser. The acid should be allowed to cool in an atmosphere of carbon dioxide, and before crystallization a small amount of sulphur dioxide should be added. With the exercise of these precautions the percentage of acid in drums arriving at the point of destination, in a more or less colored condition, would be lowered considerably.

While, as stated above, no objection can be raised against the use of such small quantities of sulphurous acid, the use of tin or of tin salts, or of phosphoric acid (the latter being used in this country) is strongly objectionable. Of course, nobody would object to the presence of traces of tin, such as are necessarily taken up by the carbolic acid from tinned drums during the solidification of remelting process in the drums. For this reason a yellowish coloration should be permissible if equal parts of melted carbolic acid and hydrogen sulphide water are mixed; but a dark brown reaction, indicating the presence of an objectionable quantity of tin, should not be tolerated.

The fact that sometimes, even in carbolic acid which has been shipped from the factory in drums made from galvanized iron and free from tin, the latter has been found in objectionable quantities, seems to prove that either tin salts are used in such factories to preserve the acid, or the acid has been digested with metallic tin for the same purpose.

The adoption of tests for tin and phosphoric acid by the pharmacopœias and by the committee compiling standards in accordance with the new "pure food and drug law," would only be justified, and eventually the entry into the United States of carbolic acid producing a brown color with hydrogen sulphide water should be forbidden.

In regard to the melting point of carbolic acid, it may be added that it does not seem necessary to adopt as an index of purity a higher one than that which the principal brands of the market now have, namely, a melting point of 30° to 35° C.

The 42° acid is almost exclusively used for the synthetical manufacture of such articles as salicylic acid, cumarin, etc. The principal article of commerce, namely, that used for disinfecting purposes and sold by druggists, is the 30° to 35° carbolic acid. The latter, even if strongly colored, is a good and pure acid, if free from tin and phosphoric acid. The principal difference between the 35° and 42° acid is that the former, in addition to a little water, contains a small percentage of cresylic acid and cannot, therefore, be used for making salicylic acid, but in regard to its disinfecting efficiency, it is equal if not superior to the 42° acid, just because the cresylic acid it contains is supposed to possess a stronger disinfectant power than the pure phenol.

The situation will be changed, of course, when synthetical carbolic acid (m. p. 41°-42° C.) is put on the market as cheap or cheaper than the 35° acid.

In conclusion I would say that a slight discoloration of the carbolic acid does not interfere at all with any of its medical uses, but, unfortunately, manufacturers and wholesalers are expected to furnish colorless acid, and for that reason something has to be done to suit the retail trade. Instead of using a preserving or decolorizing agent, it would perhaps be recommendable to have all carbolic acid sold by druggists colored uniformly by some red organic dye stuff. A large number of mistakes and accidents could probably be avoided if that were done.

In several states of the German Empire, the coloring of corrosive sublimate tablets is prescribed by law for the purpose of avoiding accidents; a similar law was passed in France a few years ago, and there appears to be no sufficient reason why the same principle of safety could not be applied to carbolic acid. The coloring of carbolic acid would certainly save much trouble to manufacturers, wholesalers and retailers, while at the same time the public would be protected and less inclined to make mistakes.

Keratin Coating For Pills.

Pills intended to be coated with keratin must be made with some fatty excipient and contain no appreciable moisture; the mass is best made with cacao butter and oil of sweet almond, or a mixture of purified mutton tallow or cacao butter, 10 parts, and white or yellow wax, 1 part (Bull. Pharm). After the pills have been rounded they should be dipped in melted cacao butter, which is allowed to harden; they are then dipped in a porcelain dish, the keratin solution added (about 30 or 40 drops for 100 pills of medium size) and rotated until the pills have become thoroughly moistened, after which they are dried on parchment paper, to which they will not adhere. The application of keratin solution must be repeated three or four times and allowed to dry each time.

To avoid the tediousness of coating with keratin, salol coating has been recommended, which is best applied by melting salol in a dish and dipping the pills, fixed on needles, into it, afterward closing the small needle holes separately. Salol, like keratin, is insoluble in the gastric juice, but the coating has not been found so satisfactory.

It was during the revolution in Paris. The drug store was besieged. The worthy druggist, exhausting his bullets, rammed home a charge of blue mass pills and the old musket spoke once more. "Someone is getting his medicine hypodermically," said the apothecary, musingly. Ever ethical, he sent out seidlitz powders by the boy.

IN BREADTH OF BOND.

BY JOEL BLANC.

The week had held a peculiar and puzzling experience. Among the places to which my contracts had been sent, were two small cities in neighboring counties. The number of retailers in each was about the same, and I felt well acquainted with the trade in both places. In addition to the circular letter that accompanied the contract, I had sent a few personal lines to each of the druggists in these cities; I had written as friend to friend, for I was the friend of each, and felt that each was mine.

From one of the cities fifty per cent. of the contracts were returned signed, within forty-eight hours; and with nearly all of them came a few kind words of encouraging approval. One man had asked that I let him know who had not signed, that he might use his 'phone to hurry them up; others offered show-window space; there was hardly one that did not evince some real sentiment of fraternity; and not one had failed to clearly understand the proposition—every retailer had signed by the end of the week. From the other city only twelve per cent. of the contracts had been signed by the week-end, and the only lines of writing with them, were in the nature of expressed doubt and suspicion.

Both of these cities are organized. Why were the results so different? Even in the peace-and-love atmosphere of my own home, this problem was with me as I sat in my easy chair and tried to read the solution in meerschaum-born castles of smoke.

"Papa, rock boy to sleep!" The imperious command came from the lips of a little white-robed figure that stood at my knee. I lifted my darling, and he cuddled snugly in my arms.

"Papa, has my hobby horse got real skin and a really, truly tail?"

"Yes, honey-boy; horsey has real skin and real hair."

"That little boy who came to play with me said my nobby-horse had real skin. I love my horsey better now, and wasn't he a nice little boy to tell me? I love to play with other little boys, and when I am a great big boy I am going to play awful lots and when I am a big big—man I am going to play with other mans—and—I don't want to be—like Robinson Crusoe—and have only a bow wow to play with—and—I—." My baby had gone to dreamland's playground, but not until with baby words, from baby thought, he had solved the problem that I alone could not solve. He had shown me that the spirit of progress, with or without organization, is fraternity.

Of the two organizations that puzzled me, one was lit by the glowing bonds of true fraternity; the other was merely a loose collection of selfish units. The members of one of these associations have learned that community of commercial interests can only be beneficial where all the character, all the individuality of each man is used for the general good through real fraternal unity, while the members of the other organization know each other as druggists only, and have not learned that commercial bonds alone are but shattering shackles of clay.

If you, my brothers of the trade, had lived and wandered for a few weeks as I lived and wandered for years; if you had but known the awful solitude of the crowd; if you had sat as I have in the crowded lobby of a hotel and looked upon the hundreds of faces without seeing one you knew; if you had day after day, week after week, spoken to scores of men and not been able to call one your friend, your brother; then you would know what fraternity really means, and would cherish this bright gem in the jeweled chain of life.

Look around you and see who they are that live in the sunshine of others' smiles. See what sort of men they are who cower in the shadow of solitude; see how the miser hermit trembles in fear of other men and then leaves the only gold he knew for other men to spend, knowing nothing but a self-made hell on earth; expecting nothing but a deserved hell beyond.

We seem to think that other men are unfit for our fraternal confidence because in the hours of business care they think and do as we do. Suppose that our forefathers had reasoned so; they were all limited in occupation to the axe, the gun, the plow or hoe; suppose that they had not learned to know each other as men, within the home and church; the hand of each would have been against all the others, and each would have faced the red savage alone—and died.

We face the common trade-demoralizing foe together, for a few moments or at most a few hours at a time, and then we glare at each other in suspicion, break ranks and scatter. Why not bivouac together? Why not sit around the same camp fires and find greater strength for the battle of to-morrow by forgetting our trade war in talk of other things that will make us know each other as sons, fathers, men and brothers?

The hard commercial conditions of the day have put upon nearly every business man a coin-hard mask, that hides his true character during the business hours at least. Remember, that it matters not how many things a man may seem, he has but one true self, one soul. The God within him is that self. We call it mind. Let us know each other truly and not superficially, let us learn to know each other as men first, and druggists last; then, as brothers, we can accomplish more for our drug interests.

Away back in the dark days, the days of wandering, I used to say that happiness was a meaningless word. That it was like to-morrow, a something that never comes. I *know*, now, that happiness is real, beautifully real. Why, boys? I am one of the happiest and richest men in all the world, and in my storehouse of happiness one of the rarest gems is friendship. All the men friends I have are in the trade, and yet their friendship is not trade bound. I know my friends in their homes, and they know me in mine; we know each other's wives and children; we are friends first—druggists incidentally. Do you not envy me? I hope you do, because what we envy in another, we strive to gain for ourselves.

"Bear ye one another's burdens"—how hard it is to do it when we think of financial burdens alone. See your friend in his home, see him take in his hand the picture of some loved one who has gone into the Great Beyond; see the tears gather in his eyes and feel the moisture springing to your own; know the impulse that draws your arm about his neck in depth of fraternal feeling that no words can express; know, feel, that love in fraternity, is as truly, purely *love* as in parental, filial or conjugal bonds.

Learn the beauty of fraternity, and the world grows bright; practice it, and you in the world grow strong. To an army going out to battle for a great cause, no general, no ruler, not even the Ruler of the Universe could give any more encouraging, strengthening, manly advice than this: "Love ye one another."

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Tanning Sheep Skins.

(F. B. P.)—The following method for tanning "sheep skins with the fur on" is taken from Workshop Receipts:

(1.) All fragments of flesh must be scrupulously removed with a knife, taking care not to cut or bruise the inner skin; then dry with towels, and lay the skin on a flat board or slab. With hot water, soft-soap, and a hard brush, thoroughly scrub the inside of the skin. Crush and mix together 2 ounces of salts of tartar and one ounce of ammonia, which sprinkle on the skin while you scrub it. This will free it from grease. After well scrubbing the skin, rub it well with dry saw-dust, and in a few hours it will be ready for the tanning pickle. This preparation consists of one pound of fine oatmeal, eight ounces of corrosive sublimate, four ounces of saltpetre, and one gallon of vinegar. Boil the vinegar and pour it over the solid ingredients, stirring the whole briskly while in the act of pouring. Let the solution get quite cold, and then immerse the skin, which may be allowed to remain and soak for at least two days. Then take it out, and strain it tightly over a stretcher till it is quite dry. During the process of drying, comb and smooth the wool or hair. In the course of a week the skin will be ready for use.

(2.) After cutting off the useless parts and softening the skin in warm water, take away the fatty part from the inside, and again soak the skin in tepid water for two hours. Mix equal parts of borax, saltpetre and Glauber salt in the proportion of about one-third ounce of each. Spread with a brush over the inside of the skin, applying more on the thicker parts than on the thinner. Double the skin together, flesh side inward, and place in a cool place. After standing twenty-four hours, wash the skin clean and apply the following mixture in the same manner

as before: Sal soda, 1 ounce; borax, ½ ounce; hard white soap, 2 ounces; melt slowly together without allowing to boil; fold together again and put in a warm place twenty-four hours. Now dissolve 3 ounces alum, 7 ounces common salt and 1½ ounces sodium bicarbonate in sufficient hot water to saturate the skin; when cool enough not to scald the hands, soak the skin in the solution for twelve hours and then wring out and dry. Repeat the operation two or three times till the skin is sufficiently soft. The inside of the skin may be smoothed with fine sandpaper or pumice stone.

(3.) The following from Davies' "Methods in the Art of Taxidermy" is recommended for small skins: When taken from the animal, let the skins be nailed in the shape of an oblong square to dry, fur side down. Before taking them from the board, clean off all of the fat or oily matter with a dull knife. Be careful not to cut the skins. To tan them, soak them thoroughly in cold water until soft; then squeeze out the water and place the skins in a solution made by dissolving ½ pound common salt and one ounce best sulphuric acid in ¾ gallon of soft water. Allow the skins to remain in the solution thirty minutes, then remove and squeeze (not wring) them out and hang in the shade, fur side down, to dry. It is said that if the quantity of the acid solution be proportioned to the skins they will need no rubbing to make them soft, and tanned in this way the moths will never disturb them.

Corn Cure.

(L. A. H.)—Most of the so-called "corn cures" contain salicylic acid. Here are three formulas for "salves," which have given general satisfaction:

(1.)

Salicylic acid	10 parts
Lactic acid	10 parts
Simple cerate	80 parts

(2.)

Salicylic acid	10 parts
Balsam fir	5 parts
Resin	6 parts

Melt the resin, add the balsam of fir and stir in the salicylic acid as it cools. Spread on a suitable medium, this preparation may be used as a plaster.

(3.)

Salicylic acid	10 grams
Balsam Peru	10 grams
Resin	10 grams
Venice turpentine	15 grams
Petrolatum (or lard)	20 grams
Beeswax	120 grams

(4.)

The following is a liquid preparation:

Extract Indian cannabis	1 part
Salicylic acid	10 parts
Turpentine	5 parts
Collodion	82 parts

Dissolve and add:

Acetic acid	2 parts

Books on Soap.

(L. A. H.)—The following are standard works on soap manufacture: Gathmann, "American Soaps," $15; Watt, "The Art of Soap Making," $3; Brannt, "A Practical Treatise on the Manufacture of Soap and Candles," $7.50; Christiani; "Technical Treatise on Soap and Candles, $15.

THEORY AND PRACTICE

Lutes and Cements.

(1.) Water Proof.—Of use to engineers are fluid asphalt coatings for reservoir walls, concrete foundations, etc. Benzine (crude) is recommended as a diluent. Tar and pitch are not regarded as so suitable on account of water, light oils, free carbon, etc.

(2.) Oil Proof.—A stiff paste of slightly diluted glycerol and litharge, mixed, only when ready for use. A solution of silicate of soda (35° Bé.) made into a stiff paste with precipitated carbonate of lime, magnesium carbonate or white lead, which increase the quickness of setting in the order named.

(3.) Acid Proof.—Two formulas under this heading are: Boiled linseed oil and fire-clay, and "black putty" made by mixing equal portions of gas tar, linseed oil, and dry china clay.

(4.) Resisting Hydrocarbon Gases.—Silicate of soda of about 42° Bé, mixed with inert material, as clay, sand or asbestos.

(5.) Chlorine-Resistant.—The following is much used for electrolytic chlorine work, etc.: Powdered glass, Portland cement and silicate of soda, each, one part, and a small amount of powdered slate.

(6.) Elastic Cements.—Hart's India rubber cement. Equal parts of pure linseed oil and clean, unvulcanized rubber are mixed, the rubber being previously dissolved in the least amount of carbon disulphide possible.

(7.) General Purposes.—Plaster of Paris, mixed with asbestos, straw, plush trimmings, hair, broken stone, etc., used according to temperature, strain and other conditions. A putty of flour and molasses is very useful.

(8.) Marine Glue.—Crude rubber, 1 part; shellac, 2 parts; and pitch, 3 parts.

(9.) Gasket Composition.—Hard pitch for high temperatures. Silicate of soda mixed with silica, clay, asbestos, carbonate of lime, caustic lime, magnesia and oxides of heavy metals.

(10.) Machinists' Cement.—Linseed oil, 6 parts; rubber, 1 part; linseed oil and red lead (sets hard); linseed oil and oxide of iron (does not set so hard); fish oil and red lead (does not set so hard).

(11.) Leather Belting Cements.—Equal parts of good hide glue and American isinglass softened in water for ten hours and then boiled with tannin until the whole mass is sticky. Cement applied hot to roughened joint.

(12.) Iron and Stone Cements.—Stone cement: Zinc or magnesium oxide, 2 parts; zinc or magnesium chloride, 1 part; powdered stone as diluent; water to make paste. Iron cement: Iron filings, 40 parts; manganese dioxide, 10 parts; sal-ammoniac, 1 part; Portland cement, 20 to 40 parts; water to form paste.

(13) and (14.) Core Compounds and Briquette Binders.—Dextrin, starch and starch products, molasses, clay, loams, bituminous coal, pitch, asphalt, tar, oxychloride and Portland cement.—Journ. Franklin Institute.

Permanence of Writing.

The "treasury standard" ink, which is now used exclusively in all branches of the United States Treasury service, is made according to a formula approved by the Department after mature consideration, the adoption of which was found necessary in the interest of the permanency of the public records. In order to secure permanence in writing, an ink with a heavier body than that of the ordinary commercial writing fluids is necessary. A heavy body in ink is essential to permanence, but such an ink should not be expected to flow from the pen as freely as would a lighter and more ephemeral fluid. Corrosion of the pen is also to be expected, and ought to be guarded against, in the use of a heavy permanent ink. In order to obtain satisfactory results in the use of the ink, the following rules should be observed:

Pens should be kept clean, to prevent undue corrosion and filling up.

Inkstands with open wells should be kept closed, when not in use, to prevent evaporation and the consequent excessive thickening of the ink. Such inkstands ought also to be cleaned and refilled at intervals of about a week; but the ink in automatic stands, where the wells are entirely inclosed and protected from dust and atmospheric influences, need not be changed so frequently.

Water or other diluting substance must not be added to the ink for the purpose of increasing its fluidity, because ink so thinned losses in permanency.

Valuation of Aloes.

The following method for the valuation of aloes is proposed by Tschirch (Pharm. Jour.): 5 grams of the sample are macerated in a 50 cc. flask with 5 cc. of methyl alcohol for twelve hours. The mixture is then warmed to 50-60° C., and treated with 30 cc. of chloroform. After thorough agitation it is set aside, and the yellow chloroformic solution separated from the insoluble resinoid matter by filtration into a tared Erlenmeyer flask. The solvent is then distilled off, and the recovered chloroform again used to extract the resin; this is repeated four times in all. Finally, the chloroform is distilled off, and the residue dried to constant weight and weighed. This residue should be yellow in color, and give distinct crystals of aloin when recrystallized from methyl alcohol. Cape aloes give 86.8 and 81.2 per cent. of chloroform residue. Uganda aloes, 81.2 per cent.; fresh Barbadoes aloes, 72.4 per cent.; old Barbadoes aloes, 62.8 per cent.; Curacao aloes, 66.6 per cent., and Socotrine aloes, 36.6 per cent. These results indicate that the selection of Cape aloes as the official drug in the German Pharmacopœia is justified, since it contains less inert resin than the other kinds. It is suggested that in those pharmacopœias in which Cape aloes is official it should be required to give not less than 80 per cent. of chloroform-soluble matter.

Typewriter Ink.

Transparent soap, 1 part; glycerin, 4 parts; water, 12 parts; alcohol, methylated, 94 per cent., 24 parts; spirit-soluble anilin (any desired color) q. s. Dissolve the soap in the mixed glycerin and water, and the anilin dye (nigrosin for black) in the alcohol.—Apoth. Zeit.

OUR MARCH PROPOSITION.

Until March 25th, we offer:

			Selling Price				Selling Price
1 Doz. H_2O_2 (Am.)	2 oz.	$1.25	$1.80	Gratis	5 Bots.	Parola Cream	$1.25
1 "	4 "	2.00	3.00	"	8 "	"	2.00
1 "	8 "	3.50	6.00	"	14 "	"	3.50
1 "	16 "	6.00	9.00	"	24 "	"	6.00
1 "	5 pt.	18.00	24.00		72 "		18.00
	Cost,	$30.75	$43.80				$30.75

PROFIT $43.80 or 142%

No purchase to be more than $30.75, or less than $4.00; any sum between.

The American Peroxide of Hydogen represents your physicians' anticipations at all times.

Parola Cream is a perfect emollient for all irritations due to March winds and weather.

Send for proposition card.

The American Peroxide & Chemical Co.,

88 Maiden Lane, New York City.

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

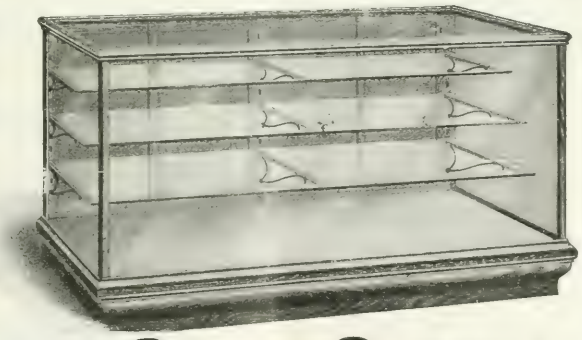
Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

There is no other store as pretty as a well-equipped Drug Store.



We Are Store Outfitters

And can furnish you with the highest grade of cases on the market; also store stools, glass shelves and brackets, Key strips for windows, etc.

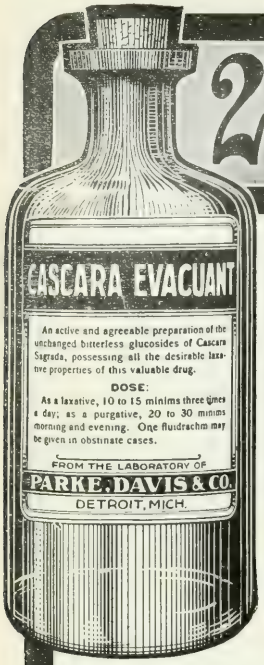
NEW YORK SALESROOM
679 Broadway

CHICAGO SALESROOM
236 Jackson Blvd.

HUGH LYONS & CO.

FACTORY: LANSING, MICH.

2 Favorite Cascaras



CASCARA EVACUANT

THE MOST EFFICIENT PALATABLE PREPARATION
OF CASCARA SAGRADA.

PRESCRIBED THE WORLD OVER.

Highly agreeable to the taste and as active as the bitter fluid extract.

NET PRICES:

Quarter-pint bottles, per dozen,	$4.85	Pint bottles, per dozen,	$17.00
Half-pint bottles, per dozen,	9.10	5-pint bottles, per bottle,	6.65

Gallon bottles, per gallon, $10.50

GIVE IT A PROMINENT PLACE ON YOUR SHELVES

PARKE, DAVIS & CO.

CONVENIENT
and EFFICIENT

CASCARA TONIC-LAXATIVE GLOBULES

THE LAXATIVE AND BITTER-TONIC
PROPERTIES OF CASCARA SAGRADA.

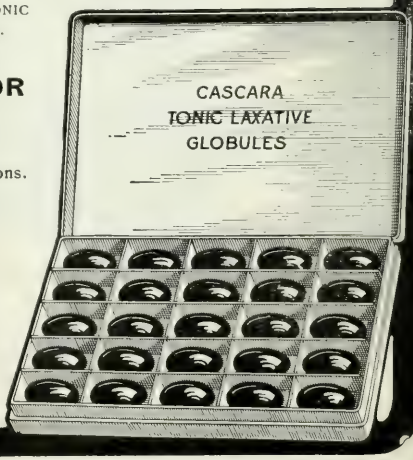
JUST THE THING FOR TRAVELERS

and others who cannot conveniently take fluid preparations.
The gelatin investment effectually masks the bitter taste.

NET PRICES:

Boxes of 25, per dozen boxes,	$2.10
Boxes of 100, per box,	.65

PUT THEM IN STOCK AND PUSH THEM.



(S. P. 4)

News Section

ORGANIZATION DRAWS NEAR.

Time and Place For Mass Meeting Selected.

THE NEW BODY WILL BE A PURELY BUSINESS ORGANIZATION. SPECULATION AS TO WHO THE OFFICERS WILL BE.—SOME NAMES PROPOSED. APPEAL TO SIGN CONTRACTS.

A mass meeting of New York druggists will be held on Friday evening, March 10, at the New York College of Pharmacy, when the question of organizing a local branch of the N. A. R. D. will be taken up. The new association, it is distinctly understood, will be absolutely independent of existing organizations. It is expected, of course, that "association men" will be on hand in large numbers, but the one thing that will be impressed upon the trade at large, when the notices of the meeting are sent out, is that this is the opportunity for non-association men to go in and share in the benefits of a purely business organization, such as the new body will be.

Who are to be the officers of the new organization? is a question that is gradually taking the center of the stage. The general belief is growing that the president should be a man of large business experience, able to handle such a huge commercial enterprise as that about to be established. A candidate who is coming into favor is C. O. Bigelow, who, it is urged, is probably better known to the Greater New York retail trade than any other druggist. His adherents point out that he is not, strictly speaking, an "association man," hence, he would be more likely to find favor in the trade at large. As for the office of secretary, there is evident unanimity that S. V. B. Swann, secretary of the Joint Conference, of the State Association and of the Manhattan Association is the man for the place.

The ideal ticket, it is urged, should include "giant druggists" and association men in nearly equal proportions. Hence, a slate has been proposed, consisting of such names as Bigelow, Anderson, Diamond, Swann and O. Kalish, with E. D. Cahoon, J. Jungman, A. C. Searles and B. J. Lauer as possible trustees.

An appeal to the retailers to sign the contracts has already been sent out, in a notice signed by Wm. C. Anderson and S. V. B. Swann. It follows:

"You are earnestly requested to sign the contracts for the proprietary patents now marketed on the direct contract and serial numbering plan, as follows: Peruna, Wells, Richardson & Co., Paris Medicine Co., Miles Medical Co., The Piso Co. You need not have any fear at present that you will be held to strict accountability for the selling contract retail price of the preparations of the above mentioned firms, such action depending upon the conditions in your locality.

"Our best efforts are now being used in obtaining signatures to the contracts, thus enabling the proprietors to discover who will support them in this work, and as soon as those who will support them can be separated from those who will not, their friends will reap the benefits of this plan, and those to the contrary will have to suffer the consequences of their acts. Your prompt signature will aid the work materially, and we hope your name may soon appear on the friendly list.

"Due notice will be given you of the calling of a mass meeting of all druggists in Greater New York in the very near future on the question of organizing a branch of the N. A. R. D. in said territory on this plan.

"If you do not have a contract or have not signed one, see your jobber, or address N. A. R. D. headquarters, 100 William street, New York."

BOYCOTT CASES SETTLED.

Petition For Injunction Against Louisville Druggists Dismissed.

Louisville, Ky., Feb. 25.—In a joint opinion Judges Kirby and Miller, of the two Chancery Divisions, on the 11th instant, settled the so-called "drug boycott" cases by dismissing the petition of W. F. Klusmeier, Olga Renz & Co., and C. B. Rademaker & Co. for an injunction to compel the four wholesale drug houses here and the twenty-three other retailers to sell them goods. The opinion says that the defendants exercised a right in refusing to sell, and that no injunction can issue to prevent them from doing so. If they are guilty of conspiracy in so refusing, the opinion continues, the plaintiffs have a remedy by suits for damages or indictment.

The drug cases have been bitterly fought. The retailers of Louisville on September 15, 1902, adopted a scale of prices. The Proprietary Association of America refused to allow the wholesalers whom its members supply to sell to price cutters under penalty of being themselves put on the cut-off list and prevented from getting goods. The three plaintiffs would not sign the scale of prices agreed upon by the other twenty-three retailers, but came out in advertisements stating that they were engaged in fighting the combination. Thereupon the wholesalers, influenced by the Proprietary Association, declined to fill their orders, and suit was brought.

The opinion cites the case of Owen Brewster against the Miles Sons' Company, where the Court of Appeals upheld the right of the defendant to refuse to sell the plaintiff a coffin for any reason, good or bad.

The concluding paragraph of the opinion is as follows:

"Suppose, for illustration, that we should direct the prayer of the petitioner to be granted, what would be the terms of the injunction? We could not require the defendants to sell goods to the plaintiffs, for the contention was expressly disposed of in the Brewster case. We could not restrain the defendants from sending out circulars or black lists, for the evidence wholly fails to show that any one of the defendants ever had anything to do with Wooten's 'cut-off lists,' or with furnishing him with any of the information therein. We cannot enjoin the defendants from making threats or from interfering with the business of the plaintiffs, for they have done none of these things. In fact, the complaint is that they will not do something—that they will not sell goods to the plaintiffs. The only material act that plaintiffs complain of is that the defendants have conspired to fix the prices of certain drugs; and if that be true, it is plain that plaintiffs' remedy is not by an injunction to compel them to fix other prices, but it is by indictment, or by a suit at law for damages for the injury sustained."

BROMONIA CO. IN TROUBLE.

An attachment for $4,141 against the Bromonia Company, manufacturers of a headache remedy, with an office in the "Flatiron" building, has been obtained by Albert F. Hagar, for Edward Pennock, on an assigned claim for goods sold to the company by W. R. Warner & Co., between November 15 and January 15. The company has a storeroom at 256 West Twenty-third street, but it was closed up when the sheriff went there. The business was started four years ago, by William F. Boothe, and the present company was incorporated in May last, under South Dakota laws.

PASSED NEW YORK BOARD.

The following have been licensed as a result of the examination held at the New York C. P., on February 15:

Arnold A. Eckstein, Harry A. Nuse, Abraham Brodsky, Frederick T. W. Bowne, Frederick W. Higby, Malcolm W. Kennedy, Solomon Miller, Alexander M. Shafer, Thomas A. Tall, Marshall A. Tiller, Theodore A. Crolly (druggist), Manuel D. Galvan (druggist).

The Sleepy Clerk Heard a Noise.

PURE DRUG BILL IN SENATE.

A New Measure, With Penalties For Misbranding or Non-Labeling.

Another pure food and drug bill has been introduced at Albany, by Senator Grady, and after two readings, has been referred to the Committee on Public Health. It provides that "any person who shall manufacture or deliver for pay or otherwise * * * or who shall sell or offer for sale, etc. * * * any adulterated or misbranded food or drugs, shall be guilty of a misdemeanor, and upon conviction, shall be fined $500 for the first offense, and for a subsequent offense, shall be so fined and also imprisoned, not exceeding one year, in the discretion of the court." Should the article of food or drugs contain "any drug, substance or ingredient which is, or may be, injurious to health, or dangerous to life," a felony is committed, carrying a fine of $1,000 and imprisonment for not more than two years.

When the law is violated by a corporation or company, the president or highest officer is to be prosecuted; and if by a firm, the individual members are to be prosecuted.

The term drug is defined as including "all medicines and preparations recognized in the United States Pharmacopœia for internal and external use; also any article or substance intended to be used for the cure, mitigation or prevention of disease." Any food or drug which is adulterated within the meaning of the public health law or penal code, is deemed adulterated within the meaning of the new law.

A drug is to be deemed misbranded if it is offered for sale under the name of another article, or if it bears a false statement as to ingredients, etc., on its label, or if, in the case of a compound, it does not bear a label giving a list of the ingredients contained in the compound or mixture, when used as a medicine. Inspectors of any board of health are authorized to obtain samples. Any adulterated or misbranded article of food or drugs found in the possession of any manufacturer, dealer, etc., is to be seized and destroyed or sold at the discretion of the court.

The State and local boards of health are to be held responsible for the inspections and examinations necessary for the enforcement of the act. The State or local chemists are to collect and test samples from time to time and in cases of violation, proceedings are to be instituted by the various district attorneys.

N. Y. STATE MEETING.

The United States Hotel has been selected by the Saratoga druggists as headquarters for the annual convention of the New York State Ph. A., in June. Charles H. Fish, the local secretary, has notified Peter Diamond, chairman of the Executive Committee, that a rate of $4 per day for the best rooms will be charged. These are on the second and third floors. The proprietors of the hotel will allot fifty rooms on the upper floors at $3.50, which are said to be just as good as those at the higher rate, the chief difference being in the altitude. These prices, of course, include board, and the association is to have all necessary rooms for meetings, receptions and committees.

Entertainment features are to be arranged later. Some of the suggestions given are recitations and music, carriage rides, a visit to the House of Pansa (a reproduction of the one at Pompeii), a trolley ride to the lake and a steamboat trip to White Sulphur Spring, a trip to Schuylerville and a visit to the monument. Mr. Diamond, however, has already signified his intention to curtail the entertainment programme. He thinks that too much entertainment will result, as it did last year, in the transaction of very little business.

PLAN TO FIGHT 'PHONE CO.

Vigorous Campaign Now Being Inaugurated at Albany.

Albany, Feb. 27.—Indications point to a vigorous campaign in the legislature against the New York Telephone Company within a short time. Favorable action on the resolution for an investigation of the telephone monopoly is expected. Assemblyman Sullivan, of Queens, has introduced a similar resolution in the Assembly and the Board of Trade and Transportation is also prepared to carry its resolution to the legislature.

It is probable that representatives of the Board will have a resolution of their own formally presented, as soon as printed copies of the resolutions passed by the Board are in the hands of the law-makers.

"After all," said Frank S. Gardner, secretary of the Board of Trade, "the important thing is to see to it that such resolutions get prompt and favorable consideration in committee and then that the committee so reports as to insure the appointment of a special investigating committee by the legislature.

"After the way this subject has been threshed out, a legislative committee, in my opinion, ought to be ready to vote for an investigation right away, without wasting any time over preliminary hearings. The telephone company contends that its rates in New York are no more than equitable and that it can demonstrate that fact to any fair minded body of men. If it be sincere in that assertion, then it should have no cause to shirk or oppose such an investigation as our resolution requests. It should welcome the opportunity of making a public demonstration of its righteousness before the accredited representatives of the people of the entire State. Should it succeed, after a full and fair inquiry by a committee vested with judicial powers of investigation, in establishing the equity of its position, surely such a verdict would be for it a certificate of character not to be lightly ignored."

In the opinion of well informed members of the Merchants' Association, so general and so vehement is the present demand, that substantial concessions are likely to be won from the telephone monopoly without the intervention of legislative authority.

—Racine, Wis., Harbridge & Co.; loss on stock, $25,000; on building, $10,000.

—Canton, Mass., W. J. Moseby & Sons; loss, $6,000; insurance, $2,000.

THEIR BANQUET IN TROY.

Druggists Hold an Association Feast and Talk Shop.

Troy, N. Y., Feb. 25.—The annual banquet of the Pharmaceutical Association of Troy and vicinity, was held at Harmony Hall, last week. Among the guests were S. S. Smith and Frank Applin, of Albany. Dr. John E. Grady presided as toastmaster.

Lorenzo Strecker, secretary of the association, was the first speaker. His subject was "Our Association," and in part, he said:

"Has any one of you ever stopped to realize what a world of meaning these two little words, our association, convey to the retail pharmacists of this city? Probably not; you have been too busy reaping the benefits which you have derived from them to give it more than a passing thought.

"Some five years ago these same two little words meant no more to us than some unintelligible jargon, but to-day they signify to us good fellowship, a friendly feeling towards your brother pharmacist. They have served to make us magnanimous, to forget our little petty jealousies and we can now grasp the hand of our neighbor with an assurance of confidence fraught with the knowledge that he is just as anxious for the success of our organization as we are and always ready to uphold any agreement for the betterment of our condition, for he knows that united action is the only salvation for the retail druggist of to-day.

"We have all experienced what it is to be at swords' points with one another. None of us have forgotten the chaotic state in which the retail pharmacies were conducted prior to the beginning of our organization. What was the upshot of such conditions? You had a feeling of animosity against your competitor, when in fact he may not have been guilty of the act. The public was not slow to realize that such conditions existed among us, and that they could purchase their drugs and medicines at almost their own price. Do we have that trouble now? No. Our association has dispelled that nightmare."

W. Leland Thompson was called upon to speak for the jobbers. He said: "The thought, 'The Jobbers,' is a serious subject, and to-day the jobber must be serious. It looked some time ago as if the jobber was going out of business, but an improvement has been brought about and the credit for such achievement is due to such associations as this."

George E. Stillman was called upon to recite his famous declaration made at a meeting of the Troy, Albany and Schenectady druggists, which, the toastmaster said, startled the druggists of the three cities. Mr. Stillman said he was unable to recite the fiery speech and substituted a few pleasant remarks.

The committee in charge of the function was composed of John E. Grady, John J. Healy, Robert F. Moncrief, S. C. Hull and William E. Gray.

—Gadsen, Ala., the Adams Nowlin Drug Co.; loss, $5,000; insurance, $2,500.

READY FOR R. D. A. BALL.

Big Affair Planned For To-morrow Night at Grand Central Palace.

"All preparations for the annual ball of this association, on March 3, at the Grand Central Palace, have been completed. Now step up, gentlemen, and pay for your tickets."

So said A. Bakst, chairman of the Entertainment Committee, when he reported at the meeting of the New York R. D. A., last Friday night. It will be the biggest reunion in the history of the association, he promised. There will be a vaudeville entertainment, two bands of music and plenty of decorations.

It was a quiet, routine meeting of the association, with nothing of importance to claim attention. For the Trade Interests Committee, Joseph Weinstein reported laconically, that "trade is dull." A detailed report of the last meeting of the Joint Conference, at which it was decided to try the district plan, was rendered by President Diamond. He told of the great increase in the number of those who had signed the contracts.

"And if any one of you," he added, "still receives Peruna without having signed the contract, report that fact at once. You must co-operate by reporting every violation; that is the only way to succeed."

Mr. Weinstein commented on the report of the Adulteration Committee of the State Board of Pharmacy, bringing out the fact that last year the daily press had taken it up and raised a hue-and-cry over it, while this year it was being left severely alone.

The proposal was made that the report be brought to the attention of the newspapers, but was voted down. It was thought better to let sleeping dogs lie.

On the question of souvenir-giving, Mr. Diamond announced that all but two men were now in line, and on these two every effort was being concentrated.

STATE B. OF P. ANNUAL REPORT.

The fourth annual report of the New York State Board of Pharmacy has just been issued and transmitted to Governor Higgins, by Secretary Warren L. Bradt. It contains the usual schedule of examinations, list of committees and president's report, besides several pages of statistics showing in detail the Board's work for the year.

During 1904 the number of store certificates (pharmacies) issued was as follows: Eastern branch, 2,305; Middle, 1,405; Western, 402. Only eighteen drug stores were licensed throughout the State. A total of 347 apprentices were registered throughout the State. As a result of the examinations in the Eastern branch, 607 pharmacists have been licensed (including twelve druggists); 725 applicants were rejected. In the Middle branch, 232 were licensed, 177 rejected. In the Western Branch, 104 passed, 149 were rejected. Of the total number passed, 59 were women.

The number of pharmacies inspected in the Eastern branch was 2,400; Middle branch, 1,002, and Western branch, 109. A total of 2,603 samples were assayed, of which 2,194 were found standard or nearly so. Two criminal convictions were secured in the Eastern branch, and fifty-seven civil. There were no convictions in the other branches. Only three cases were tried in the Middle branch. The financial report shows that the largest receipts in the Eastern branch were from examination fees, $9,385, and fines collected, $9,144. Total receipts were, Eastern branch, $28,736.98; Middle, $11,504.82; Western, $3,411.50. The Eastern branch shows a surplus of $8,594.36, while the Middle and Western branches show deficits of $5.01 and $70.55, respectively. The general board shows a balance on hand of $894.94.

MURRAY HILL R. D. A. ORGANIZED.

"Murray Hill Retail Druggists' Association" is the name under which the druggists in that district have decided to organize, as a result of the movement for better prices recently started there by two former cutters. Officers have been elected, money subscribed and a schedule adopted. The druggists point with pride to the good effects already apparent.

Under the schedule adopted, all articles of which the selling price is below twenty-five cents are to be sold at full price. Dollar, fifty cent and twenty-five cent preparations are to be sold at eighty-five, forty-five and twenty cents. This general schedule is supplemented by another, containing articles which are either to be sold at full price, or at special cut rates, owing to their popularity. Some of the articles listed are: Mennen's Talcum Powder, 15c.; all kidney plasters, 25c.; Antikamnia Tablets, dozen, 25c.; Cascarets, full price; Castoria, 25c.; Liebig's Extract of Beef, Nestle's Food, each, 40c.; Haemaboloids, 85c.; Allcock's Plasters, 15c.; Vin Mariani, $1.00; Bromo-Seltzer, 10c., 20c., 45c.; seidlitz powders, 1 for 5c.; dozen, 25c.

The following officers have been elected: President, A. S. Katzman; vice-president, T. Kahn; treasurer, A. A. Edlich; secretary, M. Brodkin. Every member has already paid in $1.25 to defray expenses and there is at present a balance on hand of about $14. Even those who were at first lukewarm over the movement, are now enthusiastic. Annual dues of $6 have been proposed, as well as a penalty for every instance of violation of the schedule, which all have now signed and are enforcing. Meetings thus far have been held weekly. Last Friday a committee was appointed to investigate the question of prescription prices.

The one peculiar feature about the whole movement is that the public is also being considered. Prices on foods and articles used daily in the household have not been advanced and will not be except by slow degrees.

SYRACUSE DRUGGISTS OBJECT.

Syracuse, Feb. 27.—The Syracuse druggists object strongly to the Yale wood alcohol bill which provides that one-third of the receipts from its sale must be paid as a tax. The Onondaga members of Assembly have received letters from several Syracuse drug houses, asking them to vote against the Grady bill which requires the manufacturers of patent medicines to print the formula of patent medicines on the outside of the bottle.

BROMIDE WAR GOES ON.

The bromide war continues without the faintest sign of any disposition to come to an understanding on the part of either side. H. Jacobson, managing director of the German Bromine Syndicate, who sailed for Bremen last week, states in the Oil, Paint and Drug Reporter, that his syndicate is prepared to go to any length to hold its trade against Americans in Europe as well as in this country. He says:

"The territorial agreement between the Germans and the Americans expired three years ago, and since that time a large American maker has been exporting sufficient quantities to disturb the market for our goods in Europe. It was not so much in Germany as in England and Italy that our interests were assailed, and we decided that radical measures would have to be adopted in retaliation. Our resources are practically unlimited, millions of gallons of brine now going to waste in the production of muriate of potash, and we could increase our manufacture of bromides twenty times without extending our present works. The only items of extra expense would be in labor, which is cheap, package and freight. The Prussian government is a member of our convention and the owners of the Anhalt mines are indirectly interested. The principal American manufacturer, I believe, does not control absolutely the source of his own supplies. We are, therefore, in a much stronger position to produce bromides at lower prices than the Americans. While potassium bromide may not be a commercial success at fifteen cents, if future conditions warranted it, we could still make some concessions from this price."

He declared that his firm could compete successfully with American manufacturers even in the face of the 25 per cent. duty on bromide importations. Besides, he thought that the German government would soon place bromides on the dutiable list.

A RECOMMEND.

"Gentlemen: Before taking your celebrated Elixir, my friends had their doubts as to my sanity. Thanks to your valuable remedy, all doubting has ceased. Yours, etc., P. Schycological."

"A Anglian," he said.

GAS BILL AT ALBANY.

Albany, Feb. 27.—The seventy-cent gas bill for New York City was given a hearing, last week, before the Senate Committee on Miscellaneous Corporations. Assistant Corporation Counsel Guy appeared on behalf of Mayor McClellan, in favor of the Fitzgerald bill.

"The mayor says the people want seventy-five cent gas," said Mr. Guy. "They want good gas, want it at once, and want proper measurement and quality. State inspection of gas meters has been a failure, so the city should have a chance to inspect them. The city would be very thankful if the legislature would pass the mayor's municipal light plant bill."

C. F. Matthewson, representing the Consolidated Gas Co., said the mayor could come and ask for fifteen-cent gas if he liked, but that the legislature had simply to see that justice was done. He declared that there are only three cities in the country which get gas at less than one dollar per 1,000; Cincinnati at eighty-five cents; Cleveland at seventy-five cents, and Indianapolis at ninety cents. There, he said, the companies could get coal much cheaper.

CONSOLIDATED'S BIGGER CAPITAL.

The stockholders of the New York Consolidated Drug Company held a meeting last Thursday, and ratified the increase of the capital stock. It is now $60,000, an increase of fifty per cent. Another thing approved was the action of the Board of Directors in amending the by-laws so as to place some of the president's powers in the hands of the manager. This, it is explained, is merely for the purpose of simplifying the routine business.

While no official announcement has yet been made that the company's application to be listed as a regular jobber has been granted, it is now receiving contract goods and is carrying on a regular jobbing business. The question of seeking larger quarters for the rapidly increasing business came up, but the lease on the present building is apparently an obstacle.

At the last meeting of the Board of Directors, George Leinecker resigned as secretary, and George Kleinau was elected in his place.

SUPERABUNDANCE OF CLERKS.

Syracuse, Feb. 27.—Last summer it was impossible to get clerks, while now there is a superabundance. None of the druggists are able to say what has caused this change, but all are aware of the facts. Most of them have several applications, but there are no jobs. The fears that when the law was passed requiring all who tried the pharmacy examinations to be college graduates, there would be a falling off in the number who went into the business, were not realized and there seem to be more entering than ever.

The question of establishing a college of pharmacy in connection with Syracuse University is still under consideration. Much will depend upon the laws that are passed at Albany this spring. If no amendment is made to the present provision, it is probable that a college of pharmacy will be established.

WILLIAM HARRISON.

Syracuse, N. Y., Feb. 27.—The death of William Harrison, the only druggist at Liverpool, N. Y., occurred Thursday afternoon, from an attack of apoplexy, from which he never recovered. The deceased came to this country from Liverpool, Eng., where his father was a salt magnate. He had lived in this county thirty years. He was a Mason, and belonged to the Scottish rite body. Mr. Harrison was known as a hard student and in addition to being an excellent pharmacist, was an expert chemist. The funeral was held from the family residence and the following members of the Syracuse Druggists' Association acted as bearers: E. S. Dawson, Jr., T. W. Dalton, Albert Coling, George E. Thorpe. The S. D. A. sent a handsome wreath as a token of regard.

SUCCESSOR TO THORPE?

Syracuse, Feb. 27.—With the annual meeting of the Syracuse Druggists' Association near at hand, talk has already begun as to the officers. President George E. Thorpe, who will have served five years at the completion of his present term, has stated that he wishes to be relieved from the office. In fact, last year he refused to take the honor another year, but was forced into it by the unanimous demand of the members. If he adheres to his determination to retire, there is a strong possibility that Wayne B. Bissell will be his successor. Mr. Bissell is now vice-president, and has long been actively identified with the work of the association, which has come to be an important body and its affairs have been extended over Onondaga county, with the result that it is well organized, the prices being maintained even in the remote country districts.

The friends of Mr. Bissell are urging him for a member of the State Board of Pharmacy, and it is probable that some active work in this direction will be done before the State meeting.

NEW YORK NOTES.

—Miss Jessie Thomas Perkins, daughter of Mrs. Lithgow T. Perkins, was married, yesterday, at the Emanuel Baptist Church, Brooklyn, to Hugh Clay Pierce, brother of Dr. V. Mott Pierce. Mrs. Perkins is the widow of the late Lithgow T. Perkins, who many years ago was one of the most prominent Brooklyn pharmacists. He was the father of Lawyer Perkins, present counsel for the Kings County Ph. S.

—Some local visitors this week are Samuel Davis, Boonton, N. J.; T. S. Armstrong, Plainfield, N. J.; L. J. Schlesinger, of Yonkers, N. Y.; F. A. Seaman, Perth Amboy, N. J.; G. W. Jacques, South Amboy; W. L. Mix, New Haven, Conn.

—Schedules in bankruptcy of N. Lopard & Co., manufacturers of cosmetics at 725 Broadway, show liabilities of $46,644 and assets of $6,151, consisting of bottles, labels, etc., $4,000; stock, $125; office furniture and fixtures, $650; notes, $1,200; accounts, $172, and cash, $4. There are over 200 creditors.

—A petition in bankruptcy has been filed against the Trinidad Bitters Co., manufacturers of aromatic bitters, at 76 Pine street, by the following creditors: Carl G. Weidinger, $22,640; Tison, Goddard & Brewster, $630 and W. H. Tallmadge, $50. The business was started in 1897, by W. E. Tyrer. In March, 1903, it was incorporated under New Jersey laws, with a capital stock of $250,000. Mr. Tyrer, who was the president, died on January 9 last, and the company decided to wind up the business. Carl G. Weidinger was vice-president and treasurer.

—Oscar Davison, of Trenton, N. J., has bought Lang's Drug Store, in Atlantic City, and has taken his clerk as partner. The firm will be known as Davison & Watson.

—E. R. Squibb & Sons have leased the building 78-80 Beekman street, where, it is understood, Mr. Theodore Weicker will have his office.

—Dr. H. W. Wiley is scheduled to deliver a course of six lectures on "Foods and Their Adulterations," at the Brooklyn Polytechnic Institute, on Tuesdays, at 7.30 p. m.

—E. Fougera & Co., it is reported, have leased No. 90-92 Beekman street for occupancy in the near future.

TWO KINDS OF LICENSES.

More Regulation of Liquor Traffic Wanted in New Hampshire.

Concord, N. H., Feb. 27.—There is a rumor in legislative circles that a majority of the Judiciary Committee is in favor of establishing two classes of licenses for druggists, one for the druggist who desires to do a drug business and the other for the druggist who wishes to carry on a liquor business in connection with his drug business.

In view of the big difference under the law as it stands today, between the fees charged for a license of any class, except that pertaining to druggists and the fifth class of drug store license fee, led to several bills being introduced in the present session relating to an increase of the fee for a fifth class license. The liquor fraternity of the State almost to a man was in favor of the increase, and now it would appear that some of the more substantial druggists in the State would favor the idea of a separate class of licenses.

It is not unlikely that the Judiciary Committee will report a bill in favor of amending the present law so that a druggist fee would be from $75 to $500 in the discretion of the commission. But the substantial druggists of the State, as an organized body, have anticipated any such action, and would probably oppose the higher fee. It is suggested that a second class of druggists' licenses be authorized, the fee of which shall be the same as under the law at present, but the privileges of the license would only permit sales on a regular physician's prescription.

The new law as proposed by the druggists will not apply to any class of cities or towns, but to the State generally. It is claimed that no druggist in the State who lives within his license can afford to pay a big fee, and the new idea will restrict the business in a way that will meet the desires of both the prohibition element and the holders of other classes of licenses.

MR. HOYT QUITS THE BOARD.

He Resigns as Chairman of the Massachusetts Registration Board.

Boston, Feb. 28. George M. Hoyt, chairman of the Board of Registration in Pharmacy, has tendered his resignation, and considerable surprise throughout the trade locally, is the result.

Recently the Board has been in the public eye because of the effort to take from it the granting of "certificates of fitness," which all druggists first must have before they can receive liquor licenses. The public hearing before the legislative committee brought out much opposition, and charges were made that Chairman Hoyt, in a no-license town, has sold liquor in his drug store. Technically, he may have transgressed the law, it is declared, but not wilfully or wrongfully. In all towns, so the law says, there shall be one place at least where liquors may be had on physicians' prescriptions, and it is maintained that only under such conditions has Mr. Hoyt ever sold the stuff.

Effort was made to have it appear that the Board, with such a chairman, should not be empowered to issue certificates. The effort failed, for the legislative committee voted against repealing the present power of the Board.

Chairman Hoyt, in his letter of resignation to the governor, reviews all this matter, and calls attention to the fact that the Board was sustained in its position and attitude against those who, because they could not themselves secure certificates, have become enemies of the Board.

There is a feeling that the governor may not, after all, accept the resignation, which would further emphasize the full vindication of Chairman Hoyt. The Board always has had one feature of criticism to battle against. Whenever a druggist anywhere is caught selling liquors illegally, the Board is blamed for oversight in not preventing such sales.

NEED OF A CITY PHARMACY.

Lawrence, Mass., Feb. 27.—Is a city pharmacist worth while, or is he not worth while? There are two answers to this question in Lawrence.

Dr. M. F. Sullivan declared at the last meeting of the overseers of the poor that the city pharmacy is not a success and that it ought to be abolished.

He said that the average annual bill for medical supplies has increased more than $500 a year. He contended that it was a hardship on many poor people to be forced to walk from various parts of the city to the city hall for medicine. Another deplorable feature was the fact that the pharmacy is open only eight hours a day. No medicine can be obtained after a certain hour at night until the next morning.

However, Edward L. Barrett was reelected city pharmacist for three years on the first ballot.

Mr. Barrett claims that the city pharmacy has been a considerable saving to the city and he presents figures in support of his contention. He said:

"The last year under the old system the expenses of supplying medicine to the city's poor was $4,200. This is the total after the State Board of Charity had deducted $800 from the city's bill for State patients. The past year the net expenses of the department was $3,765.70, including my salary."

NEW HAVEN ORGANIZED.

New Haven, Conn., Feb. 25.—A New Haven branch of the National Association of Retail Druggists has been organized. Dr. Hoffman, representing the national body, was prominent in the movement. New Haven branch is now said to be on a firm foundation, and the members are sanguine in their expectations of more prosperous times.

First of the provisions by which the local body will now be governed is the order that "all contract goods shall be sold at not less than the price stipulated by the manufacturers," while "all five, ten and fifteen cent preparations shall be sold for full price." To this rule, however, there are about two hundred exceptions, no less than five having been added on February 7 alone.

And, in order to prevent the evasion of this rule by any subterfuge, still another rule is added, reading: "No trading stamps, checks or other discounts or bonuses are to be given on or after February 15."

The president of the New Haven branch is Ernest F. Hesse, of 35 Lawrence street, the other members of the executive committee including Charles I. Crosby, manager of the City Hall Pharmacy; M. F. Hope, 359 Grand avenue, and Joseph P. Deegan, 609 Grand avenue.

BAY STATE NOTES.

—Hon. Charles L. Dean, of the Boston firm of Dean, Foster & Co., druggists' sundries, is making a record for himself as a member of the Massachusetts Senate. For many years he was mayor of Malden, where he lives and where he established a great reputation for shaking hands.

—Many Boston druggists knew Dr. James T. Renouff, once of the drug firm of Baird & Renouff, who died in Atlanta, Ga., recently. He was a native of Connecticut.

—There are several candidates in the field for appointment by Governor Douglas, of Massachusetts, to the position of medical examiner for Newton, Watertown, Waltham, Weston and other towns. Among the possibilities is Dr. Michael J. Kelley, a physician of Waltham, and formerly a druggist in Lexington. He is a registered pharmacist and graduate of the College of Pharmacy.

—The Fall River Druggists' Association, at its recent annual business meeting, elected a board of officers for the ensuing year and arranged a scale of prices to which the members pledge themselves to adhere strictly.

—The members of the Holyoke Druggists' Association, at their annual business meeting, elected a board of officers as follows: President, Charles E. Bardwell; vice-president, Clarence M. Porter; treasurer, W. E. Martin, who serves also as secretary; James J. Curran, Mark Carpenter and Herman Heinritz, executive committee.

DEBATE ON BLUE LAWS.

Both Sides Are Heard by Pennsylvania Senate Committee.

Harrisburg, Pa., Feb. 27.—The hearing given by the Judiciary Committee on changing the Blue Laws, proved one of the most notable legislative committee meetings held at the capitol in recent years. The entire lower floor of the Senate, the aisles and the galleries, were crowded during the session of the committee. Many men on one or the other side of the question, were present to defend their views. They represented numerous religious bodies of the State and also business men's organizations and labor unions. The sponsor for the bill, Senator James P. McNichol, of Philadelphia, made a speech which was listened to with close attention.

The bill before the committee makes it "lawful to sell drugs, medicines, soda and mineral waters and other harmless non-intoxicating drinks, bread, oysters, cakes, pastry, ice, ice cream, candy, milk, fruit, cigars and tobacco; to prepare, print and sell newspapers on Sunday."

The first speakers to address the committee for the bill were C. J. Field, of Philadelphia, secretary of the Business Men's Protective League; Attorneys Charles A. O'Brien, of Pittsburg; Lincoln L. Eyre, of Philadelphia, and Richard B. Scandrett, Pittsburg. They argued that the present law works a hardship on the poor, in that the small dealer must pay fines, while the great corporations work their men without being held legally responsible; that four-fifths of the people demand its repeal; that it is an instrument of persecution and oppression and therefore intolerable, and that the stand taken by the religious bodies is driving people from the churches.

Rev. Charles L. Fry, of Philadelphia; Rev. D. C. Martin, of the National Reform Association; Judge William M. Ashman, of the Orphan's Court, Philadelphia; Bishop Dubbs, of Harrisburg, and B. Frank Carson, of Philadelphia, opened the argument against the bill. They argued against the repeal of the Sunday law because the law rests on divine decree, because it protects the workingman and prevents the employers from working him seven days a week.

Judge Ashman said he realizes that the

His Fears Confirmed.

law is inconvenient to some and added that a law has never yet been devised that did not cause a certain amount of inconvenience. Bishop Dubbs asserted that the question was not one of merely legalizing the sale of certain articles on Sunday, but whether the continental Sunday shall be introduced in this country.

The committee took no action on the bill, nor has a meeting been called to consider it. A member of the committee said that a majority of the members are against the bill.

PRESERVATIVES IN SYRUPS.

Philadelphia, Feb. 27.—After working for months to secure the passage of a bill in the State legislature which will permit druggists to put a small amount of preservative into their fruit-syrups, members of the trade are now awaiting the announcement of the fate of that bill, which, it is believed, will be known this week. The bill has come up before the House, and was referred to the Committee on Public Health and Sanitation, and this week it will come before the Senate.

Opposed to the druggists of the State in the fight to secure this concession, is Pure Food Commissioner Dr. Warren. Already there have been numerous prosecutions in the western section of the State, and druggists have been fined $57 when it was found that they were using a preservative to keep their fruit-syrups from fermenting. No arrests have been made in this city on that account, but pharmacists felt that if they did not take action it would soon be their turns.

Members of the P. A. R. D. and others who have been working for the bill feel confident that it will become a law. The bill legalizes the putting of a minimum amount of benzoate of sodium in the syrups as a preservative. This, it is argued, would be better than giving out soda containing a fermented syrup. The bill also provides that harmless vegetable coloring matters be used. Petitions forwarded by the P. A. R. D. have contained the endorsement of well-known authorities, who have stated that these preservatives, used in minimum quantities, are absolutely harmless. It had been the intention of the local association to send a delegation to Harrisburg this week, but later it was decided that this was unnecessary.

DAMAGES FOR ACID BURNS.

Covington, Ky., Feb. 25.—A settlement effected in the Kenton County Court, last Saturday, recalls the serious injuries received by a prominent business man's daughter, in a peculiar manner, about a year ago. She was passing down Walnut street, in Cincinnati, and had just reached the front entrance of the Hale, Justis & Co.'s wholesale drug house, when a delivery boy came out, carrying a carboy of sulphuric acid. This he dropped, and the contents were spattered on the young woman, inflicting injuries from which it is said she has not yet recovered. Damage suits for $5,000 each were filed against Hale, Justis & Co. and the delivery company in whose employ the boy was. The drug firm settled the case for $500. The suit against the delivery company is still pending

HEARING ON MANN BILL.

Washington, Feb. 25.—A hearing on the Mann bill was given by the Senate Committee on Patents, last week, for the purpose of listening to arguments for and against. Livingston Gifford, of Jersey City, N. J., and E. P. Wetmore, of the New York Bar Association, appeared against the bill, and J. C. Gallagher, of the N. A. R. D. Legislative Committee, appeared in its favor.

Mr. Gifford claimed that the Mann bill would do great injury to Amreican, and none to foreign manufacturers. It was not advocated, he said, by anyone engaged in research work in laboratories. The only supporters of the bill were the retail druggists, because every new product increased the number of articles they were compelled to carry in stock, and because they thought the inventor's royalty must come out of their profits. Mr. Gifford took up the differences between the patent laws of this and other countries, claiming that the Mann bill would increase, rather than diminish the inequality between them.

Taking up the phenacetine question, Mr. Gifford said: "The inequality in price of phenacetine between this and foreign countries is manifestly not due to the difference between process and product patents, because no patent, of any kind, was ever granted or applied for on phenacetine in any country but the United States. Therefore, the difference in price is the difference between patent and no patent, and not to the difference between different kinds of patents. In his haste to announce the discovery of phenacetine, the inventor made a premature publication thereof in Germany, in the Centralblatt for Chemical Sciences, February 26, 1887, page 145, that acted under the German law as a dedication and a bar to a German patent of any kind. If, as he might otherwise have done, the inventor had patented the phenacetine process in Germany, such patent would have controlled the product and the price would have been maintained as in the United States.

"So long as it is possible to patent things in some countries and not in others, just so long will it be inevitable that the prices will be low in those countries where the inventor omits to secure a patent, and this will be true, whether the form of the patents be process or product."

Another claim made by the speaker was that the bill was equivocal in that it did not distinguish between chemicals that are medicinal and those that are not. Mr. Wetmore spoke briefly in opposition to the bill.

Mr. Gallagher argued in favor of the bill, that it would not interfere with existing treaties with foreign countries, and that it would bring relief to science and the medical and pharmaceutical professions. He said:

"The result of the product patenting of medicinal remedies by foreigners in this country, is that they have created a monopoly in the article protected. The result is that to-day the American public are compelled to pay from 300 to 400 per cent. more for this class of medicines than is paid in Canada or in other countries. As an illustration of the prices charged for product patented goods, we will take phenacetine; it is only used for the purpose of illustration, as the patent will soon expire. Phenacetine is protected by a product and process patent in the United States; in Germany and Canada it is protected by a process patent only In Germany there have been seven different process patents granted on this article and there it is sold under its chemical name para-acet-phenetidin. * * * Another illustration of the injurious effects of our existing laws which patents the product instead of the process only, may be instanced in the case of antipyrine. This drug, while protected by a product patent under our law, sold for $1.50 an ounce; when, however, the product patent expired, the price dropped to sixteen cents an ounce. This is another case where the American people have paid tribute to a German corporation.

"The product patent stops all research along the line of the discovery until the expiration of the patent. With a process patent only, there will be an incentive for further investigation and new processes will be discovered, thereby producing purer remedies, and a cheapening of the cost of production."

There will be further hearings on the bill before adjournment.

WEDGEWOOD CLUB DINES.

Baltimore, Feb. 24.—The Wedgewood Club, which is devoted to social purposes, held its monthly dinner at the Eutaw House, last Thursday evening. Dr. J. F. Hancock presided and a most enjoyable time was passed. The intention of the club is to introduce some variety in the entertainments given by the organization, and a special committee has been appointed to devise a programme. It is considered altogether probable that at the next session provision will be made for the ladies of the members. The event will likely take the form of a trolley ride to Ellicott City, some eight miles out, and a dinner at the hotel there, followed by a dance.

BALTIMORE DRUGGISTS DEAD.

Baltimore, Feb. 25.—The druggists of this city mourn the death of not less than three of the fraternity, who passed away this week. The best known of them was Charles Ridgely Pue, who had conducted a pharmacy in Southwest Baltimore, at Baltimore and Stricker streets, for many years and had attained great popularity among the residents of that part of the city. He died on February 20 of a complication of diseases. Mr. Pue came to Baltimore when a young man. He established himself in the drug business on the corner mentioned as far back as 1866 and had remained there ever since. His wife and two sons, as well as a daughter, survive him. He had been failing in health for two years or more, and his death was not unexpected.

Another druggist to pass away was Oscar C. Parr, who expired in Santa Fe, New Mexico on February 21, whither he had gone for his health. The deceased was a member of the retail drug firm of Parr Bros., owners of several drug stores in various parts of the city. He came to Baltimore in February, 1896, and formed a partnership with his brother, J. S. Parr. They purchased a pharmacy at Wilkens avenue and Payson street and another at

Govanstown, a suburb, besides which they conducted stores at Frederick and Garrison avenues and at Edmondson avenue and Fulton avenue. Mr. Parr was a Mason, and will be buried with the rites of the order next Monday, at Columbus, N. J. His wife and a daughter survive.

From Winchester, Va., comes information about the death at Denison, Texas, of Capt. A. B. Manning, formerly a well-known druggist at Winchester. At the time of his death he was bridge and building superintendent of the Missouri, Kansas and Texas Railroad. He was a native of Jefferson county, West Virginia, and fifty-five years old. His wife and four children survive. Interment was made at Parsons, Kansas.

FOR BOARD OF PHARMACY VACANCY.

Baltimore, Feb. 24.—A petition is being circulated among the druggists of this city and State, asking Governor Warfield to reappoint as a member of the Maryland Board of Pharmacy, David R. Millard, the present secretary. Mr. Millard is one of the original members of the board, having been appointed as soon as the law went into effect, nearly two years ago. Under the provision of the law, which provides that one of the five members shall retire every year, Mr. Millard will retire next May, his term having expired. He has given much satisfaction, and his friends think that he should be reappointed. The petition is being numerously signed by members of the Maryland Pharmaceutical Association and others. That there will be a number of other aspirants in the field anxious to get the honor is more than likely, but so far no names have been mentioned with sufficient distinctness to indicate who will be in the field.

JOURNAL CLUB MEETS.

Baltimore, February 24.—The Pharmaceutical Journal Club on last Thursday evening, listened to Dr. Joel Barnett read a paper entitled "Mild Criticisms of Pharmaceutical Journals." He took the ground that much of the matter in drug papers was of a character unsuited for the profession. It dealt with subjects of an essentially commonplace order that did not interest the reading man, who looked for something higher than admonitions that bottles should be washed before refilling, and that clean labels should be pasted on them. The druggist, on the other hand, for whom such instruction was necessary, was not a reading man, and would not peruse the articles, so that the space devoted to them was wasted in any event.

DRUGGIST COMMITS SUICIDE.

Salt Lake City, Utah, Feb. 23.—William A. Neldon, one of the best known drug men in the West, committed suicide at his home here to-day. Despondency, due to loss in his business, caused the act.

It was in a department store. Peruna was fifty-four cents. Suddenly a woman fainted. "Is there a doctor about?" queried the aisle man. Seven men, each bearing a bottle of Peruna moved silently toward the doors. They were druggists.

BALTIMORE NOTES.

—Druggist J. Edwin Hengst, Gay street and Central avenue, has gone to New Orleans to attend the Mardi Gras festivities. Presumably he will bring back some pointers to be utilized in his capacity as member of entertainment committees.

—Mr. Brubacker, formerly with the Stanley & Brown Drug Company, has accepted a position with Muth Bros. & Co.

—Druggists Charles Morgan and A. J. Corning were on the sick list last week, but they are reported to be improved.

—John Gleichman, who looks after the Baltimore interests of the Weightman-Powers-Rosengarten Company, is said to contemplate the erection of bowling alleys in Towson, about eight miles from Baltimore, where many Baltimoreans spend the summer and where there is a large colony of Baltimore business men.

—Ronald McKesson, of McKesson & Robbins, New York, spent five days in Baltimore, last week. Other recent visitors were Fred A. Fenno, of Wallace & Co.; Frank Meals, of the People's Drug Store at Gettysburg, Pa.; Dr. T. C. Fineley, Fawn Grove, Pa.; S. S. Van Trump, Trump, Md.; Joseph B. Boyle, Westminster, Md., and M. J. Zimmerman, Waltersville, Md.

—William E. Turner, formerly of Cumberland, Md., but who has been in Louisville, Ky., for about one year, was in Baltimore, last week, and there is said to be some prospect that he will locate here, the western city having been not altogether satisfactory. Mr. Turner was a member of the State Board of Pharmacy, and H. Lionel Meredith succeeded him on his resignation.

INDIANAPOLIS FIRE LOSS.

Indiapolis, Feb. 25.—In the fire of February 19, the Indianapolis wholesale district had the largest loss it has ever known. Seven big buildings with their entire contents were destroyed. This loss amounted to $1,070,000. The heaviest was that of the A. Kiefer Drug Co., $75,000 on building and $304,000 on stock. The salvage will be practically nothing. The insurance will cover 80 per cent. of the loss. This is the third fire that this drug house has had in fifteen years, none of them by reason of any fault of the company. The flames always came from neighboring stores.

Augustus Kiefer, now seventy-five years old, is as game as ever, and long before the fire had been extinguished in his building, he had secured temporary quarters in a neighboring street. Here he gave notice that his house would be rebuilt, the work to begin as soon as the debris of the fire fire could be moved off. Mr. Kiefer is the oldest wholesale druggist in Indiana, and has been in the wholesale trade in Indianapolis forty-four years. He said that just as he was getting ready to take things easy this fire came along, and that now he feels that he will have to rebuild and set things going again before he can have the easy time to which he had been looking forward.

A MARRIAGE TREAT.

L. E. Treat, of Syracuse, N. Y., the New York State representative of Johnson & Johnson, was married February 16, at Syracuse, to Miss Mariette Ferren.

N. A. R. D. IN MIDDLE WEST.

What it Has Accomplished in Two Large Cities.

Indianapolis, Feb. 25.—The local drug situation so far as Indianapolis is concerned, has been improved by organization. I. N. Heims, secretary of the Marion County (Indianapolis) Druggists' Association, says:

"The work of the National Retail Druggists' Association has not, perhaps, been as effective in Indianapolis as in other places. But we have felt its influence here for the betterment of the drug trade. The work of the association has practically unified the majority of our druggists, who now get better prices than they did before the association began its work, and the feeling of demoralization that pervaded the trade has passed away. For a year or more we have heard little about cutters. Owing to the stand taken by the N. A. R. D. and the protective plans adopted by some of the leading manufacturers, contracts have been signed with practical unanimity to conform to the prices as insisted upon by manufacturers and embraced in the contract.

"Of the two hundred retail drug stores in Indianapolis, only five are looked upon as aggressive cutters, and there is a disposition on the part of at least four of these to sign the contracts sent out by proprietors.

The only active cutter in this city is now considered to be in a business tangle, and will probably soon be compelled to remove from the prominent place he has occupied in the principal retail business street of the city, to some less prominent location. Taken altogether, the work of the N. A. R. D., while it has been quietly done, has been effective, and its influence will, as time goes on, still further improve the conditions under which the retailer does business."

IN CINCINNATI.

Cincinnati, Feb. 25.—Frank Freerichs, advisor of the Ohio Valley D. A., said: "The efforts of the N. A. R. D. through the O. V. D. A., its local representative, have made it possible, for the last five years, to maintain conditions which are not nearly so bad as they previously were,

Like Bob Acres, His "Courage Oozed."

or are now in some other large cities. The O. V. D. A., for the past four years, however, has realized that a betterment in price conditions on proprietary medicines could be brought about only by bringing pressure to bear upon the manufacturers. Since realizing this, the entire efforts of the O. V. D. A. have been centered upon convincing the affiliated bodies of the correctness of its views. The O. V. D. A. officers believe that by reason of the co-operation of all local associations, through the N. A. R. D., the proprietors have been made to appreciate their responsibility, and that it is entirely due to this that the manufacturers have now taken matters in hand themselves. Summed up, the N. A. R. D. has accomplished two important things: It has been the cause of conditions becoming no worse in the past five years, and has been the cause of making the manufacturers see the benefits to be derived from the Contract and Serial Numbering Plan."

Henry Gansz, president of the Alumni of the Cincinnati College of Pharmacy, said: "The local association, through its admirable organization, is fully able to combat all evil, but conditions in other big cities are different, and better organization by the N. A. R. D. people would prove a good thing.

Henry Willenbrink, member of the Board of Control (Covington, Ky.) district: "The good accomplished here and in Cincinnati is directly due to the efforts of the N. A. R. D. Individual association cannot accomplish much. Cutters in this territory have been forced to raise the price of Peruna eight cents, and that is an example of the good done retailers by the N. A. R. D."

John C. Otis, for many years in business at Sixth and Vine streets, was among the infrequent ones who could see no good accomplished. He said: "Everything depends on the manufacturers, and unless they see fit to better conditions, they will remain as they have for the past twenty years."

Al. De Lang said: "The N. A. R. D. is a wonderful thing. They have done all that could be expected of them here, through the O. V. D. A.

Miss Cora Dow, who operates seven stores here, and is recognized as a big cutter, laughed and said: "The N. A. R. D. has done nothing here. My business has not been affected in the least. Recently the price of Peruna was raised, but likewise prices on other medicines were reduced. To my notion, one person has as much right as another to make his own prices. We live under the great American flag."

NEW POISON LAW IN INDIANA.

Indianapolis, Feb. 25.—The anti-poison bill by Representative Darby, has been passed by the House. It provides that poisons shall be sold only on prescription and purchasers must be registered by the druggist. Prescriptions for such poisons can only be filled once, and the names of two or more antidotes must be printed on the label.

One of the purposes of the measure is to restrict the rapidly growing use of drugs by persons addicted to them. The police have frequently complained of the increasing number of "dope" fiends who are arrested.

DR. PRESCOTT DEAD.

Venerable Dean of U. of M. School of Pharmacy Expired at Ann Arbor.

END OF A LONG AND USEFUL LIFE.—DEATH THE RESULT OF PNEUMONIA AND OLD AGE.—HIS MANY SERVICES TO PHARMACY.—OCCUPIED POSITION OF DEAN DURING FORTY YEARS.—EX-PRESIDENT OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, THE AMERICAN CHEMICAL SOCIETY, THE AMERICAN ASSOCIATION FOR THE ADVANCEMENT OF SCIENCE AND MEMBER OF MANY PHARMACEUTICAL AND SCIENTIFIC SOCIETIES AT HOME AND ABROAD.

Prof. Albert Benjamin Prescott, dean of the School of Pharmacy of the University of Michigan, ex-president of the American Pharmaceutical Association and the American Association for the Advancement of Science, member of the United States Pharmacopœial Convention, honored and revered by the graduates of forty years, died at his home in Ann Arbor, Mich., on Saturday, February 24. He was seventy-four years old, and death was due to a number of complications arising from pneumonia and old age. He had been ill for about a month and appeared to be on the way to recovery, when a sudden relapse ended his long and useful life.

Albert B. Prescott was born in Hastings, New York, December 12, 1830. He pursued scientific studies under private instructors for some years, and at the mature age of thirty, entered upon the study of medicine, obtaining the degree of M.D. in 1864. Receiving a commission as army surgeon, he served in this capacity until late in 1865, when he returned to his alma mater to assume the duties of assistant professor of chemistry. Five years later he was made full professor of organic and applied chemistry and pharmacy. The department of pharmacy had been organized a year before, and the position of dean which he occupied in 1865 he held continuously for nearly forty years. In 1880, he assumed the directorship of the chemical laboratories of the university, his guiding hand being apparent throughout the history and the development of the courses of instruction in the institution.

There is little need to enumerate what has been accomplished in the domain of chemistry and pharmacy by Dr. Prescott. In his capacity as an instructor, the influence of his lofty ideals has been spread throughout the world by his students. As a chemist he was recognized abroad, and in this country he was considered an authority, particularly in sanitary matters and in the chemistry of the alkaloids. His experience as a forensic chemist was extensive.

Several works, considered standard, and innumerable contributions to scientific and technical journals remain—a monument to his useful life. Probably none of his later works have exerted a greater influence upon the world of chemistry than his "First Lessons in Qualitative Chemistry," which still remains as a model book of laboratory reference. His other more important productions are: "Chemical Examination of Alcoholic Liquors," "Qualitative Chemical Analysis" (jointly with S. H. Douglas, and later editions with Otis C. Johnson), and "Prescott's Organic Analysis." His contributions to current pharmaceutical and chemical literature were voluminous and were invariably marked by painstaking thought and careful statement.

In pharmacy, his influence in association matters will continue to be felt for many years to come, and his services were recognized by the many positions of trust and honor which he was asked to fill. His work upon the U. S. Pharmacopœia and his aid of the various revision committees was second in importance only to that of Dr. Charles Rice.

In appreciation of his mental equipment and scientific accomplishments, many positions of honor have come to him. He was selected president of the A. Ph. A., at the meeting in Richmond in 1900, and was an honorary member of the British Pharmaceutical Conference. He was president of the American Association for the Advancement of Science in 1891, and also occupied the chair in the American Chemical Society. He was a fellow of the London Chemical Society, and a member of numerous pharmaceutical and scientific bodies.

Dr. Prescott leaves a widow and an adopted son. He was the oldest professor in point of service in the University of Michigan, and his death will be mourned wherever an alumnus who has known him in the class-room is to be found.

One of the last, if not the last, contributions to current literature to leave his pen was a letter of appreciation of his friend, Dr. Frederick Hoffman, which appeared in The Era of December 22, 1904.

MICHIGAN PHARMACY BILL.

Detroit, Feb. 28.—W. H. Burke, president of the Michigan Ph. A., and ex-President A. L. Walker, of the same body, went to the State capitol, last week, and appeared before the Legislative Committee on Public Health, in behalf of the new pharmacy law. The bill which the association is pushing would greatly increase the powers of the State Board of Pharmacy. Under it they could hire inspectors, retain an attorney and prosecute violators of the law. Pharmacists must be high school graduates, says the bill, and the fees received by the Board are to be deposited with the State treasurer for the Board's use. Another clause in the bill requires that the Board be composed of only members of the Michigan Pharmaceutical Association, and that the Board report its finances yearly "to the Board of State Auditors and the Michigan Pharmaceutical Association."

In some respects the bill is the most assertive measure ever urged by a private organization.

Rumor has it that "Sandrock Smith," the boy "hold-up" man, was a drug clerk. Gee! Didn't know any druggist had that much nerve. If it's true, what a thundering good advertisement for the nerve tonic which twenty-five years hence he will be able to market.

WANT NO FORMULA BILL.

Editors and Druggists of Wisconsin Are Moved to Protest.

Milwaukee, Feb. 25. Never has any proposed legislation aroused so much antagonism among the dealers in drugs in Wisconsin as the so called Noble bill, now getting a full share of consideration by the State legislature. The bill provides that all bottles or packages containing the so-called patent or proprietary medicines shall be labeled plainly on the outside with a statement containing the ingredients and the proportion of each. It also provides penalties of from $5 to $1,000 in fines.

The State Druggists' Association has already issued a warning and druggists and manufacturers from all parts of the State, as well as the agents of several of the large manufacturers outside the State, have gone to Madison to enter protest against the measure. It is argued that the measure is opposed to the American spirit of freedom; that it would result in driving out of the State many commodities that have an established place in the commerce of the State; that it would work a hardship on local dealers and upon manufacturers as well as upon the consuming public, who, deprived of articles they have been accustomed to use, would be forced to pay unnecessary doctors' fees. A last argument is that it is a bill in the interest of the physicians, and is class legislation. There is no provision in the bill requiring the ingredients of a physician's prescription to be written on the package.

Not only have those in the trade taken up the fight against the bill, but the newspapers of the State have become the champions of the druggists. At a meeting of the State Press Association, held at Madison, the following resolution was unanimously adopted:

"WHEREAS, This and similar legislation is an unjust exercise of the police powers of the State, unduly paternalistic in its objects, and in favor of a special professional class and in restraint of lawful trade; therefore, be it

"*Resolved*, That the association appoint a committee of five publishers to oppose the passage of the measure and that all members of this association, while at Madison, and at all other times, present the character of the proposed law to their assemblymen and senators to the end that they may be thoroughly conversant with its real nature."

REGISTERED IN WISCONSIN.

Milwaukee, Feb. 25.—Twenty of the sixty-five applicants for pharmacists, and assistant pharmacists' certificates in the recent Milwaukee examination of the State Pharmacy Board, were successful in obtaining certificates, according to the list of successful candidates made public by Secretary A. F. Menges, February 17.

The following obtained registered pharmacist certificates: J. August Anderson, Milwaukee; Elmer J. Falk, Stoughton; Richard H. Juers, Wausau; Sylvester W. Macho, Spooner; Robert J. Roberts, Racine; Ferd A. Spieker, Manitowoc; Henry C. Thenee, Milwaukee.

Assistant registered pharmacist certificates were granted to Arthur M. Abbett, Duluth; Milo E. Becker, Winneconne; A. W. Dietz, Milwaukee; Henry E. Davis, Ripon; William Garot, Green Bay, Arthur T. Hallahan, Milwaukee; Joseph Huebinger, Ludvig A. Kravick, Cambridge; Frank F. Koch, Theodore T. Marlewski, Milwaukee; Arthur F. Schmidt, Juneau; Joseph N. Steinmetz, Frank Stratton, Milwaukee.

Members of the Board who were present were D. A. Taylor, president, Stevens Point; H. G. Ruenzel, Milwaukee; H. A. Peters, Oconomowoc; H. C. Schranck, Milwaukee; A. F. Menges, secretary, Madison.

The next meeting of the Board will be held in Madison, Wis., on April 12 and 13.

LOCAL OPTION IN WISCONSIN.

Madison, Wis., Feb. 25.—A local option bill is receiving much favorable comment by members of the State legislature. It provides that on petition of 10 per cent. of the qualified voters of any county a special election shall be called. A majority vote shall then make the sale of spirituous, vinous or malt liquors illegal, except on the prescription of a physician.

IOWA HOUSES COMBINED.

Waterloo, Iowa, Feb. 25.—One of the largest transfers of business ever made in Waterloo has been completed. The Wangler Wholesale Drug Company have sold their house in this city to the Churchill Drug Company, of Burlington. The transaction involves $200,000. The Churchills will add this to their string of houses over Iowa, and will continue business here. The Wangler Company was established years ago and has done a large business.

PROPOSE CONSOLIDATION.

Chicago, Feb. 25.—At a meeting held February 21, President Biroth proposed that the Chicago Veteran Druggists' Association should take initiative steps to have the two schools of pharmacy in this city consolidated. T. N. Jamison spoke on the desirability of a "pharmacy headquarters" afforded by such a consolidation, and W. Bodemann gave voice to his ideas upon the necessity of consolidation. He said that one school instead of two could create a standard and live up to it—something that few schools do. They have announcements that read all right, but are honored in the breach. A committee of consolidation consisting of A. E. Ebert, W. H. Forsyth, W. Dyche, W. Bodemann and President Biroth, was appointed. The committee represents both schools and the Chicago Veteran Druggists' Association.

A. E. Ebert made a report on his trip, as a member of the American Pharmaceutical Association Legislative Committee, to the Dakota legislature.

CHICAGO NOTES.

—Peter A. Nystrom, for the past ten years associated with Oscar F. Schmidt as prescription clerk, has bought the drug store of Frank H. Brown, at Lake avenue and Forty-third street.

The C. R. D. A. Executive Committee met Tuesday of last week, and took up the discussion of cocaine legislation.

FOR PURITY IN MEDICINES.

People of North Dakota Demand Laws For Rigorous Regulation.

St. Paul, Feb. 25. The North Dakota legislature has passed a bill providing for an analysis of drugs and medicines at the State Agricultural College. While the bill was under discussion in the House, Representative Casey said that druggists and patent medicine manufacturers had protested against the measure and he asked Mr. Sweet, the author, to explain it. Mr. Sweet said the portion to which objection had been made was the requirement of the printing of the formula on all packages. This clause had been amended so as to meet the approval of the North Dakota Ph. A.

This is not the only thing that has been doing in North Dakota. Patent medicine men poured into Fargo to see Pure Food Commissioner Ladd, who had the bill in question introduced in the House, whose real object was to drive injurious medicines out of the State. It is along the same lines for medicines as the other measure for pure foods, and it has received general public support. The representatives of the big concerns tried to persuade Mr. Ladd that some amendments were necessary. He refused to accept any changes and urged the passage of a law that he can enforce or none at all. The proprietors sought to throw upon the State the burden of proof as to injurious effects, and it was against this that the commissioner put up the hardest fight. The agents of the proprietors admitted their lack of success in efforts to influence Mr. Ladd to accept changes in the bill. The commissioner has acquired a national reputation in his warfare against food and drug adulterations.

Chicago, Feb. 25.—Albert E. Ebert returned yesterday from North Dakota, where he went a week ago to try to prevent the passage of the Ladd pure drug bill.

The gist of the proposed law, so far as it refers to pharmacy, is found in section 4, which reads:

"Every proprietary product, drug, medicine or beverage containing more than 5 per cent. of ethyl alcohol, or which contains chloral hydrate, ergot, morphine, opium, or any of their compounds or derivatives, cocaine or any of its salts, bro-

Cat to the Rescue

mine, iodine or any of their salts, shall be clearly labeled in block, open gothic letters, printed on a white background, showing the true name and per cent. of each of the foregoing constituents, and said label shall be affixed to each and every package, carton, box and bottle in such way as to be clearly seen."

The bill provides for a fine of not less than $5 nor more than $100 for the first offence, plus costs of action and cost of analyzing, and provides for confiscation of the goods.

During the course of a conversation, Mr. Ladd said that the bill is but the part of a concerted plan to be carried out in the several States, placing the drugs in the hands of the State experimental stations. Virginia and other States, it is understood, are working along similar lines. Mr. Ebert suggests that a committee from each of the four branches of the trade, N. A. R. D., P. A. of A., A. Ph. A. and N. W. D. A., be formed to combat the passage of inimical legislation wherever it may be brought up; this committee to be clothed with full power, and appointing an executive committee from its members.

MINNESOTA EXAMINATIONS.

Minneapolis, Feb. 18.—The State Board of Pharmacy, after its regular examination of candidates at the College of Pharmacy, State University, awarded certificates as follows: Pharmacists: Harry W. Lang, Henry J. Molitor, Harry T. Olin, Herbert I. Schell, Ladislaus J. Vallk, Frank P. Taylor. Assistant pharmacists: H. W. Cutler, D. B. Dooley, E. L. Kaliher, G. O. Krogstad, Charles W. Lang, C. E. Mattix, H. O. Maxwell, D. F. Widing, Albert H. Mueller, Oscar Tenvaid.

EARLY CLOSING IN MONTREAL.

Montreal, Feb. 25.—It is likely that Montreal will soon have a by-law that will require tobacco, drug and news stores and cafés to close at seven o'clock every night in the week, excepting Monday, Tuesday, Friday and Saturday. The by-law was drafted some time ago to provide for the enactment of such legislation but its legality was questioned, and it was submitted to the city attorney.

They have decided to have the by-law printed and submitted without prejudice to the city council, The by-law was based on provincial legislation, and it is tolerably certain that the city council will pass it, despite the protests that are being made by the merchants affected.

MONTREAL DRUG CLUB.

Montreal, Feb. 25.—At the annual meeting of the Montreal Drug Club the following officers were elected for the ensuing year: Hon. president, H. H. Lyman; hon. vice-president, T. Wardsworth; president, J. E. Tremble; vice-president, H. Barré; secretary, A. T. Christie; treasurer, J. H. Goulden. Committee, O. Dowling, J. Dearden, L. G. Ryan, G. Porter, O. Tansey, W. S. Stone, L. Tellier, J. Weinfeld. After transaction of business, an informal concert followed, during which songs and speeches were contributed by Messrs. Cameron, Stroeg, Rogers, Porter, Wight, Barré, Mitchell and Professor Bemrose.

MISSOURI LEGISLATION.

Some Opinions on Proposed Amendment to Pharmacy Act.

St. Louis, Feb. 28.—It has finally leaked out there that there is an effort being made at Jefferson City for legislation for druggists. The bill is now resting peacefully in the House, with no signs of emigrating or anyone intending to give it a push. It is in the form of an amendment to the pharmacy act.

The principal provisions are for a $5 fee for registration and for re-registration once each year for a fee of $1. The present system is one registration for a lifetime for $3.

The bill plans in detail the method of notification and marking off of the list pharmacists who have failed to register and requires that the licensed man shall mark his number on each prescription filled. It also provides a salary of $600 yearly for the president and vice-president of the board, and $1,000 for the secretary.

Opinion among druggists on the bill is somewhat divided, except as to the placing of the number of the pharmacist's certificate on prescription labels and that is condemned almost without exception.

William Mittelbach, of Booneville, condemns the bill and the effort for legislation this year, saying the druggists are not ready to decide upon their needs.

Eugene Soper, a former president of the Missouri Ph. A., thinks the present law good enough, but especially condemns the re-registration as a waste of time and money.

Prof. James M. Love, of Kansas City, thinks the amendment would show decided improvement over the present law, but suggests allowance for the man who has retired from active practice, so that he may be re-registered within six years without examination. More stringent laws are also needed regarding the employment of registered men.

Prof. James M. Good, of St. Louis, is of the opinion that the State should make a liberal appropriation for the support of the board, and that re-registration should be free. "The law is for the benefit of the people of the State, not the druggists," says Mr. Good.

C. J. Koch, secretary of the St. L. R. D. A., thinks pharmacists should be required to register each year and that they should pay a good fee for it, to keep the profession clean as possible.

SALOON MEN MAKE CHARGES.

St. Louis, Feb. 28.—Excise Commissioner Seibert, who controls the saloons of St. Louis, through State licenses, has requested the prosecuting attorney to issue warrants for forty-three druggists who, he says, have been selling whiskey in violation of the State law. The controversy arises over the dispute as to original package. Medicated whiskeys are not under consideration.

Mr. Seibert is said to have received complaints from saloonmen when the licenses were renewed the first of the year, and he started a detective out, who sought to buy whiskey at virtually every store in the city not holding a retail liquor dealer's license.

The wholesale issuance of warrants was denied, but several were issued to serve as test cases and warrants were also issued for those from whom bulk whiskey was purchased. The warrants issued up to date are for Earl L. Woods, 540 North Vandeventer avenue; Thomas S. Glenn and N. Emery Williams, 2338 Manchester avenue; Nathan Leivy, 1225 Franklin avenue; Edward M. Perner and Archie Godfrey, 4489 Delmar avenue.

THEN HE WRECKED THE SHOP.

St. Louis, Feb. 25.—Neither James Cowen, the clerk, the police who investigated, nor James W. Harlow, can explain the cause for the sudden wrecking of the City Hall Drug Store, at Twelfth and Chestnut streets, unless it can be attributed to the intense cold.

Harlow is from Texarkana, Ark. He entered the drug store and purchased a cigar. Cowen waited on him. After lighting the cigar, Harlow suddenly grabbed up a chair and smashed the cigar case to bits. Then he hurled the chair at another case, threw iron cuspidors through windows, and when Cowen sought to prevent further destruction, fought desperately. He was overpowered only when two policemen arrived.

He could not tell what actuated him. The police suppose that he was affected by the intense cold and lost his mind for a spell. Harlow was locked up.

DRUGGIST FIRE HERO.

St. Louis, Feb. 28.—Druggist Beaumeister, of East St. Louis, is quite the hero of that section since February 19, when he rushed into the burning residence of Mr. and Mrs. C. O. Gorton, and assisted in saving them from the flames. Mr. Beaumeister and another business man discovered the flames and tried arousing the household by kicking at the doors, but failed, and then smashed in the windows and climbed in to drag the half-suffocated couple to safety.

ST. LOUIS NOTES.

—Henry J. Stolle, treasurer of the J. S. Merrell Drug Co., was married January 25, to Miss Lillian Zwarts, daughter of the late Dr. Zwarts, proprietor of the downtown pharmacy of that name, in the city. The wedding was carefully planned as a secret and was supposed to be such by the principals until Theo. Hagenow, W. H. Lamont, L. A. Seitz and a few others reached their home after the ceremony and gave them a "serenade."

—St. Louis friends of J. B. Cuykendall, formerly agent for Eli Lilly & Co., have received copies of the Dawn Magazine, a new publication issued at Denver, which shows that Mr. Cuykendall is secretary and treasurer of the company. Mr. Cuykendall left St. Louis because of his health.

CARL NETSCHERT'S LIST.

Carl Netschert, of 187 South Clark St., Chicago, the well-known manufacturer of artificial flowers, has just issued a new price list containing a complete assortment of flowers in various forms for spring and Easter decorations.

All druggists who are interested in making their stores attractive during the Easter and soda fountain days, should have one of these price lists, which will be sent free on application. You should ask for New Spring List No. 25.

AMONG THE COLLEGES

MEDICO-CHIRURGICAL COLLEGE.

Philadelphia, Feb. 27.—Great interest is being taken in the student meetings being held on Sundays in the Garrick Theatre. On Sunday last the speakers were Dr. Wilbur White, of New York, and Dr. J. M. Anders, of the Medico-Chi. Among the musical features were selections by the College Quartette and a mandolin solo by H. Wilson Levengood.

C. S. Steele, W. E. Smith and Claude Culver have been appointed a committee to arrange for the taking of the freshman class pictures.

Prof. C. S. Shaw lectured last week to the inmates of the House of Refuge, on the trip taken by him to British Columbia, last summer, for the purpose of conducting botanical research and collecting specimens.

Dr. John R. Minehart has been appointed registrar of the college. He was a member of the class of '00.

Members of the freshmen class will be the guests of the senior class at a reception and euchre, to be held early in March.

PHILADELPHIA COLLEGE OF PHARMACY.

Philadelphia, Feb. 25.—The junior class gave its annual reception to the class of '05, in College Hall, on Tuesday evening. Addresses were made by C. W. Evans, president of the class, John D. Dawson and Prof. C. B. Lowe. The affair was arranged by Chairman J. D. Dawson, G. O. Hancock, C. W. Schwenzer and W. B. Goodyear, members of the committee.

A series of botanical excursions are to be conducted by Prof. Henry Kraemer into the surrounding country, once every two weeks.

A lecture will be given this week, at the college, preparatory to the new course in commercial advertising that is to be added to the curriculum next year.

The Graduate, published by the class of 1905, is well under way and will be completed May 1. The committee in charge has for members: R. D. Gilliland, editor-in-chief; S. A. Shiffer, L. E. Boesser, H. T. Richards, J. P. Rippetoe, E. J. Shelly, J. Sauermann and J. E. Bonner.

The decision of the faculty requiring that those who hereafter become students of the P. C. P., shall be graduates of a firstclass high school, is meeting with the approval of all. This step was made necessary by the action of a similar nature taken by the examining boards of other States.

Nearly all the fraternities this week held their annual banquets and receptions. On Tuesday evening the members of Pi Theta Sigma, to the number of forty, gathered at the Bellevue-Stratford. Prof. Samuel P. Sadtler was toastmaster, and the following responded: J. R. Rippetoe, Prof. J. P. Remington, Howard B. French, president of the college; H. T. Richards, Prof. C. B. Lowe, Prof. Henry Kraemer, Prof. Raymond Hendrickson, Prof. F. X. Moerk and C. E. Bragdon. Members of the faculty were guests of the fraternity. The banquet committee consisted of S. A. Shiffer, H. T. Richards, F. P. States, Jr., and C. E. Bragdon.

The Zeta Delta Chi held its banquet at "The Colonnade." Prof. J. P. Remington was toastmaster and members fo the faculty were among the guests. The speakers were E. C. Hathaway, C. W. Evans, H. L. McEntire, S. Y. Althoff, J. B. Oellig, J. D. Dawson and W. C. O'Brien.

The Phi Chi, the oldest pharmaceutical fraternity in existence, held its banquet at The Flanders. Mahlon N. Kline was toastmaster and those who responded were: R. N. Reahard, L. P. Palmer, W. T. Bean, Eli Lily, J. A. Portugal and members of the faculty. A flashlight picture of the assembly was taken. The reception committee consisted of L. W. McNess, H. A. Bradshaw, E. E. Woodland, Eli Lily and G. C. Hancock.

The Kappi Spi banqueted at the Hotel Walton. Prof. J. P. Remington presided and those who responded were: J. P. Lehman, R. D. Gilliland, P. A. Coles, G. D. Burgoon and some of the guests. The entertainment committee consisted of D. B. Crawford, A. G. Spaulding and P. A. Coles. More than forty members and guests attended.

ST. LOUIS COLLEGE OF PHARMACY.

St. Louis, Feb. 28.—The St. Louis C. P. Alumni Association has elected Charles Hahn president; Joseph Scherzinger, first vice-president; W. S. Angermueller, second vice-president; Henry O. Huegel, corresponding secretary; Price Mansfield, corresponding secretary; Charles Geitner, treasurer; F. A. Moeller, register; R. E. Schleuger, Charles Renner, O. F. Claus, W. H. Lamont, E. H. Voepel and O. H. Elbrecht, board of directors. W. H. Lamont will be in charge of the employment office.

The Alumni ball was given at Liederkranz Hall, February 15, and two days later the postgraduate class at the college, Messrs. Musick, Shaffner and Woodruff, entertained their fellow students.

The senior class has adopted business suits for the commencement exercises and accompanying social functions. W. C. Kern has been selected valedictorian and will speak at the banquet tendered the class by the college.

NORTHWESTERN UNIVERSITY.

Chicago, Feb. 17.—Judson W. Hoover, secretary of the Alumni Association of the School of Pharmacy of the Northwestern University, reports that the year 1904 was most successful. The library has been completely overhauled and its volumes are now easily accessible to students and alumni. A librarian, Mrs. Pearson, is in charge, and her entire time is devoted to matters pertaining to the association and its work.

At the December meeting of the association, a banquet was given to the graduating class, and a resolution was adopted, directing the Executive Board to thereafter give one scholarship to the student passing the highest entrance examination at the beginning of the following term. The bestowing of additional scholarships will be arranged for later, if the finances of the association and the liberality of the school management will admit of it. Mr. Hoover states that the executive officers of the association are trying to do their full duty by endeavoring to keep alive the fraternal spirit which characterizes all graduates of Northwestern University. He admits that the association needs help and invites all graduates of the school to identify themselves with this movement.

The officers of the Alumni Association are: President, Thos. V. Wooten; vice-presidents, G. H. Adamick, J. E. Elliott, W. L. Barnum, Jr.; secretary, Judson W. Hoover; treasurer, M. A. Miner; trustees, Dr. H. Kahn, J. J. Gill and J. H. Montgomery.

WASHINGTON AGRICULTURAL COLLEGE.

Pullman, Wash., Feb. 20.—The pharmacy students have successfully weathered final examinations with few casualties, and none of them serious. The work of the new semester has begun and for the seniors the end draws near. Their work now includes prescription incompatibles, pharmaceutical testing and drug assays, therapeutics, qualitative organic analysis and toxicology, quantitative analysis and orinalysis.

The weather is now pleasant enough for baseball and the "pharmics" have organized a bunch of ball tossers who look for the college class championship, seven of them being 'varsity men. An effort will be made to arrange outside games and, if possible, a contest with the university pill mixers at Seattle will be pulled off. In fraternal spirit and progressiveness the students of this department hold first place among the various classes which embrace the eight hundred students in attendance at the college.

The Pharmaceutical Association is considering the advisability of a series of debates on subjects of interest in the field of drugs, and Prof. Thatcher, of the Department of Chemistry, will give some interesting lectures on his recent biological researches.

Several new students, preparing for the State Board, are enrolled this semester.

A communication was recently received by Prof. George H. Watt, stating that this school had been placed on the accredited list by the State Board of Pharmacy

Victory Not Always to the Brave.

of New York, as fulfilling all conditions of the pre-requisite law. Many believe the time is coming when we shall have a national system of pharmacy schools, whose graduates will be licensed without examination to practice anywhere in the United States.

UNIVERSITY OF MICHIGAN.

Ann Arbor, Mich., Feb. 25. The catalogue of the university is being translated into Spanish. When completed, copies are to be sent to the various neighboring countries in which Spanish is commonly spoken. M. M. Guillermety, Ph. C., '04, is translating that portion of the catalogue relating to the School of Pharmacy.

William H. Krug, '89, for a long time chemist in the Department of Agriculture, and recently in charge of the chemical laboratory of Klipstein & Co., chemical importers, in New York, died February 1, of pneumonia, after a short illness. He was a very able chemist and was at one time secretary of the Washington section of the American Chemical Society.

At the meeting of February 16, the Board of Regents of the university decided to establish a summer school in pharmacy. The session will last six weeks, and instruction will be given in the theory and practice of pharmacy, laboratory work in pharmaceutical preparations, pharmacognosy, materia medica and prescription work. It is designed to meet the needs of such students who desire to obtain sound training in their chosen profession, but who cannot afford to take a full college course.

John E. Ferris, Ph.C., '00, is in the advertising department of Parke, Davis & Co., and Frank Hamilton, a recent graduate, has accepted a position with the same house.

H. H. Eatough, Ph.C., '01, is head pharmacist for the Santa Fe hospital, at Albuquerque, N. M.

Dr. Volney M. Spalding, for many years professor of botany in this school, is pursuing research work in Tuscon, Ariz., in the Desert Laboratory maintained by the Carnegie Institution.

Rudolph E. Knapp, B.S., '04, chemist with Parke, Davis & Co. for six years, is taking the medical course in this university.

James Seymour, Ph.C., '94, B.S., '04, formerly assistant here in chemistry, and later in pharmacy, and for several years instructor in pharmacy in the University of Oklahoma, has returned to take up some advanced courses in chemistry.

Casriel Fishman, '02, for some time chemist with Smith, Kline & French Co., Philadelphia, and more recently with Meyer Brothers Drug Co., of St. Louis, has returned to the university, and is completing the requirements for a bachelor's degree in pharmacy, and is also pursuing medical studies.

A course of ten special lectures on "business organization and accounting" was begun on February 21, by C. C. Parsons, of the Shaw-Walker Co., Chicago. The lectures will be given weekly. Some of the subjects to be considered are bookkeeping, advertising and selling, credits, collections, purchasing, receiving, stock accounting, etc.

AMONG THE BOWLERS

S. & J. BEATEN BY RETAILERS.

When the first series in the tournament between the Retail Druggists' Bowling Club and the Seabury & Johnson team closed last Friday night, at Starr's alleys, three cheers were given for S. & J. This was by way of consolation, for they were taken in by the retailers to the tune of two games to one, although they put up a stiff fight. All three games were closely contested. The scores:

Retail Druggists	771	754	820
Timmerman			219
Seabury & Johnson	752	797	721
Judge			190

About two dozen druggists were in attendance to "sick on" the combatants, and after the third round the whole jolly crowd sat down to a fine collation. The next series will be rolled on the S. & J. alleys.

THREE STRAIGHT FOR CHAMPIONS.

Philadelphia, Feb. 25.—In the games rolled February 21, at Central Alleys, both the Lee Co. and Smith, Kline & French teams took three straight victories from their opponents. The scores:

J. E. Lee Co.	834	830	818
Wright			212
P., D. A. Reds	679	672	734
Hahn			164
Wanderers	610	713	646
Kuhl			194
Smith, Kline & French	801	793	772
Donnel			202

J. E. Lee Co. are still champions, with P., D. A. Blue eighteen points behind. High one game single, Maurice, 256; three game single, Herron and Hallowell, 632.

N.-B. BEATS CHAMPIONS.

Detroit, Feb. 28.—Nelson, Baker & Co. showed the way to the champions of the Detroit Drug League at last week's meeting, and took them into camp to the tune of two out of three games. The success of the N.-B. team was due to the remarkable work of Ludwig, whose scores for the three games were 207, 207 and 223, an average of 212⅓. The last game between the teams was exciting, the champions losing it by one pin. Parke, Davis & Co., No. 2, keep a-coming, in the last series having trimmed the Stearns team for three games. The scores and highest individual work:

P., D. & Co., No. 1	779	860	863
McDonald			191
Nelson, Baker & Co.	817	794	864
Ludwig			223
Michigan Drug	802	830	875
Carlisle			226
F. F. Ingram & Co.	780	805	753
Weiber			200
P. D. & Co., No. 2	933	784	841
Helme			206
F. Stearns & Co.	840	800	729
N. O'Donnell			198

STANDING IN ST. LOUIS.

St. Louis, Feb. 28.—After bidding for public attention for several weeks, the Druggists' and Meyer Bros.' Cocked Hat Bowling Leagues have dropped back to their accustomed gaits. The standings of the clubs are:

DRUGGISTS' LEAGUE.

Team.	Won.	Lost.
Eli Lillys	21	14
J. S. Merrells	18	17
Nelson Bakers	18	17
M. C. Paints	17	18
Meyer Bros.	17	18
Moffitt Wests	14	21

MEYER BROS. LEAGUE.

Team.	Won.	Lost.
Ildas	22	13
Mikados	18	17
Imp. Crowns	17	18
Pearls	17	18
La Toscas	16	19
T. F. Ms.	15	20

SENSATIONAL PLAY BY CALVERTS.

Baltimore, Feb. 24.—The sensation of this week in drug trade bowling circles, is another victory for the Calvert Drug Company, which brings their string up to eight games won this season. What is more, one of the Calvert men made a score of over 200, Becker having 214 to his credit, and the other members of the Bowling Club are now inquiring what special brand of nerve food the Calverts take. Sharp & Dohme bowled one game of over 900 and a number of high individual scores were made. Winkelmann, of Davis & Davis, on the other hand, distinguished himself with a score of 97. The totals this week were as follows:

Baily & Son	815	855	764
Davis & Davis	767	729	755
Sharp & Dohme	792	912	823
Armstrong Cork Co.	751	811	851
McCormick & Co.	756	694	845
Calvert Drug Co.	680	706	588

The standing:

	Won.	Lost.	P. C.
James Baily & Son	45	12	.789
McCormick & Co.	41	18	.695
Davis & Davis	31	23	.574
Sharp & Dohme	32	25	.561
Armstrong Cork Co.	14	41	.259
Calvert Drug Co.	8	52	.133

BODSGAARD HITS UP SCORES.

St. Paul, Minn., Feb. 25.—The Pills, of the Drug Clerks' League, took two games from the Tablets, in the play of February 23. Bodsgaard maintained his reputation by rolling up the whopping score of 226. The scores:

Pills	804	756	845
Bodsgaard			226
Tablets	682	686	866
Muessel			214

When the retail druggists bowled February 24, the Pestles came out on top with two games. Score:

Pestles	786	722	750
Neff			199
Spatulas	713	787	728
Everett			192
Mortars	749	741	718
Allen			171

If we could take you through our factory showing you its splendid equipment of special machinery and all modern facilities and the absolute cleanliness that is observed in all Departments, explaining to you the special COLD processes by which our goods are handled, you would realize

Why "True Fruit" Fountain Requisites are Worth More Than Any Other Line.

Why they are richer in flavor,
Finer in quality, more highly concentrated.

Why they not only give the best results but actually cost the dispenser less.

Why the sales of these goods have doubled within two years, and

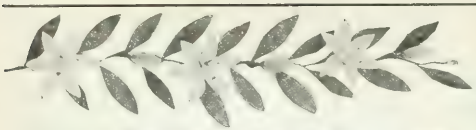
Why there were more of these goods sold during the past year than any other four brands put together.

Ask Your Jobber!

J. Hungerford Smith Company,

Mfrs. "True Fruit" Fountain Requisites,
Rochester, N. Y.

(S. P. 5)



No. 51030. Lily Vine. 3 lilies, 3 buds in white, pink or purple colors and 18 leaves to yard, per dozen yards, $4.00, per gross $30.00.

No. 51050. Apple Blossom Vine, 12 flowers, and 12 leaves to yard, per dozen yards $1.50, per gross yards $15.00.

No. 51834. PALM TREE (Potted)

No.	Ft. high	Lvs	Ea	Pair.
51830	7	12	$3 00	$5 50
51832	9	18	4 00	7 00
51834	12	24	6 00	11 00

PALM PLANTS (Unpotted)

No.	In. high	Lvs	Ea	Doz.
51800	24	3	$0 18	$1 75
51805	36	4	25	2 50
51809	36	5	40	4 00
51814	42	6	50	5 00
51818	42	7	65	6 50
51822	48	10	1 25	12 50
51827	50	12	2 00	20 00

No. 51062. An Easter Novelty, representing the Messenger of Peace, Happiness and Purity. The very thing for a neat, appropriate and thoughtful Easter decoration. Is composed of my first quality, life-size dove, which has a yard of my beautiful Lily Vine No. 51030 trailing from each side. The dove may be suspended in windows, arches, doorways and from ceilings, and with additional vines made into any desired length.
Price as above illustration..... $2.00

No. 51101. Apple Blossom spray. 25 inch long, each 30c., dozen $3.00.
No. 51100. Apple Blossom Spray. 12 inch long, dozen 60c., gross $6.00.

No. 51618. Lily Plant.
No 61615. 18 inch high, 1 lily and one bud to plant. each 25c., per dozen $2.50.
No. 51616. 24 in. high, 3 lilies, 3 buds to plant, each 45c., per dozen $4.50.
No. 51617. 36 in. high. 4 lilies, 4 buds to plant, each 75c. per dozen $7 50.
No. 51618. 42 in. high. 5 lilies, 5 buds to plant, each $1.00, pe. dozen $10.00.

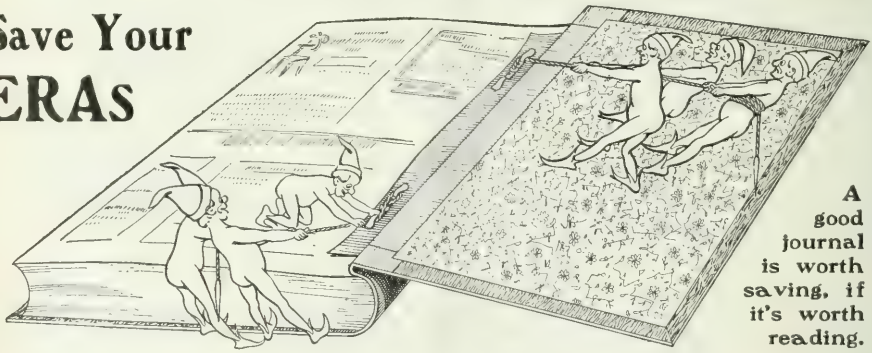
My New Circular No. 25 containing a complete assortment of Flowers in various forms for Spring and Easter Decorations is **just from print.** Write for same.

It will be to your interest to have it.

Carl Netscher

187-189 So. Clark Street, Chicago.

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

(S. P. 6)

TRADE SECTION

REDUCE TAX ON ALCOHOL.

Good Features of the Two Boutell Bills and the Lovering Bill.

MR. M. N. KLINE ADVOCATES THEIR PASSAGE IN A PAPER READ BEFORE THE PHILADELPHIA COLLEGE OF PHARMACY.—EXAMPLE OF PROSPERITY OBTAINED BY GERMANY THROUGH FREE ALCOHOL.

Mr. Mahlon N. Kline, chairman of the Committee on Legislation of the N. W. D. A., read a paper before the Philadelphia College of Pharmacy on February 14, advocating the passage of three bills now before Congress. The first, introduced by Hon. H. S. Boutell, provides for the use free of tax, of alcohol which has been rendered unfit for drinking purposes by the admixture of some noxious substance; the second, also introduced by Mr. Boutell, reduces the internal revenue tax on distilled spirits; the third, introduced by the Hon. Wm. C. Lovering, provides for the refund of the tax paid on domestic alcohol used in the manufacture of exported articles. Mr. Kline's paper was entitled, "Some Reasons Why the Internal Revenue Tax on Alcohol Should be Reduced, and Why Our Government Should Provide Free Denaturized Alcohol For Use in the Arts."

Mr. Kline said in part:

"The necessity for the legislation proposed in the first of these bills is found in the fact that our internal revenue laws, under which a tax of $1.10 per proof gallon is levied on all distilled spirit, make no distinction between the distilled spirits used as beverage and that used for industrial purposes. In the latter form distilled spirits, generally called alcohol, are a necessary material in thousands of important industries.

"As commercial alcohol is usually of 188° or 190° proof (that is, 94 or 95 per cent. pure alcohol) the tax of $1.10 per proof gallon is equivalent to a tax of about $2.07 per gallon of industrial alcohol, or nearly 1,000 per cent. of the original cost of the alcohol as distilled. The effect of a tax of this kind is so evidently oppressive on productive industry that practically every commercial and manufacturing country in the world, except the United States, makes a distinction between alcohol used for industrial purposes and that used as a beverage."

GERMANY FOSTERS EXPORTS BY FREE ALCOHOL.

Mr. Kline then showed that this policy had successfully been pursued for more than twenty years by some of these countries and that none of them had gone back to the old system of taxing alike beverage and industrial alcohol. Of Germany, as the one most benefited by this policy, Mr. Kline said:

"The German farmer has been benefited by cheap untaxed alcohol in two ways: (1) Through a great additional market for his potatoes, of which enormous crops are annually grown for making alcohol; and (2) through the use of alcohol for light, heating purposes and as a fuel for motor engines running all kinds of farm machinery. The farmers have also benefited by this policy making possible the development of new industries employing many thousands of workmen, who consume large quantities of German farm products.

"Germany's manufacturing industries in the many lines in which alcohol is used have been enormously stimulated by the very low price (the present cost, according to Consul-General Mason's report, being from 15 to 18 cents per gallon) at which it can be procured.

"Among the articles, the export trade in which has thus been greatly fostered by Germany, are the products of the great chemical industries, the coal-tar colors, lacquers, dyes, varnishes, perfumery, etc., etc. Not only does Germany practically control the trade of neutral markets in all the various chemical products, but she also sells large quantities of these articles in this country, the advantage resulting from cheap alcohol being sufficient to enable them to be sold here in spite of our protective tariff.

"The effect of the law of 1887 in stimulating the consumption of untaxed alcohol in Germany is shown by the following table:

1888, 20,476,768; 1890, 28,074,667; 1894, 35,102,593; 1898, 46,979,841; 1900, 55,098,285; 1902, 58,632,840 proof gallons.

GERMAN CONSUMPTION OF ETHYL ALCOHOL.

"In addition to this enormous amount of untaxed alcohol, Germany consumes for industrial purposes an almost equally large amount of tax-paid alcohol. Owing to the low tax-rate in force in that country (about forty cents per proof gallon) the industries requiring pure ethyl alcohol have been so extensively developed that the estimated annual consumption of tax-paid alcohol is about 55,000,000 proof gallons annually.

"In the United States there is, of course, no consumption of untaxed denaturized alcohol, owing to the failure of our laws to make provision for such use. Of tax-paid alcohol it is estimated that less than 5,000,000 gallons are annually used in the arts, the excessive tax of $2.07 making its use prohibitive, except in the manufacture of articles such as flavoring extracts, perfumery, pharmaceuticals, medicines, etc. Even in these industries the consumption is very much smaller than in Germany, as the high cost of the alcohol greatly increases the selling price of the goods into which it enters.

"Another reason for the small consumption of tax-paid alcohol is found in the general use of inferior untaxed substitutes, chiefly refined wood alcohol, which, notwithstanding its injurious qualities that render it dangerous to health, is being largely substituted for pure grain alcohol.

"With a per capita consumption in this country equal to that of Germany, we should be using 150,000,000 gallons of alcohol per year, instead of 5,000,000 gallons as at present.

OTHER POSSIBLE USES OF ALCOHOL.

"It is, however, in the use of alcohol as a motor fuel, and for lighting, heating, cleansing and similar purposes that the greatest consumption of alcohol would take place. It is clean, odorless and free from danger of accidental explosion.

"For heating and cooking, alcohol is unquestionably safer, cleaner and more agreeable to use than gasoline, and would preferably be used in millions of households for these purposes if it were furnished at the same price as that material. It is estimated that the alcohol used for heating in Germany is as economical as anthracite coal at $6 per ton.

"It is in the manufacture of the organic chemicals that the greatest field for new industries would be created by legislation giving cheap alcohol. We import annually about $10,000,000 worth of fine chemicals, drugs, coal-tar colors, dyes, etc., chiefly from Germany, almost all of which could be, and would be, manufactured here under alcohol laws as liberal as those of the countries from which these articles are imported.

ADVOCATES REDUCTION OF TAX ON DISTILLED SPIRITS.

"To meet the requirements of industries for cheaper pure ethyl alcohol, it is proposed to reduce the tax on distilled spirits to seventy cents per proof gallon, which would effect a reduction of about seventy-five cents per gallon in the cost of commercial alcohol. This would give the manufacturers pure grain alcohol at a reasonable price.

"To compensate for any loss of revenue that might result from the reduction in the tax rate it is proposed to levy an additional tax of forty cents per proof gallon on all rectified, compounded or blended spirits. This would yield an annual revenue of $3,000,000 or $35,000,000, which would all be paid by the users of distilled spirits as a beverage.

"A precedent for the imposition of this additional tax is found in our revenue laws for the Philippines, which provide for a special tax on all rectified or blended distilled liquors. It is also instructive to note that provision has been made by these laws for a very low tax rate on denaturized alcohol for industrial purposes.

"H. R. 9051, the third measure to which I have referred, is one of particular interest to our export trade. While alcohol in the original tax-paid packages may be exported free of tax, no provision is made for refunding the internal revenue tax on alcohol exported as a component part of manufactured articles. Since all other commercial countries give their manufacturers tax-free alcohol for the export trade, the failure of our laws to make a similar provision has effectually prevented our manufacturers from competing in these lines with their foreign rivals or the world's trade."

ALPERS' FOUNTAIN METHODS.

W. E. Beall, Manager of the Soda Department, Explains Them.

SANITARY SODA, COURTEOUS SERVICE, SCRUPULOUS CLEANLINESS, UP-TO-DATE IDEAS, SCIENTIFIC STUDY AND PRACTICE, AND HARD WORK BRING SUCCESS. — SOME HINTS AND FORMULAS.

"Sanitary soda" is not simply a catch line. It is true of the Alpers' soda. We have an up-to-date fountain of the Becker counter service style; a Twentieth Century fountain. It is twenty-six feet in length and is of onyx, marble and wood. Given such a fountain and a first class neighborhood such as we are in, a man can make soda pay and pay well. Cleanliness and politeness are necessary to dispensers. And cleanliness applies to the dispenser as well as to the fountain. Even the syrup room should be clean, and mine is as neat as a pin.

The great point about this Twentieth Century fountain is that the bottle system features plainly to the public that our syrups are maintained in their integrity. It is perfectly plain that there is no contact between syrup and metal. Besides, the syrups are exposed to view and are constantly being agitated in use. Our bottles must be kept clean, for they are conspicuously in sight of the customers.

I believe that the head of the fountain should know how to make the syrups. It's only a matter of opinion, but I prefer making all syrups, plain or fancy. I make my own clam juice. And it's good, too. After thoroughly washing three dozen clams, I boil them with a quart of water till they open. Strain and there you are.

Just now, when "hot chocolate" is the rage, I should be compelled to work overtime if I hadn't hit on a good scheme. Every dispenser knows that hot chocolate, to be worthy of the name, must be strong with chocolate. Instead of using a heavy hot process chocolate syrup for this purpose, I am using a mixture of bitter chocolate and condensed milk: one pound of chocolate to five pounds of milk. This I thin out to the proper consistency with water and serve from a silver pitcher. The hot water brings out the fine chocolate flavor and it tastes like homemade. Trouble with chocolate, it's usually too sweet. This plan gives an article acceptable to most tastes. Cream, of course, is added and topped off with whipped cream, served in a cup, you have the best drink ever.

The practice of serving hot drinks in glasses I heartily condemn. Take it with myself; hot chocolate never tastes right to me unless I drink it from a cup. The same thing applies to most hot drinks. I am using a western product for beef tea. It's all right, only I feature it under the name "beef tea" rather than its special name. The latter term sounds like a patent tonic. Tomato bouillon seems to be a back number.

"NO SODA" DRINKS POPULAR.

The number of drinks ordered nowadays into which little or no soda enters is surprising. I figure that 50 per cent. of our business is on "new fangled" drinks. Of course they pay. They ought to pay, for it takes time to serve them. Take malted milk drinks. Every dispenser gets weary of trying to dissolve it properly, especially in a rush. No matter how you mix it, a cold malted milk, egg, chocolate and milk is a bad combination from the dispenser's view. Still people will have it, and as it pays well, it's not for me to "kick." Zoolak is another trouble maker. Take a call for Zoolak. If you get ten cents for it (and you can hardly get more) it's the least paying of the lot. You have to wait until the thick liquid runs into the glass after opening the bottle and the rinsing of the bottle with carbonic or vichy takes time. A final stir with a spoon is often necessary. I don't blame the boys for hating to clean glasses, spoons and even a counter that smells of sour buttermilk. Care is necessary to prevent the contamination of sink water. We, of course, have running hot water, so cleaning is comparatively easy.

First on the list of special drinks, of course, comes coca cola. There is coca

WILLIAM E. BEALL.
Manager Soda Department Alpers' Pharmacy, New York. Leading Soda Specialist.

cola and coca cola. That is, some serving of it is poor. We put it out in good shape. We have a patent draught arm for all still drinks. It's made by the Carbonating Apparatus Co., and is designed to give a heavily charged stream without gas bubbles. I use it for all phosphates, ginger and still drinks generally. There's a peculiar arrangement within the draught faucet that allows excess of gas to escape and the stream when drawn represents CO_2 and water perfectly mixed.

OLD STAND-BYS STILL SELL.

Of the regular drinks, same as father made, I sell the most of chocolate; next comes orange, then vanilla and strawberry. I am running about thirty to forty gallons of orange syrup a week. I don't claim any credit for my orange, although it's fine. I grate the peel, being careful to avoid the white skin, which is bitter, and I beat the orange peel gratings with sugar until the oil cells are broken up. You really can't triturate the sugar and peel enough. You get the color, the odor, and, best of all, the taste of the fresh orange, by making it this way. I have converted a meat chopping machine into a fruit mangler. And by running the oranges through it I get the juice without the white skin. This machine, which works on a cog handle, is fine for making crushed fruits and the like.

Chocolate is my special pride. I am using a fine product. I boil my chocolate for twenty minutes, and I have a fine article for cold drinks. That's where the Becker bottle system apparatus comes in handy. Chocolate should be well mixed whenever served. If it were tanked, agitation would be impossible. No soda man ever saw a chocolate syrup that wouldn't separate in a few days. Same with orange, because of the floating oils. Must be "shaken before being taken."

All my syrups run the same; ten pounds of sugar to a gallon of water, and I use the hot process to make my syrup. Percolation is all right, if you are demonstrating a crystal syrup, but we're not, so what's the use. The public wants syrup to show color. Vanilla and sarsaparilla, the only naturally nearly white syrups, are colored with caramel. It's bosh, of course, but we have to suit the public, not ourselves. I don't mean by that that I color fruit syrups, for I don't. I make my own fresh fruit preparations. I see that the fruit is ripe and right. I make them at the proper time and in the proper quantities and they keep. No preservatives are necessary. Fruit juices that you buy are all right, but I like to know just what I'm using and I like to make my own preparations. You must use judgment in making syrups. For the store with a limited business and no regular soda men the home product is impossible. Then concentrated juices are a godsend. But where a syrup man is in charge, he should be able to be independent and if he knows his business, he will turn out the better goods.

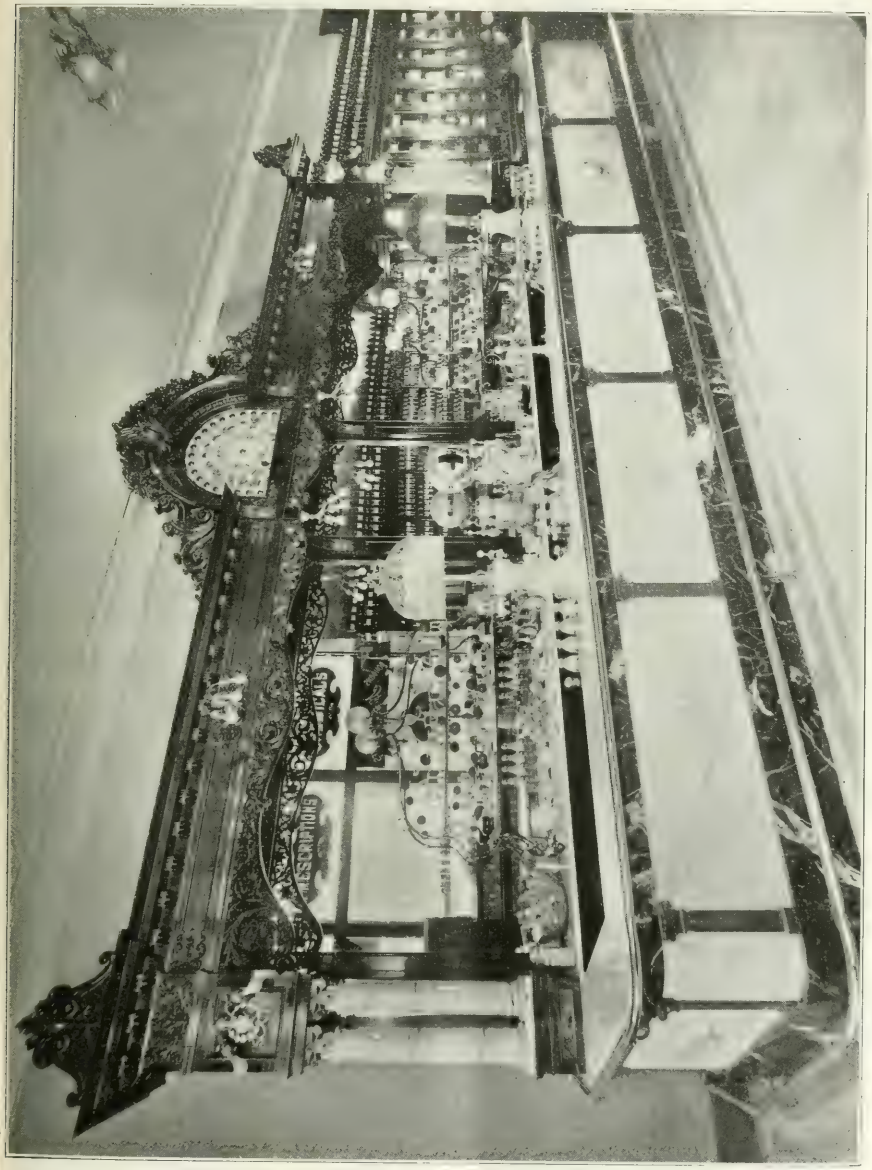
FANCY DRINKS.

Coffee syrup is a good seller. I make mine after the hot percolation process. I use a half pound of coffee to a quart of boiling water and percolate three times. Mocha, ¾, and Java, ¼, makes the best flavored syrup.

Cream, that is plain cream, I make one in five, using the Orange County condensed cream and water. We are using Horton's ice cream just now, but later, when the season opens, we will make our own.

The soda business is looked upon by many druggists as a minor thing, a side line. That's why it doesn't pay them. A good soda man takes an interest in his work. If he has the materials and utensils at hand, he can make lots of fancy syrups and specialties that will sell and pay well. Take chop suey, for instance, or nut sundae syrup. By chopping up figs, pineapples, strawberries, cherries, English walnuts and adding a little claret syrup you have an elegant syrup for sundaes. There is no limit to the tickling of the public's palate, if the soda man is ingenious.

One lot of drinks I hate to sell, yet we have to. The public wants them and orders them frequently. They are, for instance, coca wine, calisaya, coca wine and calisaya, Vin Mariana and a host of others, including some internal proprietary catarrh remedies. One woman gets a beautiful mixture of coca wine, calisaya and Jamaica ginger. Worse than whiskey!



Soda fountain of Alpers' Pharmacy, Thirty-first street and Broadway, in the Imperial Hotel, New York. A Becker Twentieth Century. Length, 26 feet; height of base, 38 inches; extreme height, 13 feet; depth, 26 inches; onyx columns and mahogany finish. One of the best known fountains in New York, doing an enormous business all the year 'round.

There can be no "hit or miss policy" in running a soda fountain. From my syrup room to my flooring under the fountain you will find things neat as can be. The fountain is largely responsible for the sanitary atmosphere, but it takes elbow grease to keep any fountain in shape. You will find nothing but porcelain ware in the manufacturing department. I have all sizes of kettles from one gallon to five. I have a "ringed" gas stove which can, by lifting out the rings, be made to accommodate the largest or smallest kettle. My syrups never come in contact with metal. Everything is bottled as soon as made. Syrups are not exposed to the air. There is no running behind the fountain with syrups. A dumb waiter carries my syrups to the fountain and brings empties to the cellar. Hot water is a necessity and is freely used in cleaning everything.

WHY SANITARY SODA SELLS.

We use an automatic electric self-carbonator. I do not have to watch it except to put on a cylinder of gas when it is out. So there is time which I can use to advantage in syrup making or thinking up schemes to make soda pay.

All these things are, of course, preliminary to soda selling. Once on the store floor, you will see why sanitary soda sells. The finest glassware is shown in profusion. I superimpose fruits, oranges, bananas, lemons, etc., on the glasses at the back of the fountain. The mirrors, the clusters of electric lights, all combine to give a pleasing effect. There are forty-eight incandescent lights about the fountain. Each drink has its special serving glass. There are phosphate glasses, twelve ounce glasses, two ounce medicine glasses, cocktail glasses (for creme de minthe and frappes); sherbet cups, bouillon cups and saucers, etc. All are of the finest material and are thin and delicate. They please the most fastidious, and fastidious sums up our class of trade. On the standards which hold our glassware are decanters containing creme of rose, violette and mint, which we serve frapped at fifteen cents. We carry champagne cider and also serve champagne cocktails made after the approved style, a square of augostura flavored sugar and sparkling cider, q. s. Then again, there is a soda cocktail, etc.

THE "MEDICINE" DRINKS.

But it is not a bar. For bars do not stock in neat bottles such things as rochelle salts, epsom salts, rhubarb and soda, elixir pepsin and bismuth, aromatic ammonia, paregoric, sun cholera mixture, castor oil, elixir lactopeptin, headache cachets and like things. We do, and we use them. We give people what they ask. When they want Bromo-Seltzer, they get the real thing. We have open packages of most of the patent headache remedies, including powders, Stearns' wafers, etc.

Many people ask about our fruit displays. You will notice that the oranges which are shown are selected and are made to appear like freshly plucked fruit. I stick laurel leaves into the twig ends of the fruit. That's why. A little green, sets off orange and other fruit colors amazingly. I believe in counter decorations aside from glassware and electric lights. A pile of fruit is a good thing. I take a stick, say three feet high, and use it as a center. By stringing a base of oranges like you would pop corn, I have a stable foundation upon which I can build. Pineapples, layers of bananas, apples, lemons, grape fruit, all can be utilized. The string doesn't show, and soda drinkers wonder how it is done.

How to make an egg stand on end, as shown by the gentlemanly discoverer, Christopher Columbus, I utilize, too. I have three or four dozen eggs placed about, contrary to all laws of gravity, some leaning like the tower of Pisa, others directly on end. It goes without saying that our supplies of eggs are strictly fresh. All of these little tricks of decoration attract attention and pay in the end. The public is observing.

I attracted considerable attention by sinking a glass aquarium into a hollowed out cake of ice. The swimming gold fish were apparently in a frozen pond. They lived for twenty-four hours. Around bananas and other fruits artificial ice can be frozen, and they will show up well.

SECRETS OF SUCCESS.

After all, the soda business is, as you will see, a separate business from that of dispensing drugs. Yet a soda man must know a little about drugs and proprietaries, at least diabetes cures and the like. We carry open bottles of piperazine water, Buffalo lithia, Hunyadi, manacea, veronica, and many others. Apolinaris, celestine vichy, kumyss, matzoon, citrate of magnesia and just plain water are always in demand.

It is simply repeating old statements to say that polite, courteous, cleanly service will do much to help increase the soda receipts; nothing, however, is more certain. A cheap soda man is dear at any price. A five thousand dollar fountain with a five dollar dispenser is an expensive investment.

A LITTLE PERSONAL HISTORY.

Have I been in the business long? Oh, well, about eight years. Some occasions I shall never forget. One of these is my first attempt at drawing soda. I was a boy on a boy's small pay, at a fountain in Washington. Cleaning up was my work and dispensing was not in my province. Early that day, however, before the regular dispensers were on duty, a customer came in to ask for a lime-ade. It was up to me. No one else was around. Of course, I was nervous, but I tried it on a bluff. Lime-ade—I didn't know what it was. Instead of lemon syrup, I struck the peach. You see I had seen enough dispensing to have some idea where things were to be found. Well, that customer kicked all right, but I had drawn my first glass of soda, and I guess it was pretty poor "slops" at that.

The trouble with most soda men is that they have too narrow views. Take the case of work. If one of them is paid to do certain work he'll be hanged if he does a bit more. If his duty is to clean half the counter and the other man has failed to proporely clean his share, the first will mulishly refuse to do it for the general good. If he wished to rise, a soda man should work hard, not only on his own special job, but for the general good when he sees a chance outside his own duties. The boss always notices good, painstaking work, no matter how hard and mean that boss may be. Do all that comes your way and you'll pass over the heads of those who won't.

NORTHERN ILL. COLLEGE OF O. & O.

Charles R. Parker, of Toledo, Ohio, who recently completed his course at the Northern Ill. College of Ophthalmology and Otology, has returned home to assume a position with an optical establishment. J. A. Kauffman, of Luray, Va., another recent graduate, will establish himself in Luray. C. W. Carruth, of Denver, an old time graduate, has accepted a position with C. D. Peacock, as optician.

The Alumni Reunion held by the college February 20 to 24, inclusive, excelled all past gatherings in brilliancy. There were many interesting topics taken up for discourse, and select papers on different subjects were read.

J. J. Lewis, of Cedar Rapids, Iowa, optician for Ludy & Taylor Company, last week paid a flying visit to the college.

Dr. Chalmers Prentice, on January 9, delivered his initial lecture on the anatomy and physiology of the extrinsic and intrinsic muscles of the eye and the location of the eye centers in the brain. The lecture was illustrated by the college artist, S. S. Graves, who has prepared a number of large drawings of the eye and brain. He has also made a number of fine drawings to illustrate the lectures of Dr. J. B. McFatrich, who has spent considerable time in aiming to make his course useful to the optometrist. He believes that the optometrist should not practice medicine and surgery, but he should so familiarize himself with the structure of the eye that he will be able to know what cases belong to him and what cases belong to the oculist.

WATCHING SULPHUR SITUATION.

As a side light on the sulphur situation and the impression produced abroad by the exportation of Louisiana sulphur, which was fully described in The Era of January 19, it is interesting to notice the following item from the British and Colonial Druggist:

"On January 2, at Rome, Baron del Balzo, Italian Under-Secretary of Agriculture, replying in the Chamber to questions on the subject of the production of Louisiana sulphur and on the measures that the government intended to adopt for the protection of the Italian sulphur industry, declared that up to the present, Italian sulphur could profitably be sold in Marseilles, Rotterdam and Stockholm, where the American Sulphur Company had made its first shipments. For the present, Baron del Bazo remarked, the danger was not very imminent, and did not appear to him to be very serious."

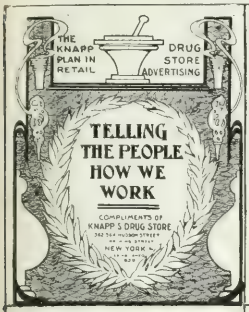
MANSUR DRUG CO.'S NEW STORE.

About April 1st the Mansur Drug Co. will open a new store in St. Paul, Minn., at the southwest corner of Seventh and Robert streets. The store room will have a steel ceiling and a tiled floor. There will be an open prescription case with plate glass partition. A large soda fountain will occupy the center of the store.

"Have you any Arcopagitica Tetreloide?" asked a customer. "No," said the druggist, "but maybe the Farbenfabriken Company has."

A GOOD ADVERTISING PAMPHLET.

This booklet is the latest advertising announcement of Knapp's Drug Store to increase prescription trade. The dimensions of the pages are 4¾x3½ inches. The quality of the paper is good, it being a medium weight cream. A feature of much utility is the street map on the fifteenth page. If it is desired to draw new customers they must be informed plainly where the store is, and in this instance the plan of the streets in the neighborhood is particularly confusing to strangers.



Knapp's Drug Store
Founded by Peter B. Knapp in 1839

Firm Members in 1905
Estate of Peter B. Knapp and Gilbert P. Knapp Managing Partners

We took the public into our confidence a year ago and described, minutely, the inner workings of our Prescription Department.

It was the first time that a serious effort had been made in this direction, and, as a result of our bold step, we were rewarded by an immediate and continued increase in prescription patronage.

WILL THESE THINGS INTEREST THE PUBLIC? we were asked. The question has now been answered. We have increased our business by telling the people how we work.

THE people *were* interested in these matters. Public curiosity had been piqued by the reticence surrounding drug-store work. It was but one step further to regard so much "mystery" with suspicion.

But a chief factor in the success of our Prescription Booklet was the fact that we had something of vital interest to tell.

OUR Booklet told of the dangers incident to work of this kind and of the plans we had made to avoid them.

It was the fruit of an experience that had not shirked full and careful consideration of the responsibilities involved. It told something.

The little Leaflets that have gone out, since then, have *told* something, —in each instance—of actual methods adopted to insure a uniform standard of good work.

We had *tried* these methods in the handling of a large prescription

5

business and were in a position in which we had nothing to lose and everything to gain by frankness.

It was the opening of a new field in retail drug-store advertising.

IT is not difficult to realize how, even with only a slight knowledge of the subject, and naturally barred from a full comprehension of it, the public should feel deeply interested.

A prescription, in itself, is merely an order. Although it represents more than most orders—the physician's skill and the patient's hope of

6

recovery—its *value* may depend entirely upon the manner in which it is compounded.

DRUG stores are not all alike. It would be sufficient for our purpose to say that the matter of the *control of help*, alone, would make one drug-store differ from another. Without right methods, the working habit of a store becomes merely the working habits of the individual employees. But this is not all.

The public has heard of the *Pharmacopœia*, which is the official authority and text-book, in Pharmacy, on such matters as may properly be controlled by law. Assuming that all druggists are equally honest as to the matter of substituting or omitting in prescription work (and as a matter of fact, they are not), there are a hundred other considerations that vitally affect the question of "best value," which the Pharmacopœia absolutely ignores —and *must do so* from the very nature of the case.

WHERE there is a code to follow, System is still necessary, to enforce it; but in matters on which

the code is *silent*, the lack of System means chaos, and, at times, a difference in results.

Some people are, by nature, unsystematic, and pharmacists are no exemption from the rule. The Pharmacopœia *does not teach System*, as applied to the general management of drug stores; the law does not even require the "checking" of prescriptions; and yet, as we have seen, the efficacy of prescription work

depends upon these matters: and, therefore, drug stores differ, in point of efficacy, as men differ; and the public is hardly ever able to judge of these variations in the merit of drug store service.

IT is not strange, in view of the lack of information that has prevailed, that people should have been content to have their prescriptions compounded at the "nearest" drug store, while articles of mere household utility are purchased at distant shopping centers with great care. The day of shopping intel-

10

ligence as applied to *the purchase of drugs* has been slow to arrive; but the importance of the subject is now generally recognized and our booklets supply a new gauge of prescription values.

We are aiming at an "outside" prescription business; it is our ambition to extend the service which we have to offer beyond neighborhood lines; and the method by which we seek to accomplish this result is to enable the public to judge of the *value* of that service by telling the people how we work.

11

IT is reasonable to assume, that in a large number of cases, the prescription wants of a family are not of an emergent nature and can easily be calculated in advance.

The increasing and more intelligent interest on the part of the public, in what constitutes "best value" in the dispens-

ing of prescriptions, leads us to hope for some of your patronage in these cases.

The *booklets* describe our service. Write for them.

Prescriptions received by mail will have faithful and prompt attention. We cannot, however, undertake the *immediate special* delivery of each individual prescription, although this is done, when practicable; and a sufficient allowance of time should therefore be made to protect the needs of the patient.

Convenience and economy will be served,—in ordering medicine that is to be continued for some time,—by requesting *enough the quantity*, or in naming the *length of time* for which medicine is required. [illegible] will enable us to compute the re-[illegible]

12

It does not seem necessary to make more than a passing reference, here, to our [illegible] of prices, in which a fair charge, only, is made for high class work.

Respectfully,

P. B. KNAPP & SONS,
362 & 364 HUDSON ST., Cor. King St., NEW YORK
Telephone 4934 Spring

More than half a million new prescriptions dispensed since 1839

KNAPP ADVERTISEMENTS That "TELL SOMETHING"

"Prescription Carefulness"

"Modern Methods in an Old Pharmacy"

"The Ethics of Substitution"

Either or all of the above booklets will be mailed or furnished personally on request.

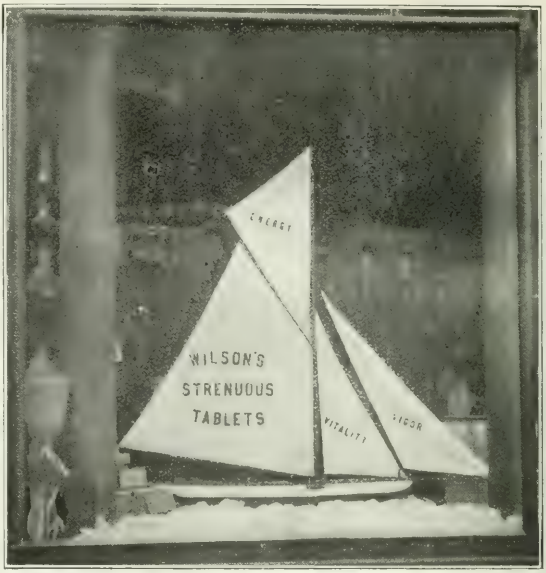
SEND FOR THEM

SHOW WINDOWS & FEATURES.

Miniature Scenes Prove Effective Trade Bringers.

A YACHT 'MID ICE CAKES IN A BROOKLYN WINDOW. A RUSSIAN SKATING SCENE. AN OLD BUT USEFUL LOTTERY SCHEME REVIVED. USEFULNESS OF CLEARLY PRINTED SHOW CARDS.

E. J. Huels, Broadway and Gates avenue, Brooklyn, featured some tablets by a yachting scene window display. A photograph of this is herewith reproduced. Mr. Huels says that the display was eminently satisfactory. Sales amounted to four dozen boxes of the tablets in ten days. At a dollar a box the profit was worth while. The display consisted of a model yacht, rigged as the cup defender was rigged and displayed in a winter scene, having alum to represent the ice. An electric fan was attached in one corner of the window, causing a strong breeze to strike the sails, producing a very nice effect and attracting a great deal of attention.



YACHTING WINDOW OF HUELS' PHARMACY.

A Russian Scene.

W. S. Rockey's Eighth avenue and Thirty-fourth street store is forcing the sale of chest protectors, etc., by showing a typical Russian winter scene. The miniature representation is modeled in card board, and is the work of a prominent art studio. It shows the city of Moscow, the Kremlin in the distance, and hundreds of skaters true to life. The coldest day in New York finds people viewing this reminder of winter. The chest protectors are placed in line with the vision, so that they who shiver can, by investing variously, 78c., 98c. or $1.50, secure "shiver preventers." The only bad feature of the display is that the passersby look vainly for the "after taking" picture, evidently figuring that Mr. Rockey is showing Moscow before the Japanese war. Above this scene is one of similar dimensions, which shows an old fashioned log hut. The old fire place, the crude utensils are cleverly reproduced, but the only tenant of the cabin is a large dummy figure, upon which are placed chest protectors. Mr. Rockey believes in suggestion in window dressing, and he says that such scenes call attention to special goods that can be attracted in no other way. People, he says, get tired of looking at regular lines, no matter how well they are featured, and something foreign to the drug trade is a sort of "eye easer" to bargain hunters.

A Lottery?

J. N. Hegeman & Company's 21 Park Row store has resurrected an old scheme designed to help sell a throat lozenge, Throatlets. Each ten cent box of Throatlets contains a numbered slip which calls for some article. For example, you may win a fifteen cent bottle of Creme Simon, a fifty cent bottle of Williams' Shaving Lotion or Violet Water, or if you are very lucky, you may win a silk umbrella, worth, it is said, $3. Of course, the Throatlets are worth the money, whether you get a prize or not. The American people are born gamblers, to judge by the rush for chances and whether the proposition is paying or not, there is plenty of excitement when the expectant umbrella winner departs with a bottle of complexion creme. The fishing scene, which was previously described in The Era, is still a feature that continues to draw crowds.

Signs That Can Be Read.

F. K. James, Eighth avenue and Forty-fourth street, features a variety of goods, sick room necessities and so on. Mr. James believes in making signs that can be read, and one is now in use calling attention to a special sale of rubber goods, hot water bottles and cotton. This sign, which is readable from across the street, is in black lettering, with red border. Within the window are shown all the special priced articles possible. Feeding cups and bath thermometers are quoted at thirty-five cents. Douche pans, the one dollar kind, are forty-nine cents, and hot water bottles, fifty cents. Another window is filled with Sheffield Dentifrice, priced at twelve cents a tube. The arrangement of sick room requisites is neatly done, and instead of showing a few of each kind of goods, a large variety is on exhibition, and prices are freely quoted. Within the store special boxes are placed upon the floor. These hold five and ten cent specials, such as pumice stone, laundry soap, sponges, etc. The silent salesman idea is cultivated in most Eighth avenue stores.

TENNESSEE.

Open all night for business is the new programme of the Fortune-Ward Drug Co., of Memphis. The policy was inaugurated by them on January 14. The notice of this fact sent to the public by the company was well devised. It was printed in blue type on white paper 11x8½ inches, a size convenient for folding to allow enclosure in an envelope. The heading and signature were in full faced block type, but the body of the notice was almost in italics, Whitney type. The notice read: "A new feature. A modern drug store that is open all night. The attention of physicians and the public is invited to the fact that on Saturday, January 14, 1905, we inaugurated the policy of a drug store that will be open at all hours of the day and night, and every day in the year. Some one of our eight registered pharmacists will always be on duty. It is worthy of note that we are but a few yards from the A. D. T. and other messenger offices. Physicians' prescriptions can be taken over the telephone, filled at once and delivered to their destination in the shortest possible time. This store continues under the same management and its force was never more efficient than at present. Fortune-Ward Drug Co."

GLYCERIN PLANT SHUTS DOWN

The Indiana Glycerin Company, whose plant is just north of Hartford City, Ind., has been shut down for the past three weeks because of the poor demand for nitro-glycerin, field work being prevented by the severe weather, and heavy snow has stopped blasting operations. The plant will resume shortly.

HARTNAGEL-HARRISON BIRTHDAY.

Recently the Hartnagel-Harrison Drug Company, of Belleville, Ill., celebrated its twenty-fifth anniversary of establishment in business.

APPRAISERS' DECISIONS.

Euquinine a Medical Preparation.

Euquinine was imported at New York by Merck & Co., and was assessed for duty at 25 per cent. ad valorem, under paragraph 67 of the tariff act of 1897. Merck & Co. claimed it was free of duty, under paragraph 647, or, if dutiable, it was dutiable at $1 per pound as an ether not specially provided for under paragraph 21.

In taking testimony the Board of General Appraisers stated: "In the last-mentioned paragraph there is a proviso that no article in the paragraph shall pay a less rate of duty than 25 per cent. ad valorem. The article in question is patented in the United States by letters patent 585068, dated June 22, 1897. It is stated in the specifications:

"That it may be produced by dissolving 5 kilograms of quinine in 10 kilograms of strong alcohol, and to this solution .62 kilograms of pure caustic soda dissolved in their own weight of water are added. Then while the mixture is being energetically stirred and cooled 1.8 kilograms of the chloroformic ethel ether are added. When the reaction is completed, the sodium chlorid which has separated is filtered off, and the alcoholic solution is either distilled off or mixed with water, whereby quinin-carbonic ether is precipitated and finally crystallized out of diluted alcohol. The ethyl ether of quinin-carbonic acid forms delicate white needles having their point of fusion at 95° C., and dissolving with difficulty in water, but being readily soluble in alcohol, ether and chloroform. The substance is not bitter to the taste, its reaction upon litmus-paper being *decidedly basic,* while it has the property of forming salts by combining with acids.

"It is apparent that the article is not a salt of cinchona bark, but it is an ester and a medicinal preparation in the preparation of which alcohol is used; and it is a chemical compound.

"We hold that euquinine is dutiable at 25 per cent ad. valorem as assessed."

The Board therefore overruled Merck & Co.'s protest and assessed duty under paragraph 67 as a medicinal preparation.

Cobalt Oxide Not Cobalt Ore.

Hammill & Gillespie imported at New York merchandise which was assessed for duty under the provision in paragraph 16 as cobalt oxide. The importers protested, contending that it was free of duty under the provision in paragraph 525 for cobalt and cobalt ore. The Board overruled the protest.

Failure to Comply With Regulations.

The protest of Wakem & McLaughlin against the assessment of duty on certain scientific apparatus imported by them at Chicago, was overruled by the Board of General Appraisers, it appearing that there had been no compliance with the regulations of the Treasury Department for the free entry of such merchandise.

Aldehyde Concentrated Ethylic.

Merck & Co. imported at New York aldehyde concentrated ethylic, which was classified as an alcoholic compound. The importers claimed it was a chemical compound. The Board found that it is produced either from original mash or from alcohol, but contains no free alcohol, and that it is not a medicinal preparation. The protest of the importers was overruled, the Board holding the merchandise was an alcoholic compound.

Quinine Salts Free.

Salts of cinchona bark, quinine salts, were imported by Merck & Co., at New York. The Board found that "the merchandise consists of quinine glycerinopuosphate, quinine borate, quinine carbamid-hydrochlorate, quinine dihydrochlorate, salicylate of quinine, quinine dihydrochlorate carbamid, quinine carbolate, quinine tannate, arsenate of quinine, and hydroferrocyanide of quinine. It was classified as medicinal preparations under paragraphs 67 and 68, tariff act of 1897, and was claimed to be free of duty under paragraph 647, as salts of cinchona bark. The various quinine salts above mentioned have been recognized and classified by the customs authorities for many years, under former tariffs as well as the present one, as salts of cinchona bark. They are chemical salts and medicinal preparations in which the dominating characteristic elements are derived from cinchona bark, and we are not inclined to disturb the contemporaneous and continuous classification of said articles as free under paragraph 647 of the tariff act of 1897. The protests are sustained."

Euquinine and Aristochin Medicinal.

Certain euquinine imported by Merck & Co. was held to have been properly classified as a medicinal preparation in the preparation of which alcohol was used, under paragraph 67, tariff act of 1897. The Board also reached the same conclusion as to certain aristochin, which was found to be a neutral carbonic ester of quinine, a medical preparation in the preparation of which alcohol is used.

Morphine Meconate A Salt of Opium.

Morphine meconate, imported by Merck & Co., at New York, was held by the Board to have been properly classified under paragraph 43, tariff act of 1897, as a salt of opium.

Cocoanut Oil Free.

Cocoanut oil, imported by the Oriental American Company, at Portland, Ore., was held by the Board to be free of duty as claimed by the importers.

RE-REGISTER TRADE MARKS.

All trade mark owners who use the trade marks in interstate commerce, will do well to reregister them under the new trade mark statute, the Bonynge bill, which will take effect the first of April. At present the bill has passed both houses of Congress, but has not yet been signed by the President. It will probably be signed shortly; perhaps it has been already.

The Deputy Commissioner of Patents and the Chief of the Trade Mark Division of the Patent Office stated that reregistration would be advisable because the statute of 1881, which the new Bonynge trade mark measure will displace, provided only for trade marks used in transactions with other countries or Indian tribes. This was decided by the United States Supreme Court in a famous suit, Warner vs. The Searle & Hereth Co. The court showed that trade marks of interstate commerce were not entitled to registration in the Patent Office. Registering under the new law will do away with all this, for the Bonynge bill reads "that the owner of a trade mark used in commerce with foreign nations, or among the several States, or witn Indian tribes, provided such owner shall be domiciled within the territory of the United States, or resides in or is located in any foreign country which, by treaty, convention, or law, affords similar privileges to the citizens of the United States may obtain registration for such trade mark."

Those who contemplate registration will do well to hurry preparations, as a great rush of business is expected by the Patent Office immediately that the new law takes effect. It is said that Washington lawyers already have several hundred of such cases on hand.

Anticipating such a situation, Commissioner of Patents Allen asked Congress for an additional appropriation of $20,000 for the use of the Trade Mark Division of the Patent Office, as was stated in The Era for February 9. This will enable the Office to employ eighteen additional clerks and nine additional assistant examiners of various grades.

MEDICINES AND CASES.

Burroughs, Wellcome & Co. have issued an attractive little book setting forth the character of their exhibit at the St. Louis Exposition. As noted in last week's Era, the firm took three grand prizes and three gold medals. The frontispiece of the booklet is a picture of the exhibit booth, which occupied a floor space of 103 square feet. A feature is an illustrated description of historical medical equipments. Here is a specimen medicine case supplied to the troops from the various British Colonies for use in the South African campaign, a medicine chest carried by Sir H. M. Stanley through "Darkest Africa," another used by the ill-starred Emin Pasha in the Soudan, and other outfits belonging to Thomas Stevens, Nansen, Commander R. E. Peary, Walter Wellman, the Duke of the Abruzzi, Julius Price and others. An interesting illustration depicts the medicine chest of Queen Mentu-Hotep, who lived B. C., 2200, in Egypt. This also vividly shows the contrast of the cumbersome medicine outfits of the ancients with modern condensed equipment such as is made by Burroughs, Wellcome & Co., for their Tabloid brand of supplies. Conveying the same lesson is a representation of a military medicine chest of 1588, designed according to the recommendations of Fabricus, a noted Swiss physician. The other extreme is shown by a photograph of the smallest medicine chest in the world, made of gold, fitted with twelve square medicine chest bottles containing 300 doses of Tabloid brand medicaments, equivalent to fifteen pints of fluid medicine. The case is shown balanced on the end of a man's finger. The volume also carries a catalogue of the lines carried by Burroughs, Wellcome & Co.

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.

Address The Pharmaceutical Era, 90 William street, New York.

ARIZONA.

Bisbee.—Lowell Drug Co., new firm.

ARKANSAS.

Forrest City.—J. H. Dunavant & Co., succeeds J. H. Dunavant.

Little Rock.—Orrin J. Zeisler, out of business.

Magazine.—Alfred M. Leftwich, succeeds R. P. Chitwood.

Stuttgart.—Stuttgart Drug Co., succeeds Mary C. Yuckley.

CALIFORNIA.

San Pedro.—W. H. Abel, succeeds H. E. Hulet.

Vallejo.—Topley Drug Co., succeeds James Topley, dead.

CONNECTICUT.

Middletown.—E. J. McNulty, dead.

FLORIDA.

Jacksonville.—F. S. Chaffee & Co., succeeds Alex. C. Scott.

GEORGIA.

Macon.—Taylor-Bayne Drug Co., succeeds M. H. Taylor.

ILLINOIS.

Chicago.—Geo. T. Mason, succeeds Hitchcock & Mason.

La Salle.—J. T. Murray, succeeds Greenwood & Murray.

INDIANA.

Angola.—Chas. H. Jackson, succeeds Orville Carver.

Elwood. Dugan Drug Store, 16th and Main, new store.

Jeffersonville.—E. D. Caldwell, 1008 E. Chestnut St., out of business.

New Haven.—Henry W. Rathert, out of business.

Yeddo.—Henry B. Kiger, succeeds H. H. Philpott.

INDIAN TERRITORY.

Eufaula.—Fuller & Smith, succeeds G. J. Fuller.

IOWA.

Des Moines.—E. A. Downing, succeeds Geo. Matruke.

Huxley.—O. J. Severeid, succeeds Apland Drug Co.

Webster City.—Wise Drug Co., succeeds the Devendorf Drug Co.

KANSAS.

Lost Springs.—Z. R. Shirk, out of business.

KENTUCKY.

Brodhead.—J. F. Watson, succeeds Geo. Bower.

Louisville.—John Krekel, succeeds C. A. Dralle.

LOUISIANA.

Delhi.—Elam Drug Co., new firm.

Napoleonville.—Red Cross Drug Co., new firm.

MAINE.

Portland.—F. E. Fickett, 1 Portland St., out of business.

MICHIGAN.

Blissfield.—J. P. Lipp & Co., succeeds Goff & Bartholomew.

Escanaba.—Central Drug Store, 815 Ludington St., new firm.

MINNESOTA.

Elbow Lake.—O. A. Johnson & Co., succeeds O. A. Johnson. W. R. Hand, consolidated with O. A. Johnson.

Kennedy.—E. Shuster, succeeds E. M. Engelbert.

Staples.—Morris Davidson (Mrs. Emma), succeeds C. H. Hayward.

MISSISSIPPI.

Batesville.—Wood & Cox, succeeds J. H. Caldwell & Son.

MISSOURI.

Cameron.—Chas. B. Reed, succeeds N. E. Owen & Hook.

NEBRASKA.

Valley.—J. C. Agee, succeeds W. C. Willits.

NEW JERSEY.

New Brunswick.—W. Rust & Son, George and Paterson Sts., from No. 1 Peace St., change in address.

NEW YORK.

Canajoharie.—W. S. Bellinger & Co., succeeds Bellinger & Dygert.

Ithaca.—E. J. Bentley, succeeds A. L. Lattimore.

Cook & Daniels, succeeds J. H. Merrill.

Phelps.—J. F. Hutchens, succeeds Chas. Mudge.

Valatie.—W. A. Mickle and Wild Bros., new names.

New York City.—Partoss, Nicholas, 146 Avenue C., bankrupt.

NORTH CAROLINA.

Lumberton.—McLean-Rosier Drug Co., succeeds R. G. Rosier.

NORTH DAKOTA.

Marion.—Ulms Pharmacy, listed under Manvel, should be Marion.

Valley City.—F. L. Ulm, succeeds F. C. Clark.

OHIO.

Chillocothe.—Chas. Barman, suceeds W. W. Steele.

Cincinnati.—J. H. Linnemann, out of business.

Congress.—A. W. Mowery, new name.

Dalton.—Albert White, succeeds F. F. H. Pope, M.D.

West Unity.—W. A. Hollington, succeeds Lacer & Hollington.

White Cottage.—J. C. Rambo & Co., succeeds Dugan & Co.

OKLAHOMA.

Okeene.—Smith Drug Co., sold out, no sucessor.

OREGON.

Sunnyside.—J. M. Haberly, changed from Salem, Ore.

PENNSYLVANIA.

Allentown.—Good Bros. Co., 917 Hamilton St., out of business.

Bethlehem.—Howard J. Boyer, succeeds Paul Kempsmith.

Chester. Lewis E. Hesley, 516 Market St., new name.

Philadelphia.—J. W. Harrigan, succeeds Mahlon Kratz.

Moss & Moore Co., succeeds Wm. P. Kram.

SOUTH CAROLINA.

Clio.—Bennett Drug Co., succeeds H. J. Bennett.

SOUTH DAKOTA.

Canton.—Gillen & Downes, succeed G. S. Hanson.

TENNESSEE.

Cleveland.—W. O. Haggard, succeeds Hargis Drug Co.

Jackson.—Jackson Drug Co., succeeds W. H. Lancaster & Co.

TEXAS.

Marshall.—Matthewson Drug Co., new firm.

Matagorda.—R. C. Emmel & Co., succeeds E. E. Scott.

Peaster.—Bellinger & Stone, Smith & Guerry, new names.

VIRGINIA.

Manchester.—Harrison Bros., succeed Chas. E. Friend, 20th and Hull Sts.

WEST VIRGINIA.

Huntington.—Roetting Drug Co., succeeds F. C. H. Roetting.

Wheeling.—The Elite Pharmacy, succeeds Chas. H. Geiger & Co.

OUR MINERAL RESOURCES.

The annual report of the United States Geological Survey for 1903 has recently appeared. As in previous issues, the value of the products is the only practical way of comparison for the outputs of minerals, because of the varied character of the units of measurement employed by the several branches of the mineral industry.

The whole industry continues to expand. For the fourth time the total value of the mineral outputs of this country exceeded the enormous sum of $1,000,000,000. To be exact, it amounted to $1,419,721,569, as against $1,260,509,738 in 1902. The gain was $159,211,831, or 12.63 per cent.

In the recent past the largest actual gain in any one year was in 1899, of $273,601,810 over 1898. In 1884 production decreased nearly 9 per cent., or $40,451,968. It was a bad year.

Iron and coal continue our most important mineral products. In 1903, the value of iron produced was $344,350,000, and of coal, $503,724,381. The value of all fuels climbed in every way during 1903. The average price of anthracite coal per long ton at the mine was $2.50, as against $2.35 in 1902. Bituminous coal cost $1.24 at the mine on the average, as against $1.12 in the previous year.

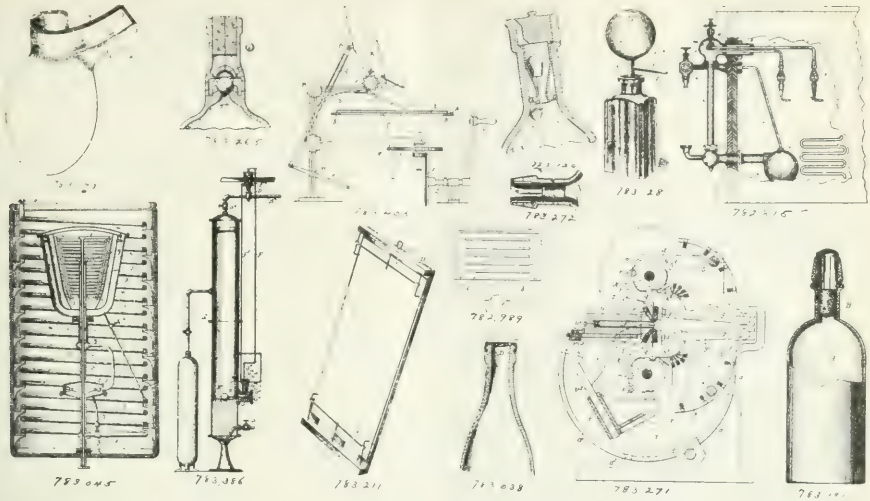
A new feature first developed in 1901, is the manufacture of arsenious oxide. Production of this has decreased, however.

In South Carolina, tin is being mined, for it has been found in commercial quantities there.

The report continues: "The gain of $159,211,831 in the total value of our mineral production is due to the large increase in nonmetallic products, the metallic products showing a decrease from $642,258,584 in 1902, to $624,318,008 in 1903, a loss of $17,940,576, and the nonmetallic products showing an increase from $617,251,154 in 1902, to $794,403,561 in 1903, a gain of $177,152,407. To these products should be added estimated unspecified products, including building, molding and other sands reported to this office, the rare mineral molybdenum, and other mineral products, valued at $1,000,000, making the total mineral production for 1903, $1,419,721,569."

The usual wide range of information contained in the report is shown by the number of pages, 1,178.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued February 21, 1905.

782,815—Charles H. Bangs, Everett, Mass. Soda fountain.

782,821—Jacob E. Bloom, New York, N. Y. Process of preparing oils for edible or other purposes.

782,989—Hugh Rodman, Philadelphia, Pa., assignor to The Electric Storage Battery Company, Philadelphia, a corporation of New Jersey. Electrolytic production of superoxide in alkaline solutions.

783,038—James M. Hicks, Summit, N. J., assignor, by direct and mesne assignments, to The Auto Stopper Company, New York, N. Y. Means for securing sealing-caps on vessels.

783,045—Joseph E. Johnson, Jr., Longdale, Va. Oxygen-separating process.

783,120—Alexander G. Lederer and Harry B. DeFord, Louisville, Ky. Non-refillable bottle.

783,128—Romuald A. Oleshak, Philadelphia, Pa. Powder-atomizer.

783,173—Berry A. Brown, Franklin, Ohio. Combined chest and throat protector.

783,191—Charles F. Goddard, Wataga, Ill., assignor of two-thirds to George D. Adamson, Merriam Park, Minn., and Frank D. Curtis, San Francisco, Cal. Bottle.

783,211—Joshua O. Maddux, Bakersfield, Cal., assignor of forty-nine one-hundredths to Francis G. Munzer and Franklin T. Whorff, Kern county, Cal. Fly-paper holder.

783,265—George A. Hargreaves, Evanston, Ill. Non-refillable bottle.

783,271—Henry W. Herbst, London, England, assignor to Betts & Company, Limited, London, England. Machine for closing the bottoms of collapsible tubes.

783,272—Don J. Higginbotham, Rialto, Fla. Bottle.

783,367—George P. Craighill, Lynchburg, Va., assignor of two-thirds to Chas. E. Heald and Ernest Williams, Lynchburg, Va. Producing rosin.

783,386—William F. Rice, Chicago, Ill. Apparatus for charging liquids with gases.

783,405—Alexander Darvas, Budapest, Austria-Hungary. Dividing apparatus for powders or the like.

TRADE MARKS.

Registered February 14, 1905.

44,216—Tonic beverage. The Aphro Co., Atlanta, Ga. The word-symbol "Aphro."

44,217—Medicines for the cure of certain named diseases. James Andrew Mason, Cleveland, Ohio. The words "Ne Plus Ultra."

44,218—Proprietary medicines for the cure of certain named diseases. Katharmon Chemical Co., St. Louis, Mo. The letters "K. C. C."

44,219—Chemicals used in photographic processes. Henry S. Wellcome, London, England. The word "Tabloid."

LABELS.

Registered February 14, 1905.

11,869—Title: "Killkoff." (For cough medicine.) Fred A. Richter, Jr., Saginaw, Mich.

11,870—Title: "Swiss Herb Life Essence." (For medicine.) Caroline Forster, New York, N. Y.

11,871—Title: "Cleansil Cream." (For face cream.) Rose V. Vallely, Minneapolis, Minn.

11,872—Title: "Ideal Sanative Cold Cream." (For cold cream.) William Barrett Shaw, Cleveland, Ohio.

11,783—Title: "Pompeian Massage Cream and Skin Food." (For massage cream.) Pompeian Mfg. Co., Cleveland, Ohio.

Registered February 21, 1905.

11,888—Title: "Gulbrandsen's Hairo." (For hair-tonic.) Carl Gulbrandsen, Chicago, Ill.

11,889—Title: "Gloria." (For dentifrice.) Seche, Smith & Co., Philadelphia, Pa.

11,890—Title: "Bouquet au Fleur Naturel Parfum Napoleon." (For cologne.) Charles Rahayel, New York, N. Y.

11,891—Title: "Ec-Zine Skin Soap." (For soap.) Charles L. Boyd, Chicago, Ill.

11,892—Title: "Macroma Ointment." (For ointments and salves.) John H. Moore, Youngstown, Ohio.

11,893—Title: "Dr. Taylor's Blood Purifier." (For medicine.) The Dr. Taylor Remedy Company, Philadelphia, Pa.

PEROXIDE & CHEMICAL CO.

We wish to call the attention of our readers to the very liberal proposition of the American Peroxide & Chemical Co., on page 9, this issue. The profits accruing from this gratis proposition on products of marked superiority should be of great interest to progressive pharmacists.

MARKET REPORT

COMMONPLACE MARKET.

Few New Features. Advances and Declines Balance.

BROMINE WAR STILL ON BUT JOBBING PRICES UNAFFECTED. GENERAL TONE STEADY AND DEMAND FAIR.—OPIUM FIRM, SPIRITS OF TURPENTINE, COTTONSEED OIL AND GOLDEN SEAL ADVANCE; COD-LIVER OIL AND SOME ESSENTIAL OILS DECLINE.

New York, Feb. 27. No new developments of great interest have occurred during the week. The bromine war is still on, and on now to the finish, according to the statement, published in another column, of Mr. H. Jacobson, the head of the German bromine syndicate. It appears from this that all attempts at a conference to arrange the differences between the American and German interests have failed. Supplies of bromine preparations are exceedingly difficult to obtain at the new prices from both German and American sources, although leading domestic interests have officially met the cut, as reported in last week's Era. Every-one appears to be waiting developments. If arrivals of the actual commodities materialize soon from Germany in sufficiently large quantities, the situation will be simplified and jobbing prices may be expected to decline. But at present, since no one can obtain goods, jobbers naturally refuse to drop their quotations. In this connection it is of interest to note that the Roessler & Hasslacher Chemical Co. expects to make deliveries by the first of March.

The general jobbing market is steady, with a fairly good consumptive demand, but with little feature. The movement of supplies to consumers keeps up with regularity and price show few marked fluctuations. Advances and declines are about evenly balanced.

OPIUM.—The market continues firm, but some competition has developed among wholesalers. It is of no great importance, however. Reports from Smyrna confirm previous statements concerning the damage worked to Turkish opium by frost. They agree that severe frost has destroyed all unprotected plants and further field work is prevented, resulting certainly in a very small crop. There is a somewhat better demand on jobbers, but quotations remain unchanged at $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered, $4.00@4.25 for thirteen per cent. and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE.—Strength predominates, but no change in prices has developed. The demand is fair and prices firm. Jobbers still quote $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quantity.

QUININE SULPHATE.—The upward tendency imparted by light Java bark shipments, has been increased by the results of the Amsterdam bark auction on February 23, when the average price realized was 6.55 Dutch cents against 6.15 at the January sale. About 93 per cent. of the offerings were sold. The demand, however has not been very good, so the tone of the market is no more than steady. Jobbing prices remain unaltered as 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins and 30@31½c. in ounce vials, according to brand and amount.

BROMINE PREPARATIONS.—As stated above, jobbers have not lowered their prices to the new basis indicated by the cut instituted by the German syndicate. A very few sales may have been made in sizable quantities to old and important customers at a decline, but this is not the case generally. The jobbing market is therefore still unchanged.

OIL CITRONELLA.—To move stocks and because of some competition, jobbers have lowered prices slightly to 50@65c. per pound.

CANARY SEED.—Following the easiness developed in the primary market some weeks ago, jobbers have reduced quotations to the following basis: Canary, bag, 5¾@6c., less 7@8c.; Sicily, bag, 6@6¼c., less, 7@8c., all per pound.

SPIRITS TURPENTINE.—The latest jobbing change is an advance due to the recent rise in the speculative wholesale market. Present prices are, barrels, 60@61c. per gallon and 70@75c. for less per gallon.

MERCURY.—A further reduction has occurred because of outside competition of producers, and jobbers quote 60@65c. per pound.

COTTONSEED OIL.—Owing to the reaction in cotton and its recent advances, the value of cotton by-products has increased and cottonseed oil has risen. Jobbing prices have been raised to the following: White, in barrels, 38@40c. per gallon, less, 45@60c.; yellow, barrels, 37@39c. per gallon, and less, 45@60c. per gallon.

CODLIVER OIL.—The Norwegian fishing industry is producing good results. Late cables from Lofoten report the yield to date there as 325 barrels, against seventy-five barrels for the same time last year. Consumptive demand has been of only moderate proportions and jobbers have lowered their figures for Norwegian to the following: Barrels, $45.00@46.00; 5-gal. cans, $1.80@1.90 per gallon, including can; less, $1.85@2.15 per gallon, exclusive of can.

BALSAM TOLU.—The market continues easy because of light demand and good-sized stocks. Latest jobbing prices are, 10-lb. cans, 29@30c. per pound, and less, 36@41c. per pound.

BAYBERRY WAX.—Scarcity of supplies. Higher jobbing quotations are 35@40c. per pound.

GOLDEN SEAL ROOT.—The market is really bare of supplies and the general scarcity cannot be relieved for some time. Prices have again risen, jobbers quoting, whole, $2.00@2.10; ground, $2.05@2.15, and powdered, $2.10@2.20, all per pound.

OIL CAJAPUT.—Because of lack of demand, jobbing values for native have declined to 80@95c. per pound.

OIL EUCALYPTUS.—The Australian has been reduced to 75@90c. per pound by jobbers, as demand has not been good.

OIL LEMONGRASS.—Readjustments of values and conditions make jobbers quote $4.00@4.25 per pound.

CANTHARIDES.—The Russian remain unchanged, but the Chinese have declined, owing to liberal arrivals, and jobbers now are asking 75@85c. per pound for the whole, and 85@95c. per pound for the powdered.

SENEGA ROOT.—The market is firmer because of an improved demand. Prices have been advanced by jobbers to the basis of 98c.@$1.08 per pound, for the whole, and $1.08@1.18 for the powdered, per pound.

OIL CASSIA.—Jobbers have revised quotations to 97c.@$1.12 per pound, because of poor demand.

VANILLIN.—Increased supplies warrant a reduction to 75@80c. per ounce by jobbers.

OIL CEDAR LEAF.—To move stock, holders have lowered prices somewhat and jobbers now quote 90c.@$1.05 per pound.

OIL WORMWOOD.—The easiness developed last week has disappeared, and a better demand consequent on that reduction has influenced jobbers to restore values for pure to $4.80@5.00 per pound.

SAFFRON.—Valencia is higher, as primary markets report an advance of $1 per pound. Prices in this market have risen, but not so sharply. Jobbers are asking $8.50@9.00 per pound. American continues scarce and closely controlled. Higher prices are predicted before the new crop is available, which will not happen before the last of July or the first of August. Jobbing prices are firmly unchanged at $1.65@1.75 per pound.

PINK ROOT.—Supplies are scarce and jobbers have advanced terms to 40@45c. per pound.

OIL NEROLI.—As a result of the severe damage by frost to the crop of orange flowers, the market is stronger. Jobbers now quote the higher values of $2.65@2.90 per ounce for Bigarade and $2.90@3.15 per ounce for Petale.

YERBA SANTA.—Supplies continue scarce, therefore jobbers have advanced quotations to 25@30c. per pound.

GRINDELIA ROBUSTA.—Primary markets are stronger, causing a rise to 25@30c. per pound in jobbing prices; powdered is also 25@30c.

OIL OF CLOVES.—While there is no change this week in either the primary or jobbing market, it is thought that the oil may rise soon, for the spice is firming, according to cables from Zanzibar.

BEESWAX.—Producing markets are higher and the local primary wholesale market has advanced ½c., but jobbing prices are unaltered, the advance being too small.

JAPAN WAX.—Stocks are liberal, demand is dull, and the wholesale market is down ¼c., but jobbers make no changes.

GLYCERIN.—It is reported that the agreement between English and Continental refiners has been broken. If the combination no longer exists, values may decline, but so far no change has occurred.

It is worthy of note that no king, czar or potentate has ever been assassinated by means of medicine obtained on prescription from the court, or official pharmacist. Either druggists are not anarchistic in tendencies or the medicine is tried on the dog first.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MARCH 9, 1905. Number 10.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL. - Consolidation of Colleges of Pharmacy. —Antitoxin in New Jersey.—Mr. Bok's Latest.—Proprietors Will Publish the Formula.—Between Two Fires.—Professor Loeb on the Production of Life by Artificial Means.—Character and Work of the late Dr. A. B. Prescott.—British Pharmacopœial Standards.—Notes on Theory and Practice.—Question Box.

NEWS.—Members of German Apothecaries Urged to Sign Contracts.—New York Business Men Will Act.—'Phone Question.—Benzoate Bill Awaits Governor's Signature.—Wisconsin Formula Bill Will Probably Never be Reported.—Druggists Fighting Indiana Poison Bill.—Druggists Charged With Illegal Liquor Selling.—P. A. R. D. Considering Sunday Closing Proposition.—Cocaine Crusade in New Jersey.—News From the Colleges.

TRADE.—Riker Soda; Mr. A. P. Corcoran, Manager of the Soda Department Narrates His Methods and Plans; Pay Your Dispensers Well.—A Good Card Index System For Druggists Devised by Mr. A. M. Dows, of Lowell.—The San Francisco Garden of Medicinal Plants.—Show Windows and Features; The Riker Wedge, An Architectural Window and a Theatrical Make-up Display.—Appraiser's Decisions.—Business Record.—Patents.—Market Report.

EDITORIAL COMMENT

Publish the Formula.

An Associated Press dispatch announces that a well-known firm of proprietary medicine manufacturers of New England have decided to publish the formulas of their preparations upon the bottle. To the average proprietary man who clings to secrecy as a priceless possession, this innovation must seem revolutionary, but it is not difficult to find logical reasons for the change of tactics.

Although it has been the fashion in drug circles to pooh-pooh the idea that the attacks upon secret remedies which have grown ominously common in the pulpit and upon the platform, as well as in the columns of influential publications, can have any serious effect, yet there is no denying that proprietary remedies have been placed sharply on the defensive. The people have been told that the ready-filled bottles which they buy in the drug stores may contain poisons of all descriptions, and it is only reasonable to believe that some suspicions have been aroused.

If the belief that proprietary remedies contain all sorts of dangerous substances should become common, the manufacturers may be compelled in self-defence to give up secrecy. In the opinion of many, the mere publication of the formula would not seriously affect the sales of any meritorious preparation. Formulas mean very little to the layman, and the absence of the substances which the public has been taught to fear would restore confidence.

Publicity in the matter of composition would, however, bring up a number of other conditions which would have to be met. The manufacturer's formula would set a standard for the preparation, and eventually the law would compel strict compliance with its specifications. But this also would be no hardship to the reputable manufacturer.

The U. S. Pharmacopoeia.

A reader inquires anxiously, "When can I get a new edition of the U. S. P. or some dispensatory?"

We are all waiting for an answer to that question. We have several times passed along a prediction that the pharmacopœia would surely appear before a certain future date, but thus far all predictions have failed. Last Summer everybody expected the new volume in October, 1904, but the months went by and brought no pharmacopœia. The latest guess—we can scarcely consider it more—about the appearance of the new edition names April, 1905, as the propitious month; but few will be surprised if the presses do not complete their task before June.

The revision of the pharmacopœia, always a formidable task, has developed some extraordinary difficulties and delays. We may rest assured that the gentlemen responsible for the completion of the task are quite as anxious as any of us to see the volume in type and binding.

Mr. Bok's Latest.

In the March number of the journal of which he is pilot, Mr. Bok renews his attack upon "patent medicines." He has evidently learned several things since he began his "campaign of education," for his latest production gives evidence of considerable knowledge and care, and is calculated to give several proprietary manufacturers a disagreeable quarter of an hour.

But he makes the fatal mistake of all wholesale reformers. He condemns all without the least discrimination. Now no one knows better than the druggist that there are patent medicenes and patent medicines. Some are all that Mr. Bok makes them out to be, dangerous poisons, absolutely worthless as remedies for the diseases which they are supposed to cure. But there are others which are a positive blessing to humanity. An attack upon all without distinction injures the meritorious product and fails to have the desired effect upon the real object of disapproval.

One point in the diatribe in question is decidedly ridiculous. It is stated that the physician who discovers a valuable remedy and fails to make it public for the benefit of suffering humanity "violates the highest point of honor of the physician, and by his very act he declares himself outside the ranks of the honorable practitioner." Respect for so-called "medical ethics" seldom stands between a man and possible wealth and fortune. Even in Germany, many famous physicians are willing to

advertise their special achievements, and to reap a financial reward.

In the discussion of a second point, Mr. Bok is decidedly unfair. He insinuates that the secrecy of the formula is only a cloak under which all sorts of sneaking substitutions are carried on. He hints at the use of wood alcohol because it is cheaper, and the addition of inexpensive poisons for the same reasons. Certainly no reputable proprietary manufacturer would resort to a practice which he has condemned so vehemently, and it is the reputable proprietary men who will suffer from these attacks.

Between Two Fires.

Dr. Joel Barnett last week told the Pharmaceutical Journal Club of Baltimore why he could muster only a very poor opinion of current drug journals. He said in effect that the matter in the technical papers was pretty poor stuff for professional men, and that the few poor hints which appeared therein were useless, anyhow, because those for whom such advice was suitable could not be induced to read anything at all.

We do not know which journals the doctor means—he disqualifies himself as a critic by the sweeping assertion that they are not fit for a professional man, and since he doubtless considers himself a member of that class, it may reasonably be assumed that he does not read any. However, there is more than a grain of truth in his remarks. Platitudes about order and cleanliness and the ordinary business virtues are all too common, but what are the poor editors to do? The pharmacists of the country will not support a purely professional journal, and among the forty or fifty drug publications only The Era and one or two others have facilities for gathering the news of the trade.

If the doctor will, however, take another look at the best examples of the class, he will find that among the association news and trade discussion which he appears to consider of no interest, quite as much purely professional matter as is to be found in the exclusively scientific journals published abroad. If he is discouraged in his search for the matter which he appreciates by the items and articles which others enjoy, that is his misfortune.

Drug journals are prepared for druggists, and not for a class of men who devote their lives to scientific pursuits. The chase of ideals is an expensive luxury; besides, we are not ready to admit that the doctor's ideals are worth while. If he has in mind an American edition of the most highly scientific German publication, we beg to differ with him. Long discussions of the graphic formulas of the acids which occur in different varieties of colophonium may be interesting to a few experts, but the most elastic imagination could not bring them into touch with matters pharmaceutical, to say nothing of the drug business. If he cannot find interest in matters which interest druggists, it would seem advisable for the doctor to look elsewhere.

Roosevelt on Success.

Our President, upon the eve of what most men would consider a personal triumph of the most definite kind, found time to make an admission for which all toiling, struggling mankind should arise and call him blessed. He said, in effect, that great success is not purely a matter of personal merit and effort. Moderate success is within the reach of all, but the great prizes come by accident. In an address during his recent visit to this city he said:

"It is a great mistake to measure success only by what glitters without. There must be for success a certain material basis. I can only think ill of anybody who would not wish to leave his children a little better off than he has been himself, and not a little worse. He would not be doing his duty if he did not have that wish. And if he does not do his duty by his children, he will certainly not do it by anybody else.

"But that much once gained, what counts for most is not the things of the body, but of the soul. I am sure that each of you, if he stops to think of what makes him happy, of what makes him respected by his neighbors, will agree with me. I am sure that if you look back upon your own lives, what make you feel proudest on almost every occasion are memories of pride associated not with days of ease, but with days of effort—of days when you were doing all that was in you for some worthy end. And the worthiest end of all is to care for those that are closest to us, for wife and children, and to live so that they are happy and not sorry that you are alive.

"After this has been done the best thing is to be able to so handle yourself that you can feel when the end comes that, on the whole, the community and all your fellow-men are a little better off for your having lived. This much is open to all. The great prizes come by accident. And no human being knows this better than one who has won one of them."

Had he been a less great man, he might have said without fear of contradiction: "There is no such thing as accident. I did it all."

A Title for Druggists.

We cannot quite make up our mind as to whether Prof. Hynson wishes us to take his proposal that all druggists assume the title of "doctor" seriously or not. He makes out a pretty fair argument in its favor, but he does not make the expediency of the step very plain.

No one will deny that pharmacists have as much right to the title as many of those who now wear it; but the effort to introduce the innovation would in our opinion scarcely pay. In the first place, many druggists already wear the title very gracefully, people naturally associating learning and a dignified bearing with the word. Honor must come spontaneously if it is to be worth having, and recognition of merit by the public in this way is equal to that conferred by any institution of learning or introduced by any set of resolutions.

In the second place, no title is better than that which it represents. "Doctor" as applied to medical men does not convey the sense of dignity or learning to any remarkable degree, because the title is exploited by a dozen or more classes of men who possess neither the one nor the other. In our opinion, the ward "pharmacist" has a far more distinguished sound than "doctor," which may mean so many different things that it has almost lost its serious meaning.

It would not be more difficult to teach the public to say "pharmacist" than "doctor," it being doubtful whether people could be led in the matter at all. On the other hand, why not encourage them to continue to use the title "druggist"? Everybody knows precisely what it means, and it is quite as honorable and repectable as "doctor" or "professor." To find fault with our distinctive name is to find fault with our calling.

Caution in Handling Poison.

At the present writing the mystery surrounding the death of Mrs. Stanford is as impenetrable as ever. If it should be found that the bottle from which the supposed dose of sodium bicarbonate was taken turns out to have contained strychnine, the question whether the poison was placed therein purposely or by mistake will remain to be determined. In any case some druggist will be obliged to answer unpleasant questions.

The pharmacist who sold the original bottle of sodium bicarbonate has already taken precautions to protect himself, and presumably will, with some difficulty, escape all suspicion. But if the mystery remains a mystery, suspicion will find a resting place, and some member of the trade will have a share.

The case once more brings plainly to view the risk involved in handling the powerful poisons which the pharmacist is licensed to sell. And still many people, including not a few druggists, think that a profit which would be considered only fair for ordinary merchandise is sufficient recompense for handling these dangerous materials.

The Michigan Pharmacy Bill.

The bill to regulate the practice of pharmacy in Michigan, introduced by the pharmaceutical association of that State, is the most ambitious measure of its kind that has appeared for many a year. Its provisions will receive the endorsement of progressive pharmacists everywhere, but they are so radical that they are not unlikely seriously to affect the bill's chances of becoming a law.

Besides containing a prerequisite clause requiring candidates for examinations to possess high school diplomas or an equivalent, it provides funds for enforcing the law, and stipulates that no person can serve on the board of pharmacy unless he is a member of the State pharmaceutical association. To secure either one of these provisions would be worth a season's work, and if the Michigan brethren succeed in their efforts to secure the passage of the bill, they will establish a record never equalled by previous pharmaceutical reformers.

The bill excites admiration in every way. It contains the embodiment of all the most progressive ideas concerning pharmaceutical legislation, and we hope it will receive the attention which it deserves from the lawmakers. The measure has strong backing, and if it is possible to convince the cautious legislators that it is not an example of class legislation, it will no doubt be done.

If the powers that be should see fit to enact the measure into a law, the druggists of Michigan will have the envy of the pharmacists of every other State in the Union.

News and Honest News.

Our friend, Mr. McElhenie, in a letter which appears elsewhere in this issue, takes us to task for printing announcements of cut-prices in our trade feature columns. He says that such items will retard N. A. R. D. work in New York, and will merely harden the heart of the unbeliever.

Our friend makes the same plea that we have heard so often in this office, namely, that we print only such news as would seem to be favorable to the price control movement. To this we have invariably answered that it is our duty to print the news, and that half news is no news at all. If we were to publish only selected facts showing only one side of any question, we should not be doing our duty to the multitude of druggists who want to know the real facts, nor to our friends of the N. A. R. D.

The whole truth, although it may at times be unpleasant news, is as necessary to the success of the price control movement as to that of a publication. No public enterprise, however worthy it may be, can endure if its foundations are laid in darkness and mystification.

For a New Law in Texas.

The regulation of pharmacy in Texas is in a somewhat chaotic state at present, the existing law being very unsatisfactory, providing as it does for separate boards for numerous districts with no penalty and no means of enforcement. A reform bill is now before the State Legislature at Austin, and members of the pharmaceutical association are doing their best to secure its passage.

The bill is very liberal in its provisions, so liberal that pharmacists in some other States will consider them little better than none at all. It provides for the registration without examination of all persons now engaged in the drug business, and also for the sale, by anyone, of proprietary remedies and other preparations bearing sufficient evidence of having been compounded by a qualified druggist.

Mr. J. J. Thames, of Taylor, president of the Texas State Pharmaceutical Association, explains that: "The bill is intended to replace the present law regulating the practice of pharmacy which is void, as it carries no penalty, and has been declared unconstitutional and class legislation, inasmuch as it does not apply to all towns alike."

The Louisville Decision.

The case of the Louisville cutters against the price-control forces brought a decision almost identical with that of Judge Tuley, rendered in Chicago a few weeks ago. Judges Kirby and Miller, in a joint opinion, dismissed the petition for an injunction, and upheld the right of a dealer to refuse to sell to anyone for any reason, good or bad.

The legal status of the schedule, backed by the authority of the proprietary manufacturers, should be pretty definitely settled by this time. One decision has followed another, and a cutter who hereafter undertakes to contest the principle must be either ill-informed or unusually venturesome.

The only points which still remain undetermined are the question of liability for damages and that of conspiracy. But as these are both more or less dependent upon the principle of rights in withholding goods, they are not likely to be brought to a test very soon. The difficulty of establishing proof of either would be great in any case, and an attempt to do so could not be a very attractive undertaking under any circumstances.

Mr. Platt on the Pure Food Bill.

The Hepburn Pure Food and Drug Bill came up for a brief hearing in the Senate recently, and during the discussion Mr. Platt of Connecticut made a few remarks which many druggists will appreciate. He objected to the bill, and offered amendments inserting the word "knowingly" in a number of places, so that no person who receives or sells adulterated or misbranded foods or drugs can be punished unless it can be proved that he does so knowingly.

Mr. Platt said that the bill would not amount to much if his amendments were inserted; but he argued that the theory of the thing was all wrong, anyhow. He asked why the committee after thirteen months' work had not succeeded in providing a penalty against the real culprit, the manufacturer or adulterater.

"The theory of this bill is to let the big fellow escape," he said, "and to catch the little fellows, the retail grocer and druggist."

It is well to bear in mind that Mr. Platt represents the State famous for nutmegs of great durability and doubtful strength.

Antitoxin in New Jersey.

A bill for the free distribution of antitoxin has passed the House in New Jersey and is now before the Senate. Last year a similar bill failed to pass, but the promoters have renewed the attack with unimpaired confidence. The measure is aimed at the "trusts," which, it is asserted, maintain the price of this indispensable remedy at an exorbitant figure.

It is needless to point out that the bill is contrary to the interests of druggists. If it should become a law, a slice of the pharmacist's trade would be removed. What right has the State to deprive any class of its citizens of legitimate trade? In St. Louis and Massachusetts we have had sufficient examples of municipal antitoxin plants. The danger of political favor and jobbery in a matter so delicate is apparent to all. The great private laboratories where our supply of serum is now produced are under government inspection, and the product is satisfactory in every way.

Two Methods.

There is in this city a movement on foot to secure a reduction in telephone rates. The companies, of course, assert that the present charges are not excessive, and to secure a working basis, the assembly at Albany has been asked to pass a bill authorizing an investigation. In all this the druggists, although deeply interested, have taken no considerable active part.

How differently the telephone question was handled in Chicago a few years ago! The druggists got together, made up their minds as to what they wanted, and presented their demands, and the thing was done. To be sure, the two cases are not even remotely parallel, but they are similar enough to show the relative efficiency of direct as compared with indirect methods.

Practical Chemistry.

Prof. Payne, secretary of the Georgia Board of Pharmacy, finds candidates who present themselves for registration deficient in pharmaceutical chemistry more than in any other branch of study. He states that the education of boys trained in the common schools is very satisfactory as far as it goes, with the single exception of chemistry. High school chemistry, in his opinion, is too much given to theory. For practice the boy must be sent to the college of pharmacy.

Perhaps the fault which Dr. Payne finds in common school chemistry is the same as that discovered in common school arithmetic by Mr. Bodemann. Both sciences are so broad that the common school pupil can grasp only a few basic principles. The application of these principles to concrete examples requires special training. Common schools cannot specialize; colleges of pharmacy can and do.

Drug Store Sanitation in Mexico.

In Mexico, punishment for disobedience of orders is apt to be summary and severe, for although that country has a republican form of government, affairs are not regulated entirely by popular favor. Thirty drug stores in the capital city were recently closed because the proprietors had failed to obey an order of the health board.

The pharmacy being the source of sanitary supplies, the drug stores themselves were quite logically required to observe strict sanitation. Accordingly, an order went forth directing that all drug stores be provided with cement or mosaic floors, that the walls and ceilings be covered with oil paint and that certain indispensable modern apparatus be provided. About thirty druggists waited too long before complying with the requirements, with the result that a visit of an inspector ended in closed doors.

There are a few difficulties which the druggists of this country have not as yet experienced.

Consolidation of Schools.

The proposal of the Chicago veterans to consolidate the two colleges of pharmacy in that city into one institution deserves careful consideration. Mr. Bodemann's remarks on the question are also likely to set people to thinking. He said "that one school instead of two would create a standard and live up to something that few schools do. They have announcements which read all right, but which are honored chiefly in the breach."

This charge against our colleges is a serious one. The rivalry between the different schools has usually been considered a healthy one. Can it be that the rivalry concerns only the number of students? Why does not competition create a rivalry of standard and efficiency as well?

Chance in Securing a Drug Store.

A highly original druggist in Ohio recently decided to quit the business and to get rid of his stock and fixtures hit upon a novel scheme. The contents of the store amounted in value to approximately $3,500 or $4,000. The plan involved the sale of a souvenir publication descriptive of the town, together with a chance to win the store for one dollar. According to last accounts, sales were brisk.

Let us hope for the sake of the general peace of mind that the lucky number may not be drawn by some Christian scientist.

The Simplon Tunnel.

The joining of the two ends of the Simplon tunnel, which pierces the Alps between Italy and Switzerland, last Friday morning, marked the completion of one of the greatest engineering feats of all time. The tunnel is twelve and one-quarter miles long; at one point the borings are one and one-half miles below the surface. When in a few months trains will be run through this immense gallery through the mountain, a most important link in the line of communication between Italy and Central Europe will have been completed.

The boring was carried on from both sides of Mont Leone, the working requiring only seven years. The wonderful accuracy of modern scientific measurements is exemplified in the fact that the two ends of the tunnel, begun miles apart, met exactly. When we consider that the only means of adjusting the two lines of work lay in measurements and observation over twelve miles of jagged and irregular mountain masses, the feat appears truly marvelous. Imagine the difficulty of driving a nail on the inside the rear wall of one of two adjoining buildings so as to exactly strike another nail in the other building, when the only way of finding the precise spot consists in carrying a line sights through several rooms, out of the front door, and over the roofs and chimneys of an intervening block of buildings and faint conception of the delicacy of the operation will become apparent.

The greatest difficulty encountered by the engineer was, curiously enough, due to the internal heat of the earth. Springs of hot water and the heat of the surrounding rock rendered work impossible without some artificial means of cooling. The temperature was reduced by streams of cold water carried through pipes, upon the same principle as an inventor nów proposes to employ in the construction of an iceless soda-fountain; only in the case of the tunnel, the cooling liquid had to be carried six or seven miles before it could accomplish its work.

Dr. Jacques Loeb, of the University of California, who some time ago startled Chicago and the rest of the world by declaring that it would soon be possible to create life by artificial means, announces that "We are now able to imitate the process of sexual fertilization in the egg of the sea urchin completely and in all essential features by purely artificial means." A sea urchin factory is, therefore, suggested. Unfortunately we do not need an unlimited supply of sea urchins half as much as a store of vitality which will enable men to do their work without wearing out before forty and being fit only for the chloroformatory at sixty.

PERSONAL MENTION.

"Dr. Alpers, may we take a photograph of the piles of fruit at your fountain?" "Certainly. Take anything you like, only don't interrupt my business," replied the busy doctor. "Don't interrupt my business," is a fair to good working motto for everybody. But, then, business opportunities such as those offered on Broadway and Thirty-first street are not plentiful; nor does every druggist pay a thousand dollars a month rent.

A personal encounter between the ever youthful Mr. Bodemann and Dr. Osler would be highly interesting. Says our friend in Chicago about the 60-year chloroform limit: "I move that we try it on him first; then he can find out how it feels." The suddenly famous doctor is now ashamed of that particular utterance, and has written to the papers requesting its denial. Still the impression conveyed by his incendiary speech was unmistakable. All of which goes to show that men of prominence must be extremely careful about what they say, and that some people's jokes ought to be carefully labeled with complete formula and directions for use on the bottle.

When Mr. Charles A. Jerman retired recently from the Jerman, Pflueger & Kuehmsted Company, the employes of the firm presented him with a loving cup bearing the following inscription: "From the employes of Jerman, Pflueger & Kuehmsted Company to Charles A. Jerman on his retirement as president and manager of the company. February 18, 1905." One wonders whether Mr. Jerman's contemplated trip to the Pacific Coast, and possibly Honolulu, can give him as much satisfaction as this tribute to his character as an employer.

"Why is it that almost everybody who holds any kind of position is busy blowing his own horn?" inquired Dr. Muir. Then he added, reflectively, "Well, we might as well get used to it. It seems to be a necessary part of the game."

C. P. EMANATIONS

He Began Discouraged and Was Not Disappointed.

Although our old friend the C. P. has left the sixty year mark far behind, he is still pretty busy in his way. His natural sympathy for the under dog frequently leads him to champion the cause of the unfortunate to his own serious inconvenience. Clerks out of a job and boys in trouble always find a willing ear into which to pour their tales of trial and woe. Many a discharge has been averted by his gentle pleading, and many a clerk owes present position and salary to the old gentleman's influence.

Some of the sage's proteges do not turn out well, which is a source of great personal grief to him. He carries with him a sense of responsibility for the acts of everyone whom he has befriended, and he feels it his duty to advise, lecture and cajole every ne'er-do-well into better ways.

The other morning he met one of his unlucky young friends on a crowded street and turned aside to inquire how he was getting along in the place he had recently secured.

"I like the place very well," said his young friend. "If it would only last!"

"If it would only last?" repeated the sage with rising inflection. "What's the trouble now? You haven't got yourself into difficulties already, I hope. You have been there only three days."

"Four," corrected the new clerk at Smith's. "No, only I'm sure I shall be fired soon. I always am."

"Do you always begin a new job with that feeling?" inquired the sage.

"I don't know," replied the clerk, not having anything more definite to say.

"Look here!" said the C. P., sharply. "Drop it! If you begin discouraged, there is no hope for you. If you start out with the expectation of being fired, you certainly will be. Nothing can save you."

"But how can I help being discouraged when everything is against me?" protested the young fellow, feebly. "I never have any luck. Before I get a chance to show what I can do, it is all over."

"Why can't you show that you are the right stuff at once?" demanded the sage.

"Because I can't chuck a bluff like other fellows, and I can't slash into things before I know what I am up against. I tried to do more than I was told to do once, and I'll never do it again. The bosses are all like that. They won't give a chap credit for trying and meaning to do the right thing. So what's the use. Go slow and avoid kicks, is my motto."

The C. P. shook his head. "No, no; that won't do," he said. "Go ahead, anyway, kicks or no kicks. Why do you think you will not stay long at Smith's?"

"Because Mr. Smith seems to hate to see me around. He always looks as though he would like to wade into me about something. It makes me nervous. I am not so swift yet as the other fellows, because I don't know exactly how Mr. Smith wants things done. I wish I could get a show."

The sage was disgusted, and his face probably disclosed the state of his feelings, for the poor clerk's appearance took on several additional shades of gloom. But the old gentleman's pity overcame his impatience and he resolved to try once more.

"You remind me of a colt we had on the farm years ago," he said. "The poor brute was born discouraged, lived discouraged, and finally died discouraged. When he was three days old it made you sorry for him just to look at him. His head wore a dismal droop and his ears sagged like those of an old mule. Instead of skipping about in the sun, as a colt should, he would lean up against the fence in the shade. I knew him, colt and horse, for fifteen years, and I never saw him when he didn't seem tired out. He was almost too discouraged to eat, and always was a ratty-looking runt."

"At least he couldn't get fired," said the clerk, enviously.

"No," replied the C. P., "but it never paid to keep him. The old man wanted to fire him out of this world with a club or an ax, but the girls felt sorry for him, and saved him. Women are always soft that way about a miserable runt that hasn't got ginger enough to look out for himself. Men or colts; it's all the same."

"What became of him?" asked the clerk, becoming half interested.

"When he got to be old enough to drive," continued the C. P., "he was so slow and ambitionless that my father thought he would be a safe horse for the girls to drive." The sage smiled. "But it wouldn't work. Even girls want to get there some time. They wore out more whips on him than the brute was worth. It was impossible to get him out of the slowest kind of a trot. It was positively painful to see him go; every step seemed to hurt him, and he always seemed to be looking for a place in a fence corner to lie down."

"Did it kill him?"

"What, discouragement? No! That never kills anything but a weak ambition. He was knocked endwise by a freight train. Father tried him at the plough, but it was less trouble to push the thing by the handles than to make him pull. A tin-peddler finally bought him along with some junk hardware and he pulled the tin-wagon for several years, always discouraged. One day the cart got stuck on the railroad track. It wasn't heavy; a slight heave would have cleared it, but the old nag hadn't ambition enough to save his own skin. He watched the engine coming with a sorrowful air that was heartrending to see. But he failed to get out of the way and was knocked into kingdom come."

"Well?" said the clerk.

"Well," repeated the sage. "I hope you have more sense than a horse. Get out of the dumps; stir yourself, or—or go to the river and jump off a pier."

Ten Thousand Photographs a Second.

Photographs taken in one ten-thousandth part of a second are an achievement of the Institute for Technico-scientific Investigations in Neuhablesburg, near Berlin. The destruction of bone by a modern small-bore rifle bullet is shown by a series of photographs taken during the progress of the bullet.—Journ. A. M. A.

OUR LETTER BOX

"DOCTOR SHOULD BE THE TITLE.

Baltimore, March 6, 1905.

Editor The Pharmaceutical Era:

I begin the new year owning the same peculiar devotion to pharmacy and its loyal votaries that has consistently possessed me during all the years that have passed since I first entered its "portals," and it is in this old-time, respectful, devoted and hopeful mood that I come with a plea to the pharmaceutical press, fully acknowledging its benign interest, splendid influence and unequalled power in all things pharmaceutical.

I come begging that this interest, this influence, this power, may be actively directed towards the correction of a mistake, the removal of a hindrance, and, thereby, the advancement of a cause—no less a cause than pharmacy itself. I come earnestly begging the concentrated direction of all these potencies because I am sadly convinced that all will be needed; needed in their breadth, their strength and their fullness. Modesty and timidity made the mistake; over-ambition and unsympathetic assertiveness will try to perpetuate it.

For years and years, even from the very beginning, pharmacy as a whole and pharmacists as individuals, have craved and sought recognition; not as scholars, from men of letters and their guides; not as scientists, from men of science and their societies; not as philosophers, from men of philosophy and their associations; but simply as *professional* pharmacists, first from the laity and then from those professions of medicine and dentistry with which they have most to do. Strange as it may seem, the single thing that would have done most to have won recognition for pharmacy as a profession—a professional *title*—"doctor"—has been withheld; not the title of "doctor of science," nor "doctor of philosophy," nor yet "doctor of medicine," nor "doctor of dental surgery," but simply "doctor of pharmacy," a science, profession, or what not, that has not risen and never can rise above the great mass of its votaries or beyond the demands made upon its practitioners, no matter how much *individuals* among these may have honored the calling by the unusual advancement they may have made. Such a title or degree—"doctor of pharmacy"—as heretofore given, however much it may have cost in time, study or practical experience, has never meant more and never will mean more to anyone, excepting those who conferred it, than that the bearer has been adjudged worthy, by some legally authorized school to practice pharmacy, plain, everyday pharmacy. If it means more than this, it will never get its true value from the overwhelming majority who are uninitiated: *to them*, "pharmaceutical chemist," "bachelor of pharmacy," "master of pharmacy" and, perhaps, even "graduate in pharmacy," have a higher sound, a more exalted meaning.

The *higher* title or degree should mean

more than does that which is so generally conferred upon us by the general public; conferred upon graduate and nongraduate, the ethical practitioner and the proprietor of nostrum alike. The public believes all should be qualified, belives all *are* qualified, and, thus believing, gives the title such qualification deserves, calling each—"doctor." When none really own the title, who should defend it? When but a few, a very few, may honestly claim it, how will it be protected? Give it to all honest young men and young women who seek fitness to practice pharmacy through accepted channels and who meet the standards of the times, and they will valiantly defend it against usurpers and against its misapplication by the more careless and less intelligent public.

It is absolute folly to contend that the higher degrees from different schools have been, or ever will be, of equal value; in some, it is dependent upon so variable a measure as drug store experience, the length of which is known, but the quality uncertain; in another, the study and practice of advanced botany, volumetric estimations and assay; in still another, upon preliminary university counts. And thus will it ever be; always will be asked, "Whose superscription does it bear?" It is the lower degree that will become uniform. It will be standardized by the requirements of safety, through the examining boards which, after all, offer the great stimulus and, as time goes on and they become more closely associated, the standards of both entrance and exit to colleges will be raised by them, while enthusiastic and erratic pioneers will continue to suffer.

If the ultra-scientific, ambitious scholar desires a higher degree, one beyond the regular requirements of his vocation, let him seek it as so many have done, with great credit to themselves, in the better established sciences and in philosophy. Let him secure something really distinctive, something that is standardized elsewhere, but let pharmacy's degree or title be a thing to itself, meaning no more nor less than it should and let it *gradually* grow in worthiness as the science of pharmacy has gradually grown, higher and higher, in spite of the hindrance; yet more slowly on account of it.

Gentlemen of the pharmaceutical press, lend all your influence and excite the influence of your readers that the noble army of coming pharmacists may be saved the embarrassment their elders have always suffered. Being properly addressed as "doctors," they will be stimulated to worthily wear the title and thereby honor the profession to which they belong.

In the interest of pharmacy and pharmacists of the future, I am, with great respect for all concerned,

Hy. P. Hynson.

MONTANA APPLICANTS QUALIFIED.

Butte, Mont., February 21, 1905.

Editor The Pharmaceutical Era:

The questions of the Montana Board of Pharmacy do not, as a rule, include many in pharmaceutical arithmetic, but I usually include something of this kind in my paper on chemistry. I do not believe we have ever had an applicant who could not have answered the question of dividing ¼ grain into twenty-four doses. For my part, I should consider anyone unable to answer so simple a question entirely unfit to become a registered pharmacist, notwithstanding his ability in other directions. I think that all of our applicants have at least enjoyed a public school education, and as our schools in the West are very good as a rule, we have very little trouble in this respect. Yours respectfully,

Howard Rockefeller.

READY TO SIGN.

Brooklyn, N. Y., March 4, 1905.

Editor The Pharmaceutical Era:

I beg leave to say in all good fellowship that the items you print as store features, similar to that about F. K. James, on Sheffield Dentifrice, will retard the N. A. R. D. work in New York. It will simply harden many whom it is sought to bring in line, and make them close their minds, hearts and pocketbooks.

Joel Blanc's essay is fine, and tastes for more. He ought to attend the New York mass meeting and have the right of way. I am ready to sign all contracts when I hear that my neighbor does. You know who that is? Very truly,

Thos. D. McElhenie.

DR. A. B. PRESCOTT.

His Services to Pharmacy as Viewed by Leading Men.

A SCIENTIST AND EDUCATOR, HE NEVER SACRIFICED WHAT HE BELIEVED TO BE RIGHT FOR THE SAKE OF EXPEDIENCY. — HIS TEACHING ABILITY OF THE HIGHEST ORDER.—HIS CHARACTER AND WORK AS A CHEMIST.

HIS WORK IN THE A. PH. A.

Professor J. H. Beal, Scio, O., president of the American Pharmaceutical Association:

The recent death of Dr. Albert B. Prescott comes as sad news to the host of friends who knew and appreciated his real worth as a man and his services to pharmacy, especially in scientific and educational lines.

The key-note to Dr. Prescott's character was his simplicity and transparent honesty, and these features were reflected in and formed a part of everything he did. Dr. Prescott apparently did not know the meaning of finesse, but relied upon establishing his beliefs by going straight forward to the point which he sought to attain. This was the nature of all his work in the American Pharmaceutical Association, as chairman of the council, as its president, and in other capacities. He saw his points clearly, stated his position plainly and then sought to accomplish his purpose by the most direct methods, never sacrificing what he believed to be right for the sake of expediency, and preferring to wait for the natural and correct growth of sentiment rather than to win victory by circuitous methods.

In one important particular, however, Dr. Prescott differed from most men who are noted for direct methods, in that he seemed to totally lack anything in the nature of abruptness and the disposition to force his views upon others. In fact, he was one of the most considerate of men, and always anxious to give full weight and credit to the arguments of others, even to those with whom he differed most.

Dr. Prescott's life and character afford a fresh illustration of the fact that the greatest of men and the greatest of characters are always the simplest in manner and the easiest to approach.

His was a kindly spirit as well as a great one. His approachableness and his disposition to help the beginner along the stony pathway of pharmaceutical knowledge are treasured in the hearts of hundreds of former students to whom, as to the writer, his life was an inspiration and his friendly counsel a benediction.

HIS WORK AS A TEACHER.

Prof. Julian W. Baird, dean of the Massachusetts College of Pharmacy, and a former pupil of Dr. Prescott:

The death of Professor Albert B. Prescott will be regretted by all who were acquainted with him, and especially by those who came under his care as pupils. By those who were intimately associated with him, he will be remembered as a dear friend.

From the very first, his modest manner created and held the profoundest respect of all his students, which later deepened into love for the man, as the breadth of his learning and his capacity for teaching became more and more realized by his classes. At the very first, perhaps, his ability as a teacher was not appreciated by the average student, but as he led the classes in his painstaking way through the subjects, arranged in logical sequence, the fact soon dawned, and became more and more a fixed idea, that his teaching ability was of the highest.

He impressed his students as extremely conscientious in his work. In the class room he was accurate in description, comprehensive as to the subjects presented, minute in details, sincere and earnest. He searched current literature, and gave to his classes the freshest results of reported work. His broad view of the profession enabled him to select the material that would be of the most advantage to the needs of the student and the profession.

He did much original work, and contributed by his personal efforts many valuable facts. He contributed to literature and gave to his classes many ideas for the advancement of the profession. He himself placed a high estimate upon research, and was ever ready in his lectures and writings to give proper credit to those who did such work.

He was always willing to counsel and advise, and very many of the students, and later as graduates, have profited thereby. His interest in his pupils did not cease with their graduation, and he had a father's pride in those of his graduates who made a marked success in business and a good name in the profession.

His estimate of the personality and ability of students was remarkably correct and his judgment was sought by many schools, laboratories and business houses, in the selection of competent men. When his advice was asked, he gave the matter conscientious consideration, and his recommendations were regarded as final. He was loyal to his school, always advancing the men who were trained therein.

Up to the very last his thought was to

increase his usefulness to the profession of the teacher, and only three years ago, he discussed with the writer the advisability of issuing another book on organic chemistry, covering some new ideas he had introduced in the teaching of that subject.

In the death of Professor Prescott, the School of Pharmacy of the University of Michigan has lost its most noted and beloved teacher, the graduates a sincere friend and the profession of pharmacy a valued contributor.

INSPIRED NOBLER IDEALS.

Dr. A. B. Lyons, Detroit, Mich.:

"In the death of Dr. A. B. Prescott, American pharmacy has sustained an irreparable loss. It is not that there are not others who will prosecute research work in the field which he cultivated so industriously and with such distinguished success. Active minds and willing hands the world has in abundance, when there is work to do that promises to the worker pecuniary reward. It is the exceptional man who chooses for himself the privilege of toiling, that others may reap by and by rich harvests. Such a one was Dr. Prescott. His was a life of noble self-effacement such as the world seldom sees. For him the Kingdom of Heaven was a present reality. Life meant opportunity to lend a hand, whether as member of a scientific society, as university professor, or as simple fellowman, brought casually into relation with one to whom he could be of help. Early in life he accepted the limitations that came to his life, asking no special favor because of these limitations, and in spite of them left a record of achievement that the strongest may well envy. His lasting reward is the affectionate regard in which his memory will always be held, and the contagion of his example which has inspired many another to a nobler ideal of living."

A TEACHER OF CHEMISTRY.

Prof. Arthur L. Green, dean of the School of Pharmacy, Purdue University, La Fayette, Ind.:

"In Dr. Prescott's death there has left us an eminent scholar, a good teacher, and an agreeable gentleman. His departure is especially sad to me, as I was his assistant in the chemical laboratory for four years (1882-1886), and was a student in the School of Pharmacy of the University of Michigan from 1880 to 1883.

"I was always delighted to attend Dr. Prescott's lectures. They were very practical; yet there was enough of the theoretical about his instructions to show that he had a broad view of the subject of chemistry. When he lectured, he went slow enough for us "to take it all in." This always pleased the class. He never lost patience with us for asking our numerous questions.

"After knowing Dr. Prescott for a quarter of a century, I would say that he was a man whose sayings will increase in value as the years go by. Thus, his life lives after he has passed away.

Arthur H. Webber, secretary of the Michigan Board of Pharmacy, has been elected to succeed himself as president of the Cadillac Board of Trade.

DRUG STANDARDS.

The Local Government Board of Ireland have issued a revised schedule of the standards for pharmacopœial preparations which drugs supplied to the Irish work houses are required to pass. A good many alterations have been made in the list printed in 1902, and we give the revised standards in full, as they embody alterations which extended experience has dictated as necessary. In the preliminary directions the analyst is now instructed to use only 10 cc. of the galenical when gauging the total solids; formerly 100 cc. was directed to be taken for this purpose. If the total solids usually exceed 10 grams in 100 cc., only 5 cc. of the preparation need be employed. The sp. gr. of drugs is to be taken by means of the sp. gr. bottle, which is also to be used in estimating alcohol-values. Many of the galenicals formerly included in the list are omitted. The solids are grams in 100 cc., the alcohol being per cent. by volume.

Ac. Sulph. Arom., sp. gr. 0.922—0.926; 81 per cent. Alcohol (vol.), H_2SO_4, 13.0 per cent. (wt.).

Dec. Aloes Co., sp. gr. 1.00—1.02; solids, 4.5; alcohol, 16.

LIQUID EXTRACTS:

Cascar. sag., sp. gr. 1.054—1.065; solids, 21; alcohol, 17.

Ergotæ, sp. gr. 1.014—1.123; solids, 12; alcohol, 30; total solids not to exceed 22 grams in 100 cc. cooled over sulphuric acid.

Glycyrrhizæ, sp. gr. 1,114—1,128; solids, 38.5; alcohol, 17.

Opii, sp. gr. 0.985—0.995; alcohol, 17; alkaloid, 0.7—0.8 gram in 100 cc.

LINIMENTS:

Aconiti (meth.), sp. gr. 0.860—0.873; solids, 3.5; alcohol, 80; camphor, 3.2 grams in 100 cc.

Ammoniæ, sp. gr. 0.914—0.919; NH_3, 2.4 grams in 100 cc.

Bellad. (meth.), sp. gr. 0.880—0.890; solids, 3; alcohol, 74; total solids not to exceed 8 grams in 100 cc., camphor, 5 grams; alkaloids, 0.36 gram minima.

Camphoræ, sp. gr. 0.925—0.927; camphor, 20 per cent. by wt. minimum.

Camph. Ammon. (meth.), sp. gr. 0.866—0.873; alcohol, 60; camphor, 12 grams, NH_3, 5.5 grams in 100cc. minima.

Chlorof., sp. gr. 1.195—1.22; camphor, 10 grams in 100 cc.

Saponis (meth.), sp. gr. 0.895—0.905; solids, 5; alcohol, 58; camphor, 4.2 grams in 100 cc., minimum. Prepared as in B. P. using methylated alcohol, 90 per cent.

Terebinth, sp. gr. 0.915—0.920; camphor, 5 grams in 10 cc.

LIQUORS:

Calumb. Conc., sp. gr. 0.993—1.00; solids, 3.3; alcohol, 18.

Epispast., sp. gr. 0.905—0.914; solids, 4.5.

Hamamel, sp. gr. 0.983—0.986; solids, 0.03; alcohol, 16.

Iod. fort., sp. gr. 1.017—1.023; alcohol, 70; iodine, 11.5 grams in 100 cc. minimum.

Pic. Carb., sp. gr. 0.858—0.866; solids, 2.75; alcohol, 80.

Quass. Conc., sp. gr. 0.976—0.980; solids, 0.25; alcohol, 18.5.

Rhei Conc., sp. gr. 1.017—1.027; solids, 10; alcohol, 17.

Sarsæ Co. Conc., sp. gr. 1.02—1.04; solids, 9; alcohol, 19.

Senegæ Conc., sp. gr. 1.00—1.04; solids, 10; alcohol, 21.

Sennæ Conc., sp. gr. 1.01—1.07; solids, 11; alcohol, 18.

Mist. Sennæ Co., sp. gr. 1.11—1.12; solids, 22; alcohol, 9; $MgSO_4 7H_2O$, 25 per cent.; ash, 9.5 per cent.

Oxymel. Scill., sp. gr. 1.32.

POWDERS:

Catechu Co., ash, 3.3 per cent.

Cret. Arom., ash, 22 per cent.

Cret. Arom. c. Opio, ash, 22 per cent.; morph., 0.25 per cent.

Glycyrrh. Co., ash, 4.5 per cent.

Ipecac. Co., ash, 81.1 per cent.; morph., 1 per cent.

Jalap. Co., ash, 20 per cent.

Rhei Co., ash, 68 per cent.

Scammon Co., ash, 2 per cent.

SPIRITS:

Camphor., sp. gr. 0.843—0.847; alcohol, 86.

Chloroform., sp. gr. 0.864—0.870; alcohol, 86; chloroform, 8.25 per cent. by weight, minimum.

Juniper., sp. gr. 0.834—0.838; alcohol, 84.

Menth., Pip., sp. gr. 0.838—0.842; alcohol, 81.

SYRUPS:

Calc. Lactophosph., sp. gr. 1.320—1.330; H_3PO_4, 3.5 grams in 100 cc.

Chloral., sp. gr. 1.315—1.325; chloral hyd., 18.2 grams in 100 cc.

Ferri Iod., sp. gr. 1.380—1.385; Fe, 8.3 grams in 100 cc. Preservatives not permissible.

Ferri Phosph., sp. gr. 1.28—1.32; ferrous phosphate, 1.8 gram in 100 cc., free H_3PO_4, 4.5 to 6 grams (maximum) in 100 cc.

Ferri Phosph. c. Quin. et Strych., sp. gr. 1.28—1.32, ferrous phosphate, 1.8 gram in 100 cc.; quin. sulph., 1.41 gram in 100 cc. minimum; strychnine, 0.045 gram in 100 cc. minimum; free H_3PO_4, 4.5—6 grams (maximum) in 100 cc.

Prun. Virg., sp. gr. 1.28—1.32.

Rhei, sp. gr. 1.28—1.32.

Scill., sp. gr. 1.33—1.335.

Sennæ, sp. gr. 1.28—1.30.

Tolu, sp. gr. 1.30—1.35.

TINCTURES:

Aconiti, sp. gr. 0.890—0.895; solids, 1.2; alcohol, 65.

Asafetid., sp. gr. 0.910—0.915; solids, 10; alcohol, 65.

Aurantii, sp. gr. 0.877—0.886; solids, 1.8; alcohol, 72.

Bellad., sp. gr. 0.910—0.916; solids, 0.5; alcohol, 57; alkaloids, 0.048—0.052 gram in 100 cc.

Benz. Co., sp. gr. 0.890—0.901; solids, 16.5; alcohol, 73.

Buchu, sp. gr. 0.930—0.935; solids, 3.5; alcohol, 55.

Calumb., 0.915—0.922; solids, 0.9; alcohol, 53.

Camph. Co., 0.915—0.920; solids, 0.33; alcohol, 157; morphine, 0.05 grams in 100 cc.

Cannabis Ind., sp. gr. 0.845—0.850; solids, 3.5; alcohol, 87.

Cantharidis, sp. gr. 0.835—0.840; solids, 0.15; alcohol, 85.5.

Capsici, sp. gr. 0.890—0.895; solids, 1.0; alcohol, 66.

Cardamom. Co., sp. gr. 0.945—0.950; solids, 6; alcohol, 54.

Catechu, sp. gr. 0.975—0.980; solids, 15; alcohol, 50.
Chlorof. et Morph. Co., sp. gr. 1.010—1.015; solids, 30.5; alcohol, 44; morph. hydrochlor., 1 gram in 100 cc.; chlorof., 7.5 per cent. by volume; extract cooled over sulphuric acid.
Cinchonæ, sp. gr. 0.915—0.922; alcohol, 63; total solids not to exceed 7.5 grams in 100 cc.; alkaloids, 0.95—1.05 grams in 100 cc.
Cinchon. Co., sp. gr. 0.915—0.922; solids, 4.3; alcohol, 63; alkaloids, 0.45—0.55 gram in 100 cc.
Colch. em., sp. gr. 0.950—0.955; solids, 2.25; alcohol, 41.
Digitalis, sp. gr. 0.930—0.935; solids, 3; alcohol, 53.
Ergot, Ammon., sp. gr. 0.930—0.937; solids, 3.5; alcohol, 51; NH_3, 0.9 gram in 100 cc., minimum.
Ferri Perchlor., sp. gr. 1.09—1.11; alcohol, 22; Fe, 5.625 grams in 100 cc.
Gelsem., sp. gr. 0.920—0.925; solids, 2; alcohol, 53.
Gentian. Co., sp. gr. 0.965—0.970; solids, 4.7; alcohol, 41.
Guaiaci Ammon., sp. gr. 0.895—0.902; solids, 13; alcohol, 70; NH_3, 2.35 grams in 100 cc., minimum.
Hydrastis, sp. gr. 0.920—0.926; solids, 2; alcohol, 55.
Hyoscyami, sp. gr. 0.950—0.958; solids, 2.7; alcohol, 42.
Iodi, sp. gr. 0.875—0.880; alcohol, 85; iodine, 2.5 grams in 100 cc.
Jaborandi, sp. gr. 0.950—0.958 solids, 3; alcohol, 41.
Jalap., sp. gr. 0.905—0.910; solids, 3.5; alcohol, 66; resin, 1.45—1.55 gram in 100 cc.
Kino, sp. gr. 0.995—1.00; solids, 19; alcohol, 45; extract cooled over sulphuric acid.
Lavandul. Co., sp. gr. 0.835—0.840; solids, 0.4; alcohol, 87.
Lobel. Aether. (Spt. Aether.), sp. gr. 0.815—0.820; solids, 1.0; alcohol, 62.
Myrrh., sp. gr. 0.845—0.855; solids, 4.5; alcohol, 83.
Nucis Vom., sp. gr. 0.906—0.915; solids, 2; alcohol, 62; strychnine, 0.24—0.26 gram in 100 cc.
Opii, sp. gr. 0.950—0.960; solids, 3; alcohol, 42; morphine, 0.7—0.8 gram in 100 cc.
Podophylli, sp. gr. 0.845—0.850; solids, 3.5; alcohol, 86.
Quinin., sp. gr. 0.885—0.895; solids, 3.5; alcohol, 72; quin. hydrochlor., 2 grams in 100 cc.
Quin. Ammon., sp. gr. 0.925—0.930; alcohol, 52; NH_3, 0.86 gram; quin. sulph., 2 grams in 100 cc., minimum.
Rhei Co., sp. gr. 0.967—0.975; solids, 14.8; alcohol, 48; extract cooled over sulphuric acid.
Scillæ, sp. gr. 0.960—0.975; solids, 10; alcohol, 51.
Senegæ, sp. gr. 0.935—0.940; solids, 6; alcohol, 54.
Sennæ Co., sp. gr. 0.995; solids, 9; alcohol, 38.
Stramonii, sp. gr. 0.955—0.965; solids, 3.8; alcohol, 41.
Strophanthi, sp. gr. 0.810—0.893; solids, 0.45; alcohol, 66; extractive yields green coloration with H_2SO_4.
Valerian. Ammon., sp. gr. 0.935—0.942; solids, 3.5; alcohol, 52.
Zingib., sp. gr. 0.837—0.843; solids, 0.4; alcohol, 87.

WINES:
Antim., sp. gr. 0.995—1.00; solids, 2.5; alcohol, 16; tartarated antimony, 0.45 gram in 100 cc.
Ipecac., sp. gr. 0.990—1.00; solids, 3; alcohol, 16; alkaloids, 0.1—0.1125 gram in 100 cc.—Chemist & Druggist.

THEORY AND PRACTICE

Drug Addiction a Disease?

A discussion before the Section of Nervous and Mental Diseases at the last meeting of the American Medical Association, concerned the question whether or not drug addictions have a pathological basis. Dr. Albert E. Sterns dwelt at some length upon the predisposing causes and the probable effect of heredity upon the attitude of the individual towards narcotics. He divides the occasional causes for the acquirement of drug habits into two classes; first, the use of drugs purely as a stimulant; and, second, their use to efface some physical or mental distress, whether this be in the nature of pain, worry, grief or shock. Ultimately, the main factor in the causation of all drug habits, whether they be based on hereditary influence, on physical or mental pain, is always the same, namely, the weakness of the nerve cell and the lack of vital force, which make the individual powerless to combat the strenuousness of existence. In the one or the other direction, the victim seeks to fortify his failing mental or physical power through the aid of a stimulant." In conclusion, he said that the pathological basis may be expressed as follows: Hyperacidity of the system, and by minute structural changes within the cerebral cells in particular, and probably also alterations in the vascular tissue.

Dr. A. J. Pressey stated that what is probably really inherited from parents addicted to alcohol or morphine is a feeble constitution, a neurasthenic condition and a lowered vitality. But it is perhaps doubtful if such a person is much more likely to acquire a habit than a child born of parents who have given to their offspring the same conditions from some other cause. Persons only get alcoholism from alcoholics and morphinism from morphine.

Physical Properties of Adrenalin.

Pure adrenalin has, according to Van G. Bertrand (Bul. d. Sci. pharm.), the following physical properties. It forms a crystalline, white, extremely fine powder, which in moist air, especially in the presence of alkalis oxidises, very easily turning brown. Under the microscope it appears in the form of sphero-crystals resembling in appearance and structure small rosettes. They appear to be composed of minute tabular crystals grouped about a common centre. Attempts to prepare larger crystals have hitherto failed. The author has never found adrenalin in the isolated prisms which other observers had reported. The prismatic crystals found in the commercial product were found to consist of ammonium magnesium phosphate.

Adrenalin is only slightly soluble in water; the author gives the solubility as .027 per cent. at 20 degrees C. In boiling water it is slightly more soluble, the excess separating out in fine needles upon cooling. The solubility in alcohol is still less than in water, and in carbon bisulphide, chloroform, petroleum ether, benzol and ether adrenalin is insoluble. Acids dissolve it readily as also potassium and sodium hydrate, and less readily ammonia solutions. Adrenalin is optically active, and seems to possess no distinct melting point.

Fibrolysin.

The usefulness of thiosinamin is somewhat impaired by its difficult solubility in water. To overcome this disadvantage E. Merck-Darmstadt has prepared a soluble combination composed of one molecule of thiosinamin combined with one-half molecule of sodium salicylate. The product called fibrolysin forms a white, crystalline powder easily soluble in cold and warm water. Solutions are, however, not permanent when exposed to the air and light, the compound being readily decomposed into a number of oxidation products. For this reason the preparation appears in the market in hermetically sealed vials containing 2.3 grams of a solution of 1.5 grams fibrolysin in 8.5 grams of water. The solutions are heated for one hour in a steam bath at 115 degrees. The contents of each vial represent .5 gram thiosinamin. Fibrolysin has the same pharmacodynamic properties as thiosinamin with the following advantages: it may be employed as either a subcutaneous, an intramuscular, or intravenous injection without discomfort or harm to the patient. It is by reason of its ready solubility absorbed more rapidly than thiosinamin and is, therefore, also more active.

Test for Saccharin.

Mahler (Chem. Zeit.) describes a test for saccharin which is superior to Schmidt's reaction in that it is simple to carry out and does not presuppose the absence of salicylic acid. It is based upon the fact that when metallic sodium is fused with organic bodies containing sulphur, sodium sulphide is produced. The substance to be analyzed is extracted with ether, and the ethereal solution evaporated to dryness. The residue is then placed in a tube with a small piece of metallic sodium and heated until it burns and is carbonized. The hot tube is then plunged into a freshly prepared solution of sodium intro-prusside. A violet-red coloration may be considered certain evidence of the presence of saccharin in the original substance, since the ethereal solution can contain no other sulphur compound.

Essential Oil of Sandarach Wood.

Sandarach saw dust, from the wood of Thuja articulata, yields, according to E. Grimal (Comptes rend.) upon distillation with steam, 2 per cent. of a dark reddish-brown lævorotatory essential oil with an odor of phenol; specific gravity, .991; soluble in all proportions of 10 per cent. alcohol. It contains about 5 per cent. of phenols which may be removed with alkali consisting of carvacrol and thymohydroquinone. Thymohydroquinone is also present in the non-phenol portion which is not soluble in alkali.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each except a few issues which are out of print for which we charge 25 cents each.

Saponification Test.

(R. D. P.)—The method of determining the saponification number of fats and oils is given in many works on chemical technical analysis. The saponification test is based upon the fact that fats represent mixtures of many triglycerides and that the quantity of the same in every kind of fat is a fairly constant one. In consequence of those so-called constants, slightly varying values can be determined for each fat. The saponification number indicates how many milligrams of potassium hydrate are necessary to saponify one gram of fat, and is, therefore, a representation of the capacity of saturation of the fatty acid contained in the fat.

For determining the saponification number (Kottstorfer's number) there are necessary (Ulzer and Frankel):

(a) An about ½ normal hydrochloric acid, exactly standardized by titration with potassium hydrate.

(b) An alcoholic potash solution, prepared by dissolving in a little water 30 grams caustic potash, purified by alcohol, and then diluting to 1 liter with alcohol free from fusel oil. After standing one day it is filtered into a flask. A 25 cc. pipette, provided above with a piece of rubber tubing and a clip, is inserted into the single perforation of a tightly-fitting rubber stopper. When pure alcohol is used the solution will never become brown, but can at the utmost assume a pale yellow tint on standing for months.

To conduct the operation 1-2 grams are placed in a wide-necked flask of 150-200 cc. capacity. For the purpose of weighing, a small bottle with a lip is preferable. Introduce 50-60 drops oil from the weighing-bottle into the flask and reweigh the bottle. 25 cc. alcoholic potash are now allowed to flow from the pipette into the flask. The drops which issue finally are counted, in order to observe equal conditions. A reflux condenser is then inserted through a suitable cork in the flask and the contents are heated to boiling in a water-bath and agitated from time to time. Saponification is complete in fifteen minutes as a rule, but with difficult saponifiable fats ½ hour is required. A few drops of phenol phthalein are added, and the excess of alkali is titrated with ½ normal hydrochloric acid.

Since the standard of the alcoholic potash alters somewhat, 25 cc. are titrated anew with hydrochloric acid prior to each experiment. The same conditions as heretofore are to be observed, namely, the same period of heating on the water-bath, etc. The difference between the number of cc. hydrochloric acid used for this and the previous titration is expressed in milligrams K O H and calculated on 1 gram fat to obtain the saponification number.

In the examination of olive oil the "iodine number" (Hübl's test) is also taken. Should both iodine and saponification numbers correspond to the mean values for this oil (iodine number, 79 minimum, 88 maximum; saponification number, 185 minimum, 196 maximum), the oil may be considered pure. Should the saponification number correspond, but the iodine number lie above 85, adulteration with sesame oil, peanut oil, or cotton-seed oil has been attempted. Special methods may be used for detecting their presence. Should the saponification number be low and the iodine number high, the adulterant is presumably rape-seed oil. In this case a test for mineral oil must also be made. When used for machine oil the acid number should not exceed 16.

An Immiscible Liniment.

(A. A.) submits the following formula:

Spirits of turpentine	1 ounce
Spirit of ammonia	1 ounce
No. six	1 ounce
Laudanum	1 ounce
Camphor	1 ounce
Alcohol, enough to make	8 ounces

Make a liniment.

He writes: "The formula for the liniment calls for aqua ammonia, but the aqua ammonia not being miscible with the other substances, I substituted for it spirit of ammonia and made a nice 'pharmaceutical mixture.' Lately, however, I have tried the same formula and after the liniment has stood for a while it separates, the chloroform and turpentine settling to the bottom. Please give me the reason for this separation. I had such a nice mixture before."

The reason for the separation is that oil of turpentine (spirits) and chloroform are not miscible with laudanum (tincture of opium) and "No. six" (tincture of capsicum and myrrh). The menstruum of each of these tinctures is composed in part of water, and water will not mix with oil. The oil also is but slightly soluble in the alcohol and the chloroform does unite with the other liquids, hence, on standing, the mixture separates into two layers, the lower one being chloroform and oil. We do not understand how you secured a "pharmaceutical mixture" in your previous trials. As written, the formula will not produce a non-separable mixture.

Mixture of Aloes and Potassium Nitrate.

(X. Y. Z.)—"Would an aqueous solution of aloes, saltpeter and 2-100 of bichloride of mercury to the ounce be incompatible and cause a precipitate? Can you name a water soluble mineral salt that could be used as a laxative in a spring medicine?"

To the first question we answer, yes. The quantity of aloes which may be dissolved depends somewhat on the variety employed and the temperature of the solvent. As a matter of fact, the British Pharmacopœia states that the official varieties of aloes (Barbadoes, Socotrine and Zanzibar) are almost entirely soluble in alcohol (90 per cent.) diluted with half its volume of water. But of the first named variety "not more than 30 per cent. should be insoluble in cold water." Of the other varieties "about 50 per cent. should be soluble in water." The quantity of saltpeter employed is not named, but the presence of the salt does not materially increase the precipitation. The bichloride of mercury is decomposed by the aloes. The mixture, if put up, should be sent out bearing a "shake label."

Magnesium sulphate, sodium and potassium tartrate and sodium phosphate are salts which possess laxative properties; so does calomel.

Liquid Depilatory.

(W. G.)—The following formula for a "liquid depilatory" was communicated to us about a year and a half ago, by Dr. W. E. Dreyfus, then chemist to the Department of Public Charities, this city:

Sodium sulphide	25 to 35 parts
Glycerin	25 parts
Water, enough to make	100 parts
Oil of nutmeg, q. s. to perfume.	

Dr. Dreyfus stated that aromatic vinegar is one of the best applications for the skin following the use of a depilatory. It neutralizes the caustic action of the base and possesses valuable antiseptic properties.

The following, from the Pharm. Post, and which we give for what it is worth, is also a formula for a liquid depilatory:

Tincture of iodine	6 parts
Oil of turpentine	6 parts
Castor oil	8 parts
Alcohol	48 parts
Collodion	100 parts

To be used once or twice daily for three or four days. The film formed is then pulled off rapidly, so as to take the hair with it.

Some general information on the use of liquid depilatories is given in The Era of December 10, 1903, page 604.

Wine of Cod Liver Oil.

(H. H.)—As we explained recently in these columns, the name "wine of cod liver oil" is applied to a preparation containing gaduol, an alcoholic extract of cod liver oil, wine, etc. Some formulas were published in the August 25, 1904, Era, page 194. Here is another formula:

Fluid extract of wild cherry	2 fl. ounces
Fluid extract of licorice	3 fl. ounces
Glycerin	1 fl. ounce
Syrup	1 fl. ounce
Liquid extract of malt	6 fl. ounces
Syrup of hypophosphites	3 fl. ounces
Gaduol	64 grains
Fuller's earth	4 drams
Caramel, as desired.	

Mix the gaduol with the glycerin, and triturate with the Fuller's earth; add the fluid extracts, syrup and malt, shake well and let stand one day, occasionally shaking, filter, and to the filtrate add the syrup hypophosphites, and mix well.

Spray Solution For Atomizer.

(H. W. V.)—Some formulas for spray solutions are given in the February 9, 1905, Era, page 164. Here are some others:

(1.)

Iodine	1 grain
Menthol	1 dram
Liquid petrolatum to	1 ounce

Dissolve the iodine in the oil by heat and add the menthol while warm.

(2.)

Guaiacol	10 minims
Menthol	10 minims
Liquid albolene	1 ounce
Oil of eucalyptus	20 minims
Thymol	3 grains
Menthol	25 grains
Oil of wintergreen	7 minims
Boric acid	7 grains
Glycerite of tannic acid	3 drams
Alcohol, 90 per cent.	2 ounces

Elixir of Lactated Pepsin.

(S. F. S.)—For an elixir of lactated pepsin you can employ the formula in the National Formulary under the title "Compound digestive elixir" (No. 59). An elixir of lactated pepsin, iron, quinine and strychnine may be made by slightly modifying the N. F. formula for elixir of iron, quinine and strychnine, as follows:

Tincture of citro-chloride of iron	2 fl. ounces
Quinine hydrochlorate	64 grains
Strychnine sulphate	1¼ grains
Alcohol	4 fl. drams
Compound digestive elixir, enough to make	16 fl. ounces

Dissolve the alkaloidal salts in 12 fl. ounces of elixir, then add the tincture and the alcohol, and finally, enough elixir to make 16 fl. ounces. Filter, if necessary. Each fl. dram represents about 1 grain of ferric chloride, ½ grain quinine hydrochlorate and 1-100 grain of strychnine sulphate.

Razor Paste.

(U. S. K.)—

(1.)

Finest levigated emery powder	2 ounces
Jeweler's rouge	3 ounces
Palm oil, sufficient to mass.	

(2.)

BLACK.

Black lead	2 ounces
Mutton-suet	3 ounces
Oil of bitter almonds	2 minims

Mix.

May also be made with equal parts of levigated emery and black lead.

(3.)

RED.

Levigated rouge of ferric oxide	2 ounces
Putty-powder	½ ounce
Mutton-suet	3 ounces
Oil of peppermint	2 minims

Mix.

Spirit of Nitrous Ether and Potassium Iodide.

(E. P. D.)—"What chemical compound is formed or what reaction takes place when iodide of potassium and spirit of nitrous ether are mixed, say in the proportion of 4 drams of the former to 4 ounces of the latter?"

Spirit of nitrous ether is generally acid in reaction, and when an acid solution of nitrous ether is brought in contact with potassium iodide, iodine is liberated and nitric oxide is formed and evolved as a gas. On this reaction (with sulphuric acid) is based the pharmacopœial assay process for spirit of nitrous ether. Mixtures of the above character should not be dispensed on acount of the free iodine formed.

Massage Cosmetic.

(H. K. & Co.)—Formulas for massage cream were recently published in this journal. See issues for November 17 and December 29, 1904, pages 500 and 662, respectively. In addition to the formulas referred to, Koller ("Cosmetics") says that a new specialty which is largely used in America "before, during and after massage," is made as follows: Alum, 4 parts; oak bark, 4 parts; aniseed, 8 parts; thyme, 8 parts; sage, 8 parts; rosemary, 8 parts; hyssop, 8 parts; lavender flowers, 8 parts; wormwood, 8 parts; camphor, 8 parts; peppermint, 8 parts; alcohol, 45 per cent., 1,000 parts. The ingredients are macerated for fifteen days and then filtered. It would be advisable perhaps to strain the mixture, then add the alum, and filter after settling. This cosmetic is claimed to be an excellent softener for the hands.

Soothing Ointment.

(F. D.)—We cannot give the formula for the proprietary article. However, under the title of "soothing ointment," Prof. Wilbur L. Scoville, Chairman of the Subcommittee on Formulas of the National Formulary, submitted the following formula to the American Pharmaceutical Association in 1903:

Resorcin	60 grams
Zinc oxide	60 grams
Bismuth subnitrate	60 grams
Oil of cade	120 grams
Petrolatum	350 grams
Hydrous wool fat	350 grams

Powder the resorcin and mix with the other ingredients. This ointment will darken on exposure to air and light, and it should be kept in well closed containers.

We do not answer queries by mail.

Color For Solution of Ammonia.

(Dr. A. H. S.)—It is not advisable to put up a mixture of ammonia water and a solution of hydrogen peroxide, for these substances are incompatible, ammonium nitrate being formed. For coloring aqueous ammoniacal solutions, as "toilet ammonia," there is nothing better than the green dyes sold for the purpose by various specialty houses. The Evergreen Chemical Co., whose advertisement appears elsewhere in The Era, makes such a color, only a small quantity of the dye being needed for the purpose, and the addition not increasing the bulk of the preparation to an appreciable extent. There is no odor that will completely disguise the smell of the ammonia, although it may be partially masked by ionone or some of the volatile oils, lavender, bergamot, cinnamon, clove, etc.

Coloring Collodion.

(W. L.)—You can easily color collodion a bright red or brown, but we know of no substance which may be used for the purpose that will permit of the addition of water to the mixture without decomposing the collodion. Pyroxylin is insoluble in water and the addition of water to collodion will cause immediate precipitation. Some of the anilin dyes used for coloring fats and oils are soluble in alcohol and ether, and we presume might be used to color collodion. Sudan (brown) and Sudan III. (red) are dyes of this character. Alkannin from alkanet root is also soluble in alcohol and ether. Why not do a little experimenting yourself?

Eucalyptus Tooth-Paste.

(H. K. & Co.)—A eucalyptus tooth paste suitable for filling collapsible tubes may be prepared from precipitated chalk, 160 grams; powdered soap, 45 grams; wheat starch, 45 grams; carmine 1 gram; oil of peppermint, 30 drops; oil of geranium, 30 drops; oil of eucalyptus, 60 drops; oil of clove, 12 drops; oil of anise, 12 drops; mix together and make into a paste with equal parts of glycerin and alcohol.

Glyco-Heroin.

(S. F. S.)—"Glyco-heroin" is a proprietary specialty manufactured by the M. H. Smith Co., of this city, and claimed by them to be useful in the treatment of coughs, phthisis, bronchitis, etc. In their literature to physicians the manufacturers state that "each teaspoonful represents 1-16 grain heroin, with hyoscyamus (herb) 1 grain, ammonium hypophosphite, white pine bark, balsam tolu, glycerin and aromatics." We cannot give the formula.

Liquid Court Plaster.

(L. A. H.)—A formula in use in some of the hospitals in this city is—

Compound tincture of benzoin	60 cc.
Glycerin	5 cc.
Collodion	120 cc.

Tropical Fruit Flavoring Extract.

(C. W. S. Co.)—We cannot give the formula for the proprietary specialty. See this journal August 18, 1904, page 168.

Incompatibility in Theory and Practice.

At a recent meeting of the North British branch of the pharmaceutical society of that country, J. P. Gilmour stated that it is the duty of the dispenser to compound the prescription as written, unless the products of the interaction between incompatibles are dangerously toxic or contrary in action to what is apparently required by the prescriber. He further stated that "the insolubility of a substance does not necessarily contraindicate its exhibition as a remedial agent." Insolubility in itself is of no importance, since many valuable agents like calomel, bismuth salts, and some of the synthetic compounds are highly insoluble. Theoretical chemical incompatibility does not necessarily destroy the medicinal value of a mixture. Many of the so-called incompatible mixtures are therapeutically active. The resultant of a mixture of incompatibles may have therapeutic properties similar to those of the original interacting components. A prescription containing mercuric chloride and syrup of ferrous iodide should be dispensed, because the therapeutic action of mercuric biniodide is so nearly identical with that of mercuric chlorid that the effect is likely to be practically the same. Mixtures of incompatibles which may have medicinal properties dissimilar to those required by the prescriber are the real cases requiring skill and judgment on the part of the dispenser.

"Every owner of a Soda Fountain should subscribe for it."—National Druggist

The Soda Fountain..

a LIVE, MONTHLY JOURNAL devoted to the interests of Soda Fountain operators. The Latest and Most Popular Formulas are published in it exclusively. To

Make the Fountain Pay

is its purpose.

Reaches 10,000 Druggists, Confectioners, Etc., each month and is an unsurpassed medium for advertising anything and everything handled by these two classes of retailers.

$1.00 PER YEAR

SEND FOR ADVERTISING RATES AND SAMPLE COPY.

DISPENSER PUBLISHING CO.

172 Washington St.

CHICAGO - - ILL

CALL YOUR PHYSICIAN'S ATTENTION

—TO THE—

SUPERB VALUE

—OF—

Antiphlogistine

—FOR—

Pneumonia, Appendicitis,

—AND ALL OTHER—

Inflammatory Diseases

requiring local treatment. At least three people will be satisfied—the doctor, patient and druggist. Try it and see.

Antiphlogistine should always be applied liberally and as hot as can be borne.

Buy in $24.00 Lots and Make 5% More.

LIST PRICE PER DOZEN:

SMALL	$4.00	LARGE	$10.00
MEDIUM	6.00	HOSPITAL	20.00

THE DENVER CHEMICAL MFG. CO.

NEW YORK.

We Do The Advertising

YOU can't wish customers into your store—they don't come that way. Somebody has got to do something to get them in; something must bring them there. We will do that by doing the advertising. They know what they want, and we tell them to go to you for it. All we ask is that you give them what they ask for. And when you stand behind your counter selling a bottle of Scott's Emulsion you can safely stand behind the Emulsion, too. For thirty years we have guaranteed our Emulsion—its purity, uniform quality, permanency, palatableness and effectiveness. We further guarantee it to be the purest and best emulsion of cod liver oil made. With this guarantee back of you, and thirty years' successful use all over the world to substantiate our claims, you will make no mistake in putting Scott's Emulsion to the front on every occasion when an emulsion is needed. That's one way of holding the customers we bring to you. ∴ ∴ ∴ ∴

SCOTT & BOWNE

409 PEARL STREET, NEW YORK CITY

The Era Publications for the Drug Trade.

THE PHARMACEUTICAL ERA.

(Issued Every Thursday).
$3.00 Per Year, in Advance; Foreign, $4.00 Per Year.

The only weekly pharmaceutical journal in America. The ERA is the newspaper of the drug trade, and its readers get: The news when it is news; market reports which follow the market closely; prompt replies to "Question Box" inquiries; prompt reports of association meetings, etc., and the latest developments in pharmacy, scientific, professional and commercial.

THE ERA PRICE LIST EDITIONS

Issued In the Spring and Fall of each year. FREE to Subscribers to the Era

The Era Price List Editions contain complete Druggist Price Lists, thoroughly revised, and brought down to date twice a year. They are issued in the Spring and Fall. They combine in one publication, arranged for easy reference, the most complete lists of Drugs, Chemicals, Newer Remedies, Proprietary Preparations and Pharmaceuticals of a proprietary character ever offered to the drug buyer.

The list of Proprietary Preparations is the most comprehensive ever published. The present edition contains some 26,000 items, and in most cases the name and address of the manufacturer is supplied by means of a key number opposite the item, referring to the Manufacturers List. The preparations of nearly 3,000 manufacturers are thus listed.

These Price List Editions are published for the benefit of subscribers to the ERA, and every subscriber gets one copy free.

THE ERA COURSE IN PHARMACY.

Total Expenses for Full Course, $10.00, Which Includes a Year's Subscription to the ERA.

This Course consists of printed lectures upon the theory and practice of pharmacy, chemistry, materia medica, prescription dispensing and other subjects essential to a sound and practical training in pharmacy. The lectures are prepared by the foremost pharmaceutical educators, are issued in monthly installments, and the entire work of the Course can be completed within twelve months. Recitations and examinations are conducted by correspondence directly with each regularly matriculated student. Especially valuable as a preparation for the examination by a board of pharmacy, to those who cannot attend a college of pharmacy, and to all desiring to review their former study of the subjects embraced in the curriculum.

NEW CLASS FORMED EVERY MONTH.
Write for new descriptive PROSPECTUS.

THE ERA FORMULARY.

(5,000 Reliable Formulas).
Price, $5.00 Per Copy, Postpaid.

Compiled specially for druggists. A collection of original and prize formulas, to which has been added a selection from standard authorities in English, French and German.

Contains formulas for Toilet Articles, Proprietary Medicines, Unofficial Pharmaceuticals, Family Medicines, Domestic and Household Articles, Veterinary Remedies, Technical and Industrial Processes, Flavoring Extracts, Soda Fountain Specialties, etc., etc.

462 pages, cloth. Sample pages on application.

THE ERA DRUGGISTS' DIRECTORY.

Subscription Price, $5.00 Per Copy, Postpaid.

Carefully revised by personal canvass of nearly the entire trade. The most complete and accurate Trade Directory ever issued. It contains:

Part I.—Wholesale Druggists of the United States and Canada.

Part II.—Retail Druggists of the United States, Canada, Hawaiian Islands, Cuba, Porto Rico, Mexico and Costa Rica, together with a list of the principal druggists in Chile, Peru, Bolivia, Ecuador and Colombia. In the United States and Canada lists the side lines carried are indicated.

Part III.—Manufacturers, Jobbers and others who supply the drug trade.

THE ERA DOSE BOOK.

(Third Edition, Revised and Enlarged.
Price, 50 Cents Per Copy, Postpaid.

It has a Dose List, (2,600 remedies); a Veterinary Dose List, the most complete ever compiled; Tables of Dose Equivalents; Poisons and Antidotes; Incompatibilities, Solubilities, Specific Gravities, Percentage Solutions, Drops in Fluidram, Metric System, Thermometric Equivalents; Lists of Latin, French and German terms used in prescriptions and definitions of the Properties of Remedial Agents. 46 pages; board covers.

THE ERA KEY TO THE U. S. P., 1890.

Price, 25 Cents Per Copy, Postpaid.

A complete list of the Drugs, Chemicals and Preparations of the latest U. S. P; gives official title, common name, synonyms, dose and strength of each; 75 pages, imitation leather binding only. Fits the Vest Pocket.

THE ERA POISON AND LIQUOR REGISTER.

Price, 60 Cents Per Copy, Postpaid.

Contains space for 800 entries, date, name of purchaser, name and quantity of poison sold; price, purpose, witness, remarks, etc., etc. It also contains a digest of poison laws of all the States. Where the law requires registration of liquor sales, this book answers the purpose admirably. Stiff board cover, leather back, 8x11 inches.

SAMPLE ADVERTISEMENTS FOR DRUGGISTS.

Price, 50 Cents Per Copy, Postpaid.

Last edition OUT OF PRINT. A new and revised Edition will be announced when ready.

SPECIAL NOTICE.—The prices here quoted include postage. All orders must be accompanied by remittance, in Cash, Express or P. O. Money Order or N. Y. draft payable to D. O. HAYNES & COMPANY. Send stamps (2c.) for amounts less than $1.00.

D. O. HAYNES & CO., Publishers, 90 William Street, New York.

News Section

URGED TO SIGN CONTRACTS.

G. A. S. Hears Penalty Clause Is Not Yet in Force.

"A SOLID FOUNDATION NOW," SAYS MR. HIRSEMAN. · PLANS FOR SPRING OUTING TO BE HELD AT GLENWOOD, L. I., THE LATTER PART OF JUNE.

"Sign the contracts and go to the mass meeting on March 10," was the advice given by B. J. Lauer, reporting for the Trade Interests Committee to the meeting of the German Apothecaries' Society, last Thursday. He explained that the penalty clause would not be enforced until the N. A. R. D. branch so decides. Mr. Lauer told in detail what had been done at the last conference, after which Felix Hirseman declared that there was now some solid foundation to the plan of organization and he believed in it. He had been lukewarm for the past two years.

Plans for entertainment during the coming season were discussed and acted upon. R. S. Lehman, chairman of the Entertainment Committee, announced that the next annual ball had been arranged to take place January 11, 1906, at the Harlem Casino; this was endorsed by the society. For the spring outing, the committee chose a water excursion to Karatsonyi & Klemtz's ideal resort on Long Island Sound, at Glenwood, where three years ago the members had a most enjoyable time. The outing will be held in the latter part of June. Lunch will be served on arrival and the banquet will take place in the evening. The entertainment which was proposed for the month of April has been postponed until the fall.

Emil Roller reported progress in the matter of co-operative fire insurance. As chairman of the Scientific Committee he announced that Dr. Frederick Grosse would lecture at the next meeting.

Troubles of druggists in signing contracts with a jewelry firm were touched upon by S. V. B. Swann, who warned the members to steer clear of any enterprise of this nature. Three new members were elected, among them E. P. Wendler, son of Emil Wendler, one of the oldest members of the society.

On the recommendation of President Imhof, the following resolutions were unanimously and enthusiastically adopted:

WHEREAS, S. V. B. Swann, our associate member and colleague, has rendered excellent service for the benefit of the society, both as a member and as chairman of several committees, and has shown a lively interest in all matters pertaining to the society, be it hereby

Resolved, That our colleague, S. V. B. Swann, be entered from this date as a regular member of our society, and have all the rights of such membership.

The second resolution reads as follows:

WHEREAS, Our official reporter, Hugo Kantrowitz, has published for sixteen years, exhaustive and truthful reports of our meetings and entertainments in the Deutsch-Amerikanische Apotheker-Zeitung, and in consequence has done much to further the publicity of our society and to popularize it in this and other countries, be it

Resolved, That Hugo Kantrowitz be elected a corresponding member and his name entered in the membership list of this society.

A communication from the Morrisania German Literary Society was read, requesting the co-operation of the G. A. S. in the erection of a monument to the poet Schiller, and asking the society to send delegates to a meeting on this subject, to be held at Terrace Garden, in the near future. President Imhof heartily favored this undertaking and appointed Messrs. Emil Roller, Frederick Trau and Bruno R. Dauscha to act as delegates. At 11.30 the meeting adjourned to discuss a fine collation.

MANN BILL IS DEAD.

Washington, March 3.—The Mann bill has received its quietus through the familiar process of being "talked to death" in committee. "Senatorial courtesy" has made it possible for the enemies of the measure to prolong the hearings until the adjournment of Congress. This task was made easier from the fact that owing to press of business the hearings were only one hour in length.

Among those who opposed the bill at the final session of the Committee on Patents, was Prof. Charles F. Chandler, who said in part:

"I know these men (the retail druggists who favor the bill) thoroughly, and I am ashamed to find them here endeavoring to rob their brother chemists of their hard-earned rewards. I worked for these retail druggists for nothing and I feel that I can speak freely with regard to them. They come here with a plea that they speak for the sick and suffering, but this is not an honest plea. The passage of this bill would make no difference in the price of any drug product to the consumer. Phenacetin, which, by the way, was never patented in Germany by its inventor, is one of the greatest blessings of the century. Much money was spent in testing it and putting it on the market. Its owner ought to have a good profit. There are nearly 100 doses in an ounce of phenacetin, so that if the price to the druggist is $1 per ounce, a five grain dose costs about 1 cent, yet the druggist charges fifty or sixty cents for a prescription whether he uses phenacetin or some heavy chemical worth ten cents a pound."

Nothing further will be done with the bill by the committee. It will probably be re-introduced at the next session of Congress.

—The retail druggists of the Choctaw Nation have organized an association. Officers were elected at a meeting held at Hugo.

NEWARK'S COCAINE CRUSADE.

Grand Jury Investigating Alleged Violation of the Bradley Law.

Newark, N. J., March 6.—The investigation which the grand jury began last week into the alleged violation of the Bradley cocaine law was continued when that body convened again to-day. The particular cocaine case which the present grand jury is investigating has attracted an unusual amount of attention, as it is said that the offense is a most aggravated one, the druggist who is charged with the selling having been warned several times by the relatives of a boy who was a victim of the drug habit. The sale, it is said, was made without a physician's prescription, and in violation of the Bradley law, which is very strict, and was passed especially to meet the conditions which are said to have existed in this and other large cities of the State, where the illegal sale of drugs had grown to such an extent as to become a public scandal. This law is designed to prevent not only the indiscriminate sale of cocaine, but of all other drugs into which cocaine enters, and which victims of the cocaine habit are accustomed to use when they cannot get the straight article. The law prohibits the sale or gift of cocaine or of any of the medicines into which it enters, and heavy penalties are provided for its violation.

The illegal selling of cocaine in this city is said to have been as bad one year ago, as it is in the Mississippi river towns, whence the cocaine habit among the poorer classes is believed to have had its origin. A crusade was begun by a local newspaper, which resulted in many arrests, including a number of druggists in the city. Heavy fines were administered. It is only fair to say that in the cases of the better known druggists it was clearly shown that in almost every instance the sales had been made by clerks and without the knowledge or consent of the proprietor, but they were, nevertheless, held responsible for the acts of their agents. It was supposed the vice had been nearly stamped out, but the newspaper which began the fight has been repeating the charge every Sunday that the drug was still purchasable in many places, in violation of the law, and in some instances has supplied evidence in support of the charges, with the result that arrests and convictions have followed.

The crusade, the police say, has not led to any marked diminution in the use of the drug. In this they are borne out by the statements of druggists, who declare that the illegal sale of cocaine in this city has been reduced to a minimum, but that the consumption by the "fiends" is nearly, if not quite, as large as it was when the crusade in support of the Bradley law began. The only difference is that now the cocaine is bought in New York, instead of being purchased in this city. In some cases a member of the "cocaine

gang" is sent to New York for the drug, and in other cases there is always a member of the gang who is employed in New York, who purchases the drug and divides with the other victims of the habit.

Both police and druggists say that the sales in violation of the law in this city have been nearly stamped out. Since the arrest referred to above, the general sale of the drug has been discontinued. Some druggists, more reckless than wise, continued the sale though, until the present grand jury met and it became known that that body would take up the matter, and the punishment would be more than a fine where convictions were obtained. Many witnesses have been summoned and examined in the particular case which the grand jury is investigating.

POWELL OWNS LOVE DRUG CO.

One more case of an uncollectable claim against the M. H. Love Drug Co., of Norfolk, Va., has just been reported. This time the Norfolk lawyer who investigated discovered that the proprietor of the M. H. Love Co. is J. B. Powell, who, the lawyer says, has recently been in the custody of the United States authorities. The attorney declared that it would be useless to bring suit against him, as he has no assets other than what would be held subject to a prior lien.

It could not be determined whether J. B. Powell is in any way connected with the B. F. Powell whose name appears on the door of Henry P. Crosher's office, at 168 Greenwich street, New York. Henry Crosher protested complete ignorance of either J. B. Powell or the Love Co. Where was B. F.? He didn't know, it was none of his or The Era's business; he wasn't furnishing information to The Era, and if the reporter was anxious to know, he was welcome to go and find out.

Reminded of the $65,000 worth of groceries which had been delivered last summer to B. F., at No. 168, from where they had utterly disappeared, Mr. Crosher was the picture of surprise. "First I ever heard of it," he said.

Colonel Haire, who was present, joined in to the extent of giving his personal opinion of the reporter; and as to B. F.—"D'you remember what Hamlet said to his uncle when he asked where Polonius was?" he inquired. "'Seek him in heaven and hell, and if he be not in the one place'—"

He left it to be inferred where B. F. was to be found.

ITALIAN PH. A. AGAIN.

A meeting of the Italian Pharmaceutical Association, which has been practically extinct for the past three years, will be held to-morrow evening, March 10, at Hotel Matese, 198 Grand street. Recently several members decided to reorganize and under the leadership of Frank Avignone, of 59 Macdougal street, a meeting was called and was attended by over two dozen druggists. Temporary officers were elected as follows: President, D. Cafferata, 405 West Broadway, who was the former president; treasurer, J. Aquaro, 202 Spring street; secretary, G. Scaro.

To-morrow evening permanent officers for the year will be chosen. The objects of the association will be, as formerly, the promotion of social intercourse among the Italian pharmacists of this city and the mutual protection of the members.

ACT ON 'PHONE QUESTION.

Delegation of Business Men Will Present Petition.

Nearly fifty organizations of merchants and business men in Greater New York were represented at a conference on the telephone question in the rooms of the Board of Trade and Transportation, last Friday afternoon, when the Board of Trade resolutions asking for a legislative inquiry, were endorsed and preparations made to send a strong delegation to Albany to urge Senator Keenan's resolution calling for such an inquiry.

There seemed to be no doubt in the minds of those present that telephone rates were excessive, especially between the different boroughs. As Chairman Frank B. Green put it, "There has in the past few years been increased economy in the cost of operation and an increased number of subscribers, without a corresponding decrease in charges to the consumer."

It was proposed to make the investigation one to include the entire State, but the majority thought that if too much were asked, nothing at all would be granted. The resolutions, therefore, are general, and do not state whether the inquiry is to be confined to New York City or extended to other cities; this is left to the discretion of the legislature. After some discussion, the resolutions were unanimously endorsed. They are as follows:

WHEREAS, The legislative investigation of telephone service in this State in 1887 revealed many important facts with reference to the transactions, charges and enormous profits of the companies prior to that time, which facts were disclosed by the officials of the telephone companies upon compulsory examination of them as witnesses, and by an examination of their books by expert accountants in the employ of the Legislative Committee, most of which facts had been previously withheld from the public and the true conditions denied, and

WHEREAS, No investigation of these telephone companies has been made in the public interest since 1887, while the volume of the business has grown many fold and the charges have been greatly increased; therefore, be it

Resolved, That the legislature of this state be and is hereby earnestly but respectfully petitioned to appoint a special committee to investigate the charges for telephone service the cost of such service to the companies, the amount of capital stock issued or held, the actual cash capital invested, the dividends paid, the percentage of dividends to capital stock, the percentage of dividends to actual cash invested, the surplus earnings invested, or on hand, or expended for the uses and purposes of the company and for what uses and purposes expended, and such other information as may be useful in determining if rates charged are excessive and what rates would be just and equitable. That such committee have power to compel the production of all books and attendance and testimony under oath and to compel the production of all books and papers relating to the business, property and transactions of telephone companies in this State and that such committee be required to report by bill or otherwise to the next legislature.

The question of having a competing telephone company came up, but met with strong opposition. Two companies, it was declared, would necessitate two systems in every business office, and would cause endless confusion.

Dr. William Muir and John G. Wischerth represented the Kings County Pharmaceutical Society.

W. H. ROGERS TALKS ON ADAM.

At the annual dinner of the Business Men's Association of Middletown, N. Y. on Washington's Birthday, one of the most enjoyable toasts of the evening was delivered by William H. Rogers, whose dignified figure is familiary seen at every State Ph. A. convention, and who has done good work towards bettering the condition of the State service apothecaries.

Mr. Rogers was scheduled to speak on "Old-Time Business Men." His remarks, given in his usual spicy manner and supplemented by an expressive twinkle of the eye, ran on in part as follows:

"The earliest business man of whom I find record was a man named Adam. I don't know his other name. Adam was living the simple life, of which we hear so much and see so little nowadays. He was a sort of truck farmer, with a life interest in as pretty a piece of land as lay out of doors—not a weed nor a potato bug in it.

"Adam ought to have been happy—no taxes to pay, eggs forty cents a dozen, and few clothes to buy—fashion in fig leaves didn't change often.

"Along comes a slick promoter with a gold brick. He offers to make Adam wise—promises him tips on the market and all that. You all know the rest of the painful story. The promoter was a fakir, the tip was no good, the market went the other way, Adam was sold out under the rules, margin all gone, loses his farm, gets evicted, has to buy a suit of store clothes all around and go out West and take up government land full of cactus and Canada thistles. Poor old Adam—his children are yet buying gold bricks—the promoter is still selling them."

At the conclusion of Mr. Rogers' address, three cheers were proposed by D. C. McMonagle. They were given with a will.

NOMINATED FOR N. Y. C. P.

The Nominating Committee of the New York College of Pharmacy will, at the annual meeting of the college on March 21, at 8 p. m., submit the following list of candidates for office for the ensuing year:

President, Nicholas Murray Butler; first vice-president, Charles F. Chandler; second vice-president, Wm. Jay Schieffelin; third vice-president, Herbert D. Robbins; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, O. J. Griffin; trustees to serve three years, William C. Alpers, Max J. Breitenbach, Charles S. Erb, Leo W. Geisler, Jr., Henry Imhof.

PARTNERSHIP DISSOLVED.

Wheeling, W. Va., March 4.—S. Rosenburg and Harry Hirsch have retired from partnership in the Waterman Drug Co. Rolla Waterman will continue the business.

READY FOR BIG MEETING.

Call Sent Out For To-Morrow Even- At N. Y. C. P.

Every retail druggist in Greater New York has received a call to the general meeting to be held to-morrow evening, at the New York College of Pharmacy. "Perfected organization is the keynote to the situation," says the circular, which goes into the benefits to be derived from the N. A. R. D. and the great strides which it has made in the past few years.

The situation in regard to the officers of the new organization has changed very little in the past week, except for the entrance into the field of the head of a large drug corporation. Those whose names have already been mentioned, it is understood, have signified their willingness to be candidates.

While C. O. Bigelaw's candidacy seems to be finding general favor, there is a feeling in some quarters that the so-called "giant druggists" should not be in the majority among the officers. What the final nominations to-morrow evening will be, however, it is impossible to foretell. That there will be a contest by the association men to secure a good representation is not improbable.

Colonel J. B. Duble was highly pleased with the attitude of the members of the Drug Merchants' Association in being willing to head the N. A. R. D. organization here. "It shows," he said, "that they are seeing this thing in a broad minded way. They have all signed the contracts, and when the edict goes forth, they will, as officers of the organization, be the first ones to put the contracts into effect."

ANALYSES OF IMPORTED FOOD.

The Department of Agriculture has issued through the Treasury Department the following rules regulating the communication of results of analyses of imported food products made under the pure-food law:

"First. When the results of the analyses are such as to warrant the release of the invoice from further detention they are not communicated to the importer.

"Second. When the results of the analyses warrant the further detention of the invoice, in order to give the importer opportunity to present evidence respecting the fitness of the goods covered by the invoice for entry, the results of the analyses will be communicated to the importer at his request. This will give the importer a statement of the causes which led to the further detention of the invoice and enable him to prepare a suitable statement respecting it.

"Third. In no case hereafter will the results of the analyses be communicated from the New York laboratory or any laboratory at other ports, but they will be sent directly by this Department [of Agriculture] from Washington."

"C. H. KEEP,
"Assistant Secretary."

NEW YORK NOTES.

[illegible] Carter Medicine Co., has been ill for sev- [illegible]

John H. Matthews, of John Matthews, Inc., sailed on Saturday for Europe, to be gone three months.

—Emil Levi, representative here of C. F. Boehringer & Soehne, is back at his desk, after having been absent nearly two weeks, on account of illness.

—Frederick Vollmar, who did relief work in New York City for about forty years, died last Thursday. Cremation services were held at Fresh Pond on Sunday.

STORES MUST CLOSE EARLY.

New Restrictions on Overtime Work in New Zealand.

The early closing of stores and the payment of employes for overtime work is the subject of a new "Shops and Offices Act" just passed in New Zealand, according to United States Consul-General Dillingham, at Auckland. It provides that all shops in the combined districts of Auckland, Wellington, Christchurch and Dunedin in which two or more persons, including the occupier, are employed, shall be closed for business at 6 p. m. on five days in the week, and at 9 p. m. on one day. Should the late evening fall on Christmas or New Year's Eve, shops may remain open till 11 p. m., and if Christmas Day or New Year's Day falls on a Sunday or a Monday, then shops may remain open till 11 p. m. on the preceding Saturday. Refreshment rooms are exempt from these provisions, but all other shops in which one or more assistants are employed come under their operation.

HOURS OF WORK LIMITED.

Several important changes are made in regard to hours of employment. Hitherto it has been forbidden to employ women and young persons more than fifty-two hours in any one week. This is now extended to include all employes. The hours of work are also limited to nine in each day (exclusive of meal times), except in the late evening, when employment may be for eleven hours. But employes may not be on duty for more than five hours continuously without an interval of at least one hour for meals.

Several alterations are made in the conditions controlling employment in offices. It is provided that an office assistant shall not be employed in or about a business place for more than half an hour after the closing hour fixed by the act, but several exemptions are provided, a cashier being permitted to remain for a daily balance, a ledger keeper for the periodical balance of his ledger, ordinary assistants for the usual half yearly balances, or for the purpose of writing up the books for the day's transactions, or clearing arrears due to special circumstances.

A new provision imposes on the employer the duty of keeping an extra time book for the recording of all overtime, together with its purpose. This book is open to the inspector of factories. Overtime must be paid at one and one-half times the ordinary rate, with a minimum of twelve cents an hour for employes receiving $2.50 a week or less, and eighteen cents an hour for all other employes. Heads of departments receiving $1,000 a year, however, do not receive overtime pay.

CROWDS AT ANNUAL BALL.

N. Y. R. D. A. In Big Reunion at Grand Central Palace.

That the officers of the New York Retail Druggists' Association are able to stir up a wonderful enthusiasm among the members was amply demonstrated at the annual reunion and ball last Friday night, when the big ball room of the Grand Central Palace was thronged almost to suffocation. Two thousand persons would be a fair estimate of the attendance. The only circumstance that tended to detract from the gayety of those who were aware of it, was the fact that President Diamond's brother-in-law had died in the course of the day, which necessitated the president's absence. As a sign of respect the customary grand march was omitted.

Prior to the dancing an excellent vaudeville programme was given, with the following numbers:

1. Overture...Prof. Edward Dicey, Pianist
2. Sisters Claflin.....Songs and Dances
3. Musical Comedy.....Russell & Buckley
4. Mysteries of the Orient. Youna & Youna
5. Frank & Mattie Walsh
   Housekeeping in Coontown
6. The Goddess of Grace—The Electrical Novelty
   Madeline Burdette, vocalist; N. Power, electrician.

Montgomery H. Throop was stage director.

As chairman of the Ball Committee and floor manager, A. Bakst, distinguished himself by moving everything along without a single hitch. He was assisted by Joseph Herzenberg, I. Picker, Wm. S. Sindey and J. Beck. Robert Goldberg was chairman of the Floor Committee and Joseph Weinstein chairman of the Reception Committee.

Among the familiar faces seen on the floor, were Dr. George C. Diekman, H. A. Herold, William J. Carr, of Parke, Davis & Co., Francis E. Sheldon, of the St. Louis Club, Messrs. Bellaire and Clarke, of the N. A. R. D. staff, and many prominent members of the trade. Several pharmacists left about midnight to attend the inauguration at Washington, but the great majority stayed on and footed it right merrily until the cold, gray dawn of the morning after.

FIRE AT EIMER & AMEND'S.

What might have been a serious fire in the Eimer & Amend building, at Third avenue and Eighteenth street, was fortunately checked through the early sounding of a pneumatic alarm, last Thursday. As it was, $10,000 damage was done, mostly to costly glassware on the fifth floor. Twice the firemen were driven back by explosions of [illegible]

WHEELING DRUGGISTS UNITE.

Wheeling, W. Va., March 4.—A charter has been granted to the Wheeling Druggists' Association. The object of the association is the mutual protection and the common benefit of all the stockholders. The capital stock is $10,000. Incorporators, John Klari, John Coleman, Frank L. Schmidt, W. S. McElroy, John Ehrle and nineteen others, all of Wheeling.

FOR SUNDAY CLOSING.

Proposition Considered by the P. A. R. D.—Legislative Bills.

Philadelphia, March 6.—President T. H. Potts, at the monthly meeting of the P. A. R. D., on Friday, caused some little comment by strongly advocating the proposal submitted by the drug clerks, that the stores should be closed Sunday afternoons from 1 to 6 o'clock. Mr. Potts declared his willingness to accede to the request, and expressed the hope that the association would do likewise.

"We keep open," he said, "when all the business we do in the majority of cases is to sell a stamp, or a cigar, or answer the telephone. Nearly all of us live at the store or close to it, and in urgent cases we could always be reached. But if all of us don't close, there is no use of one or two doing it. If your neighbor won't close, some of your customers, when they want a trifle on Sunday, will go around to him when they find that you are closed. It is a matter of importance, and careful consideration should be given it."

The following committee was named by President Potts to confer with a similar committee from the Drug Clerks' Association, and some conclusion, it is believed, will be reached, so that a report can be submitted at the April meeting: Charles Leedom, Harry L. Stiles and D. J. Reese.

Another matter discussed was a recent move made by the Bell Telephone Co., which, it is hoped, will result in more satisfactory arrangements between the druggists of the city and the telephone company. The latter asked for and received a list of the druggists in the city who had Bell 'phones. The idea was to find what part of the company's receipts came from the drug stores. The P. A. R. D. has been trying to secure a uniform rate of 25 per cent. on all automatic telephones and the outcome of this new move on the part of the telephone company is awaited with interest. The matter of having each district in the local organization represented in the main body by a chairman, the executive body to consist of fourteen such chairmen and one member chosen by the association at large, making fifteen in all, was allowed to go over until the next meeting, although there is no question as to the final adoption of the plan.

Two new members were elected to the association. The Entertainment Committee reported that all indications pointed to a most successful musicale and dance at Merchantile Hall, on next Tuesday evening. Reports were also received as to the success in the attempts being made to secure the enactment of the bills, making it necessary that all applicants for pharmacist's certificates must be able to show that they are graduates of a reputable college of pharmacy, and also the one allowing pharmacists to use a harmless quantity of preservative in their fruit syrups used at the soda fountain. These reports were most gratifying.

CAMDEN DRUGGISTS AND N. A. R. D.

Camden, N. J., March 6.—Pharmacists in this city are considering the advisability of organizing and enrolling themselves with the N. A. R. D. The previous attempt did not turn out as desired, but every day the necessity of organization is brought before some pharmacist. A meeting will be held shortly, that the feeling of the retail trade toward organization can be ascertained. On that occasion it is expected that members of Philadelphia's well-organized association will be asked to explain their methods and some of the benefits they have received as the result of that organization.

BRADDOCK PHARMACIST SUED.

Pittsburg, March 4.—Not in many years has so much interest been displayed by druggists in this community over a lawsuit, as has been stirred up by the action against a Braddock pharmacist for the recovery of damages. The plaintiff is Johanna Stern, who seeks to recover $25,000 from Joseph M. Hollander, a well-known druggist of Braddock, one of the suburbs of Pittsburg. In a statement the woman has filed, she avers that December 27, 1904, while her husband, David Stern, was in a drunken condition, Hollander or one of his clerks sold him carbolic acid, which he drank, and from the effects of which he died. The widow alleges that Hollander or his clerk knew, or should have known, Stern's condition, and was grossly careless in selling him the drug.

Naturally the outcome of the suit is awaited with great interest. More than one question can be legally raised by the attorneys on both sides, and the court will also hand down an opinion. According to B. E. Pritchard, secretary of the Western Pennsylvania R. D. A., druggists should remember the lesson taught by the unfortunate occurrence. In Pennsylvania a druggist is not required to register the sale of carbolic acid, like the sales of other poisonous liquids. The Braddock druggist, however, was exact in his business, for the sale of the carbolic acid was registered on the books, and it was an easy matter for the widow to find out who sold the acid. No prescription is necessary and it is hard to see wherein the druggist erred, unless he is guilty of criminal negligence, and that is for a jury to decide.

MR. WELLCOME'S RECEPTION.

Philadelphia, March 6.—Extensive preparations are being made to entertain Henry S. Wellcome, of London, England, upon his arrival here this week. Accompanied by his wife, he has been touring in this country since last fall, and recently had a narrow escape from being killed by the Indians, during an uprising in Mexico. He is now in Washington, where he and Mrs. Wellcome witnessed the inauguration.

Mr. Wellcome is a member of the firm of Burroughs, Wellcome & Co., of London, and is well known here, for both he and his partner, Silas M. Burroughs, now deceased, are graduates of the Philadelphia College of Pharmacy. They went to England twenty years ago, and there laid the foundations for the house that since has become famous.

On Thursday evening Mr. and Mrs. Wellcome will be entertained at the residence of Howard B. French, president of the college, and on Saturday evening, Mr. W. will be the guest of honor at a dinner to be held at the Union League. Mr. and Mrs. Wellcome will remain in this city about five days.

BENZOATE BILL

In Pennsylvania Awaits Governor's Signature.

Philadelphia, March 6—Having successfully passed both branches of the legislature, the bill which will permit pharmacists to use a minimum quantity of benzoate of sodium as a preservative of fruit syrups, only awaits the signature of the governor to make it a law. He has until ten days after the closing of the legislature, April 31, to do this, and while he may veto it, those who have been working for the bill believe that he will follow the example of the House and the Senate and approve it. Last week the bill was returned by the Joint Committee on Public Health and Sanitation with a favorable recommendation, and no apprehension is felt now as to its fate. Petitions bearing the signatures of the members of the P. A. R. D., as well as of many well-known experts, have been forwarded to Harrisburg and many personal visits have been made.

While the "Phillips-Fahey" bill is not quite so far advanced as the other, those who have been working for it claim to have good reason to believe that it too will go through. On Wednesday last a committee, of which Prof. J. P. Remington was chairman, appeared before the Committee on Public Health and Sanitation and explained in detail the provisions of the proposed law. Briefly, this "Prerequisite" law makes it necessary that after January 1, 1906, all applicants for certificates as pharmacists must be able to prove that they are graduates of a reputable college of pharmacy, and that all such applicants must show evidence of having had four years of practical experience in the business of retailing, compounding or dispensing drugs. It was found that while there was no organized opposition, some physicians were of the opinion that this bill would prevent a physician from putting up certain of his own prescriptions, and in that way was detrimental to them. Another erroneous idea that was unearthed was that it would affect clerks and proprietors already in business.

Edward H. Fahey, who represents the Tenth Legislative District, and is a leading pharmacist of Thirteenth and Race streets, this city, with the assistance of the members of the visiting committee, explained away these wrong ideas, and as far as is known there is no serious opposition to the bill.

"Of course," said a member of the legislature, yesterday, "you cannot tell what opposition will develop when it reaches the floor." It will be given first reading next week.

PHILADELPHIA NOTES.

—Charles Leedom is the new vice-chairman of the Executive Committee of the P. A. R. D., vice H. C. Blair, resigned. The latter remains a member of the committee.

—Fire which broke out in the drug store of H. C. Blair, at the corner of Eighth and Walnut streets, one evening last week, caused considerable consternation in that closely-built section, but it was quickly extinguished with little loss to Druggist Blair.

DRUG CLERKS ELECT.

Association Members Working For Sunday Closing.

Philadelphia, March 6.—The Philadelphia Drug Clerks' Association has elected the following officers for the ensuing year: President, G. W. Geasey; vice-presidents, Edward J. Kelly, Charles S. Lebo; treasurer, George H. Grubb; secretary, Robert J. Hunt; guard, William Gibbs. The executive committee consists of G. H. Grubb, chairman; C. J. Chalfant, L. G. B. Botfield, E. J. Kelly, Oscar W. Sellers. Lewis Green and S. C. Shannon, and the committee on legislation is as follows: William B. Murphy, E. C. Lesher, G. H. Grubb, E. J. Kelly, O. W. Sellers, R. J. Hunt and Dr. J. A. Rosenheim, chairman.

There are unusually bright prospects for a successful year. There is a comfortable balance in the treasury and the membership at the meeting next week, it is believed, will be increased to 500. At present the members of the association are working to secure the co-operation of their employers in the P. A. R. D., for regular Sunday closing from 1 to 6 p. m. Their efforts in that direction are meeting with considerable encouragement and in some parts of West Philadelphia proprietors have voluntarily agreed to close every evening at 10 o'clock, except Saturday. The matter has been presented to the proprietors, but as yet nothing definite has been announced. President Geasey and Secretary Hunt are the representatives of the association who will confer with a similar committee from the P. A. R. D.

The Philadelphia Drug Clerk is the name of an eight-page publication that is being issued monthly by the organization, and next month four pages will be added.

During the week of April 3, a benefit will be given at the Park Theatre. The attraction will be "Quincy Adams Sawyer."

LONG USED AS A DRUG STORE.

Baltimore, March 4.—There was sold this week a building in which is located one of the oldest drug stores in the city. This is the house on the southwest corner of Charles and Mulberry streets, in which Messrs. Thomas & Thompson are now doing business. The firm moved there temporarily, after the great fire, having bought the pharmacy from the successors to the late Adam Gosman, who conducted the place for many years. Prior to his incumbency, the store was managed by McDonald & Leaming. The location has dropped behind modern requirements, however, and Thomas & Thompson will occupy their handsome new six-story edifice at Light and Baltimore streets, soon. The show cases and other furniture are now being put in. These will be of the colonial pattern, all being of mahogany, with brass trimmings, and making a very rich effect.

WOMAN PHARMACIST DEAD.

Baltimore, March 4.—This city has few women engaged in the practice of pharmacy, although not a few druggists in the city are materially and efficiently aided by their wives. One woman who successfully conducted a drug store for years, recently passed away. She was Mrs. Kathinka Pauline Grauel, of 212 East Cross street, whose death occurred February 18. She was fifty-eight years old and had been for some time engaged in the business with entire satisfaction to her customers. She left considerable property.

FORMULA BILL IN TEXAS.

Austin, Tex., March 4.—Texas also is threatened with a formula law. The following bill has been introduced in the legislature:

"Be it enacted by the legislature of the State of Texas, that any person or persons who shall sell or offer for sale any compound as a medicine, except upon the prescription of a regular practicing physician without having the formula thereof plainly printed upon the label attached to the bottle, box or cover containing such medicines, shall be guilty of a misdemeanor, and upon conviction thereof, shall be fined in any sum not to exceed $100. This act shall take effect and be in force from and after Oct. 1 A. D. 1907."

The measure is meeting with a storm of opposition throughout the State.

There is a bill pending in the Senate which would also have the effect of prohibiting the sale in this State of a number of largely used proprietary medicines.

The proposed measure provides that no medicine containing more than 2 per cent. of opium to the fluid ounce or an eighth of a grain of morphine to the fluid ounce, and other narcotics in proportion, shall be sold without prescription.

The bill has been reported favorably by the Senate Committee on Public Health. This bill, like the other, looks so innocent in the incidental provisions that the committees reported them favorably without much consideration.

UNJUSTLY HALED TO COURT.

Newport, Ky., March 4.—Druggist T. J. Widrig was before Squire K. A. Hutchison, last week, to answer to a charge of operating a drug store without a State certificate. He had been arrested on a warrant sworn to by agent of the State Board of Pharmacy. When Widrig appeared in court, it took him but a few minutes to prove that he had complied with the requirements of the law by sending to the State $1 annually for a certificate, but that since 1898 he had not received the paper. For the past year he exhibited a check that had been cashed and returned to him. A dismissal of the case was immediately ordered. Mr. Widrig says that he will not allow the matter to drop and hints at interesting developments.

NEW GEORGIA DRUG COMPANY.

Macon, Ga., March 3.—Mallory H. Taylor, E. Stewart Bayne and Holt Chapman have applied for a charter for the College Hill Pharmacy. The amount of the capital stock of the proposed incorporation is placed at $3,000, but is to be increased from time to time, until it reaches $25,000. The principal place of business is to be in Macon, with branch offices and stores in other cities.

—The State Board of Examiners of Mississippi will meet at Jackson, April 4, when applicants for registration as pharmacists will be examined.

SUIT FOR HEAVY PENALTIES.

Alleged Illegal Sales of Cocaine May Cost Druggist $5,000.

Chicago, March 6.—The suit against Louis Re, to recover penalties amounting to $5,000, for alleged unlawful sales of cocaine, has created an unusual amount of interest in drug and other circles. This is an action in debt in the name of the people of the State of Illinois, for the use of the State Board of Pharmacy. He is the proprietor of the National Pharmacy, in this city. The State Board of Pharmacy has previously complained of him for alleged violation of the law in connection with the conduct of his business. This is only one of sixteen actions which the Board of Pharmacy is prepared to bring, but in other cases the suits will be for first offense.

In a former case, final judgment was obtained against the defendant. Since that judgment, it is charged that further offenses against the same law have been committed, and the prosecution now claims to have obtained legal evidence sufficient to result in a conviction. The Penalty for conviction in each such offense is a fine of not less than $200 nor more than $1000.

The contention of the Board is that experience has shown the limitations of the present law, which was largely experimental. The Board has issued a statement which is in part as follows: "A better understanding of conditions has resulted in a clearer conception of what those conditions really demand in the preparation of an act dealing with the sales, not only of cocaine, but other dangerous habit-producing narcotics. Conditions demand legislation suited to check and correct this growing evil, and the public is alive to its necessity.

"The reputable druggists and dealers themselves now thoroughly understand that if such legislation as is calculated to safeguard the community is not promoted by them and their organizations, it will be by others, with perhaps no better public success, but with more embarrassment to the legitimate dealers, who are now lending their aid in this connection. It is confidently expected that the urgency of such legislation will be recognized and that no serious opposition will hamper the passage of the bill."

The Board is to adopt the plan of proceeding directly against clerks who make the sales and against managers of stores, as well as their proprietors.

CHICAGO'S DRUG TRADE HISTORY.

Chicago, March 7.—The Illinois State Historical Society has issued the first part of the history of the Chicago Drug Trade. The data for this interesting and valuable work was collected through the efforts of A. E. Ebert, historian of the Chicago Veteran Druggists' Association. The association is urging every druggist in the State to take an interest in the work of the Illinois State Historical Society. Several bills have been introduced in the legislature, looking to the preservation of the records of the history of Illinois pharmacy, and druggists are requested to aid in securing the passage of these measures.

WISCONSIN FORMULA BILL.

Druggists and Editors of the State Face and Confuse the Author.

Madison, Wis., March 4.—The so-called Noble bill, which has for its object the requirement that all patent and proprietary medicines sold in Wisconsin shall have their formulas printed on the outside wrapper, is as good as defeated. The druggists of the State put up such a strong fight on the measure that they have convinced a majority of the Senate Committee on State Affairs, to which the legislature referred the bill, that the bill is not only harmful to the commercial interests of the State, but that it is an infringement on the rights of the individual, of doubtful constitutionality, and foolish.

The druggists in their fight were ably assisted by the newspapers. The two interests were in Madison this week, when a public hearing was held. They were accompanied by lawyers who stated the case as it appeared to the druggists and newspapers. The author of the bill, a physician, was put to rout by a fusilade of questions tending to show that the bill was framed solely in the interests of the physicians of the State and that it was the result practically of a conspiracy of physicians to destroy the business of other professions. Dr. Noble was greatly embarrassed and confused and made but a poor defense of the measure he has fathered.

The doctor argued that there are many injurious and poisonous medicines sold without restriction and that there are many false and misleading advertisements inserted in the newspapers. He was answered that, while his statement might be true, there are laws covering the subjects, and others of a specified nature could be enacted without destroying the legitimate business of a large part of the population of the State.

After the hearing a canvass of the committee showed that the bill will never be reported.

YOUNG DRUGGIST DEAD.

St. Paul, Minn., March 2.—R. F. Rogers, a young druggist, met death last week, under singularly pathetic circumstances. He was struck by a street car in Minneapolis, and died the following day. The first version of the affair was that Rogers had been put off one car for refusing to pay his fair and that he was intoxicated. This account was evidently erroneous. His friends declare he was not a drinking man. He was engaged to Miss Helen Suessay, of this city, and the wedding was to have taken place shortly. Mr. Rogers visited his fiancee the evening of the fatal accident. She declares he was subject to fainting spells, due to an affection of the lungs, and had not taken a drop of liquor the day in question. The young man's father, Rev. Thomas Rogers, of Farmington, Minn., believes his son was ejected from the car with such force as to fracture his skull, and that he was wandering about dazed when hit by the car that killed him.

Mr. Rogers was twenty-six years old. After graduation he worked two years as clerk in various St. Paul drug stores, and then became pharmacist in a Minneapolis sanitarium, where he was employed at the time of his death. He suffered from tuberculosis and spent last summer with an uncle at Hankinson, S. D., where his health was considerably benefited. Another theory is that he had a hemorrhage on the car, and when he alighted was too weak to dodge the car on the other track. An inquest will be held.

BANDITS RAID DRUG STORE.

Chicago, March 6.—For the second time in three months highwaymen entered the store of Andrew Scherer, Division and North State streets, a few nights ago, and at the point of revolvers, held up the clerks. They secured $90 and a watch.

The men entered the store about nine o'clock. One of the clerks was forced to stand against the wall, while the robber took $15 and his gold watch. The second robber ordered another clerk to open a cash register and hand to him the money it contained. The clerk refused and the robber fired two shots at him, one of which broke the register. The robbers escaped.

TO FIGHT POISON BILL.

Logansport, Ind., March 4.—Druggists to the new poison law which is before to the new poison law which has been in the legislature. John Coulson has been sent to Indianapolis as a representative of the local druggists to protest against the passage of the bill. Coulson was instructed to talk to Senator Powell and Representatives Berndt and Baker, requesting them to oppose the bill.

The new bill provides that no person shall purchase poison in drug stores without a prescription from the physician and the purchaser must also register his name when the poison is bought. On the label of each bottle must also be inscribed the names of two antidotes.

All over the State the druggists are meeting and organizing to fight the measure. The bill has already passed the House, but the druggists hope to beat it in the Senate.

INTERESTING TAX FIGHT.

Chicago, March 4.—The fight over taxing the drug stock of Morrisson, Plummer & Co., at Richmond, Ind., has been brought to public attention again. Fremont Clifford, who was at one time employed as a tax collector in Richmond, is looking for a percentage on the taxes already paid and on those which he claims are still due to that city, and which he wants to collect. The city compromised its claim on this stock, which was part of the estate of the late James L. Morrisson, for $2,000. The county secured about $13,000 in taxes on the same stock.

The city attorney of Richmond holds that the compromise does not bind the city and that the city's mistake was in not collecting the full amount at that time. He thinks the city should make the effort to collect now without the assistance of Clifford. There is about $10,000 to be collected.

DRUG CO.'S ANNUAL MEETING.

Fort Wayne, Ind., March 4.—At the annual meeting of the Fort Wayne Drug Company, the board of directors was reelected and a substantial dividend was declared. The directors are: H. C. Paul, John Jacobs, Jacob Colter, Charles Paul, Fred Landenberger, A. E. C. Becker and H. J. Bowerfind.

CHARLES A. JERMAN RETIRES.

Milwaukee, March 2.—Charles A. Jerman, president and general manager of the Jerman, Pflueger & Kuehmsted Co., has severed his connection with the company. He has been in ill health for several months, and will go to California for a short rest. Then, if his health permits, he will enter business in some other field. Mr. Jerman's resignation was accepted at the annual meeting of stockholders February 18, and at the same time it was announced that the other stockholders had purchased Mr. Jerman's interest, no new member being admitted.

The company elected these officers: President, Howard Greene; general manager and secretary, William Strong; treasurer, Otto Kuehmsted.

Mr. Jerman issued a statement to the house's trade, urging all to continue giving the J. P. K. Co. their patronage.

MAYOR SCOTT CANNOT REFUSE.

Milwaukee, Wis., Feb. 29.—A. J. Scott, pioneer druggist of Hancock, Mich., has been spending a few days in Milwaukee. He is no longer in the drug business, but always makes it a point to visit the wholesale houses when he comes to the city. He has been mayor of his city several times, but had informed the citizens positively that he would not accept another term.

"But I will, though," he said while here. "I wanted to get out of the turmoil of public life and had hoped to be allowed to retire, but they insisted that I be a candidate again, and I suppose I cannot refuse."

Mr. Scott is well known throughout the upper Michigan peninsula for his many philanthropies.

ATHLETICS AS A LUXURY.

Grand Rapids, Mich., March 2.—An Eaton County Circuit Court jury recently gave J. H. Chamberlain, of Bellevue, a verdict of $325 damages against T. E. Robinson, druggist of Bellevue, and manager of the pure food plant in that town. Chamberlain was an employe at the food plant and was discharged. A street mixup followed and the athletic druggist did the obvious. Chamberlain went down and a gap in his scalp needed six stitches. Chamberlain sued and was awarded about $50 per stitch. Mr. Robinson was a prominent figure in University of Michigan athletics a few years ago. He pitched the game Michigan played Yale, at New Haven, and his right arm still retains some muscle knots.

NEW CHEWING GUM CONCERN.

Rochester, March 2.—The George H. Pembroke Co. has been formed in this city, with a capital of $1,000,000, for the purpose of manufacturing chewing gum. The principal offices of the company, which has been incorporated, will be in this city. The officers of the company are: President, Charles A. Drake; vice-president, Edward C. Gutland; secretary and treasurer, George H. Pembroke; John W. Smith, manager; Edward B. Lynn, assistant secretary and counsel.

The directors are Charles A. Drake, Edward C. Gutland, George H. Pembroke, Edward B. Lynn and Hampden Hyde.

MINNESOTA LEGISLATION.

Measures Relate to Wood Alcohol, College Experience and Opiates.

St. Paul, Minn., March 4.—Matters of importance to druggists continue thick in the Minnesota legislature. The Senate has passed and the House will follow suit, a bill requiring wood alcohol to be labeled "wood naphtha," the label to contain also the word "poison." The object of the bill is to do away with the present confusion of wood alcohol with alcohol, which often leads to the drinking of the poisonous article with fatal results.

An important change in the requirements for a pharmacist's license is contemplated by a bill introduced by Representative W. J. Stock. It requires the candidate to have had two years' training in a school, college or university having a course in pharmacy, and to have had two years' practical experience in a pharmacy. Authority is given the examining board to accept certificates of other States having similar laws. New York is the only State having this law and the object is to secure uniformity in the pharmaceutical laws of the different States. The present Minnesota statute requires no college course, but demands four years' working experience. Mr. Stock's bill has the indorsement of the Minnesota Ph. A.

A registered druggists' trust is contemplated in a bill brought in by Representative Ward Stone. It specifies that after 1906 diplomas issued by other State Boards of Pharmacy shall not be recognized in Minnesota. The applicant must have a certificate from the State Board to be a qualified pharmacist.

H. B. Chamberlain has introduced a bill in the House requiring the labeling of bottles and packages of patent medicines containing opiates, so as to indicate the quantity thereof. It is directed chiefly at medicines containing opium, morphia, codeine and laudanum. Violation of the act is made punishable by a fine of $50 to $500, or imprisonment of from thirty days to six months.

The Anderson bill to require a physician's prescription for the sale of cocaine or cocaine preparations, whose provisions have been set forth fully in The Era, has passed the House unanimously, and is on the eve of going also through the Senate unopposed. This result is due primarily to an agitation started by the St. Paul Daily News, and secondarily to the undivided support of the Minnesota Ph. A.

VANISHED FROM THE STORE.

Montclair, N. J., March 2.—Charles Jaeger, secretary and treasurer of the Verona Pharmacy, is missing. As treasurer of the drug company, Jaeger had the handling of the funds. Former Judge John L. Johnson, of Verona, recently sold out the business to Shuddy and Jaeger. Jaeger was a justice of the peace and real estate agent, with an office over the drug store. He was secretary of the Verona Building and Loan Association and chairman of the Democratic county committee. He left a wife and child behind him, who are said to be in straitened circumstances.

MINNESOTA MENTION.

William C. Kregel, employed in A. D. Thompson's drug store, Minneapolis, has asked the help of the police in finding his brother, F. H. Kregel, who has been missing for some time. W. C. has received a note from a man signing himself "Dr. Hopper," informing him that "William Kregel" was injured in a street car accident the night the brothers saw each other for the last time. As there was no accident of the sort on the night in question, the letter is regarded a hoax, and efforts are being made to find the sender.

—Franklin J. Benneson, of Los Angeles, Cal., who is reported to have found radium in large quantities in a clay bank in that State, was formerly employed as a chemist by the Lyman-Eliel Drug Co., of Minneapolis.

—The lower house of the legislature has adopted a memorial to Congress, favoring legislation to prohibit interstate commerce in adulterated misbranded and deleterious drugs, medicines and foods. Gov. Johnson inspired the memorial.

—At a recent meeting of the Minnesota Historical Society in St. Paul, Daniel R. Noyes, of Noyes Bros. & Cutler, read an exhaustive paper on "Minnesota Charities." Mr. Noyes has spent many years in charitable work in the Capital City, and has a mastery of the subject enjoyed by few Minnesotans.

BANQUETTED IN TORONTO.

Toronto, March 2.—About one hundred members sat down to the annual banquet of the Toronto Drug Section of the Retail Merchants' Association. Besides these, the members of the council and faculty of the Ontario College of Pharmacy were present as guests of the association, and also members of the wholesale and drug manufacturers.

W. J. A. Carnahan, president of the association, occupied the chair. The following responded to toasts: H. Watters, of Ottawa; President Graham, of the C. P.; Vice-President Case, ex-President Karn, C. MacD. Hay, E. M. Trowern, G. E. Gibbard, W. J. Dyas, John Hargraves and A. E. Walton.

SOUTHERN NOTES.

—A meeting of the stockholders of the Jonesville (S. C.), Drug Company was held, at which the following directors were elected: J. L. McWhirter, J. J. Littlejohn, Dr. H. T. Hames, R. W. Scott, Dr. M. W. Chambers, D. L. McLaughlin and D. C. Perrin, Jr.

—A new drug firm in Macon, Ga., is that about to be incorporated under the firm name of the Taylor-Bayne Drug Company. It is composed of Mallory H. Taylor, Samuel G. Bayne and Arthur E. Chapman. Mr. Taylor is a graduate of the New York College of Pharmacy, and Mr. Bayne of the National Institute of Pharmacy, in Chicago.

—A. P. Shaw, a pharmacist of Windsor, N. C., has committed suicide by shooting himself.

Mrs. Abe Caruthers died suddenly at her home in Nashville. She was preparing to retire, when she dropped dead. She was the wife of Abe Caruthers, who travels for Spurlock-Neal Drug Co., of Nashville.

VOEGELI DENIES STORY.

N. A. R. D. Not a Combination to Rob the Public, Says He.

Minneapolis, Minn., March 6.—Thomas Voegeli, of this city, president of the N. A. R. D., denies the Chicago story that the druggists of the country have organized a gigantic trust. He says:

"It is true we have an organization, but it is absolutely untrue that we have entered a combination to raise prices and rob the public. The basis of the complaint is the arrangement manufacturers of patent medicines exact from those who sell their goods. These firms do so of their own volition and not at the request of druggists. All we desire is to get prices for our goods that will enable us to handle them at a fair profit. Formerly some stores were selling $1 medicines for as low as forty-seven cents. We buy it at sixty-seven cents. Our selling price, by arrangement, is eighty-five cents, giving us about twenty-seven cents profit. The cost of running our business demands a minimum profit of 22 per cent., which leaves us a net profit of 5 per cent. upon an investment of sixty-seven cents. I am sure no one would call that robbery. The same things are true of other patent medicines. The proprietors have demanded that anyone selling their products shall sign a contract to dispose of them at a price that will insure a small profit. The courts have held they have a right to do this.

"C. G. A. Loder, of Philadelphia, cannot get medicines under this arrangement, and it is he who is raising this cry of 'trust.' Talk of bringing criminal proceedings against the N. A. R. D. is all bosh."

WISCONSIN NOTES.

—Henry C. Schrank, of Milwaukee, is contemplating a trip to Europe for his health.

—Horace Stone, veteran Racine druggist, recently injured, has just celebrated his ninety-first birthday.

—Cala Valerio Jahrling, a Filipino from Manila, has entered the pharmacy school of the University of Wisconsin, at Madison.

—Percy Atkinson, who has managed Gerlach & Haase's pharmacy at West Bend for two years, has entered a Milwaukee medical college.

—Retail druggists of Neenah, Menasha and Oshkosh probably will buy the drug stock of a large Oshkosh department store, on condition that the store quits selling drugs.

—H. G. Falk, of the firm of Falk & Schmalz, Wilton, has taken up the duties of the sheriff, having been elected last fall. He is making his home at Sparta, the county seat.

—The Outagamie county (Appleton) Retail Druggists' Association has elected William Downer president; George Woelz, vice-president; Rufus Lowell, secretary, and C. S. Little, treasurer.

—The new officers of the Milwaukee Pharmaceutical Association are: L. G. J. Mack, president; E. M. Krembs, vice-president; L. H. Kressin, treasurer; W. F. Kaiser, secretary; W. H. Barr, H. L. Schultz, R. M. Dadd, Max Goetz, E. M. Krembs, L. W. Kressin and W. F. Kaiser, executive committee.

ILLEGAL LIQUOR SELLING.

Druggists in Several States Charged With the Offense.

In some of the States in which the laws are very stringent regarding the sale of intoxicants, there seems to be an unusual degree of activity just at this time among the officers who are charged with the enforcement of the laws. As a rule, whether right or wrong, druggists come in for a full share of any blame in connection with violations of the laws. Numerous arrests have been made, and in several instances fines have been imposed. The activity of the officials does not seem to be confined to any special geographical area, as the arrests have been made all over the country.

The drug store of T. A. Clifford, in Rutland, Vt., was raided and a large quantity of liquor was found. Before it could be carried away a writ of replevin was served and a bond of $1,000 was furnished.

Of this raid the Montpelier Argus says: "As we understand the law, licensed druggists have a right to keep liquor on hand. If the raiders found more than they reported in their monthly returns there may be trouble. Otherwise, we fail to see what business it is of the officers how much stock the druggist carried. There is law enough now to punish druggists who violate the conditions of their licenses without resorting to raids."

A. B. Kingman, a druggist of St. Albans, Vt., was arrested on the charge of selling intoxicating liquors without a license. He pleaded not guilty, but after trial was found guilty and fined $300 and costs, from which sentence he appealed and furnished bail.

In the United States Court at Ada, I. T., two well-known druggists were fined $300 each, sentenced to jail for twelve months and placed under a bond of $2,000 each for violating the liquor law. The jail sentence was suspended. Both will forfeit their bond if they violate the law again within three years.

Threats of arrests and raids are made in several of the Southern States, where the laws are very stringent. Newspapers in North Carolina are agitating the question in that State and openly charge that liquor is being sold on prescription in Charlotte and other cities.

KANSAS DRUGGISTS' BANQUET.

Kansas City, March 3.—The second annual banquet of the Kansas City Retail Druggists' Association was attended by 350 retail druggists. Henry W. Evans acted as toastmaster. He was introduced by H. Y. Riddle, president of the association. The following toast programme was given: Frank A. Faxon, "Mergers"; Dr. W. S. Kuhn, "Alkaloids"; A. T. Fleishman, "Random Remarks"; Judge W. T. Bland, "Kansas City and the Cutter."

RIGORS OF LAW TONED DOWN.

St. Paul, Minn., March 2.—The North Dakota Senate has passed an amended drug permit law, raising the quantity of liquor allowed to be sold to a pint, and reducing the number of signers necessary to obtain a druggist's permit. Thus are the rigors of the prohibitory law in North Dakota toned down a trifle.

W. A. NELDEN.

W. A. Nelden, president of the Nelden Drug Co., of Salt Lake City, Utah, who recently committed suicide, owing to financial reverses, was born at Milford, N. J., in 1852. He went to Salt Lake at the age of twenty-six and was identified with the drug business ever since. With Bolivar Roberts, he organized the firm of Roberts & Nelden, in 1884. In 1892 he bought out the interest of Mr. Roberts and a year later incorporated as the Nelden-Judson Drug Co. This business increased from

THE LATE W. A. NELDEN

$60,000 to $500,000, until a year ago, when Mr. Nelden sold out to Edward C. Smith, L. M. Smith and others, of St. Joseph, Mo. Two months later he had opened a wholesale house under the name of the Nelden Drug Co., his share in which he recently sold out.

Mr. Nelden was a prominent and public-spirited citizen of Salt Lake. He leaves a wife, a daughter and two sons.

OBITUARY.

E. H. Griffith, a well-known druggist of Tyler, Texas, of paralysis.

—John L. Krimmell, the oldest druggist of Circleville, O., of heart disease. He was a prominent Knight Templar and a member of the Elks.

—Frederick J. Kellenberger, Pittsburg, Pa. Twenty years ago he opened a drug store at 108 Fulton street. He was married in 1893 to Miss E. M. Tipton, of Gettysburg, Pa. He is survived by his widow and one son.

—Frances Beach Gregory, of Buffalo. She was the widow of the late Willis L. Gregory and mother of Dr. Willis G. Gregory, of the State Board of Pharmacy and dean of the Buffalo College of Pharmacy. Mrs. Gregory was born at Barrington, Mass., September 8, 1824, and died at No. 1268 Main street, Buffalo, February 17, 1905.

—Louis B. Gehlbach, at New Orleans, aged forty-five. Mr. Gehlbach was born in New Orleans, and for many years was a prominent druggist. He was a member of the legislature in 1892, and his work in that session has not been forgotten. He was a member of the Lusitanian Portuguese Benevolent Association, the Chalmette Lodge Association and the Royal Benevolent Association.

EXAMINED IN NEBRASKA.

Superior, Neb., Feb. 26.—The examiners to the Nebraska State Board of Pharmacy met at Lincoln, February 7, 8 and 9. A class of forty took the examination, twenty-six of whom were successful, as follows: Geo. E. Anderson, Omaha; Fred M. Attebery, Ashland; John D. Beck, Omaha; A. R. Chapman, Lincoln; Bertha D. Crawford, Belvidere; Jas. K. Davison, New Castle; Geo. L. Eudres, Omaha; Ralph W. Green, Elmwood; Geo. J. Haller, Blair; Francis C. Hedges, Fairbury; Wilbur W. Lupton, Omaha; Miss E. O. Martin, Bellwood; W. E. McClung, Nebraska City; Wm. T. Miltonberger, Broken Bow; John Ross Neal, Jr., Springfield, Ill.; Harvey E. Poole, Emerson; Lester S. Pope, St. Paul; P. E. Ryerson, Broken Bow; David Simms, Alma; Louis F. Sobeslavsky, So. Omaha; W. F. Solt, Humphrey, Frank A. Stava, So. Omaha; Wm. B. Warrington, Bender; Edward E. Whitten, Albion; Reginald M. Wildish, Aurora; Ben G. Worthing, Overton.

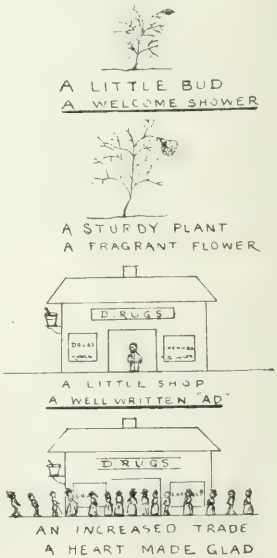
John Ross Neal, Jr., Springfield, had the highest average, his rating being 87.2, and Miss Bertha Crawford was second with an average of 86.6. The class as a whole was one of the best ever examined by the State Board.

The next meeting of the Board of Examiners will be at Beatrice, May 9, 10 and 11, the examination being on the 10th.

LE MAIRE CO.'S NEW BRANCH.

Wichita, Kans., March 4.—The Le Maire Perfume Co., of Paris and Chicago, has opened a branch in this city, which is in charge of S. E. Mayse. It is the intention of the company to supply the Kansas and Oklahoma trade from Wichita.

SPRING.



A. L. Wolcott.

PENNSYLVANIA EXAMS.

Harrisburg, Pa., Feb. 27.—Of those who took the examination at the Philadelphia College of Pharmacy, in Philadelphia, January 15, the following passed:

Registered Pharmacists: Jos. J. Williams, Conshohocken; John J. Brallier, Berlin; Geo. W. Wilson, Frank E. Goulden, both of Wilkesbarre; Wm. T. Moore, Crafton; Joseph A. Ames, Maderia; Harry F. Plum, Bellefontaine, O.; John S. Davis, Oscar J. Reynolds, both of Scranton; Jos. M. Cosgrove, Shenandoah; Carl E. Schmidt, Canton, O.; Harry H. Searl, Clifton Heights; Frank Hohmeier, Jersey City, N. J.; H. T. Richards, Coatesville; Eugene M. Schich, Bethlehem; George Ralph Schrader, Johnstown; Jos. Alex. Shrom, C. M. Diller, both of Carlisle; James O. Condra, Titusville; Wesley C. Mast, W. Howard Swartz, both of Reading; Jos. L. Wade, Powell Hampton, both of Bridgeport; C. E. Householder, Windber; Carl C. Schomo, Hamburg; Lewis J. F. Welch, Eldred; Gustave Aicher, Erie; Lloyd E. Goss, Lewistown; Frank W. Carl, LeRoysville; L. E. Hyres, Northumberland; John B. Oellig, Altoona; Geo. H. Summers, Entriken; Ray D. Gilliland, Snow-Shoe; John C. Lehman, Williamsport; Andrew E. Spalding, Troy; Benjamin F. Bowersox, State College; Jos. Howard Houk, Perchase Line; Winfield H. Miller, William Henry Gross, both of York; Monroe E. Zerphy, Lancaster; Horace W. Given, Camden, N. J.; Abraham Zingher, New York, N. Y.; Franklin A. Butten, San Jose, California; Richard H. Ottman, Lead, South Dakota; W. H. Webber, Pittsburg; Elizabeth Davis, Mary J. Lauter, Esther J. Berman, J. Fiske Smith, A. F. McNerney, John B. Spencer, Tilden B. Bordner, Lewis E. Boesser, Minnie E. Asnis, Harry W. Dundore, Benj. Ulanski, William McCouch, Jr., Edwin Thayer, Chas. H. Hargreaves, Gilbert March, Frank H. Holzschuh, John R. Rippetol, Benj. M. Lum, Ralph Wimenitz, Wm. S. Lank, Will E. Lucas, Theodore Rosenorn, William A. Lum, Chas. K. Todd, all of Philadelphia.

Registered Qualified Assistant Pharmacists: C. Victor Miller, James C. McAlister, Charles L. Lyter, all of Harrisburg; Charles H. Fry, Pottstown; Frank W. Schaffer, Allentown; Wilmer C. Dreibelbis, Lehighton; W. Raymond Klopp, Womelsdorf; William L. Bender, Ashland; Guy L. Fritch, Shamokin; Samuel M. Irvin, Philipsburg; Lewis M. Shear, Howard J. Baer, both of Lancaster; Albert H. Owens, Lost Creek, George Henry Troxell, Swarthmore; Roy E. Martin, Newburgh; Karl L. Bosch, Erie, Harry J. Weightman, Greensburg; C. Covel Davy, Coatesville; Walter L. West, McKeesport; Edward S. Thomas, DuBois; Alex. C. Cameron, Edward Harris, both of Allegheny; Charles H. Leniger, Danville; James E. Stouffer, Dawson; Jesse George Cable, Pottsville; Percy A. Coles, Mansfield; Erma D. Eadie, Berwyn; Edward T. Shaeffer, York; Wilbur B. Goodyear, Carlisle; James D. Eisenhower, Carlisle; Samuel S. Butler, Swedesboro; Seth S. Sawtelle, Elmira, N. Y.; John T. Kinney, Phillipsburg, N. J.; William H. Haines, Mullica Hill, N. J.; William C. Hoffman, Trenton, N. J.; Fred B. Kelty, Salem, N. J.; John F. Sweeney, Atlantic City, N. J.; John F. Mackay, Vineland, N. J.; G. O. Hancock, Asbury Park, N. J.; G. O. Hancock, Asbury Park, N. J.; Charles W. Hanson, Norwich, N. Y.; John A. Whare, Jr.; Syracuse, N. Y.; Garfield March, Bellefontaine, Ohio; Fred Plum, Bellefontaine, Ohio; John C. Emerson, Carthage, Miss.; J. A. Worthington, Billingham, Washington, D. C.; Benjamin L. Fuser, Booneville, Miss.; Ancy L. Baskin, Florence, S. C.; P. A. Miller, Fullerton, Neb.; C. W. Schivenzer, Indianapolis; Roy Hastings Browne, Amherst, Nova Scotia, Canada; John J. Mullen, Elmer H. Bobst, Ralph A. Forrest, Reed L. White, A. Benajmin, Morris Herson, J. Elwood E'We, John P. Lonsdorf, Walter T. Butler, Paul G. Weston, Leonard Hughes, Walter H. Orrick, Charles A. Monaghan, George E. Hitzelberger, Harry E. Klingman, Philip A. Cohen, M. M. Becker, William E. Sanders, Henry S. Fitch, Max M. Keyser, Gabriel R. Cardt, Frank C. Taylor, Celia J. Lubin, all of Philadelphia, Pa.

The next meeting of the board for the examination of applicants for registration will be held in the High School, Harrisburg, Pa., and the Pittsburg College of Pharmacy, Pittsburg, Pa., on Saturday, April 15, 1905. All applicants for registered pharmacists' certificates must make application to the secretary, Chas. T. George, for blanks and instructions, not later than ten days before the examination.

REGISTERED IN KANSAS.

Ellsworth, Kans., March 2.—The fourth quarterly meeting of the State Board of Pharmacy was held at Wichita, February 15. All members of the Board present. There were fifty-six applicants present to take the examination, of which there were thirty-eight passed and registered. Following are the names of those who were successful: C. E. Annabil, McPherson; J. E. Atwood, Utica; Ross H. Beem, Herington; Galen Burriss, Burrton; Florence B. Craik, Oketo; L. E. Chase, Neodesha; George Cole, Wichita, W. B. Campbell, Galena; R. G. F. Eyth, Abilene, Walter S. Foster, Concordia; L. P. Galbraith, Neodesha, Oliver C. Holmes, Parsons; Ulyses G. Hoshaw, Chanute; Ed Hardenbrook, Oketo; Maurice S. Ingalls, Halstead; Joe J. Kowalski, Emporia; Iris J. Kinyon, Bern; Robt. J. Long, Beloit; I. W. Morgan, Augusta; Chas. F. McNair, Eskridge; J. L. Mathis, Greensburg; G. Ivan Pohek, Pittsburg; F. L. Porter, Wichita; Bessie Powers, Topeka; Roy M. Riley, Wichita; J. W. Rutherford, Pittsburg; Delton Sparr, Conway Springs; Percy Stevens, St. Johns; Edna K. Somers, Latham; F. K. Smith, Abilene; Wm. K. Smith, Newton; Jos. C. Sanders, Wichita; Clay Thom, Altoona; C. W. Thompson, Wichita; Geo. W. Wilson, Caney; N. G. Witcher, Winfield; Harry E. White, Oketo.

Assistant Pharmacist: O. J. French, Wellington.

The following were registered during the quarter by virtue of being graduates of recognized schools of pharmacy: J. Floyd Tilford, Olathe; W. P. Brown, Alma; Alphonso T. Kridler, Arkansas City; John I. McGeorge, Argentine; Cecil F. Wiswall, Sabetha. Following are those whose names were restored to the register during the last quarter: E. W. Elting, Moline; A. L. Ross, Chanute; Harry L. Hanley, Rock Creek; O. L. Cooke, Wyandotte; Aug. A. Meyer, Alma.

The next regular meeting of the Board of Pharmacy will be held at Junction City, May 25. These examinations are held four times a year, in different sections of the State. The members of the Board are: R. L. Atdery, president, Hutchinson; W. E. Sheriff, secretary, Ellsworth; W. W. Taylor, treasurer, Holton; C. L. Becker, Ottawa; Fred A. Snow, Topeka.

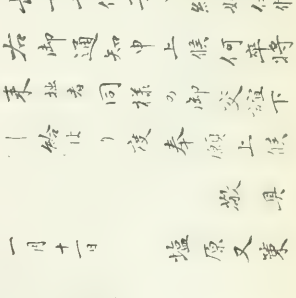
DRUG BUSINESS SOLD.

Wilton, N. Dak., March 4.—P. C. Remington & Co. have sold their drug store to A. P. Lenhart, of Washburn. The purchase price was $14,000. Mr. Remington purchased the business in 1890, and has established a store the citizens have been proud to refer to as one of the best in the Northwest. Mr. Lenhart has been in the drug business in Washburn for the past four years. He was for several years in the employ of Mr. Remington.

GUN COTTON EXPLODES.

Pittsburg, March 4.—An explosion of gun cotton, caused by James McCann, proprietor of a drug store at 804 Penn avenue, Wilkinsburg, trying to remove it from a bottle, blew off two fingers of his left hand, cut his face and head with glass splinters and did $400 damages to the store. The concussion knocked down scores of bottles from the shelves and broke flasks in all parts of the store.

A MARRIAGE NOTICE.



A translation of the above is appended: Colonel E. W. Fitch and Madame Fitch:

I take pleasure in informing you that I have married with Miss Chioko, the eldest daughter of Mr. Shozu Okuda, and I beg you to give her equal courtesies and friendship that you have bestowed upon me.

January 11, 1905.

(Signed)

MATASAKI SHIOHARA

Mr. Shiohara is manager of the Tokyo branch of Parke, Davis & Co. His letter to Colonel Fitch is one of several received by the New York house. The translation is by Dr. Takamini.

PHILADELPHIA C. OF P. FOOTBALL TEAM.

The Philadelphia College of Pharmacy last season was represented by the strongest football team in its history. The players reading from left to right on the upper row are as follows: Boesser, Manager Gilliland, Shiffer, French, Eckhardt, Sweeney, Assistant Manager Whitney, Bradshaw; middle row, from left to right, Yoerg, Captain Wagner, O'Brien; lower row, left to right, Myers, Lehman, Dawson, Kurtman, Spalding, Schwenzer, McIntyre.

ONTARIO COLLEGE OF PHARMACY.

Toronto, March 6.—The council of the Ontario College of Pharmacy closed its semi-annual meeting in this city, last week. The registrar-treasurer reported a most prosperous year, with a cash balance of $16,000. The balance of assets over liabilities amounted to more than $76,000, which is an increase of $7,000 over the last term. The report also showed more students present than there were in 1901, more men having surmounted the higher standard now required for admission. The college building is valued at $35,710.48, and the apparatus $9,196.75.

The report of the John Roberts scholarship showed a balance on hand of $3,339.60. The question of extending the course was discussed, the present course of one year being regarded by many educators as too short to properly train pharmacy students for the duties expected of them. The matter was placed in the hands of a committee, which was instructed to secure the necessary amendments to the pharmacy law, particularly the insertion of a clause which adjusts the apprenticeship term to meet the requirements of the change which reduces the term to be served in practical experience with a preceptor to three years and adding one year to the college course, making in all five years.

Another subject which came up for discussion was the question of seeking to have the senate of Toronto University recognize college of pharmacy degrees as part of the qualification required on the medical course. R. A. Harrison, of Dunnville, stated he believed that formerly Trinity Medical College allowed one year on its course to graduates of pharmacy, who were thus enabled to read for their degree in medicine in about three instead of four years. It was claimed that some time should be allowed, as under the present Act graduates in medicine are allowed to conduct drug stores. The druggist, to become qualified, must serve an apprenticeship of four years with a competent druggist, and attend the college of pharmacy for a session, and he has a far superior training in chemistry, materia medica and allied subjects than the graduate of the medical college. It is likely the corporation of Toronto University will be asked to recognize the degrees of pharmacy in the subjects covered by it in the medical course.

KANSAS CITY COLLEGE OF PHARMACY NEWS.

Kansas City, March 2.—The Alumni Association of the Kansas City College of Pharmacy has decided to hold its annual ball for the graduates on March 30, at the New Casino. Many out of town alumni have signified their intention of being present, Walter A. DeGraw, '04, West Moreland, Kan., is the first member of the association to take advantage of the life membership clause. A check for $10 last week made the secretary happy.

Mack Allaman, of Topeka, Kan., is with the juniors again, after a month's illness.

Mr. and Mrs. D. V. Whitney entertained the seniors on the eve of January 24. In a guessing contest Nick Hunter won first prize and B. E. Eoff, second.

Alkaloidal assays are keeping the seniors busy.

SOUTHERN DRUGGISTS MEET.

Savannah, Ga., March 1.—A meeting of the South Atlantic Drug Club was held here last week, and rates were adopted for the sale of staple goods. Dr W. J. Merry, of Charleston, presided over the meeting, at which were representatives of wholesale firms of Georgia, North Carolina and South Carolina.

AMERICAN CHEMICAL SOCIETY.

The New York Section of the American Chemical Society will hold its sixth regular meeting to-morrow evening, March 10, in the American Museum of Natural History, at Seventy-eighth street and Central Park West. The programme for the evening is as follows: Morris Loeb and F. S. M. Pederson, "The Vapor Friction of Isomeric Ethers"; A. C. Langmuir, "The Iodine Absorption of Rosin and Shellac"; William Melville and Alfred H. White, "Decomposition of Ammonia at High Temperatures"; A. A. Breneman, "Mineral Waters at the St. Louis Exposition"; George F. Kunz, "The Radium Exhibits at the St. Louis Exposition."

Owing to the distance between the place of meeting and the Savoy Hotel, the usual informal dinner will be omitted.

VALUABLE PUBLICITY GRATIS.

Scott & Bowne, the manufacturers of Scott's Emulsion, are pursuing a very active, and what has proved to be an effective campaign of advertising in the interests of the druggists throughout the United States. The plan adopted is one that is certain to bring good results to the retailers who have enjoyed this publicity. The work is done without a cent of cost to the druggist and the placing of the work is done entirely by Scott & Bowne. This relieves the retailer of both labor and expense. The many druggists who have taken advantage of Scott & Bowne's offer are delighted with the way it has helped their business. It is the intention of the manufacturers of Scott's Emulsion to follow out this campaign until early summer and probably again in the fall. Druggists who have not yet had any correspondence with Scott & Bowne in reference to this publicity should not delay in writing them and getting in line.

AMONG THE BOWLERS

MERCK TEAM FORFEITS TWO.

The bowling in the Wholesale Drug League, on Monday night, resulted as follows:

Dodge & Olcott	725
Merck & Co.	Forfeited
Parke, Davis & Co.	834
National Lead Co.	811
National Lead Co.	818
Bruen, Ritchey & Co.	820
Parke, Davis & Co.	826
Bruen, Ritchey & Co.	666
Lazell, Dalley & Co.	800
Merck & Co.	Forfeited
Lazell, Dalley & Co.	725
Dodge & Olcott	781

The Merck team had only two men bowling. The standing to date:

	Won.	Lost.	High Score.
Parke, Davis & Co.	17	1	895
Colgate & Co.	16	4	912
Whitall, Tatum Co.	14	4	868
Lanman & Kemp	12	6	886
Seabury & Johnson	10	8	896
Roessler & Hasslacher	11	9	948
Dodge & Olcott	10	10	849
National Lead Co.	7	11	828
Sharp & Dohme	8	12	809
Bruen, Ritchey & Co.	5	15	813
Lazell, Dalley & Co.	4	16	848
Merck & Co.	0	18	772

BRAUER LEADS WITH 223.

Baltimore, March 4.—The Baily and Sharp & Dohme teams, of the Drug Trade Club bowlers, showed up strong this week. Various scores of 200 and over were made. Brauer, of James Baily & Son, heading the list with 223. This team with that of Sharp & Dohme, ran a close race, last Tuesday night, getting an average of 852⅓, against one of 840⅓ for Sharp & Dohme. The results of the week were as follows:

James Baily & Son	872	853	832
Sharp & Dohme	854	882	785
Davis & Davis	788	794	842
Armstrong Cork Co.	651	723	748
McCormick & Co.	826	738	824
Calvert Drug Co.	635	622	646

TWO MORE FOR TABLETS.

St. Paul, Minn., March 4.—The Tablets, of the Drug Clerks' League, took two games in the play of March 2, the score standing:

Tablets	744	852	745
Lillis			199
Pills	726	729	794
Bodsgaard			200

When the Druggists' League bowled March 3, the Mortars were the tailenders. Two games went to the Spatulas and the other to the Pestles. The score:

Spatulas	761	826	759
Everett			200
Pestles	726	681	797
Jelinek			189
Mortars	699	737	763
Lundburg			191

MAKES A SCORE OF 299.

The biggest score ever rolled at Terrace Garden and one that has seldom been equalled and very rarely beaten, was made last Friday afternoon, by Karl Schnackenberg, of the West Side Bowling Club. In the course of a ten-pin game, he made eleven strikes in succession. At the twelfth ball, nine pins fell, making a total of 299. In honor of the occasion "Schnacky" set 'em up for the crowd, who sang, "Hoch soll er leben" in no uncertain measure.

P. D. LEAGUE CLOSES SEASON.

Detroit, March 6.—The Parke, Davis & Co. Interdepartmental League has closed its most successful season since the league was organized. Some excellent bowlers have been developed, and when the Parke, Davis team of New York meets the Detroiters they will know they have been up against the real thing. The league had a long list of magnificent prizes which were awarded Saturday night. Parke, Davis team No. 1, in the Drug League, had the three highest bowlers in the Interdepartmental League, Smith, Snyder and Lawrence, whose average for the sixty games played was 178, 173 and 172 respectively. Here are the season's results, with the prize winners and some of the individual averages: Smith, 178; Snyder, 173; Lawrence, 172; Helme, 166; Paige, 161; Stewart, 161; Phelps, 160; Ames, 160; McFadden, 160; Popkins, 159.

Total pins and games won and lost:

Chemical	46,162	33	27
Scientific	46,0[illegible]	34	26
Publication	45,824	33	27
General Business	45,770	35	25
Mechanical	45,707	25	35
Pharmaceutical	44,586	20	40

The prize winners are as follows: Total pins (team), Chemicals. G. W. Mutter, captain; James Wilkie, A. R. Mendenhall, A. Maunder, J. E. Smith. Consistency (team), Mechanical. H. J. Lawrence, captain; H. M. Ferry, D. Reid, W. G. Nowell, T. W. Perkins. High average (individual), W. G. Snyder. Consistency (individual), E. Popkins. Improvement (individual), N. Worthy. High average strikes (individual), A. W. Helme. High average spares (individual), H. B. Phelps. Special contest No. 1, C. C. Milburn, silver-mounted pipe. Special contest No. 2, W. G. Snyder, silk umbrella.

The regular prizes are silver cups, inscribed, and are donated by executives of the Detroit and Walkerville offices.

In the Drug League tournament last week, no less than seven of the players rolled in the 200 class. As the season closes, it is seen that the champions of last year will again carry off first prize. Interest is now centered on the fight for second place, the contest being a close one between Michigan Drug and Parke, Davis No. 2. The scores:

Michigan Drug Co.	904	848	888
Carlisle			215
Nelson, Baker & Co.	839	870	742
Schroeder			209
Parke, Davis, No. 1	825	801	869
Smith & McDonald			202
F. Stearns & Co.	757	843	791
Haggerty			185
F. F. Ingram & Co.	719	837	782
Cosgrove			225
Parke, Davis, No. 2	759	843	737
Barry			225

A CARD INDEX SYSTEM.

Designed and Successsfully Used by Mr. A. W. Dows, of Lowell.

TWO CO-OPERATING SYSTEMS.—LOCATION OF GOODS IN THE STORE, COST AND SELLING PRICE ON FIRST.—THE SECOND RECORDS THE PURCHASE AND DETAILS OF EVERY PROPRIETARY AND PACKAGE ARTICLE BOUGHT.—TIME AND MONEY SAVED TO THE RETAILER BY SUCH A SYSTEM.

That a card index system is of great value to a druggist is a certainty. To be sure, there are systems and systems, some of them too cumbersome to be really useful. It was of one of these latter that a manufacturer recently said: "No more card system for me. I put one into my factory a year ago—a cost system. Every job going through is entered on seven separate cards. Not one of my workmen can blow his nose without recording it on a card. I've taken on two extra clerks to keep the thing running; and it's just as hard to-day to get the facts I want as it was a year ago."

That manufacturer's system needed systematizing. An expert showed him eventually how to combine his seven records into one and get all the facts he wanted in most concise and intelligible shape.

A GOOD CARD SYSTEM.

But The Era proposes to outline a good, simple system—a system which is of great use to a druggist. It is not a patented system, as the following letter from its inventor, Mr. A. W. Dows, will explain. It has stood the test of actual usage splendidly for years. It was presented to the attention of The Era in this letter from Mr. Dows.

Lowell, Mass., Jan. 30, 1905.

Editor The Pharmaceutical Era:

I have read with much interest your article in the 22d December issue of The Era, entitled, "The Druggist's Inventory." In addition to the fact stated that "a card index system saves time" you might have as truthfully stated that it saves much money. In the year 1900 the writer was *attempting* to run three stores practically single handed. The possible use of a card system presented itself, and a temporary system was quickly installed, in so far as it related to the cost of goods, their selling prices and location in the store. Its value was soon demonstrated and a second system was installed January 1, 1903, covering the purchase and recording of every proprietary and package article bought, which was entered upon cards like the enclosed blue ones. At the same time goods bought in bulk were entered upon white cards like those enclosed.

SAVED TIME AND MONEY.

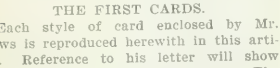
It is just two years since this last system was introduced, and to say that it is valuable is putting it mildly. One might think it would be hard work to enter every item upon cards. It is not. In my own case they are all entered, even to the daily paid outs for articles borrowed from other druggists, and are entered by me alone. It is true that the lady bookkeeper has access to the cards for the purpose of making out bills, etc., but it is actually necessary for the latter to keep tabs upon

goods purchased. I claim that more is saved, and hence more earned, by keeping track of how fast goods are moving than by looking after the cash register. I employ a trusted person to look after all the cash accounts, registers and general bookkeeping, and pay very little attention to that end of the business.

Should any of your readers have made inquiry for sample cards, I would be pleased to furnish them upon receipt of stamp. Some cards, as you may note from the enclosed which have passed their usefulness, are filled so rapidly that another card is started containing the former account condensed. Other cards may last ten years. A card system is expansive anyway, and that makes its worth. Can the average druggist tell what chemicals are decreasing in sale or use? Can he tell what are increasing enough to warrant their purchase in larger lots? A card system is sure to tell. The enclosed style of cards are entirely my own design, and not in use anywhere else that I know of, but I should not patent them. The use of the same or similar will not be prohibited. Very truly, AZW. M. DOWS.

THE FIRST CARDS.

Each style of card enclosed by Mr. Dows is reproduced herewith in this article. Reference to his letter will show that Mr. Dows speaks of two systems. The first of these inaugurated is to keep track of the cost of goods, their selling prices and location in the store. These cards are made of serviceable white cardboard. Their dimensions are five by three inches. They are notched on each side about half an inch from the bottom, in order to fit into the guides in the draws of a filing cabinet.



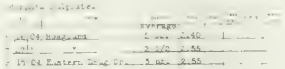
NO. 1.

Our first illustration shows one of these which has actually been in use. The horizontal lines on the original are in blue and the second from the top rule line is in red. It will be seen that the card is to indicate first of all, location of the goods in the store; next, cost per dozen; and lastly, the retail selling price. This particular card has been devoted to the goods manufactured by C. I. Hood & Co. The sarsaparilla, it appears is located in section 6 of the store, on shelf 4; its cost per dozen is $8.75; and it retails for eighty-three cents. Mr. Dow states, "This card is for the clerk's use in marking and putting away goods." The reverse of all the cards is ruled in the same manner, but it is explained that the reverse "cannot be used unless the other side is spoiled."

QUANTITIES AND COSTS.

The second section of this first system requires white cards somewhat larger than the first. In the present case they are 5½x5¾ inches. Our second illustration shows their plan. They are to record the purchase of goods, quantity and cost. First comes the date of purchase, then the name of the firm from whom they were bought, then the quantity, and finally the price paid. Columns are left for the rate of discount, cash discount, the f. o. b. terms, and the wholesale figures, if any.

In this sample card the purchases of morphia sulphate are recorded. The first item shows, "bought June 16, 1904, from the Hoagland Co., five ounces of morphia sulphate at $2.40 per ounce." The reverse of the card is exactly the same. When one side is filled the other can be used. Mr. Dows informs us that this card was actually in use five years and the entries on the other side, not shown in the cut, proves it so. When one year has expired, the average quantity and price on purchases for the year is computed and the result entered on the card. A glance shows the epitome of transactions for years past.



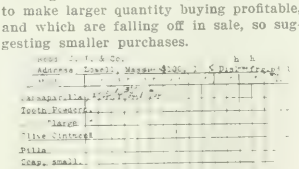
NO. 2.

Of the same size, but without the ruled columns, is another style of white card, which completes the units of the first system. This card is used for a variety of purposes, such as addresses, in which case one card is allotted to each letter. It is also of use in recording discount terms of various firms.

BULK PURCHASES.

We now come to the second system, inaugurated by Mr. Dows in 1903. This covers the purchase and recording of every proprietary and package article bought. Our last two illustrations reproduce these cards. They are of blue cardboard, 5½x 3¾ inches.

The first records the quantity of goods bought and the date. It will be seen from the illustration that ½ gross of sarsaparilla was purchased from C. I. Hood & Co. on January 10, 1904; ¼ gross on March 5, and 1 gross on June 1. The advantage of this record is obvious. It enables the druggist to accurately know which goods are increasing in sale enough to make larger quantity buying profitable, and which are falling off in sale, so suggesting smaller purchases.



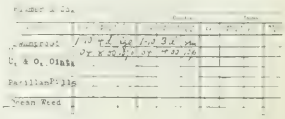
NO. 3.

The last card is ruled for two uses. It simultaneously records the quantity, size, price, discount and date of bulk purchases of proprietaries and package goods. Here we find entered the fact that on January 10, 1904, four dozen of Swamproot, large size, were bought, costing $8.00 per dozen, at 10 per cent. discount and also that 3 dozen of the small size of the same article were secured at $4.00 per dozen, with 10 per cent. off.

SEVERAL SIZES AT ONCE.

Plainly this card is a great convenience, for it permits the separate entry of several sizes or grades of the same goods which are bought on the same date.

The reverse of these cards is also usable after the front face has been filled. As Mr. Dows so truly says, the whole system is expansive. Expansion is one of the chief merits of a card index system. And yet any one entry concerning any article can be found with surprising quickness. Again the economy of space is remarkable. The same information entered in books would take up much more room.



NO. 4.

Any druggist may require some special variations of the system to meet the peculiar requirements of his business, but the very necessity for these suggests the proper way of caring for them. New ideas can easily be incorporated in the system without disturbing the general scheme or expanding the amount of space required or the expense to any considerable extent.

Mr. Dows explains in his letter that he will permit the use of this plan by others.

The system will save time and money and will show in a moment accurate statements of facts. Besides, the user of the card index always has a comfortable feeling of confidence, knowing that he has the salient points of his business literally at his fingers' ends.

EMPYROFORM.

Dr. F. Kornfeld, assistant at Prof. von Fritsch's Polyclinic, Vienna, has just made public some interesting clinical results he has obtained from the use of empyroform in his own dermatological practice. The treatment with the drug embraced a whole series of the most varied chronic eczemas with good results and no relapses. Empyroform is said to be a condensation product of birch tar and formalin, but in contradistinction to tar, it causes neither local irritation nor systematic intoxication. In Dr. Kornfeld's tests, noted above, the most satisfactory results were obtained from a 5 to 20 per cent. empyroform-vaseline ointment, a 5 to 20 per cent. empyroform-Lassar's paste, a 50 per cent. empyroform-vaseline paste, and a 5 to 15 per cent. liniment. Another combination found to be of much value was a "paint" of empyroform, ½ ounce; French chalk, 2½ drams; glycerin, 2½ drams; distilled water, 5 drams. Literature on empyroform will be supplied to the trade on request, by Schering & Glatz, 58 Maiden Lane, New York, and the druggist should get posted.

BARON IAOTO AT PROCTOR'S.

Baron Iaoto, one of the richest Japanese in the world, who is now touring America, occupied a box at Mr. Proctor's Fifth Avenue Theatre a few weeks ago, and was much pleased with the performance of "The Silver King" that was given that week. He particularly applauded Mr. Edwin Arden, Miss Isabelle Evesson and Mr. James E. Wilson, who played the leading roles. The "Little Brown Men of Japan" are a really wonderful people, and are trying steadily to become familiar with American customs and manners.

SPRING IS HERE!

The signs are all apparent; boys are playing marbles on the sidewalks; baseball is a subject of conversation; Spring poets have begun to effervesce;

Soda Fountains Are Beginning To Fizz!

Time to clean up the Fountain and get everything in order for a new season, especially if you serve Soda Water the year round.

A special opening day announced in advance is a splendid idea! It is a good advertisement, attracts attention and draws new trade. The opening of the Soda Water season comes with a sense of fresh novelty to many people who watch for it with interest. The first fountains to open are sure to do a large business and will hold a large portion of the new trade thus attracted.

Are You Ready For The Rush? How is Your Stock?

YOU CAN HAVE NO BETTER GUARANTEE OF SUCCESS THAN TO USE

"True Fruit" Fountain Requisites

Made on honor, sold on merit, and guaranteed to give the highest satisfaction.

There are other lines, it is true, *BUT*

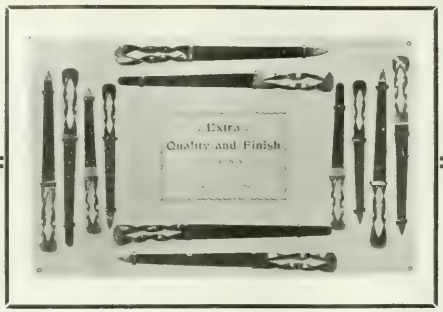
If you have used the rest,

Now try the *best.*

While we lay the greatest emphasis upon the superior quality of our goods, we can prove to you that they will *cost you less* money than other lines!

Send in your order immediately so as to secure prompt shipment, as our factory is taxed to the utmost to keep up with our orders.

J. HUNGERFORD SMITH CO., Rochester, N. Y.



This is the card of FLEXIBLE NAIL FILES we want to sell you for $1.75, postage prepaid.

There are one dozen files on this card—no two exactly alike. One-half of them are finished in blued steel handles, the other half are finished in polished nickel plate.

Part of them are made with cleaner—the others have file all the way to the end.

All of them are made of an exceptionally fine steel, carefully tempered and cross cut. They will bend like a fencing sword and come back to perfect shape. The sizes are also assorted.

In fact, if you will order this card of files, you will have an assortment from which *any* customer wanting a *good* file, can make a satisfactory selection.

Remember, we *mail* this card to you promptly upon receipt of order.

HOLTON & ADAMS

Importers and Manufacturers of Toilet Specialties, Brushes, Etc.

54 Beekman Street, NEW YORK

Increase Your Bank Account

PLACE IN YOUR STORE a system that protects your customers, your clerks and your profits—a system that tells you the amount of your business at any time in the day.

A National Cash Register

Enables you to complete your book-keeping before your customer leaves the store and to post your accounts not only to the day, but to the minute.

Pays for Itself

Within a year out of the money it saves and then pays 100 per cent. on the money invested.

WRITE FOR FULL INFORMATION.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO., Dayton, Ohio.

I own a _____ store. Please explain to me what kind of a register is best suited for my business.

This does not obligate me to buy.

Name

Address

(S. P. 6)

TRADE SECTION

GROWING MEDICINAL PLANTS.

Work of the San Francisco Garden Explained by Dr. Schneider.

The Alumni Association of the College of Pharmacy of the University of California held its semi-annual meeting on December 9, 1904. On this occasion a number of exceedingly interesting papers were read, among them one by Albert Schneider, M.D., Ph.D., on "Vacation Work of 1904."

The third topic treated in this paper was the San Francisco Garden of Medicinal Plants. In The Era of January 5, the marked scarcity of indigenous medicinal plants was shown and the progress of experiment work in cultivating such plants. The garden of medicinal plants of San Francisco is a field of such effort, and Dr. Schneider's paper dealing with its work, is of decided interest. We therefore give this portion of his treatise:

WORK BEGUN YEAR AGO.

"The field work of the garden was begun in March, 1904. Seeds were supplied, and about three hundred and fifty species of medicinal plants are now in the grounds set aside by the Park Commissioners. The garden-culture work was in charge of Charles Mitchell, who has prepared a report for the season of 1904, a copy of which is in the college library.

"The writer, as chairman of a committee on botanic gardens, representing the College of Pharmacy, has prepared a fairly complete report embodying tentative suggestions with regard to organizations, management, etc., of the proposed garden. This report is in manuscript only, and is in the hands of the committee for further consideration. In this report the significance and importance of gardens of medicinal plants is fully set forth. The following are a few of the more important features with regard to the growing of medicinal plants in the State of California.

"Persistent and scientifically conducted efforts should be made to cultivate cinchonas in California. These trees are of great value, yielding the quinine which is the great malaria cure, besides having other remedial powers. The United States each year spends millions of dollars for the bark of the tree for quinine which is imported. The successful cultivation would not only mean a saving of these millions, but would be the means of opening up the necessary industries to grow the plants, collect and prepare the bark, manufacture the quinine and other derivatives, thus giving employment to thousands.

"Cinchonas require a moist, uniform atmosphere, not too warm nor too cold. A dry atmosphere is fatal. A single plant of cinchona grown in the Berkeley Botanic Gardens survived seven seasons in the open, when it was killed by a single unusually dry "norther." The State should set aside a special appropriation of from five thousand to twenty-five thousand dollars in this attempt. Seeds as well as plants of the more hardy species should be imported from South America, Japan, India and other countries where cinchonas are now successfully cultivated, and planted and transplanted in the most suitable localities in the State, as certain hillsides along the coast, especially in the northern portions of the State, where the necessary conditions of atmospheric moisture are favorable.

THE COMMERCIAL SIDE.

"About ninety per cent. of all medicinal plants may be grown in the State, which, however, does not imply that they may all be grown profitably. To make such cultivation profitable, the plants must first have a ready market, and must be grown, collected, garbled, dried, and otherwise prepared on a large scale. The small grower cannot compete with the European grower. To illustrate: Digitalis, aconite, marrubium, hemlock, and many other introduced medicinal plants are common in California, yet the San Francisco wholesale drug houses import these vegetable drugs largely from England, simply because the English workman can do the work so much cheaper than his American brother. This condition can be met successfully only by growing the drug-yielding plants on a large scale. In fact, it is only by this method that the American farmer can compete with the European farmer. There is absolutely no obstacle in the way of attempting this cultivation of medicinal plants on a large scale. All that is necessary is for some one with the required energy and determination to make the beginning. American wholesale drug houses will purchase vegetable drugs from American growers just as soon as the article placed on the market by these growers is proven to be of good quality and the price is no higher than that of the European article."

STAND AGAINST JEWELRY CO.

Several druggists of Jersey City, N. J., have so far held their own against the jewelry firm which seeks to enforce contracts which the druggists have found unprofitable and unsatisfactory. A mutual agreement to stand together and employ legal aid, was gone into by half a dozen of the pharmacists. So far the jewelry company's end has been taken up by three successive lawyers, who each dropped the case after a short experience.

DRUGGIST FOR COUNCILMAN.

Anniston, Ala., March 4.—Dr. J. L. Wikle, the pioneer druggist of this city, has been nominated for councilman. Dr. Wikle came here twenty-five years ago, when the site of the present city was farm land.

Most of the drug stores in Lansing, Mich., are displaying cards notifying customers that on account of the high price of glassware it will be necessary after March 1 to charge for bottles.

END OF GLYCERIN COMBINE.

English Firms Terminate Agreement Owing to Dissensions.

The Chemist & Druggist says of the termination of the English glycerin combine:

"The annual meeting of the glycerin convention was held last week, and such was the discussion among its adherents that it was resolved to terminate it. The break-up of the convention is said to be due to the opposition of a well-known firm of soap manufacturers, who signified their withdrawal, and as their competition was of a character that could not be ignored, there was no help but to dissolve. The result is that the market is quite unsettled, and several firms have issued circulars showing a reduction of about £4 per ton on the double distilled s. g. 1,260 quality, but in the present state of the market it is doubtful whether these prices can be adhered to, as agents are soliciting bids.

"The fact that the convention has come to an end is a surprise to many, as there were no outward signs of disturbance in the market. No definite prices can be quoted, but £53 per ton is about nearest value for double-distilled in 10 cwt. drums. In the present circumstances buyers prefer to look on, waiting more settled conditions."

STABILITY OF H_2O_2.

In speaking of the keeping qualities of a 3 per cent. solution of Hydrogen Peroxide, this can only be done in a comparative sense, because the value of the article as an antiseptic, depends entirely upon the easily available atom of oxygen.

It is desirable, of course, that a preparation of Hydrogen Peroxide should suffer as little decomposition as possible, before it is wanted for use, and it may safely be said that the Mallinckrodt brand represents the maximum degree of stability obtainable in this article. The old fashioned belief that Hydrogen Peroxide should "pop" when the cork was removed from the bottle, in order to be a good preparation, is, of course, erroneous, as this merely shows that the article has decomposed and the liberated oxygen is what causes the pressure. The active oxygen, however, i. e., the oxygen which destroys the organic matter, must be obtained in the nascent form, and it stands to reason that a peroxide which will longest retain this available oxygen is the best, most reliable and most economical preparation.

There is another great advantage in the Mallinckrodt brand, which physicians should not overlook, and that is its freedom from acidity, and for many purposes, at least, this lack of acidity is a very desirable feature.

The Mallinckrodt Chemical Works have issued a very attractive booklet, giving interesting information regarding the properties and uses of Hydrogen Peroxide, and a copy of this will be mailed to any physician or pharmacist, upon request.

METHODS OF OPERATING SEVEN RIKER FOUNTAINS

Albert P. Corcoran, Manager of the Soda Department, Tells His Ideas and Experiences

GOOD SODA IS THE MAIN REQUISITE

It is not the fountain, although that is important; it is the soda that makes or runs a soda water trade. If your soda is good you'll do a good business, no matter if your fountain is not quite down-to-date; if your fountain is the very latest and best and the drinks you serve over the counter are not as good as they should be, your trade will never be as large as you ought to make it.

Next in importance to the soda itself, I rank the fountain, of course. The style of fountain best suited to a business depends upon the location and class of trade, upon the question whether your business is done all in a few rush hours or is evenly distributed over the day, upon the size of the city and the size of your business.

The Riker Company operates seven stores and our fountains are not all of the same type. Special stands have special needs. This Broadway and Ninth street store was started last June, and from the first we determined to make a feature and a success of the soda trade. We had to have as fine a fountain as could be obtained and celerity of service was of prime importance. Therefore, we installed this fountain and it has given complete satisfaction.

THE NEW RIKER FOUNTAIN.

It is an "Innovation," manufactured by the American Soda Fountain Company. It is generally known, of course, that the "Innovation" is a new idea in fountains and has only been on the market a couple of seasons. The essential points distinguishing it from old styles are the counter service system and the pump appliances for drawing syrup from the syrup jars. By the first the dispenser is always facing the customer, and by the second the quantity of syrup drawn for each glass of soda is always uniform. Besides, the pumps are much quicker than old syrup-drawing contrivances. The "Innovation" is the only fountain with the plunger pump system of syrup service.

Our particular fountain is twenty-four feet long, twelve feet seven inches extreme height in the back, the height of base is forty inches, and height of counter forty inches. The extreme width of the whole outfit is five feet from the outside of the counter to the store wall. That shows the economy of space. The base is onyx and white Italian marble. The counter is of Pavanozza and Alps green marble. Onyx forms the back with the mirrors, and the decorations at the top are of Tiffany leaded glass. It is as handsome a display as you can find, and yet it is all in good taste, not too gaudy, not overcrowded, or overdone with decoration.

INGENIOUS APPLIANCES.

In the counter are twenty-four syrup tanks of porcelain with their service pumps or taps. On the counter are three draught arm standards, each with five draught arms, two for soda, two for mineral waters, and one for ice water, or a grand total of six soda, six mineral water and three ice water draught arms. These

ALBERT P. CORCORAN.
Manager Soda Department in the Riker Pharmacies.

are all iced directly under the counter by the usual coil system.

The fountain is designed to allow four men to dispense simultaneously, but we usually have but three on duty at a time. That is why we have so many draught arms. Our large business requires rapid service. Each dispenser can easily reach every appliance he needs without interfering with his companions. It is as if there were three separate fountains in operation.

And yet you will see there is a wonderful economy of space. Only eighteen inches behind the counter. But it is enough.

The workboard is the latest pattern German silver, silver plated. No rust, no decaying wood, no odors. But, of course, any modern fountain is the same in those respects.

INSET FRUIT BOWLS.

A feature entirely our own and one we take great pride in, is our style of crushed fruit bowls. We have six of them, all made of porcelain. The point is that they are built into the counter, inset in the same way as the syrup tanks. Each has a snugly fitting, German silver, hinger cover. No slopping of crushed fruits, no more collisions between the dispenser's elbow and the fruit bowl. Our bowls are thus out of the way and yet quickly accessible. And the scheme is all our own. These fruit tanks are iced directly, another advantage.

As to the main icing question, we find our fountain very economical. Of course, we use care and system in keeping down the ice bills. In the counter portion is direct icing and in the back box is cold air refrigeration from a central ice container. There we keep the bottled mineral waters and fancy bottled drinks and the cold air system keeps them perfectly dry, so that the labels are never washed off or injured.

Our list of drinks comprises over 100 different things. Fully one-half our trade is on fancy drinks, into many of which no soda at all enters. I see Mr. Beall, in an article published in The Era, last week, finds it the same. I imagine every New York fountain man would agree to my statement. Novelty appeals tremendously to New Yorkers.

SANITATION AXIOMATIC.

Good soda first, good fountain next, and cleanliness are the secrets of success. Sanitation is a prime requisite, but that fact is fast becoming an axiom with soda men. We all know that courtesy in any business pays, but in soda dispensing it is absolutely necessary. See that your dispensers are personally cleanly, and see that you allow them plenty of clean white serving uniforms. A dirty jacket has lost many a repeat customer.

Don't be mean and stingy. Penny wise and pound foolish applies more than ever to-day. We allow a customer to use as many crackers with hot drinks as he likes. We place a number of them before him in a handsome cut glass tray. Many fountain owners allow just two crackers to each drink. No customer likes that. It makes him think he is at a boarding-house table instead of a fountain. If the saloons are liberal, it is because it pays and the same principle applies to the soda business.

Another thing. Suppose a patron sees a strange name on the menu of drinks which excites his curiosity. He has never tried it before. So he orders. But its flavor does not tickle his particular palate. If you make him pay for that unused drink, you will not lose his trade.

FOUNTAIN OF THE RIKER STORE AT BROADWAY AND NINTH STREET, NEW YORK.
An American "Innovation." Length, 24 feet; height of base, 40 inches; height of counter 40 inches. Onyx and Italian marble.

We never hesitate a moment, but ask him to order something he knows he likes instead. These minute wastes really cost the store little and the goodwill earned is beyond calculation, producing solid dollars of profit.

Decorations and high grade accessories count strongly. All our glassware is handsome and we are believers in flowers (fresh flowers) on the counter, or piles of fruit. But don't overdo it. A few choice decorations at a time and change them frequently.

LINEN NAPKINS.

One feature we have that is, I think, very unusual. We serve real linen napkins with our hot drinks. These cost much, but they were, and are, worth it, for the touch of refinement imparted to our service goes straight to the heart of a woman. They are so much better than paper napkins, and they are not strewn all over the store floor before the day is over. They are durable, lasting through years of washing. Outside of this, people often ask for them as souvenirs, and we always are glad to let them have them, for woven into the center of each napkin is "Riker's Perfect Soda Water." You couldn't buy from these people space in their homes for one of your advertisements under ordinary circumstances, but as a souvenir the customer will take a lasting advertisement of your business into his house. These napkins are about 6x5½ inches, with a heavy fringe, a little over an inch deep. And the best quality of linen.

Fruit syrups? We use the American and the J. Hungerford Smith kinds. But in the fruit season we buy our own fruits and make both fresh syrups and other fruit preparations. I am a great believer in the "own make" idea, especially around the fountain.

AS TO PATENT DRINKS.

It is the same with ice cream. All we use in all the Riker stores is our own make. We have an extensive ice cream freezing plant, so to speak, at our Twenty-third street headquarters, and I have all our cream made there and shipped to the other stores as required. Here at Ninth street we have three ten-gallon cans of ice cream always stored on ice, and a telephone call brings a fresh supply. It pays us to make our own cream. To buy it costs ninety cents a gallon, and to make it ourselves requires an outlay of but forty cents.

Some patent drinks we dislike selling. We will not handle certain of these because the profit allowed is too small. We have calls for them all the time, but nothing doing. Others we sell freely, among them, Horlick's Malted Milk and Kumyss. There should be no trouble in serving malted milk. Just put in the glass three teaspoonfuls of really hot water and you will dissolve it quickly.

WINDOW POSTERS.

On the ends of the show counter back of the dispensing counter proper, are kept a number of simple remedies, which customers often call for in connection with a drink of some kind. By having them at the fountain within reach we save time. Of old it would have been a case of walk to the other end of the store to get the headache powder or whatever the customer wanted. Many of these remedies are liquids such as aromatic ammonia, pepsin and wine of pepsin. We keep them in uniform glass bottles with the uniform store labels on the glass, as if they were regular stock bottles for prescription trade. When we have a call for one of these specialties we serve a drink of carbonated or iced water with it. The dose can be prepared in a moment, and the customer's time is saved by combining two operations in the same place.

The most useful form of advertising in

[By courtesy of the American Soda Fountain Co.]
CINEMATOGRAPH PICTURE OF DISPENSER.
Preparing a mixed drink at a counter service fountain, showing how he always faces the customer.

my experience for increasing soda sales, is the use of strip signs featuring some one drink. These we paste up on the window facing outward, of course. One of ours runs: "Riker's Perfect Soda. Moist Joy, a Big Drink With Joy in Every Drop Of It. 10c." These strips are 18x6 inches. We keep a supply of them already cut. On the left end we have them all printed in red with a plain border line of the same color, within which is our watchword: "Riker's Perfect Soda." The special part of the notice, occupying about two-thirds of the entire length, is written on in the usual show card style. I know these signs catch the eye of passers, and turn them into consumers of our soda.

As a rule I am reticent about my syrup formulas, but I will say that my method for preparing chocolate is this: I use Groote's Dutch Cocoa, putting more sugar in if it is to be used for hot chocolate than I do when it is to be served in soda proper. I make the syrup double strength of chocolate for serving cold. In either case our syrup is prepared in twenty gallon lots and eight pounds of sugar is the usual proportion.

THOROUGH CARBONATING.

As I said before, the main secret of success is good soda. In the preparation of ours we go right to the root of the matter and secure perfectly pure water first of all. Let us follow a drop of water from the moment it enters this Ninth street store in the pipe.

First it goes through a patent charcoal filter, which takes any color and smell from it. Next it enters a stone filter, which pasteurizes the water thoroughly. Then it reaches a fifty-gallon block tin storage tank, which is thoroughly iced. When needed, the water is pumped into a carbonator through iced coils.

Our carbonator here is an automatic electric machine, the "Coldstream," made by the American Company. I keep the gauge at 140 to 120 pounds pressure for 70° water, usually the former.

The sixth process for the drop of water is its arrival in ice storage tanks. Of course, it is now thoroughly carbonated. There are two of these tanks, each holding fourteen gallons. They are made of steel.

You see our soda is all made before leaving the basement. On its arrival upstairs, it passes through a "mat" coil cooler, which is block-tin lined, and then it is further chilled by a "Wonder" cooler, which consists of two cylinders. Last of all, it passes through iced coils to the draught arms of the fountain.

MAKING MINERAL WATERS.

We use the same process for mineral waters, for the carbonator can be connected up with the mineral water tanks instead. We serve five waters, vichy, seltzer, congress, geyser and kissingen. Of course, we make all except the geyser ourselves. Down stairs are five steel tanks in which we store these mineral waters. When needed, they are pumped, all ready prepared, into the "wonder" coolers up stairs and so into the fountain.

Let us turn from cold to hot drinks. These pay us very handsomely and we do a heavy business. One of our best sellers is hot coffee. For preparing this I secured an electric coffee heater or stove, which is really a French drip coffee pot with an electric burner beneath it. It is nickel-plated and a handsome ornament back of the fountain. On the front end of the counter, in winter, we keep a brilliant nickel apparatus for chicken and clam broths. Really, it is a combination of two porcelains urns under the nickel cover. Each container holds one gallon. The soups are kept at the right heat by a hot-water bath, warmed by a gas flame.

The food drinks, I find, sell best; that is, rich soup preparations. People like to take nourishment as well as heat internally, on a cold day. They can resist the cold better.

TRADE BRINGING SCHEMES.

Now, as to business gaining by special schemes. At this store I have inaugurated a plan that works well. In this section of the city are many large department stores. It is a section filled with out-of-town buyers. To get this trade, I co-operate with neighborhood merchants in other lines of work. I go, for instance, to a cloak house and arrange that they give each of their customers one of our complimentary soda checks. The cloak house is glad to do it, for it brings them the goodwill of their customers. One check only, of course, to each person. So we get them to try our soda, and you bet they come back and pay for it afterwards.

In our Brooklyn store we give a ten-cent soda check with each dollar purchase in any department.

For the Riker Flatbush store, which has just been opened, we gave out 5,000 soda checks to leading residents of the town. All these schemes paid well in trade bringing. But circumstances alter cases, and a plan that is good in one locality may not be in another.

WORTHY OF HIS HIRE.

Proprietors of soda fountains are very prone to forget an important phase of the situation. They ignore the fact that to have good service at the fountain good salaries must be paid the dispensers. A good soda man is worth good pay. His hours are very long at the best, and many proprietors insist that they be far too long. After a certain number of hours of standing to the work, no man is much good. He must have rest. Better far to employ more men. It will pay in the end. We try to remember these truths and we pay well for good work, so our dispensers stay with us and take interest and pride in the business. You can't keep a good man very long on poor pay, in New York; there are too many opportunities and openings.

It may seem that I am very didactic on these questions. Not so. I am always learning something and always on the lookout for new ideas, but I have been in the business long enough to know it. Eleven years with the Riker Company for one thing. I am a licensed pharmacist in several States, and have owned a number of drug stores, which is, perhaps, unusual for a soda specialist, and I have done business south and west, in fact, all over.

HE GOT IT TOO.

Once I ran a pharmacy in New Haven; several years later fate led me to the State of Washington. I gradually drifted north. One day, in a mountainous defile on a very narrow path, with sharp, sudden turns, I ran plump into a young man who was descending. We recognized each other simultaneously; he had been a Yale undergraduate when I ran the Osborn Hall Pharmacy. He threw up his arms and exclaimed: "Great Scott, you haven't come all the way out here to collect that eight dollars I owe you?" And I got the money, too.

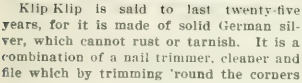
Among other experiences in the soda business, I had charge of the large fountain of Stevens & Todd, in Detroit, when it was first opened for business, a number of years ago.

If any proprietor is determined to make his fountain pay, let him always remember to make the fountain a specialty, not a side line. Specialization is truly the order of the age.

25 CENTS OR 26 DOLLARS?

Every intelligent man with pride in his personal appearance appreciates that the finger nails require systematic care. There are two methods open to secure well-kept nails. One is a weekly visit to a professional manicure. The cost of this will be fifty cents weekly, or twenty-six dollars yearly. The other is the personal use of a pocket manicure, such as Klip Klip; original and total cost twenty-five cents for several years. Which is the better business proposition?

Klip Klip is said to last twenty-five years, for it is made of solid German silver, which cannot rust or tarnish. It is a combination of a nail trimmer, cleaner and file which by trimming 'round the corners will prevent hang nails. It is convenient, as can be seen by the accompanying cut, which shows its exact size when closed. It can be used with either hand, in the method illustrated in the first cut. It is simple in construction. It is self-sharpening. It is fully guaranteed.



Klip-Klip enjoys a large demand, and every druggist needs a stock of it. Made by the Klip-Klip Co., Rochester, N. Y. This concern says to the druggist: "If you have Klip-Klip in stock, we want your future orders; and if you haven't, we solicit an immediate trial order."

The same company offers Klip-Klip Junior for fifteen cents, which, they say, is not designed to take the place of Klip-Klip, but to replace cheaper, worthless imitations. It is made of the finest steel, heavily nickeled.

WHAT THE NAME MEANS.

The word which is shown in the script cut accompanying this article is not strange to the druggists of this country. Probably to the energetic druggists, those who are interested in promoting their business in every legitimate way, especially in advertising, there is no one word, or no one cut, that is more familiar to them than this cut of the word "System."

System

It is a word which has been adopted by M. P. Gould Company, New York City—a well-known drug store advertising firm—to an advertising service, which has been used by practically every substantial and progressive English speaking retail drug firm in America, and by hundreds of progressive retail drug concerns in foreign countries.

On another page of this edition will be found M. P. Gould Company's half page advertisement, which will make you thoroughly acquainted with their System of Advertising for retail druggists. You will note that this firm makes a special offer to retail druggists, which allows them one month of advertising absolutely free, providing, after carefully investigating the System, a year's service is ordered. It will be well worth every progressive druggist's while, who has not already used the System, to read the advertisement, clip out the coupon attached and communicate with M. P. Gould Company.

The M. P. Gould Company's methods of doing business can be recommended to the retail druggists of this country.

CHOCOLATE SODA, HOT AND COLD.

It is a known fact that the sale of chocolate soda has phenomenally increased. Every seller of soda water knows this to be true in his own case. This increased sale is general throughout the United States.

If your chocolate soda trade is not increased, it is possible that the syrup with which you make your soda is not pleasing to your trade, and it is suggested that you try Runkel Brothers' Essence of Powdered Chocolate. This article has a stupendous sale. Runkel Brothers will promptly furnish a sample upon request. The firm's office and mills are 445-451 W. Thirtieth street, New York City. It is reported that Runkel Brothers' Essence is equally as good as the imported, costing much less money and having a superb flavor, fine aroma, as well as being absolutely soluble.

It is the opinion of a great many that the sale of hot chocolate is not increasing in proportion to chocolate soda, and we are led to believe that in most cases there is not sufficient milk or cream used in the hot chocolate to bring out that chocolate flavor, which is most pleasing. In other words, the beverage tastes flat.

Runkel Brothers have a very good formula for hot soda made with their Essence of Chocolate, and a request will secure a sample, as well as the formula.

NO. ILLINOIS COLLEGE OF O. & O.

Chicago, March 1.—The annual reunion of the Alumni Association of the Northern Illinois College of O. and O., held during the past week, resulted in the election of the following officers: President, J. A. L. Walman; vice-presidents, Mrs. A. M. Heurich and I. J. Friedman; corresponding secretary, Mrs. E. Veliquette; censor on optical publications, Orris Booth; censor on legislation, Hon. L. Y. Sherman; censor on membership, C. S. Friedman; marshal, H. P. McDonald.

A banquet at the Sherman House closed the exercises Friday afternoon. Addresses were made by members of the faculty and others present.

SPIRIT OF NITROUS ETHER.

Official spirit of nitrous ether has always been troublesome to the conscientious pharmacist. As usually made, it quickly undergoes chemical decomposition when freely exposed to air and light, as in a stock bottle, until scarcely a trace of the active ingredient is left. The addition of potassium bicarbonate to neutralize the acid set free is a temporary remedy, but a poor one, because the nitrous radical is thereby changed into an alkaline nitrite, instead of being, as it should be, in the form of ethyl nitrite.

Those engaged in crusades against drug adulteration, especially in England, have frequently caused druggists annoyance and pecuniary loss because of the decomposition of spirit of nitrous ether. This difficulty has been overcome by Smith, Kline & French Co., of Philadelphia, who have originated hermetically sealed amber glass tubes of concentrated nitrous ether, which keep indefinitely. By their use, spirit of nitrous ether of full strength can be made in a moment. Only a pint need be made at a time. Current demands can be met and the retail druggist is secure, complying with every legal standard regarding the strength of this very commonly used preparation.

Sample mailed free to druggists upon application to Smith, Kline & French Co., Philadelphia.

A GOOD HYPODERMATIC TABLET.

Designed as they are to be introduced directly into the circulation, the use of hypodermatic tablets involves peculiar responsibilities and no practitioner can afford to use any but the best obtainable. A line of hypodermatic tablets which seems to meet all the requirements which modern medicine imposes, is that made by Eli Lilly & Co., Indianapolis, Ind. The Lilly hypodermatic tablet is made under safeguards against septic contamination, its base is neutral, non-irritating and extremely soluble. Hypodermatic medication is essentially for emergencies, when the physician demands accuracy of dosage and quick solubility. In these respects the Lilly tablets are excellent; not only are they quickly soluble, but completely so, and in injecting the solution the patient gets the full dose intended, no insoluble particles remain behind to clog the syringe and reduce the amount supposed to be given.

The druggist can commend these tablets to any physician who wishes to practice hypodermatic medication in conformity with strictly modern medical and surgical procedures.

NO MORE POULTICING.

In a recent notification by the surgeon general of the United States army, it is asserted that all the good results from poultices can be obtained in a more cleanly way, by the use of wet, hot compresses. Hence the order to the army surgeons to drop linseed and linseed meal from army medical requisitions.—Virginia Medical Semi-Monthly.

This order, as far as discarding poultices made of putrescible and bacteria-breeding materials is concerned, is highly approved of, for that is what has been done by all up-to-date physicians in private practice. At the same time one would hardly recommend the substitute offered, after practically testing Antiphlogistine, which possesses so many advantages over hot compresses and everything else employed as an external application for inflammation and congestion. Antiphlogistine need be renewed but once a day, and it is said to be most efficient and cleanly.

A beautiful little brochure with illustrations in color, tells all about the therapeutic application and uses of Antiphlogistine. Issued by the manufacturers, the Denver Chemical Mfg. So., 57 Laight Street, New York.

SHOW WINDOWS & FEATURES.

Pushing Own Makes All Over Town.

THE RIKER WEDGE.—A TRUSSED VENUS.—A GRECIAN ARCHITECTURAL DESIGN OF CARTONED SKIN OINTMENT.—TO PLEASE AND SUPPLY THE "PROFESSION" (THEATRICAL).—CONTRASTED WITH ABOVE ONE-IDEA WINDOWS IS THE CROWDED DISPLAY OF A NASSAU STREET PHARMACY.

The Wm. B. Riker & Son Company, at the Sixth Ave. and Twenty-third street store, devotes the corner window facing on the avenue to a display of Antiseptis. This preparation they make themselves. The background of the window is purple drapery superimposed on white hangings, the white projecting and showing below the purple. The corners are looped up gracefully and the center concentrates the folds into a rosette formation at the top. In the central foreground is a large stump, genuine wood, with the natural bark still on it. In the crevices of the bark are placed ribbons and bits of real moss. Prominently projecting from the top is a large iron wedge, such as woodmen use, deeply driven into the flat surface of the stump. Printed large and clear in white on the flat side of the black wedge is the word "Antiseptis." A large show card lying below the stump, reads, "Antiseptis; a Perfect Mouth Wash. A Pure Antiseptic Solution For Either Internal or External use. 25c., 50c., 90c."

THE RIKER WEDGE.

Dominating the whole window from the upper background is a large sign worded, "The Riker Wedge." The whole picture thus conjured is realistic of a woodman's work and clearly features to the observer's mind that the trial of Antiseptis is a wedge sure to rend the prejudice or indifference of anyone, resulting in the permanent use of Riker preparations. Ranged on either side of the stump are companies of the bottles of Antiseptis, some prim and regular, some prone, tumbled in artistic confusion. Two show glass standards flank the main feature and bear aloft other bottles. It is a one-idea window. No other goods are shown.

Inside the store the inquirer obtains a folder on Antiseptis, bearing a cut showing the stump and wedge. "We call Antiseptis our wedge," it declares, "because it makes friends for us in every home it enters. The first sentence in our business creed has always been: 'Make friends by deserving them.'"

SICK ROOM SUPPLIES.

The other avenue window holds a display of hot-water bottles and bags, all rubber. A card announces Riker's velvet water bottle, $1.09, special price for one week. The special price is the sole feature, inducement and argument.

One of the Twenty-third street windows is filled with elastic stockings of which a card says, "They Give You Comfort and Help. We Have Them Silk, Linen, or Cotton, in Stock or Made to Order; $2.00 to $9.00."

In the center of the other window stands a plaster Venus de Milo, decorated with well-fitting trusses and elastic bandages. The goods here shown are, of course, all of that character and the sign reads, "Our Entire Second Floor is Devoted to Surgical Dressings, Sick-Room and Hospital Appliances and Furniture, Rubber Goods, Etc. For the Doctor, Nurse and Family." Other cards run, "Trusses.—Many Sacrifice Comfort and Safety by Wearing Ill-Fitting Trusses. We Fit Trusses Right and Our Experience is Backed by an Assortment That Includes Every New Idea in Truss Making. The Price Will be Just as Comfortable as the Truss." Again, "Belts, Silk, Linen and Cotton. (Elastic and Non-Elastic.) $2.50 to $15.00."

A PERISTYLE OF CARTONS.

The Twenty-third street and Fourth avenue Kalish Pharmacy reveals a decorative window featuring Kalish witch hazel jelly. The central device is built of pasteboard cartons of this "own make," the units being clamped together with small wire staples. Double columns of these rise on each side of the window with connecting strain braces of cartons between. On these rest two lines of cartons rising toward the center and meeting like the peristyle of a Greek temple. Filling the space between the columns and roof lines is a circular disk, deeply edged with green tissue paper. The bull's eye of this is tinted a flesh rose and on it in black lettering runs the inscription, "Kalish Witch Hazel Jelly, for Chapped Hands and Face. Softens and Heals the Skin. 15c." Another show card proclaims that it "is not greasy and dries at once." Again, "A General Soothing Application." The background of the whole window is a green curtain on a brass rod, reaching considerably above the line of level vision of the passersby. An electric fan in one corner of the window is busily revolving, preventing iced windows, according to the scheme previously reported in The Era.

Another Kalish window holds rubber gloves at 75c. each. They are displayed in the open boxes. Listerseptic tooth paste fills a third window and honey cough syrup in heavy masses of containers, the last show space.

The Knickerbocker Pharmacy, Thirty-eighth street and Broadway, plays up theatrical make-up outfits, especially theatrical cold cream. Tin make-up cases of various sizes are shown with raised covers. Inside the convenient compartments are seen grease paints, soft brushes for the face, powder puffs, eyebrow brushes, tubes and boxes of cold cream. The lower front of the window is filled with seried ranks of pound and half-pound containers of Crovat's Theatrical Cold Cream, but an "own make," Knickerbocker cold cream, is the leading feature, in prominently shown cans, at 50c. a pound. This display is particularly appropriate for the stand, which is in the very heart of the theatrical district.

The corner window of the same store puts forward another "own make"—Knickerbocker Floral Tooth Powder. Price asked is 25c. "Leaves that pleasant taste in the mouth." The thought of tooth powder suggests kindred toilet accessories and the observer is pleased to find this idea anticipated in the display, for on every side lie tooth brushes in boxes, perfumes, powders, etc. In the foot of the window appears imported perfumes, especially Roger & Gallet preparations, such as Poudre de Riz, Violette de Parme and Vera-Violetta.

NAME IT AND YOU CAN HAVE IT.

First impression, chaos! Second, what is the crowd looking at? Third, something attractive somewhere, for there is a stream of buyers going in the door. It is the show window of the store of Reid, Yeomans and Cubit, at Nassau street, near Beekman. It certainly is not a one-idea window, for it is jammed full of everything conceivable. And yet it impresses one idea on the mind—low prices. Small heaps of one article jostle something entirely opposed. The glass of the windows is covered with rows of fancy postal cards and photographs. The largest one-idea inside is a revolving wheel covered with silk and rimmed with artificial violets. The edge is studded with intermittent electric lights. The center advocates Quentin's Breath of Violets, 5 and 10c. packages, a breath perfume.

Let us enumerate a few articles and values. What a range; what contrasts! A show card with price for each:

Razors, 87c.; shaving mirrors, dollar kind, 59c.; R. Y. C. Emulsion of Cod Liver Oil,. 50c.; Hoffman House Magnums, cut to 11c.; pocket books and card cases of leather; traveler's or pocket tooth brushes, 10c.; shaving sponges, 35c.; tooth brushes, cut to 19c.; candy, steel nail files, cut to 15c.; pocket knives, liquors, chamois skins, strip rubber sponges, fresh stuffed dates, Ingersoll watches, pop corn crisp, hair brushes.

JUST PRICES.

Second spasm: Salted peanuts, rubber bands, "Natural" cigarettes, 10c.; 25c. scissors for 15c.; pure Castile soap, 15c.; alarm clocks, worth $1.50, cut to 98c.; rock candy, 10c. per pound; 100 two-grain quinine pills, 19c.; manicure scissors, 7c. each; whisk brooms, 10c; Flor Tritinia Cabinet cigars, box of 25 for 98c.; Adelina Patti cigars, 25 for $2.50; Geo L. Storms & Co.'s 50 Havana Resagos for $1.52; box of 50 Cobanola cigars, $1.78; box of 50 El Belmont Puritanos, $3.74. Then look out that the man entering the store behind you does not tread on your heels.

THE WINNER APPEARS.

The first issue of a new house organ has just appeared. It is published by Hance Brothers & White "now and then." It consists of sixteen pages of well handled matter, mostly advertising the lines of the firm. A clever suggestion is for a window display of dyspepsia remedies. Two pies are shown flanking a lobster. The background is formed by dyspepsia tablets neatly cartoned with the box lids opened. Around the pies are marshalled other tablets. The whole display is labeled in letters formed of separate tablets, "10 Cent Cures For Dyspepsia." Some accessory signs are, "Pies An' Things With Cures For The Pizen," and "You Get The Dyspepsia; We Do The Rest For 10 Cents."

NORWICH COMPANY REMOVES.

The Norwich Pharmacal Company has announced its removal from 64 to 70-72 Fulton street, because of its need for larger office quarters.

APPRAISERS' DECISIONS.

Gaduol a Chemical Compound.

The Board of General Appraisers has decided that gaduol or morrohuol, an alcoholic extract of cod-liver oil, is dutiable as a chemical compound. Merck & Co., who imported it at New York, had protested that it was dutiable at fifty-five cents per pound, under paragraph 3. The Board summed up the facts in the case as follows:

"We find the protestants imported into the port of New York under the tariff act of 1897, certain merchandise invoiced as gaduol and as morrohuol, the several names being used for the alcoholic extract of cod-liver oil, which was the subject of decision by the United States Circuit Court of Appeals, second circuit, in United States *v.* Merck; that the said gaduol, otherwise called morrohuol, was found by the court to be a chemical compound and not a medicinal preparation, and held to be dutiable at 25 per cent. ad valorem under paragraph 13 of said tariff act, instead of at fifty-five cents per pound under paragraph 67. Duty was assessed by the collector under the latter paragraph, and it is claimed to be dutiable at 25 per cent. ad valorem under paragraph 3. In some of the protests the glass demijohns or carboys are claimed to be dutiable at the same rate as their contents, but this claim is waived by the importers, and we hold that duty was lawfully assessed upon the containers; but as to the merchandise, in accordance with the decision of the court in the case as above cited, we find it to be a chemical compound, and hold it to be dutiable at 25 per cent. ad valorem under paragraph 3, and this claim in all the protests is sustained."

Surgeons' Silk, Twisted.

The Board has decided that silk thread wound upon spools or cards, and known commercially as "surgeons' silk," is dutiable at the rate of 30 per cent. ad valorem under the provision in paragraph 385, tariff act of 1897, for "silk threads * * * of every description."

In the case in point, the importers, the Kny-Scheerer Company, invoiced the silk as "surgeon's silk." The Board summed as follows:

"The importation was returned by the appraiser as a 'mnf. silk,' and was assessed with duty by the collector at the rate of 50 per cent. ad valorem under the provisions of paragraph 391 of the act of 1897. It is claimed to be dutiable under paragraph 385 of said act, the pertinent provision of which is as follows:

"385. * * * And silk thread or yarns of every description, except spun silk, thirty per centum ad valorem.

"The appraiser makes the following special report in the case:

"'The merchandise under protest consists of braided silk of varying degrees of fineness, and is used by surgeons for ligating blood vessels and the coaptation of wounds.'

"It appears, however, from the testimony that the only goods which are in fact *braided* are those represented by the last item (14 gross) on page 11 of invoice 22985, and as to these goods the importers make no contention.

"We find from the testimony and samples admitted in evidence that the merchandise consists of silk thread of different sizes, wound upon spools or cards, and that it is commercially known as 'surgeons' silk.' It differs from the merchandise passed upon by the Board in a former case in that it is twisted and not braided.

"The article is a silk thread, and in our opinion is dutiable at 30 per cent. ad valorem under the provision in paragraph 385 for 'silk threads * * * of every description.'

"The protest is sustained to this extent, and the decision of the collector is reversed, with instructions to reliquidate the entry accordingly."

Surgeons' Silk, Braided.

In the case of the protest of Davies, Turner & Co. against the assessment of duty on braided surgeons' silk, imported by them at Boston, the Board held that "an article consisting of several strands of silk, braided, and which is known commercially as "patented ligature silk" or "braided ligature silk," is dutiable at 50 per cent. ad valorem under the provision for 'cords * * * composed wholly or in part of silk,' in paragraph 389, tariff act of 1897."

The Board summed the facts as follows:

"The merchandise in question was returned by the appraiser as 'silk braids,' and was assessed with duty by the collector at the rate of 60 per cent. ad valorem under the provision for silk braids in paragraph 390. It is claimed to be dutiable at the rate of 30 per cent. ad valorem under paragraph 385 of said act.

"We find from the testimony and samples admitted in evidence that the merchandise consists of several strands of silk, braided, wound upon cords or in skeins, and known in trade as 'patented ligature silk,' or 'braided ligature silk.'

"Although the article has been braided, it does not fall within the class of articles commercially known as 'braids,' and the fact that it has been braided rather than twisted distinguishes it from the sewing silk of commerce and from silk thread.

"The article is chiefly used by surgeons in sewing up wounds and in the ligation of blood vessels, and it appears from the testimony that the object in braiding the silk instead of twisting it is to give it greater strength and to prevent it from kinking.

"As the article is braided rather than twisted, it is not a thread, and in our opinion it is properly dutiable at the rate of 50 per cent. ad valorem under the provision in paragraph 389 for 'cords * * * composed wholly or in part of silk.' As the importers have failed to make that claim in their protest, the decision of the collector, though erroneous, must stand."

Scientific Apparatus Dutiable.

Certain scientific apparatus imported by Hensel, Bruckmann & Lorbacher was held by the Board to be correctly assessed for duty, it appearing that there had been no compliance with the regulations of the Treasury Department in the invoice statement. A similar decision was rendered in the matter of two protests by Eimer & Amend.

Amendment of Protest.

Under the law, a protest against assessment of custom duties may not be amended, says the Board of General Appraisers. This decision was rendered in the case of G. W. Sheldon & Co., who protested against the assessment of duty at New York. The protest related to certain quinine phosphate which it appeared was admitted free of duty under paragraph 647, tariff act of 1897. The importers stated that they intended to protest against an imposition of duty upon certain salicylate of quinine, instead of quinine phosphate. The Board held that under the law a protest may not be amended.

Pelitots and Matches.

Fireworks imported at Baltimore, consisting of certain pelitots, classified as firecrackers, under paragraph 420, were held to be dutiable as unenumerated manufactured articles under section 6, as claimed by the importer, Moses Morris. Certain so-called brilliant star matches were held to have been properly classified as unenumerated manufactured articles, and not to be dutiable as matches under paragraph 423.

Japanese Wax Free.

Japanese vegetable wax was imported by C. D. Bunker & Co., at San Francisco, and the M. Finruya Company, at Port Townsend. In both cases it was assessed for duty as tallow, although invoiced as wax. The Board of Appraisers sustained the protests of the importers, holding the wax free of duty under paragraph 695, as vegetable wax.

Fire After Arrival.

An interesting decision has been handed down by the Board of General Appraisers concerning the question of damage to merchandise by fire after it had arrived at the port of destination and while it was in customs' custody. The importers, Wood & Selick, had applied for relief to the Secretary of the Treasury, who had authorized an allowance of the damage, which allowance had been made in the liquidation of the entry. The importers also protested to the Board of Appraisers. The Board, however, dismissed the protest on the ground that it had no authority, summing up as follows: "The tribunal in which all claims for relief, or disputes, growing out of the importation of merchandise must be heard and decided is fixed by express provisions of statute. In certain cases the Board of United States General Appraisers is given exclusive jurisdiction and in other cases exclusive jurisdiction is given to the Secretary of the Treasury. In cases similar to the one here under consideration exclusive jurisdiction is given to the Secretary of the Treasury by section 2984 of the Revised Statutes. This Board has no more authority or jurisdiction to decide this case than the Secretary would have to decide a case wherein the law gives exclusive jurisdiction to the Board. The protest is therefore dismissed for want of jurisdiction."

SURGICAL NEEDLES DUTIABLE.

Surgical needles are dutiable under the provision in paragraph 165, tariff act of 1898, for "all other needles, not specially provided for," and are not free of duty under paragraph 620 as "needles, hand sewing," which would seem to be such needles as are employed by persons generally who use needles, and not such as are used only by professional persons in surgical operations to which they are specially adapted.

This decision was handed down by the United States Circuit Court, Southern District of New York, on February 15.

These proceedings were brought by A. J. Woodruff & Co., and relate to merchandise imported at the port of New York. The articles in controversy consisted of surgical needles. They were classified under the provision in paragraph 165, tariff act of 1897, and were claimed by the importers to be free of duty under paragraph 620 as "needles, hand sewing." This contention was overruled by the Board of General Appraisers, whereupon the importers applied to the court for a review of the decision.

Judge Wheeler supported the decision of the board, no testimony having been taken and there being nothing by which to change the classification.

FREE ALCOHOL INVESTIGATION.

The House of Representatives is considering a resolution, which will probably be adopted, that the Secretary of Agriculture be authorized to investigate the benefits which would accrue to agriculture by the free use of denaturized or methylated alcohol in the mechanical arts and sciences, in industries, and for the purpose of light and fuel. The Department's report is also to contain information as to the production, treatment, cost and use of methylated alcohol in foreign countries.

This is a new move in the campaign for free alcohol, of which question Mr. Kline's paper, published in last week's Era, set forth the salient points. It is claimed that the increased use of methylated spirits would extend the market for grain for the production of alcohol, and would also supply cheap fuel and power to the farmer. The Department of Agriculture has confessed the same belief, and as the report will probably be authorized, much interesting information should be forthcoming shortly.

ELDERBERRY WINE UNTAXED.

The Commissioner of Internal Revenue, replying to an inquiry, stated that there is no tax on elderberry wine, and manufacturers thereof are not required to pay a special tax, provided they sell only at the place where it is made or at one general business office.

On the other hand, the addition of Catawba wine to cider, even for the purpose of preventing it from souring, is rectification. Therefore, every manufacturer of such a beverage for sale involves himself in special tax liability as a rectifier. This ruling was given in reply to a person who contemplated manufacturing cider according to a formula which called for eighty per cent. pure apple cider and twenty per cent. sweet Catawba, the Catawba being added to prevent the cider from souring.

BUSINESS RECORD.

It is our desire to make this a complete record of new firms, changes in firms or addresses, deaths, fires, assignments, etc., which occur in houses connected with the drug trade. Our readers will confer a favor by reporting such items or calling attention to any errors or omissions.

Address The Pharmaceutical Era, 90 William street, New York.

ALABAMA.

Alabama City.—Adams-Nowlin Drug Co., destroyed by fire.

ARKANSAS

Bellefonte. Horace McElroy, succeeds C. J. Floyd & Son.

De Queen. T. M. Lloyd, succeeds Lloyd & Morris.

Springdale.—Brown & Ingram, suceed Jas. T. Nelson.

CALIFORNIA.

Los Angeles.—Los Angeles Pharmacy Co., new firm.

CONNECTICUT.

Meriden.—Edwin Rulon, dead.

DELAWARE.

Dover.—J. Frank Starling, succeeds Starling & Beck.

GEORGIA.

Atlanta.—Brannan's Phcy., 745 Marietta St., new name.

Brunswick.—Brunswick Pharmacy, new firm.

Dublin.—Oconee Pharmacy, Inc., new firm.

Hazlehurst.—J. W. Barber, add.

IDAHO.

Mohler.—Mohler's Pharmacy, omitted by mistake.

ILLINOIS.

Chicago.—John F. Brady, succeeds E. Nott Smith.

The Hoffman Co., succeeds Chas. R. Hoffman.

Porges & Machler, succeed Frantz's Pharmacy.

Chrisman, Schnitker & Waldruff, succeed Holden Bros.

Joliet.—L. F. Knicks, Hickory and Ruby Sts., new store.

INDIANA.

Bunker Hill.—O. C. Bates, succeeds S. M. Newby.

Indianapolis.—J. B. Caskey, dead.

Knightsville.—C. A. Withers, dead.

IOWA.

Clarksville.—Lloyd Fowler, succeeds Fowler & Harrison.

Davenport.—H. A. Emels, succeeds Paul H. Koechert.

Farling.—E. C. Sprague, succeeds H. A. Schleier & Co.

Manning.—Lewis & Reinbold, succeed Lewis & Grau.

Newton.—Westbrook & Co., succeed Geise & Westbrook.

Vail.—Dr. A. L. Adams, succeeds Glynn Bros.

KENTUCKY.

Falmouth.—Fabra Drug Co., succeeds Robt. Pennington.

Harrodsburg.—C. M. Deadman & Co., succeed C. M. Deadman.

LOUISIANA.

Dodson.—H. A. Smith, M.D., new name.

MARYLAND.

Baltimore.—Chas. R. Pue, dead.

MASSACHUSETTS.

Beverly.—W. F. Plummer Drug Co., new firm.

Boston.—G. A. Kaizer, succeeds Waverly Drug Co., 264 Warren St.

Fall River.—Chas. A. Baker, damaged by fire.

Malden.—James A. Moore, succeeds Ellison J. Kimpten.

MICHIGAN.

Coldwater.—Hawley Drug Co., succeeds W. D. Hawley.

Detroit.—John Willis, Mt. Elliott & Forest Aves., new name.

Port Huron.—Edgerton W. Wing, 101 Huron Ave., add.

Saginaw.—W. F. Clark, moved to 415 W. Genesee Ave. from 420 Genesee.

MINNESOTA.

Biwabik.—W. W. Browne, out of business.

Bricelyn.—Beadle & Hebert, succeed Beadle & Kamrar.

St. Charles.—Dr. O. R. Olson, new name.

Spicer.—B. F. Kuehlman, succeeds Green Lake Drug Co.

MISSISSIPPI.

Canton.—W. J. Mosby & Son, stock damaged by fire; ins.

Maben.—Maben Drug Co., new firm.

MISSOURI.

Lamar.—J. W. Burnett, succeeds H. O. Wells.

Moberly.—F. Priesmeyer, succeeds C. E. Zahl & Co.

MONTANA.

Billings.—C. J. Hoffbauer, succeeds Hoffbauer & Seiden.

NEBRASKA.

Sterling.—Dr. J. W. Turner, succeeds Mrs. M. De Motte.

NEW JERSEY.

Atlantic City.—Davison & Watson, succeed R. C. Lang.

Hoboken.—Adolph G. Rohde, listed as Adolph G. Roned.

NEW YORK.

Brocton.—A. J. Mericle, damaged by fire.

College Point.—Martin Arneman, succeeds Herbig Bros.

Liverpool.—Wm. Harrison, dead.

Oswego.—C. J. Vowinkle, damaged by fire.

NORTH CAROLINA.

Mooresville.—E. H. Miller, succeeds E. H. Miller & Co.

Statesville.—Tunstall-Gray Drug Co., succeeds N. R. Tunstall & Son.

OHIO.

Cincinnati.—P. P. Buchert, succeeds A. F. Plucker.

J. H. Nicholas, moved to 2456 W. Sixth St., from cor. Neave and St. Michael.

Clarington.—Will. S. Richardson, succeeds A. Newhouse.

Delta.—Gehring Bros., succeed Pratt & Rorabeck.

Kenton.—E. G. Seels, burned out.

Pemberville.—J. F. Klein, succeeds A. W. Russell.

Portsmouth.—Geo. Freund, succeeds J. J. Spencer Phcy.

Quaker City.—H. R. Law, succeeds Jason Drug Co.

Van Wert.—C. H. Havens, succeeds D. L. McDonald.

Willoughby.—F. H. Ward, consolidated with Howe Drug Co., one store.

OKLAHOMA.

Skedee.—Gem Phcy., new name.

PENNSYLVANIA.

Newcastle.—Mahoning Pharmacy, succeeds Paisley's Pharmacy, 101 N. Liberty St.

Pittsburg.—Fred J. Kellenberger, dead.

Scranton.—W. S. Klonoski, dead.

Smethport.—Palace Pharmacy, new name.

RHODE ISLAND.

Bristol.—Hope Drug Co., succeeds A. J. Jasmin.

Pawtucket.—Chas. M. Moore, succeeds F. J. Phillips.

TENNESSEE.

Bellbuckle.—Smartt & Co., succeed Smartt & Trolinger.

TEXAS.

Marble Falls.—E. G. Michel & Co., burned out.

UTAH.

Pleasant Grove.—G. F. Rigby, out of business.

VERMONT.

Manchester.—J. N. Hard, dead.

Rutland.—T. M. Barrett, 42 Center St., new name.

VIRGINIA.

Richmond.—Hogg, Hooks & Co., new firm. Tarrants & Grant Co., cor. Foushee & Broad, new firm.

WASHINGTON.

Harrington.—Claude Surber succeeds Chas. M. Stoffel.

WEST VIRGINIA.

Charleston.—F. G. Klostermeyer, succeeds Klostermeyer & Copeland.

WISCONSIN.

Alma.—J. G. Auer, out of business.

City Drug Store, succeeds Tenney Bros.

Appleton.—Union Drug Co., moved to 836 College Ave., from 793 College Ave.

Racine.—F. Harbridge Co., burned out.

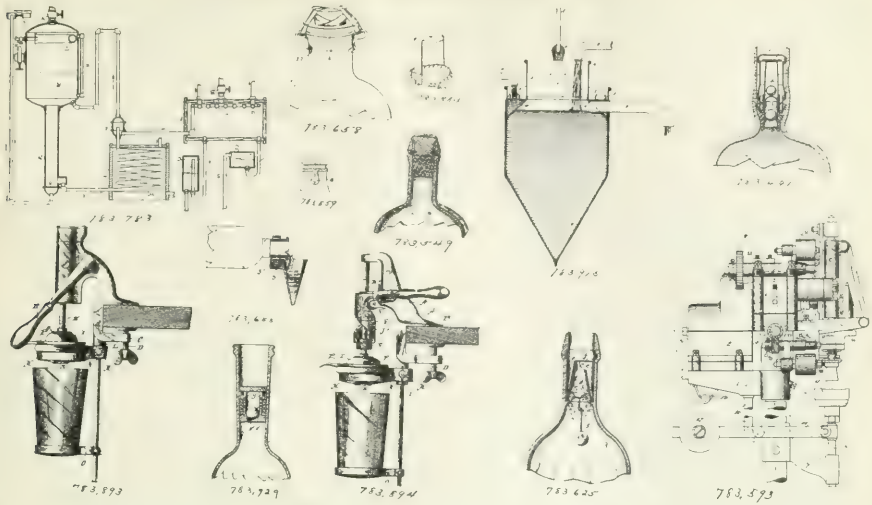
Wabeno.—Walton Hubbard, M.D., new name.

Wausaukee.—Herrmann's Phcy., new name.

ONTARIO.

Florence.—L. Roy Miller, burned out.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued February 28, 1905.

783,491—August W. Westerlund, New York, N. Y. Non-refillable bottle.

783,524—George W. Hooven, Englewood, N. J., and Samuel T. H. K. Endemann, Brooklyn, N. Y., assignors to California Products Company, Jersey City, N. J. Process of making cream of tartar.

783,549—John B. Smith, Aylmar, Canada. Non-reusable bottle.

783,593—Philipp Rosenthal and Waclaw Petran, Moscow, Russia. Machine for corking bottles with corks covered with pieces of parchment-paper or the like.

783,625—Michael G. Delaney, Syracuse, N. Y., assignor of three-fourths to Israel Cobe, New York, N. Y. Non-refillable bottle.

783,658—Andrew P. Watt, Baltimore, Md. Combined bottle-stopper and extractor.

783,688—John C. Dujat, New York, N. Y. Medicine-dropper.

783,783—Edward R. Hewitt, Garden City, N. Y. Apparatus for the recovery of volatile acids from solutions.

783,859—Ewald Goltstein, Cologne, Germany. Capsule-stopper for bottles or the like.

783,885—Harry C. McDougall, Newark, N. J. Bottle-seal.

783,893—Joseph M. Ribert, New York, N. Y., assignor to National Novelty Corporation, New York, N. Y., a corporation of New Jersey. Lemon-squeezer.

783,894—Joseph M. Ribert, New York, N. Y., assignor to National Novelty Corporation, New York, N.Y., a corporation of New Jersey. Lemon-squeezer.

783,915—Thomas K. Wilson, Atlantic City, N. J. Apparatus for cooling and aerating liquids.

783,916—Georg von Wirkner, Schalke, Germany. Process of manufacturing pitch.

783,929—Wilbur A. Coke, Norfolk, Va., assignor of one-half to Charles M. Barnett, Norfolk, Va. Bottle-stopper.

TRADE MARKS.

Registered February 28, 1905.

44,240—Skin food. Ellen A. Rix, New London, Conn. The letters "R R R."

44,241—Soda-water tonic beverage. Vincent Policastro, Helena, Ark. The compound word "Ni-Cola."

44,242—Antiseptic solution. Fred W. Woelz & Bro., Appleton, Wis. The word "Formosol."

44,243—Kidney, liver, stomach and blood-tonic. The Vim Medicine Co., Toledo, Ohio. The word "Vim."

44,244—General tonic and medicines for neurasthenia. Charles Chanteaud, Paris, France. The word "Sténol."

44,245—Certain named medicinal compounds. Charles Chanteaud, Paris, France. The word "Uréol."

44,246—Remedy for asthma. Taft's Asthmalene Company, New York, N. Y. The word "Asthmalene."

44,248—Pharmaceutical preparations for use in cases of seasickness. Karl Weinreben, Frankfort-on-the-Main, Germany. The word "Antivom."

44,249—Certain named pharmaceutical products. Society of Chemical Industry in Basle, Switzerland. The representation of a peasant woman gathering herbs.

44,250—Certain named pharmaceutical products. Society of Chemical Industry in Basle, Switzerland. The word "Phytine."

44,251—Certain named pharmaceutical products. Society of Chemical Industry in Basle, Switzerland. The word "Fortossan."

44,263—Cough-drops. Symonds & Allison Company, Malone, N. Y. The representation of a spruce tree in which are a number of cupids plucking the balsamic exudations, etc., and the word "Sprucelets" in large letters diagonally across the tree.

44,264—Hair-wash. Gustav Lohse, Berlin, Germany. The word "Vitaline."

44,267—Nail-pomatum. Gustav Lohse, Berlin, Germany. The word "Emalin."

LABELS.

Registered February 28, 1905.

11,906—Title: "Poudre Dentifrice." (For tooth-powder.) John C. Walker, New York, N. Y.

11,907—Title: "Youthful Face Cream." (For face cream.) Louis Franke, Buffalo, N. Y.

11,908—Title: "Youthful Female Regulator." (For medicine.) Louis Franke, Buffalo, N. Y.

11,909—Title: "Whisquinia." (For medicine.) Whisquinia Company, New York, N. Y.

11,910—Title: "Cox's World Wonder Worker." (For liniment.) William H. Cox, Stuart, Iowa.

11,911—Title: "Beecham Pills." (For pills.) Mark Jacobs, New York, N. Y.

MARKET REPORT

ROUTINE MARKET.

Leading Commodities In Moderate Demand At Steady Prices.

JOBBING DECLINES IN CODLIVER OIL AND FURTHER BREAK IN WHOLESALE MARKET FOR NORWEGIAN. BROMINE SYNDICATES NOT SELLING MUCH; MAKING DELIVERIES ON OLD ORDERS.—IODINE PREPARATIONS MAY AGAIN ADVANCE.

New York, March 6. Business is generally moderate and orders mostly routine. It was supposed that the commencement of March would show an increase in trade, as it is the general practice to restrict operations near the close of a month and to increase them at the beginning of the new month. Such has not been the case, however, this time. The bromine situation remains the same, the price war between the German and domestic interests continuing, but goods are hard to obtain at the reduced figures from any source. During the week the codliver oil market has been demoralized by the sudden and exceedingly low offers of Norwegian oil for April shipment. Another advance in iodine abroad has occurred and it is expected that the various preparations will again rise.

OPIUM.—The market is quiet but firm. Conditions in primary markets warrant further advances, the damage to the Turkish crop being heavy, but local competition between leading dealers prevents any improvement here. Demand continues moderately satisfactory and jobbers still quote $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered, $4.00@4.25 for thirteen per cent. and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE.—The situation presents no new feature. Business is of moderate proportions and the market undertone is firm, in sympathy with opium. Jobbing prices still are $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quality.

QUININE SULPHATE.—Second hands report a moderate improved inquiry, but jobbing business is of but ordinary proportions. Strength is imparted to the situation by the small Java bark shipments which are only 727,000 lbs. for February against 1,062,000 lbs. for the same time last year. At the Batavia bark auction March 1, 93 kilos were sold at 16½ florins, bringing the same price as at the previous sale. The failure of the market for quinine sulphate to respond to the influences of various auctions gives rise to the theory that manufacturers are trying to make the market more steady and less susceptible to speculative influences. The Amsterdam auctions do not exert as much effect as formerly. The results of the last four have not changed prices a particle. Local jobbers still quote 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins and 30@31½c. in ounce vials, according to brand and amount.

CODLIVER OIL.—On account of poor demand, quotations have been weak for some time. Prospects of a good catch of cods in Norway have also eased values. Jobbers have therefore reduced quotations for Newfoundland oil in sympathy with the decline in Norwegian reported in The Era last week. The new prices are Newfoundland, barrel, gallon, $1.35@1.40, and less than a barrel, $1.60@1.75 per gallon. During the week the primary market has become demoralized, but this decline has not yet affected jobbing prices. A circular letter was received by wholesalers from a local agent of a well-known manufacturer in Norway, offering April shipments $22.00 f. o. b. Aalsund. At first the trade refused to believe this radical cut, trusting that a mistake had been made somewhere, but this price has been confirmed, and orders amounting to 300 barrels have been booked on that basis. Spot oil has now dropped to about $36.00. Other producers quote higher prices and look on the break as but temporary, even claiming that conditions favor an advance. This decline has not yet reached jobbers.

IODINE.—Iodine is cabled firmer abroad and the indications are considered favorable to a further advance in quotations for the various preparations, but no change has yet occurred here.

POTASSIUM BROMIDE.—Both German and American makers are delivering on former purchases made at 15c. The market is nominally unchanged. There are many eager to buy at the new figures, but there seem to be no sellers at all. Jobbing prices have not been changed.

IPECAC ROOT.—The market is easy for all descriptions, because of a falling off in demand and freer offerings. Jobbing quotations have been dropped to the following: Carthagena, whole, $1.55@1.65 per pound, and powdered, $1.65@1.75; Rio, whole, $1.50@1.60 per pound and powdered, $1.60@1.70.

OIL PEPPERMINT.—Values have declined as demand continues poor. In an interview, a local dealer said: "The continued apathy among dealers here and abroad, combined with the depressing influence of the Japanese oil, have made it necessary this year to have an earlier destruction of the peppermint crop than usual. For the first time in my experience of forty years the speculators, through the trade journals, have made their annual announcement of the failure of the crop fully sixty days in advance of the average date of planting. The fact, however, is that there is no more foundation for the published report than in the case of those referring to the proverbial failure of the Delaware peach crop." Jobbers have reduced quotations as follows: Wayne County, $4.00@4.25; western, $3.90@4.15, and redistilled and H. G. H., $4.25@4.50, all per pound.

AMMONIA WATER.—Following recent changes in the primary market, jobbers are quoting an advance as follows: 4 Fs, carboy, 5¾@6c.; less, 8@10c.; 26°, carboy, 7¼@8c., and less, 12@14c., all per pound.

CLOVES.—As the spice market is oversupplied, jobbers have lowered prices to 16@20c. for the whole, per pound, and 21@25c. for powdered.

PARIS GREEN.—The spring schedule of prices announced by manufacturers is as follows: Barrels of 200 to 400 lbs., 500-lb. lots, lb., 13@14c.; less, 15@17c.; kegs of 100 lbs. in 500-lb. lots, lb., 15½@14¼c.; less than 5 kegs, lb., 16½@20c.; 5 and 2-lb. papers, 56, 28 and 14-lb. tubs in 500-lb. lots, lb., 14½@15½c.; less, 17½@20c.; 1-lb. papers, in 500-lb. lots, lb., 15@16c.; less, 18@20c.; ½-lb. papers, 500-lb. lots, lb., 16@17c.; less, 19@21c.; ¼-lb. papers in 500-lb. lots, lb., 17@18c.; less, 20@22c.

MEXICAN SARSAPARILLA.—Some scarcity has resulted from recent buying which has materially reduced spot supplies. Jobbers have therefore raised prices to 21@26c. for the whole, 23@28c. for crushed, and 26@31c. for powdered, all per pound.

OIL LEMONGRASS.—A decline has resulted from an increase of supplies. Jobbing prices now are $3.85@4.10 per pound.

SAFFRON.—The American has been advanced by the principal holder. Supplies are very scarce and no relief is in sight for a long time to come. Still higher prices are likely. Jobbing quotations have risen to $1.65@1.75 per pound for the whole, and $1.75@1.85 per pound for the powdered.

ALETRIS ROOT.—A falling off in demand induces jobbers to lower prices to 55@60c. per pound for the whole, and 60@65c. for the powdered.

LADIES' SLIPPER.—Slow sales cause a decline. New jobbing quotations are 55@60c. per pound.

CANADA BALSAM.—Demand is so moderate that jobbing prices have eased to $4.15@4.40 per gallon and Oregon balsam for the same reason has declined to $1.40@1.65, according to jobbers.

COTTON ROOT BARK.—It is reported that ungathered supplies in the producing districts are very large. Jobbing prices remain unchanged at 30@35c. for the whole, 33@38c. for crushed, and 35@40c. for powdered, all per pound.

CITRIC ACID.—Foreign markets are stronger. It is reported that the crop of raw material is very small and closely controlled. Jobbers quote the unchanged values of 32½@33c., kegs, 33@33½c., and less 38@45c., all per pound.

OIL CAMPHOR.—The market is hardening. Demand has been active, with sales of 50,000 lbs. Stocks are reduced. Prices unchanged so far.

MENTHOL.—No change. Some experts think that a change will come in the situation and that when it comes it will come suddenly. Present extreme depression is set down to manipulation by short sellers acting under the necessity of protecting their speculative sales.

ACID ACETIC.—The primary market is higher, owing to the increased cost of raw material. Manufacturers' prices of U. S. P. 36 per cent. have been advanced to $4.60@5.60 by the drum. Commercial, 28 per cent., has risen to $2.60@3.05 by the drum. As yet, however, the jobbing market is unaffected.

POTASSIUM SALTS.—The German syndicate has advanced prices three cents per hundred pounds for concentrated potash salts. No effect on jobbers.

CUMARIN.—Leading manufacturers have reduced their prices to $2.95 for 25-lb. lots, $2.90 for 100 lbs. and $2.85 for 200 lbs. For less than 25 lbs. the price is $3.00. Jobbing quotations unaltered.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MARCH 16, 1905. Number 11.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICE: 36 La Salle Street
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—End of Pennsylvania Syrup Bill.—Another Prerequisite Bill.—Formula Bill in Maine.—Commercial Courses in Colleges of Pharmacy.—C. P. Emanations.—Dr. A. B. Prescott, a Pioneer Educator.—Druggists' Fire Insurance.—Some Tested Formulas.—Soda Fountain Specialties.—Theory and Practice.—Question Box.

NEWS.—New York Branch of N. A. R. D. Organized and Votes to Carry Out District Plan.—Opium Trade in Philippines.—Drug Clerks Organize.—Plaster Houses Combine.—Bunco Man From the West.—Friction at 'Phone Hearing.—St. Louis Retail Druggists New Departure.—Governor Vetoes Benzoate Bill.—Philadelphia Druggists Dance and Make Merry.—New Jersey College of Pharmacy to Have a New Home.

TRADE.—The Fountain of George B. Evans, Philadelphia; Its Ammonia Refrigeration System and Suggestions of W. S. Stinson, the Soda Department Manager.—An Unusual Feature in a Pharmacy: The Hair Dressing and Manicure Department of Wm. B. Riker & Son Company.—M. P. Gould's Address on Advertising.—Business Record.—Patents.—Market Report.

EDITORIAL COMMENT

New Hopes, New Responsibilities.

The inauguration of a Greater New York retail druggists' association, which will represent the commercial interests of the trade in this city, opens up attractive prospects for the future. The widely varying classes now have a place where they can come together and examine conditions from a common plane. Since everybody is eager for better prices, better profits and less destructive competition, all that is necessary to bring about improvement is correct understanding and harmony. The latter now seems to be assured, and we may take for granted that the diagnosis of evils will be entrusted to competent hands.

The selection of representatives is a matter of supreme importance in the price control movement in this city. The new association will represent about two thousand druggists; of these five hundred have been enrolled; yet at the enthusiastic meeting the other night, only about one hundred were present. The great distances and difficulties of getting about in the metropolis will always tend to keep the attendance at central gatherings down to a low figure. The association will be a representative body, and nearly all the business will be looked after by committeemen and employes, which makes it extremely important that officers, committeemen and representatives be chosen with greatest care.

End of Pennsylvania Syrup Bill.

The bill to permit the use of sodium benzoate in soda syrups, which the druggists of Pennsylvania have been backing, and which was passed by both branches of the legislature, was brought to an unexpected end by Governor Pennypacker last week. After all these weeks of earnest effort, it seems particularly hard that the measure should die by a miserable veto.

No doubt the Essler bill was planned and constructed in all sincerity, with an honest endeavor to render conditions less difficult for the legitimate druggist, and at the same time give the public more adequate protection, yet the measure bore within itself the seeds of its own destruction. As pointed out before in these columns, it seemed to lack the ring of sincerity. Apparently a too great eagerness to make out an especially strong case led to the piling on of secondary arguments which obscured the single point at issue. It is not at all surprising that the Governor failed to discover the real merits of the measure, and it is very much to the credit of the legislators that they succeeded in finding its value at all.

Governor Pennypacker's veto message will touch many a raw spot, especially since the real purpose and need of the bill are honorable in every way. He declared the measure unconstitutional, because it was so framed as to be "calculated to mislead the legislator, and is an unusually striking example of the evil which the Constitution with respect to the title was intended to prevent."

The subject of the bill purports to be the prohibition of the sale of fruit syrups and products containing more than a certain proportion of preservatives and coloring substance. This, according to the Governor, is misleading, for he says: "The subject of the bill is not the prohibition of the adulteration of food since the subject has been much more fully covered by the prior legislation. The real purpose is found in the words, 'but the use of such added substances in such proportions or less shall be and is hereby permitted.' To this subject, which constitutes the really important part of the bill, there is no reference whatever in the title, and, therefore, is plainly unconstitutional."

The reason for the rejection of the bill is purely a technical one, and it is only reasonable to suppose that had the measure been framed with a little more outspoken frankness and a little less tortuous subtlety, its chances would have been good.

Formula Bill in Maine.

In the State of Maine the bill against secrecy in proprietary medicines has reached an interesting stage of development. The anti-secret measures which have been introduced in the

legislatures of most of the States this year have mostly been very simple in form, and have been disposed of with as little fuss as possible. But in the State of Maine the matter has apparently been taken seriously with the result that efforts to make the idea fit a particular case have brought about some interesting modifications.

The original bill contained merely a provision prohibiting the sale of alcohol and poisons unless the nature and quantities of the contents are plainly printed on the package. Its prohibition applied to all preparations of the physician and the druggist and was plainly impossible. But the most easterly of our States is a temperance community, and the bill developed strong backing. It was, therefore, worked over with the aid of the pharmacy board and officers of the State association, and in its amended form presents some features entirely new to legislation of this class.

The new draft of the bill provides that no person shall sell proprietary medicines containing alcohol, opium, chloral or cocaine, unless the quantity of each of the poisonous substances contained therein is printed on the label. This provision does not include remedies for external use nor the ordinary preparations of the pharmacist, but applies only to preparations sold under a seal or trade-mark. Manufacturers are to be held responsible for false statements made on the label.

An important clause in the new bill is the following: "Any person, who through failure of a manufacturer to comply with the provisions of this act, shall have cause of action against the manufacturer and may recover both actual and exemplary damages."

It is doubtful whether the bill will ever become a law, but as it stands it is interesting because it shows the result of an honest effort to harmonize the ideas of the reformers with the practical objections of the druggists.

A New Drug Clerks' Journal.

Volume 1, No. 1 of the Philadelphia Drug Clerk, official organ of the Philadelphia Drug Clerks' Association, has found its way to our desk. It is only a modest little pamphlet to be issued monthly, but its aims are wholesome and lofty. It stands for union—not of the labor variety—mutual improvement, better conditions, better service in the drug store, Sunday rest, and the betterment of things generally.

The motto of the association is a good one, although the sentiment is not unknown to members of other associations: "Our strength lies in numbers, all pulling together in the same direction; the greater the number, the greater the benefit for each individual member." That is the all important question in all associations from the N. A. R. D. to the society in a western town which has only three members, numbers to lend authority, numbers to help pay expenses, and numbers to do the work. One trouble with clerks' associations always has been, and we hope always will be, that they grow only at the wrong end. Prosperity, age and experience, in short, the qualities which render a man valuable to an association, drives a clerk out of the ranks, and his place must be filled with a fresh recruit who must in turn pass through a period of preparation only to pass on like his predecessor.

Yet drug clerks' societies are capable of doing much good. If their aims are honorable and in harmony with the ideals of pharmacy, they cannot go wrong, for even when their members graduate from their ranks their experience will go with them. If their object is merely to enforce hard conditions upon employers, the future is no better than doubtful, for resolutions passed by the clerk might arise and smite its author transformed into a proprietor.

Notes on the "Shrimp."

N. A. R. D. Notes has, of late, taken to hurling profanity and abuse at the non-dues-paying druggist whom it chooses to designate as "shrimp," though why that inoffensive and succulent crustacean should be chosen as an emblem of narrow-minded men is not at all clear. Everybody despises the shirk who is always on hand to help gather the fruits of victory won by somebody else, and there are, no doubt, many such in the drug trade; but, to assume that everybody who fails to pay his $4 dues belongs to this class, is as unwise as it is unfair.

The N. A. R. D. professes to be a business organization which returns to its members many times the value of the amount paid in dues. Is it good business policy to shout profanity at those who may honestly differ with us concerning the value of the service rendered.

Another thing, "Notes" should not forget that it represents the retail druggist of the entire country. In a recent issue it expressed its impatience and its contempt for the non-association druggist in this way: "To h--l with the shrimp!" That sounds more like the polished remark of a hoodlum shrieking defiance at an enemy across the street than like the expression of a great body of professional men who are striving for their rights by an appeal to the public sense of justice and honor.

Commercial Course in the Colleges of Pharmacy.

That the commercial side of pharmacy is coming to be esteemed in our colleges of pharmacy as highly as the sciences which have to do with manufacturing is shown in many ways. Recently Mr. M. P. Gould, the advertising expert, delivered an address before the Philadelphia students and the same authority is shortly to speak on a similar subject to the students of the Buffalo College of Pharmacy. There was a time when only chemists and botanists were invited to expound their several special branches before the embryo druggist, but in those days the selling of goods had not as yet been reduced to a fine art and manufacturing had not entirely forsaken the drug store laboratory.

Mr. Gould told the students all about the secrets of advertising, that is, they are supposed to have been secrets at one time. The three essentials in advertising, he said, are honesty, fair dealing and persistence. The advertiser must have a good article to sell, he must offer and give the customer a square deal and he must keep everlastingly at it. Enterprising persons are constantly trying to dodge one of these three rather hard conditions, but never with any lasting success.

Another remark of the speaker which should interest our readers and also our advertisers, concerns the use of trade publications. He said that manufacturers of drug specialties are constantly wasting money in advertising only to consumers, and argued correctly that since the druggist is the medium for these goods and is expected to display them upon his counter and shelves, some appeal should be made to him.

Property Rights in a Formula.

A case involving an interesting question is now before the courts in Canada. An employe of a manufacturing firm gained possession of the formulas employed in preparing the company's products and upon leaving for another place took them with him for use elsewhere. The company brought suit, claiming that the ex-employe had no right to keep and use the formulas of which there were some 1,500 in all. The defence stated that the recipes were neither original nor copyrighted, but admitted that they might be worth thousands of dollars to a competing firm.

The progress of the case will be watched with considerable interest by proprietary manufacturers, for while the rights of the exclusive owners of a formula are pretty well established other questions relating to priority and actual value remains to be determined. A number of decisions during the past

few years have placed the working formula on precisely the same basis as any other piece of property. In Germany two employes who had filched secrets about the manufacture of colors and dyes are even serving sentences of imprisonment. Business secrets are valuable possessions, and the drug clerk will do well to think twice before imparting his employer's pet formula to a neighbor.

Another Prerequisite Bill.

Since the druggists of New York last year proved the possibility of securing legislation requiring graduation from a school of pharmacy before registration, the pharmacists of a number of other States have also taken steps in the direction of compulsory education. The bills under discussion in Pennsylvania and Michigan have already been considered in these columns. It now appears that of all the prerequisite bills of the year that of Minnesota is the most likely to become a law.

Minnesota has made ample provision for thorough pharmaceutical education in its State university and the enforcement of a prerequisite law would not cause any undue hardship of any kind. The pharmacists have the courage of their convictions and nowhere in the Union are the ideals as to the future of pharmacy higher or more fearlessly and vigorously fought for than at the annual meetings of the pharmaceutical association of that State.

The measure is modeled after the New York law, requiring a diploma from a recognized school and providing for the recognition of registered pharmacists only from States imposing similar requirements before registration. The bill reduces the period of practical experience required from four years to two, making the course at the college of pharmacy count as experience. In case the legislators see fit to give the measure legal authority, it will go into effect in 1908.

"You're Another."

The manner in which the word "trust" has been flung back and forth by the contending parties in the suit of the Philadelphia cutter against the N. A. R. D. is highly entertaining. That word seems to be a peculiarly effective epithet nowadays, and appears to carry a sting quite as vicious as "scab" and "boycott."

Last week a press association scattered among the newspapers of the country long accounts of a gigantic drug trust controlling a business of nearly half a million dollars. This trust, it was stated, was under the direction of one Thos. V. Wooten, of Chicago, and by unfair means had robbed the people of an immense number of millions.

Upon the heels of this startling announcement came an interview with a representative of the alleged trust, hurling accusations back upon the accuser, hinting darkly at a huge cutter's trust with headquarters in Cincinnati and chief outlet in New York and backed by Standard Oil millions. This, the real trust, was robbing the honest druggists of a fair livelihood only to rob the public later.

Now, will some one please give us an accurate definition of the word "trust" and a clear description of trust methods?

Why Clerks Do Not Remain Clerks.

It is not at all surprising that drug clerks do not wish to remain on a salary basis a week longer than necessary. The discussion of drug store profits, expenses, etc., aroused by Mr. Falkenberg's calculations, one reason why clerks hasten to become proprietors is made very clear. Of the druggists who have submitted figures, nearly all began by deducting a yearly salary for the proprietor at least twice as large as that allowed for individual clerks.

Thus, one druggist evidently doing business on a very modest capital, allowed himself a profit of $1,899.05, besides a salary of $1,200, while his three clerks received during the year only $1,664. Bearing in mind the fact that the registered clerk and his employer are on a plane of professional equality, is it any wonder that hireling grasps the first opportunity to secure the necessary stock to begin for himself?

The relation of a competent drug clerk with his employer is necessarily a confidential one. The registered clerk must represent the druggist in many ways, and he enjoys opportunities of becoming acquainted with the intracacies of the business such as the employes in no other line of trade have. He learns to buy as well as to sell goods, has access to the books and in the frequent absence of the proprietor has charge of the cash. If he is at all enterprising, he will do a little figuring on his own account, and recognizing several mistakes, in his superior's methods, quickly acquires confidence in his own ability to do as well or better.

Window Cards are Effective.

"Price cards in the windows sell goods," remarked the Window-trimmer to a bystander, as he surveyed the result of his work from the sidewalk. He pointed to a pile of tooth brushes with a card bearing simply the price, 25 and 35 cents. "I put that card out yesterday," he said, "and forgot to add the main exhibit. Before I got around to that, in came a man inquiring about those brushes. He did not know what sort of brushes they were, but he wanted one, anyway."

Signs of Improvement.

The dismal brethren, who are still talking about the decay of pharmacy and the loss of a golden past, are respectfully referred to the article by Prof. Kremers on the life of Dr. A. B. Prescott. There are unmistakable evidences of improvement in the domain of pharmaceutical education as well as an appreciation of a noble life.

The writer calls attention to the changes which developed during the lifetime of the dean of pharmaceutical education. The thirty-five years of activity witnessed the departure of the old apprentice system of education and the elevation of the pharmaceutical curriculum to the university standard. From a plan analagous to that of the skilled artisan, the calling has been advanced to one on a level with the learned professions. The degree granted to students in the University of Michigan after four years of study following entrance on a high school diploma, places the recipient on a par with graduates from the literary and engineering departments.

An interesting report comes from the seat of war in the Far East. The Russians have discovered the secret of Japanese success at arms. The despatch, which, by the way, comes by way of St. Petersburg, states that each knapsack of the Mikado's soldiers contains a quantity of pills prepared from some mysterious drug which at the proper time are consumed so that at the nick of time the patient may be stimulated to deeds of prodigious valor. It is probably of no use to look for those pills in The Era's semi-annual price-list.

Our friend, Thomas Stoddart, is stirring the political pot with commendable vigor in his home town of Buffalo these days. Only a few months ago he served as acting mayor of that important city, and last week unearthed a plot to enrich a few at the expense of the town. He is said to have made the most sensational speech heard in the Council Chamber for many years. He accused the Mayor of employing Czar-methods, and of insulting elected officers in the municipal legislation. He has the support of the Council and the people, and no one need be surprised to hear that Mr. Stoddart has been elected to the office of Mayor.

The University of Halle, Germany, has conferred upon Dr. Willy Merck, member of the old house of E. Merck, Darmstadt, established in 1668, a very high distinction, namely, the honorary degree of Doctor of Medicine "in recognition of numerous meritorious contributions looking to the advancement of the therapeutic side of medicine."

C. P. EMANATIONS

Oh, Who Will Blow My Horn?

"Dr. Muir is right" the C. P. said. "If you don't blow your horn, nobody will look at you, and that is necessary if you want to exert any influence."

"You mean prominence in association work?" suggested the druggist.

"It is not necessary to cite particular cases. It is that way in everything," said the C. P., with decision. "From advertising your business to keeping your children in order in your own house, it is all the same. You can't afford to be inconspicuous."

"Isn't modesty a virtue any longer?" inquired the druggist.

"It never was one of the practical virtues," returned the sage. "Nobody ever took any stock in it as applied to himself. Modesty is admired only in others."

"Still you hear men boasting about it every day," said the druggist.

"Pure bluff!" said the old gentleman. "Accuse one of cultivating the gentle virtue, and he will straightway begin to blow about his exploits till you feel like an arrant hypocrite. And ten to one he will mentally resolve to mend his ways, and get a little more notice in the future."

"Nonsense!" said the druggist. "I know lots of people who are really modest. Many of them cultivate that sort of thing. They will not blow their own horn. You couldn't make them do it."

"Yes, there are a few very amiable persons," admitted the sage. "Mostly youngsters who still have a notion that the world is on the hunt for merit all the time, and is simply aching to discover it and make much of it. They soon find out that it doesn't pay. Inconspicuous merit never amounted to anything. If they don't discover the need of a horn, and hasten to supply themselves with good, big megaphones, they suffer disappointment, and live lives of vague regret."

"Mighty pleasant sort of people, though," the druggist observed.

"That's true," assented the C. P. "Do you know why? It is because they are always ready to listen and to admire. The fellow with a big horn wouldn't have any fun if it were not for them.

"Look here!" remonstrated the man behind the counter, who rarely did more than applaud and vote with the majority at meetings, "That isn't quite fair, you know."

"No, perhaps not," admitted the sage. "There is a sort of admiration, even among horn blowers. But don't forget this: It is invariably the man who makes the most noise who creates the biggest disturbance."

"Wrong again," said the druggist. "Quiet chaps, who never make any splurge at all, are the ones who do the real work."

"There is a quiet way of blowing a horn, which carries farther than any other," remarked the C. P., easily. "And then there are some who are shrewd enough or fortunate enough to get somebody else to do the blowing for them. That is the most effective of all."

The druggist made sundry gestures, indicative of disgust. "Bah!" he said. "Can't you take anything at face value?"

"It is always a good plan to count your change twice," remarked the C. P.

"That sort of thing is all right in advertising," observed the druggist. "All that you say applies there, but in association work and every day life—that is different."

"You talk as though advertising were something that has to do only with the store," replied the sage. "You are mistaken. Business is only a small part of life, a part of a whole. Our friend Smith never has much to say, yet he will be elected president. Very well! That cough mixture in your window is made by a proprietary firm. They spend very little in advertising, they are fortunate in having you and other druggists do it for them."

"It's a good remedy," said the druggist, quickly. "Besides, they offer some inducements."

"Ah! they offer inducements," repeated the old gentleman.

Potassium Hydrate in Alcohol.

Thiel and Mase (Journ. Chem. Soc.) have sought the reason for the yellow and brown color which develops in solutions of alcoholic potash. The reason generally assigned to this change of color is the oxidation of alcohol by the alkali and the subsequent formation of what is commonly known as aldehyde resin. The same discoloration occurs when solution of potassium hydrate is mixed with aqueous solution of phenol. To prevent the discoloration of alcoholic potash, the following process is proposed: For one litre of semi-normal solution, 43.5 grams of potassium sulphate is mixed with 110 to 120 grams of barium hydroxide in a platinum or china basin and 100 cc. of distilled water poured over the mixture. The basin and its contents are weighed, heated for fifteen minutes with constant stirring and again weighed. Water is then added until the original weight is obtained. The contents of the dish are rinsed with a flask with 800 cc. of water. After shaking and allowing the precipitate to settle, 3 or 4 cc. of a concentrated potassium sulphate solution are added to remove any excess of barium hydroxide. After the precipitate settles, the clear liquid may be drawn off. The latter will keep for months without turning brown.

ERA COURSE IN PHARMACY.

Graduates for Feb., 1905, Whose Average Grades are Above 90 Per Cent.

Number.		Per Ct.
4134	Philip W. Small, Stonington, Maine	96
4048	John L. Tewksbury, Chelmsford, Mass.	95

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it, for the sum of $2. Those who desire the latter should forward the necessary fee at once to The Pharmaceutical Era.

OUR LETTER BOX

DRUGGISTS' FIRE INSURANCE.

Cincinnati, March 1, 1905.

Editor The Pharmaceutical Era:

Enclosed you will find a copy of my answer to the article in the Apothecary, of February, on the subject of the druggists' fire insurance company. Very truly yours,

FRANK H. FREERICKS.

The communication follows:

The Apothecary, in its February number, undertakes to assail the writer and his suggestion for a national druggists' fire insurance company, by charging him with either misrepresentation or gross ignorance. The torch of truth would, however, have given a more penetrating light had my editorial friend learned to distinguish a "capital stock" from a "mutual" fire insurance company.

It is asserted that my statement "That a druggists' fire insurance company with a capital stock of $200,000 can do business in every State," is untrue, and that it would require approximately a capitalization of $400,000. These assertions are based upon the following particular items of irrelevant information:

1st. That Virginia and Georgia require each a deposit in securities of $10,000.

2d. That New York does not license a "*mutual* company" of another State to do business within the State of New York.

3d. That the respective officials of Vermont and Minnesota in their reply, speak of deposits, and not of deposits of securities obtained by investing the capital of the company.

THE SUGGESTED COMPANY.

It was asserted by me at St. Louis and in an article written for another drug journal, "that a druggists' fire insurance company having a capital stock, fully paid, of $200,000, can do business in every State." My purpose was to speak of an insurance company as a business proposition, without entering into unnecessary detail.

In the pamphlet presented by me on the subject, the suggestion was made that the stock be sold at $5 per share above par, in order to secure the initiatory expense money necessary as license and registration fees in the various States.

The company which I had suggested was to be one in the control of conservative business men (hundreds of whom are to be found in the drug field), who would undertake to conduct its affairs for the benefit of the greatest possible number of druggists. As business men, its members will first go over the field carefully, ascertaining where business may first be inaugurated with a view of reaching the greatest number under the most favorable conditions, and also with a view of securing the quickest and best returns.

When the directors of the suggested company come to formulate its business policy they will find that on payment of registration and license fees, varying some in the different States (which is fully provided for by selling the stock at $5 per share above par), they are privileged

to commence business in forty-two of the States and the District of Columbia. Arkansas requires a $20,000 bond in addition, which can be secured at small expense.

It is not likely that as careful business men they will desire to avail themselves of the privilege to immediately enter every-one of the aforenamed States. They will select such States as offer the best field for immediate operation. The company established, they may be expected to carefully reach out, and to enter into *all* States where business can be conducted on a safe basis.

How it happens that the suggestion made by me for a capital stock company, should in his mind be confused with a mutual company, I am unable to fathom. It is due to this confused state of mind, however, that he feels called upon to recall my statement in answer to a question by Prof. W. C. Anderson, on the convention floor, as to the right of such a company to do business in New York. That my answer was correct is proven by a letter addressed to the Superintendent of Insurance for New York, and his reply thereto.

I wrote to him that my understanding was that under the law a fire insurance company organized under the laws of Ohio, as a stock company having a capital of $200,000, invested in securities and deposited with the proper authorities in Ohio, can upon production of a certificate to that effect from the department in Ohio, do business in the State of New York, after complying with such rules and regulations and paying such charges as are provided by law.

The superintendent's reply was that an Ohio fire insurance company with a paid up capital of $200,000, properly invested and making a financial statement to his department, verified by the Ohio department satisfactory in its character, can be licensed to transact business in New York.

There seems to be only one other item to prevent a return to the Apothecary's first and original impression of my suggestion for a druggists' fire insurance company, that in the reply from Vermont and Minnesota, a deposit is referred to, and not an investment. Reference to the statutes of all the States, including Vermont and Minnesota, will prove that whenever "deposit" is spoken of in this connection, there is meant a deposit of the securities in which the capital of the company has been invested. It may also be said that but few States require the deposit of investments to be made with officials of the company's home State, but since it can make no difference whether these securities are kept in the safe of the State or in the safe of the company, it hardly needs further comment.

Having, as I believe, fully sustained my original position in answer to the charges of the Apothecary, it is my earnest and sincere hope that it will give me such aid as it may see fit, in order to carry the undertaking through to a successful end. It is, in my opinion, a duty owing to the drug fraternity of this country, which is being made to pay exorbitant insurance rates in order to pay losses occurring in other lines of business, and in order to defray the great expense in salaries, commissions, etc., which companies doing a general insurance business are subjected to.

A national druggists' fire insurance company would be for its stockholders and policy holders alike, the best possible business proposition. Since the stockholders are intended to be druggists, it will afford to many a double source of profit. If the aid of the N. A. R. D. can be enlisted for the project, it would in addition, offer to that body a most liberal source of revenue.

The company having a capital of $200,000 can do business in every State and can net its stockholders a dividend of 20 per cent. annually; its policy holders a saving of at least $2.50 on each $1,000 of insurance carried, and the N. A. R. D., through the use of its organizers, at least $20,000 annually. Respectfully submitted,

FRANK H. FREERICKS.

Camphorated Oil.

In a paper read before the Pharmaceutical Association of West Scotland, A. Boyd (Br. & Col. Dr.) proposed a method for preparing camphorated oil which, he stated, would avoid all loss of camphor. Instead of heating in the open air, the oil is heated by placing in a wide mouth bottle and immersing in hot water. The camphor is introduced in the form of No. 20 powder after the oil has become warm. The bottle is closely stoppered and shaken from time to time and returned to the hot water. Solution is fairly rapid, and no loss of camphor by volatilization can occur. The stock of camphorated oil should be kept well stoppered in a cool part of the store, preferably in the cellar. To test the proportion of oil present, merely heating a weighed portion until all camphor has evaporated and repeating the weighing is sufficient.

Denaturing of Alcohol.

The report of the Sectional Commission to the French Finance Minister contains some interesting information regarding denaturing of alcohol. This report states (Jour. Soc. Chem. Ind.) that the denaturing agent at present employed in France consists of 10 litres of wood spirit and 0.5 litre of heavy petroleum benzine (naphtha) per hectolitre, costing nearly nine francs. The commission has examined a large number of proposed denaturing agents, but the only substances which could be entertained are: (1) Petroleum benzine (b. pt. 100°-160° C.) mixed with toluene—this benzine has the advantage that it can be detected by Halphen's reaction in all fractions when alcohol containing it is submitted to distillation, a guarantee which the heavy Excise benzine (b. pt. 150°-250° C.) does not possess. (2) Pyridine, 0.5 per cent., as employed in Germany. (3) Acetone-oils from wool-scouring. (4) Formalin.

Behavior of Various Denaturants Towards Fraudulent Treatment.—The commonest fraud consists in blending a certain proportion of denatured alcohol with pure alcohol and disguising the flavor by aromatic bodies. The addition of formalin in denaturing, to the extent of 0.5 per cent., will still be detected with certainty when the denatured spirit is blended with fifteen times its volume of pure alcohol. If the denatured spirit contains 2.5 per cent. of wood-spirit, the presence of methyl alcohol can only be detected so long as the blending does not exceed the proportion of 1:8. In order to obtain a higher guarantee against blending, it is desirable that benzine and pyridine or acetone oils should be present. A rarer form of fraud consists in agitating the spirit with benzine or carbon tetrachloride and brine and redistilling the aqueous portion in a rectifying apparatus. This process yields 60 per cent. of potable alcohol, but requires considerable plant. By this means the whole of the benzine, pyridine and acetone oils are eliminated, but traces of formalin can always be detected in the renatured alcohol, while the whole of the methyl alcohol remains. If the renatured spirit be used for blending purposes, the sole guarantee would rest with the methyl alcohol, which would escape detection at dilutions greater than 1 to 8.

Proposed New Formula For a Denaturing Agent.—The commission recommends the following mixture: 2.5 per cent. of wood spirit, the methyl alcohol of which serves as an indicator in cases of redistillation and to a certain limit in those of blending; 0.5 per cent. of formalin (33 per cent. of formaldehyde), mainly as a very delicate indicator in cases of blending and (in form of traces) in those of redistillation without subsequent blending; 0.5 per cent. of heavy Excise benzine together with 0.25 per cent. of pyridine, the flavor of which is very nauseous, even at extremely high dilutions, the object of these being to compel the blender (without redistillation) to employ smaller proportions of denatured spirit in his mixtures. It is calculated that the above mixture would lower the cost of denaturing by five francs per hectolitre, and would extend the use of denatured spirits by reducing the price to the small consumer by five centimes per litre.

A New Gum.

Goris and Lefrose (Bull. Sc. Pharm.) describe a new Indian gum which promises to be useful in various ways. There are two varieties, both obtained from species of Anogeissus. That from A. latifolia appears in rounded vernicular pieces and in long tears of a white or pale yellow color. The fracture is vitreous and transparent, and the taste insipid. It is precipitated by corrosive sublimate and is slightly colored by ferric chloride due to the presence of a small amount of tannin. The gum from A. pendule has not been studied extensively. Both gums dissolve much more easily than gum arabic. The solutions obtained are not quite so white as those of acacia, but with a little care the same limpidity may be obtained. Solutions should be made in the cold, heat rendering the gum partly insoluble. A mixture of 5 to 100 requires from eight to nine hours, while of 10 to 100 requires about 20 hours for solution.

Toxic Action of Ethyliden Chloride.

Dubois (Nouveaux remedes) discusses the poisonous properties and inquires whether the presence of this substance in chloroform may not be the cause of numerous accidents attending the use of this anesthetic. One or two respirations of an atmosphere containing 10 per cent. of ethyliden chloride were sufficient to produce a very definite toxic action.

DR. A. B. PRESCOTT.

His Services to Pharmacy as Viewed by Leading Men.

A PIONEER EDUCATOR.

Dr. Edward Kremers, University of Wisconsin:

Professor Prescott was not only the senior of the pharmaceutical deans of this country: he was also the pioneer of pharmaceutical educators at a university, more particularly at a State university. To grasp the importance of this remark, one must compare the conditions of pharmaceutical education some thirty-five years ago with those of to-day.

Then the colleges of pharmacy were evening schools for the training of apprentices and clerks; to-day Michigan is one of the few institutions at which the pharmacy student may secure a bachelor's degree, which makes him the intellectual and social peer of the American college graduate.

Then the majority of pharmaceutical instructors were men—honorable men, it is true—who had worked their way somewhat above the average of their fellows, and who, because of personal characteristics, were accorded intellectual leadership by the profession as represented by the local druggists. To-day the pharmaceutical professor must be something more if he would be truly successful as a teacher.

Then the pharmacy student took several courses of evening lectures during the winter months, working for his preceptor during the day and spending in the latter's service his best energies. To-day a "reputable" college of pharmacy shuns evening work as a sign of inferiority.

In those days pharmaceutical instruction at college consisted principally of lectures; to-day the laboratory plays an increasingly important rôle in the curriculum.

To intimate that Professor Prescott and the University of Michigan are responsible for all these changes for the better, no one would dream of doing; yet no one will deny that the University of Michigan was the most important single factor in bringing about these improvements, nor that at the University of Michigan Professor Prescott was more responsible than any one individual for the inauguration of university methods into the course of pharmaceutical instruction.

"The stone which the builders rejected, the same is become the head of the corner" of our new edifice of pharmaceutical education. The old conference of pharmaceutical faculties went to pieces because it refused to accord a place to the "new" method of pharmaceutical education which was not based on the traditional apprenticeship and which refused to regard the university as a mere "Fortbildungsanstalt." The new conference elected the veteran dean its first president. Some of the oldest colleges have since affiliated with universities and their college courses are being remodeled in accordance with the university ideas and ideals.

The exact rôle which the future historian may accord Professor Prescott in this evolution of pharmaceutical education, we need not attempt to prophesy. The rôle which he has played is possibly secondary to the influence his memory will continue to exert through hundreds of loyal alumni, not only in Michigan, but in almost every State and territory of this Union.

HIS WORK AS A CHEMIST.

Joseph F. Geisler, official chemist to the New York Mercantile Exchange, and chemist to the New York State Department of Agriculture, New York City:

The death of Prof. Albert B. Prescott, at Ann Arbor, Mich., on February 25, 1905, removed not only one of the foremost chemists and scientists of America, but will be felt as a distinct loss to mankind in general. His forty years of activity at the University of Michigan are in part reflected in his works as an author, in his books—"First Book in Qualitative Chemistry," "Critical Examination of Alcoholic Liquors," "Outlines of Proximate Organic Analysis," "Qualitative Chemical Analysis" (jointly with Dr. Douglas, and a later edition with Prof. Otis C. Johnson), and the "Manual of Organic Analysis"—all of which have proven their excellence in shaping the chemical training of students in this country. His numerous articles on scientific subjects published in pharmaceutical and scientific journals, notably his articles on the alkaloids of opium, cinchona, belladonna and the periodides of the alkaloids, are valuable contributions to science.

These, however, reveal but a small part of his activities aside from his arduous duties as dean of the department of pharmacy and director of the chemical laboratories at the university. His loss will be felt particularly in pharmaceutical circles, for he took an active and leading part in the uplifting of pharmacy as a profession, and in the deliberations of the American Pharmaceutical Association during the past twenty-five years. He was a zealous and indefatigable worker in the committees for the revision of the United States Pharmacopœia of 1880-1890, and the forthcoming edition, and much of the descriptions of chemicals, tests and assay processes bear the imprint of his valuable suggestions. His writings were always lucid, logical and convincing, and show his mastery of the subject.

Of striking and pleasing personality, Dr. Prescott was a conspicuous figure in any assemblage, and always ready to take part in its deliberations, a matter for which his learning and broadness of mind admirably fitted him. The proceedings of the American Pharmaceutical Association give evidence of this. His advice was sought in the drafting of food and drug laws, and many of the present statutes owe their existence to him. His views as to a food and drug law won him honorable mention in New York, in 1880. As a chemist he was a close observer of details, a precise, conscientious and systematic worker, and above all governed by the true principle—the search for the truth. He won distinction as a forensic chemist. Always serious, broad minded and quick to grasp the germ of a proposition, his testimony was more than ordinarily effective. His ready and learned answers often discomfited aggressive attorneys. His abilities won him many honors among fellow scientists. He was elected president of the American Chemical Society in 1886; president of the American Association for the Advancement of Science in 1891; president of the American Pharmaceutical Association in 1899, and was chairman of the World's Congress of Chemists, at Chicago, in 1893. Pharmacy and chemistry are much indebted to him. Many pharmacists and professional chemists owe their chemical training and learning to Prof. Albert B. Prescott. As one of his former assistants, I consider it an honor to, at least in a small measure, be able to pay a debt of gratitude to the memory of one who has won such distinction, been so highly honored, and had the good fortune to leave his mark for good in the world.

FOUNTAIN FORMULAS.

Orange Snow.

Three eggs.

Concentrated orange syrup	1½	pints
Milk	1½	pints
Water	1	pint
Acid phosphate	2	ounces
Gelatin	1	teaspoonful

Mix and freeze.

Pineapple Snow.

Whites of twelve eggs.
Juice of twelve lemons.
Cream.
Syrup.

Water	of each	14 pints
Gelatin		4 ounces

Dissolve the gelatin in a pint of water, beat the eggs, mix the syrup, cream and water, add the eggs, stir thoroughly, add the lemon juice and freeze. After opening, add a jar of crushed pineapple and turn the freezer until thoroughly mixed. Serve in sherbet cups.

Frozen Phosphates.

Simple syrup	½	gallon
Water	6	pints
Fruit acid solution	1	pint
Solution acid phosphate	½	pint

Grate and squeeze four lemons.
Grate and squeeze three oranges.
White of one egg thoroughly beaten.
Mix and freeze.

Bowlers' Favorite.

Wild grape juice	3	ounces
Strawberry syrup	16	ounces
Fluid extract of kola	½	ounce
Solution acid phosphate	½	ounce
Soda foam	½	ounce
Syrup, to make	½	gallon

Chocolate Syrup.

(1.)

In making chocolate syrups, it must be remembered that the brand used is of much importance, and, hence, comparative tests must be instituted. It must also be borne in mind that there is a difference, commercially, between "chocolate" and "cocoa," the former always containing the full natural proportion of oil, it being preferable to buy it in the form of "confectioner's chocolate" in bulk.

Cocoa, soluble	2	ounces
Water	32	ounces
Sugar	52	ounces
Vanilla extract	½	ounce

Triturate the cocoa in a mortar with a portion of the water, to a smooth paste, add the remainder of the water, then the sugar, heat the whole in a suitable vessel with constant stirring, until it nearly reaches the boiling point, then strain through a fine sieve, and when cold, add the vanilla extract.

(2.)

Chocolate ..... 1 pound
Sugar ..... 6 ounces
Boiling water, enough to make ..... 1 gallon

Grate or scrape the chocolate fine, and triturate it with 2 ounces of the sugar (this may be done preliminarily, and in larger quantities, if necessary), then, in a large, warmed mortar, form a paste under the pestle by gradual addition of boiling water up to 40 fluid ounces; transfer to a porcelain dish, slowly heat, and, stirring well, gradually add the remaining 4 ounces of sugar and 20 ounces of boiling water, and bring the whole to the boiling-point for five or six minutes; then remove and stir until ebullition ceases, and again heat and boil for one minute. By this means the cacao butter will not separate, and the product will not need straining, only skimming. The attention here is mainly devoted to obtaining a smooth paste at the first step, and in not overheating at the last.

Coffee Syrup.

Mocha coffee ..... 8 ounces
Java coffee ..... 8 ounces
Boiling water ..... 1 gallon
Granulated sugar ..... 10 pounds

Boil together, or pass through a suitable filter coffee pot, until 1 gallon of infusion is obtained; allow it to settle and add the sugar.

Crushed Cherries.

Extract of vanilla ..... 2 ounces
Oil of bitter almonds ..... 2 drops
Solution of citric acid ..... 4 ounces
Caramel, sufficient.
Syrup, to make ..... 1 gallon

Idlewild Syrup.

Strawberry syrup ..... 10 ounces
Orange syrup ..... 10 ounces
Pineapple syrup ..... 10 ounces
Lemon juice ..... 2 ounces

Use one and a half ounces of this to a large glass one-third full of shaved ice, then fill glass with soda, add a few strawberries, slice of pineapple, slice of orange, and serve with straws.

Mountain Mist.

Orange syrup,
Strawberry syrup, of each.. 1 pint
Orange flower water,
Fruit acid, of each ..... 1 ounce
Soda foam ..... ½ ounce

Fruit Nectar.

Vanilla syrup,
Orangeade syrup,
Strawberry syrup, of each.. 1 quart
Port wine ..... 3 ounces

Serve in soda glass with cream.

Sarsaparilla Syrup.

Fluid extract of sarsaparilla ..... 1 ounce
Fluid extract of licorice. ½ ounce
Oil of wintergreen ..... 10 drops
Oil of sassafras ..... 6 drops
Syrup, enough to make .. ½ gallon

Grape Punch.

Grape juice ..... 2 ounces
Juice of ½ orange.
Juice of ½ lemon.
Sweeten to suit taste.
Cracked ice ..... ¼ glass

Shake thoroughly, serve in 10-ounce straight lemonade glass.

Malted Milk Frappe.

Strawberry syrup .. 1 ounce
Vanilla ..... ½ ounce
Malted milk ..... 2 teaspoonfuls
Whipped cream .... 4 ounces
Egg 1
Cracked ice ..... ¼ glass

Shake, strain, toss and serve.

Cantaloupe Sundae.

Take a small sized cantaloupe, cut in two, remove the seeds, slice off a small portion from the bottom so that it may stand squarely. Place in the half of the cantaloupe the usual amount of ice cream. Top with crushed pineapple and whole cherries. Insert spoon upright in meat of cantaloupe. Place upon napkin and serve on fancy plate.

Grape Cobbler.

Juice of 4 oranges.
Grape juice ..... 1 quart
Claret wine ..... 1 pint
Sugar and water to suit taste.

Serve from punch bowl in 8-ounce glass, with ice.

Cherry Cream Puffs.

Put a ladle of ice cream in 12-ounce glass; then add one ladle of cherries over ice cream. Mix.

Strawberry syrup ..... 1 ounce
Sweet cream ..... 1 ounce
One egg.
Cracked ice ..... ¼ glass

Shake, strain, toss and pour on top of ice cream and cherries.

Grape Juice Sherbet.

Sweeten 1 quart grape juice to taste, add ½ pound sugar to the juice of six oranges, stir till sugar dissolves, mix together and freeze slowly. Beat the white of an egg, adding a tablespoonful powdered sugar and stir into sherbet, repack and set aside for two hours. Serve in sherbet cups.

American Lemonade.

Orange syrup ..... 1 ounce
Lemon syrup ..... 1 ounce
Powdered sugar .... 1 teaspoonful
Solution of acid phosphate ..... 1 dash
Shaved ice ..... ¼ glass

Fill with coarse stream. Add slice of orange and run two straws through it.

Peanut Dope.

Peanut butter ..... 4 ounces
(Finely ground peanuts can be used also.)
Salt, a pinch.
Powdered gum acacia.... ¼ ounce
Water ..... 1 ounce
Syrup ..... ½ gallon

Rub peanut butter, salt and acacia together in a mortar, add all of the water, then beat up and add syrup gradually. Small lump of ice cream with this syrup poured over.

Tally Ho Sundae.

Put large measure full of ice cream in a tall sundae glass, cover with fresh crushed banana fruit and fill the glass with whipped cream. Cover one side with maraschino cherries. Other fruit may be used if desired.

Chocolate Sundae.

Make a thick, smooth paste with powdered cocoa and hot water and add simple syrup until the proper consistency is obtained. Pour over vanilla ice cream.

Chocolate Fruit Sundae.

Strawberry syrup ..... 10 ounces
Vanilla syrup ..... 10 ounces
Raspberry syrup ..... 8 ounces
Chocolate syrup ..... 4 ounces

Pour a ladle of this sauce over plain ice cream.

Midnight on the Midway.

Claret syrup ..... 1 ounce
Kola syrup ..... ½ ounce
Lemon juice ..... 1 dash
Angostura ..... 1 dash
Ice ..... ¾ glass

Fill with ginger ale, etc.

Pineapple Cardinal.

Pineapple syrup ..... 1 ounce
Catawba syrup ..... 4 drams
Catawba wine ..... 4 drams
Ice ..... ¾ glass
Carbonated water, enough.

A Standard Eye-Dropper.

At a pharmaceutical meeting held in Philadelphia, Dr. P. N. K. Schwenk (Am. Journ. Pharm.) proposed the adoption of a standard dropper so that there might be some control of the doses of powerful alkaloids administered to the eye. He found that the straight dropper, having a point or tip 2.00 to 2.50 millimetres in diameter, will most nearly drop sixty drops of aqueous solution to the dram. This allows an inclination of the dropper of 45 degrees to the horizon. A drop always bears a direct ratio in size to the surface from which it drops, so that in a curved dropper the solution follows the curve to the point of rest and gives rise to a larger drop than if dropped from the point. The same is true of beaded droppers. Curved or beaded droppers should be given with drop solutions containing poisonous alkaloids, as they always give a surface more than 2.50 millimetres in diameter, and, therefore, drop more than one minim per drop. He prefers droppers having dark rubber nipples, because the bulb is less sensitive to the touch. The rubber nipples should always be cleansed to rid them of rubber dust and sulphur.

Oil of Almonds and Substitutes.

Lewkowitsch (Pharm. Journ.) states that commercial oil of almonds, called oil of sweet almonds, is prepared from the seeds of apricots. He gives a table showing the specific gravity, the iodine index, the saponification number and the acid number of various commercial products. Bieber's reagent—equal weights of sulphuric and fuming nitric acids—furnishes a satisfactory means of distinction. One part of the reagent mixed with eight parts of oil gives no coloration when the oil is the pure, sweet almond variety. With nut oil a peach blossom color is produced. With apricot oil, the reaction may be doubtful when in mixtures containing only a small proportion of this oil, one in four giving only doubtful results, but proportions above one in these the reaction is unmistakable. Phloroglucine, in ethereal solution of 1 in 100, also serves to distinguish mixtures.

A firm in Germany is introducing surgical bandage impregnated with the active principle of the suprarenal gland, the whole being sterilized. Bloodless surgical operations by the aid of adrenalin seem to be a possibility.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Foam For Soda Water.

(S. C. V.)—The following formulas are of the character you outline:

Solution of Albumen.—This may be made by adding the white of 1 egg to 1 pint of water, stirring well, and after standing for a short time straining; or, better, if it is not all to be used at once, adding to 8 ounces of water, straining and adding an equal quantity of syrup—the latter tending to preserve it. This can be used in the proportion of the white of 1 egg to the gallon of syrup, being one-half greater quantity than is usually recommended.

Solution of Irish Moss.—Take of Irish moss, 1 ounce, and water enough to make 1 pint. Wash the Irish moss in water, to free from impurities; add one pint of water and boil for five minutes, or heat in a water bath for fifteen minutes, or macerate in cold water for twenty-four hours, with occasional stirring; filter through purified cotton on a muslin strainer, in a hot-water funnel. This mucilage, it is claimed, has no more taste than mucilage of gum arabic, and is said to keep better. It can be used with soda syrup, in the proportion of from 2 to 4 ounces to 1 gallon of the syrup.

Solution of Gum Arabic.—Take of gum arabic, 8 ounces, and water, 1 pint. Wash the gum arabic with water, to free it from impurities, and add the water, stirring occasionally until dissolved. Used in the proportion of 3 or 4 ounces to 1 gallon of the syrup.

If gelatin be used as a foam producer, it must be dissolved by the aid of heat in the water used in making plain syrup. About half an ounce is sufficient for 1 gallon of syrup. Formula for solutions containing quillaya have been published in previous volumes of The Era. Consult the indexes.

Witch Hazel Jelly.

(H. K. & C.)

(1.) Dissolve 30 grains of borax in 4 fluid ounces of distilled extract of witch hazel, mix with 3 fluid ounces of glycerin and 2 fluid ounces of cologne water, add slowly to 4 ounces mucilage of Irish moss, previously mixed with 2 fluid ounces of glycerin. After standing a few hours, strain the mixture.

(2.) Mix in a large mortar 32 parts of glycerin and 20 parts of soft soap and stir until incorporated. Add 10 parts of distilled extract of witch hazel, stir in well, then add in a very thin small stream, under constant agitation, 256 parts oil of sweet almond and 1 part of extract of white rose, keeping up the agitation until complete incorporation is attained. Lastly add a sufficient quantity of tincture of musk to perfume the jelly.

3.) Dissolve 108 grains of Russian isinglass in 6 fluid ounces of distilled water by the aid of a gentle heat, add 5½ ounces of glycerin, 4 fluid ounces of distilled extract of witch hazel and strain. Then add 1 ounce of clarified honey and ½ fluid dram of oil of neroli.

(4.)

Tragacanth, in flakes ...	4 ounces
Alcohol (90 per cent.) ..	20 fl. ounces
Glycerin	15 fl. ounces
Liquid extract of hamamelis	20 fl. ounces

Mix.

Photographic Paste.

(H. K. & C.)—Try one of the following:

Gelatin	150	grains
Arrowroot	308	grains
Water	8	fl. ounces
Methylated spirit ...	2½	fl. drams
Solution of formaldehyde (40 per cent.)	20	minims

Soak the gelatin for a few hours in 2 ounces of the water, then make a paste with the arrowroot and remaining 6 ounces of boiling water; mix, heat gently till dissolved, and as the mixture cools, add the methylated spirit and solution of formaldehyde.

(2.)

Arrowroot, 4 ounces; mixed with 4 ounces of water, and pour in 20 ounces of boiling water with constant stirring. When cold, add 1 ounce of gelatin, and as soon as this is swelled, set the vessel in hot water and boil the water in the outer vessel until a uniform mixture is obtained. Finally add:

Alcohol	4 ounces
Carbolic acid	1 dram
Ammonia water	1 dram

(3.)

Rice starch	2 ounces
Gelatin	6 drams
Water	16 fl. ounces
Oil of cloves	16 drops

Incorporate the starch powder with the water, add the gelatin and heat gently over a water bath until a jelly-like compound results.

"Delibie's Bond Issue."

(M. & P.)—"We have a call for a teething preparation, a liquid for rubbing and soothing the gums of teething children, called 'Delibie's bond issue for teething.' We are unable to find any remedy by this name in any price list at our command, and have, therefore, thought that possibly it might be the same as 'Delabarre's sirup dentillon.'"

We do not find "Delibie's bond issue" listed in the Price List Edition of The Era, and inquiry at wholesale houses here fails to elicit the desired information. Can some reader supply it?

Chondrus Crispus.

The sea-weed known as chondrus crispus is, in France, gathered in the district of Trequies, in Brittany, between Plougenast and Perros Guiree, upon the reefs and little islands that border the coast, as well as in the little streams subject to tidal fluctuation (Pharm. Journ.). It is collected from May to August, the gatherers following the retreating tide and wading often up to the waist. As soon as gathered, it is heaped upon the shore to drain. It is then sorted to remove other algae and adhering shells, washed in fresh water and spread out near the sea. When dry it is of a greenish-yellow tint and is packed in sacks and taken to the nearest port, whence it is sent to Hamburg. Then it is bleached, apparently by the use of sulphurous acid, and after a final washing and drying, it is ready for pharmaceutical use.

Green Color of Cajeput Oil.

The characteristic green color of cajeput oil is stated by Prinsen Geerligs (Chem. Centr.) to be due to the presence of copper, kept in solution by the butyric and valeric acids and esters of the same contained in the oil. If specimens of cajeput oil freed from acids and esters be mixed with water and with ethyl formate, acetate, propionate, butyrate, valerate, lactate, citrate, cinnamate and oxalate, respectively, together with a few drops of the corresponding acid, and the whole allowed to act on copper turnings, only those samples of oil containing butyrate and valerate are colored; in all other cases the dissolved copper is found in the aqueous layer. Valerian oil, when left in contact with copper turnings, also acquires a green color, and is not decolorized by agitation with water.

New Centrifugal Machine.

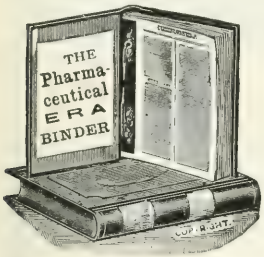
Koesner (Chem. Zeit.) describes a new laboratory centrifugal machine which eliminates a number of the difficulties encountered in the ordinary machine. One of the difficulties in the use of these machines has been the impossibility of employing high speeds because no practical means for balancing the rotating parts and avoiding excessive vibration was available. The new machine makes a perfect balance possible by providing only one vessel, which is placed directly in the axis, thus rendering it possible to increase the revolutions up to 90,000 per minute. Another feature is a tube which may be lowered into the revolving vessel and permits of drawing off the clear liquid and washing the deposit without stopping the machine.

Absolute Nitric Acid.

The pure substance HNO_3 can only exist at —41° C. Kuser and Munch (Zeit. Anorgan. Chem.), by crystallization of the strong acid near the freezing point, succeeding it in the form of white crystals. As soon as the crystals melt, the liquid becomes yellow from the separation of N_2O_5 and water. The fluid can again be rendered colorless by subjecting it to a current of dry air, but when treated in this way it contains only 98.67 per cent. of the acid, the limit of strength for temperatures above the freezing point.

A SAVING THAT PAYS.

It pays to keep the current formulas, processes, valuable papers and history of the drug trade bound in volumes for future and ready reference. Each number of The Pharmaceutical Era contains material of this kind which should go into the pharmacist's library in "book" shape.



The Era Binder

Will hold copies of the Era, without advertisements, for an entire year (two volumes with index) or copies for six months (1 volume) with advertisements.

Price, 75 Cents Each, Postpaid.

Address D. O. HAYNES & CO.

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA
BRONCHITIS, PNEUMONIA, DIPHTHERIA
SCARLET AND TYPHOID FEVERS

Varoma, complete ... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

YOUR OWN *The Puzzler* STORE PAPER

Newest Kind of Drug Store Advertising

The "PUZZLER" isn't like anything else published. It's a Monthly Illustrated Store Paper, to be sure, but examine it, and you at once recognize its unique, trade-bringing, entirely new features. It is only 11 months old, but **230,000** copies per month tell the story of its tremendous success with the shrewdest advertising druggists in America—one only in a locality. You never before could buy such effective drug store advertising at so small a price. It pays for itself over and over every month. Its effectiveness is doubled by a novel plan which carries the interest of all ages and classes of readers over from one month to another. Get exclusive control of the "Puzzler" for your locality and the profits on your increased trade will more than pay the costs—and besides, it will be the best general advertising that you can get for your drug store. **Write at Once for Free Sample Copy.**

Drug Store Advertisers *M. P. Gould Company* Bennett Bldg. New York

Cut off on this dotted line.

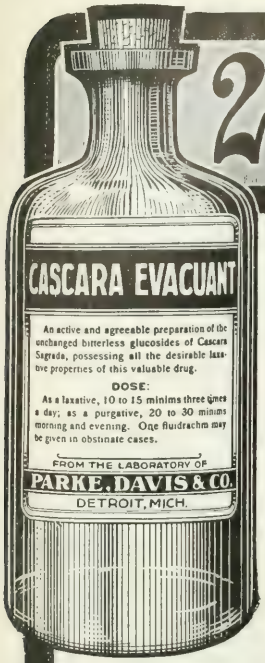
First Month FREE

A SPECIAL OFFER [illegible] MARCH 15th.

M. P. Gould Company New York

(S. P. 3)

2 Favorite Cascaras



CASCARA EVACUANT

THE MOST EFFICIENT PALATABLE PREPARATION OF CASCARA SAGRADA.

PRESCRIBED THE WORLD OVER.

Highly agreeable to the taste and as active as the bitter fluid extract.

NET PRICES:

Quarter-pint bottles, per dozen, $4.85 Pint bottles, per dozen, $17.00
Half-pint bottles, per dozen, 9.10 5-pint bottles, per bottle, 6.65
Gallon bottles, per gallon, $10.50

GIVE IT A PROMINENT PLACE ON YOUR SHELVES

PARKE, DAVIS & CO.

CONVENIENT and EFFICIENT

CASCARA TONIC-LAXATIVE GLOBULES

THE LAXATIVE AND BITTER-TONIC PROPERTIES OF CASCARA SAGRADA.

JUST THE THING FOR TRAVELERS

and others who cannot conveniently take fluid preparations.
The gelatin investment effectually masks the bitter taste.

NET PRICES:

Boxes of 25, per dozen boxes, ... $2.10
Boxes of 100, per box, ...65

PUT THEM IN STOCK AND PUSH THEM.

(S. P. 4)

News Section

ORGANIZED!

NEW YORK BRANCH OF N.A.R.D.

Mass Meeting of Druggists Votes to Carry Out District Plan.

PERMANENT OFFICERS TO BE ELECTED AT A FUTURE MEETING, WHEN BY-LAWS WILL BE ADOPTED.—ALL CLASSES OF DRUGGISTS REPRESENTED, FROM THE LITTLE FELLOW TO THE GIANT DRUGGIST.—ALL STAND UP AND PLEDGE FAITH TO EACH OTHER.—BEGINS WITH 500 MEMBERS.

Amid scenes of unparalleled enthusiasm and the thunder of repeated rounds of applause, the druggists of Greater New York—big fellows and little fellows, wholesalers and retailers, "giant druggists" and simple pharmacists—inaugurated the New York branch of the National Association of Retail Druggists. The last link was joined. Within two weeks a constitution will have been adopted, permanent officers elected, and organization will at last be an accomplished fact.

This, in brief, is the result of the mass meeting, held last Friday evening, in the New York College of Pharmacy, attended by over one hundred members of the trade. Big "cutters" sat side by side with "little" men, each pledging fair play and good faith to the other. The temper of the Drug Merchants' Association, who held a caucus just prior to the meeting, was indicated by one remark which was reported to have been made by F. W. Kinsman, Jr.—"What's good enough for Bigelow is good enough for me." Those present at this caucus were C. O. Bigelow, Manager George Ramsey, of Hegeman & Co.; Gilbert P. Knapp, F. W. Kinsman, Jr., E. D. Cahoon, Walter S. Rockey, O. Kalish, J. Jungman, G. Wiley Holmes, William Bolton, B. Rosenzweig.

DR. ANDERSON PRESIDES.

The New York branch of the N. A. R. D. sprang into being when Chairman Anderson's gavel fell at precisely 9.30 o'clock. Secretary Swann immediately moved to go into executive session, which was done. In calling the meeting to order, as chairman of the Conference Committee, Dr. Anderson said in part:

"Looking back over the years of work and anticipation, we see now that our expectations are about to be realized. The object for which we are met here to-night is to form a local branch of the N. A. R. D. You are all familiar with its work and with the conditions of the drug trade that led to its formation. You all realize the gigantic task and the many difficulties to be overcome. Through all these years of experience we have finally mapped out a plan which has been found to stand every test. That is the direct contract and serial numbering plan, which is the only remedy for price demoralization. First launched by the Miles Company, it is now in use by the Peruna Company, the Wells & Richardson Company, Paris Medicine Company, Piso Company, etc. This is a contract binding the signer to all its provisions and is recognizable in law.

NEW YORK THE LAST LINK.

"The N. A. R. D. has left New York as one of the last places to be appealed to. It has recognized that, in the chain extending over the country, there was one important link that had not been joined—Greater New York. When this gavel fell to-night it marked the joining of this link and the establishment of an organization.

"There are only two things which can prevent success; first, lack of sincerity on the part of the proprietor. I believe that we can positively say to-night that their faith has been proved. The only other thing which can possibly cause failure is the attitude of the retail trade of the country, of the retail trade in New York; your attitude and my attitude. (Applause.)

"Are the members of the retail trade," continued Dr. Anderson, "to see the proprietor go to the expense of making these changes, and then stand still and ask them to do it all? The retailer must stand back of the proprietor, to aid in making this a success, and I believe he will.

"What have we to look forward to? We might predict that in one year every proprietary medicine man in this country will market his goods under the contract plan, if the retailers give their support. Hence the one great reason for our meeting to-night is to prove to the proprietor that the plan is a paying one and that the retailer will stand back of it.

"The N. A. R. D. has done such work that it is entitled to your moral and financial support, which you can give by joining this association or the auxiliaries that will be attached to it. It seems to me that the proper plan would be to appoint temporary officers, appoint committees to draw up by-laws to report at a future meeting, and then elect permanent officers. The rest of the country will be glad to know that the link is now so strong that it cannot be broken."

ORGANIZATION ESTABLISHED.

Deafening applause followed Dr. Anderson's address and Jacob Diner at once moved that a permanent, organized branch of the N. A. R. D. be formed and that the present officers be continued until permanent ones can be chosen. This was carried unanimously. A. C. Searles asked that a committee of five be appointed to formulate by-laws, which was done. Other committees decided upon were, a committee on membership, consisting of three, and a committee of ten to district the city in the interim, for the purpose of establishing auxiliaries.

In the open discussion which followed, the chairman called on J. B. Duble, who took the floor, radiantly happy. He enlarged on the time, trouble, patience and work which had been necessary before the present conditions were attained. Jobbers who elsewhere acted in perfect good faith, he said, owing to the attitude of the retailers, had played an entirely different game here. He reiterated that the raising of prices was the least one of the objects of the National Association and that the greatest difficulty to-day was in the apathetic attitude of the very class which the association had been organized to benefit—the retailers.

Mr. Duble brought up the Mann bill, which, he said, had been the subject of a part of the President's message to Congress. It had passed the House and reached the Senate.

"We knew that if it once came out of committee," he declared, "the bill would pass. But, among the men who testified against the Mann bill at the committee hearings were two of your most prominent pharmacists. You know their names, Professors Chandler and Virgil Coblentz."

The druggists were on their feet, all shouting at once. Out of the hubbub came the remark, "Are those gentlemen pharmacists?" followed by the answer, "No, but they are supposed to educate pharmacists."

"Men have been offered exorbitant sums," continued Mr. Duble, "to go down and testify against the Mann bill. I confess that makes me a little bit suspicious!" (Laughter and applause.)

A diversion was caused by L. Marmor, who stood up, he said, as a member of the N. A. R. D. and proceeded to say that one who is sick needs a doctor, "but the doctors are trying to give us asafetida pills and non-coated at that." What good will it do, he demanded to raise prices on ten or twenty or any number of patent medicines? Will that lead to improvement? Will not cutters reduce the prices on drugs? He believed this could be taken care of if the districting were properly done, so that the jobber would immediately stop sending supplies to any such cutter.

TO STOP DEMORALIZATION.

This argument was promptly answered by Mr. Diner, who said:

"We are not organizing to stop cutting, but to stop demoralization. It will not be stopped in a day or by a simple resolution. In order to accomplish anything at all we must first have a strong organization behind us. We cannot succeed unless the drones, the leaners, are willing to put in their little share. We alone cannot pull them out of the mire.

"We need money to carry on the work of organization. This money must come from us. It is up to us and to our brethren who are not here to-night to get on the wagon together. There is no need of getting little profits by stealth. Let us come out like men and be men." (Tremendous applause.)

"There have been doubting Thomases before," said B. J. Lauer, "and there are to-day. People who have no confidence in

themselves have none in others. There is only one thing to do—organize. Now, there are druggists here who run stores one hundred times larger than do some of the little fellows. These men are willing to help, but they don't want the little fellow to snipe. Shall I tell you what 'sniping' means?" ("We all know," said a voice.)

"We have got to play fair, as we have not done before. Let us come to the big men in all sincerity and be true to ourselves and to them."

JOBBERS KEEPING CONTRACT.

Lee M. Evans, representative of the Peruna Company, told the audience that all jobbers are now strictly living up to the plan. In reply to questions, he said that his firm had never solicited orders from department stores and big men. And as for the rumors of "stocking up," he declared that one firm which was said to have two carloads of Peruna was now begging for goods. A large department store in Brooklyn, he said, has twenty gross of unnumbered Peruna, but the manager has declared that the price will go up to eighty-three cents on the day that the contract goes into effect. Mr. Evans explained the injustice which would result from attempting to enforce the retail price at present. Close on to one thousand druggists, however, have signed.

Other druggists told of rumors that the Peruna company had been selling direct to department stores. This prompted Mr. Evans to make the following positive statement:

"Not a retailer nor a department store in five years has bought a single bottle of Peruna direct from us."

"Now I hope that will settle down and kill all these idiotic rumors that come up every little while that a department store has a carload of Peruna in the cellar," said Mr. Swann, so savagely that everybody laughed.

Dr. Muir urged the druggists not to expect the proprietor to run around and do all the work. The proprietor has only made it possible for the retailers to do the rest. "Get together," he cried; "don't find fault until you do your part."

Mr. Duble stated that five hundred men had already enrolled as members. Organization is an assured fact, the only question is one of size.

RAPS PROF. CHANDLER.

One of the sensations of the evening was caused by Dr. William C. Alpers, who, referring to Professor Chandler's remarks before the Senate hearing on the Mann bill, characterized them as entirely offending and insulting to pharmacists. Every sentence, he declared, was a misstatement, and, while he was a sincere friend and admirer of Professor Chandler, he felt compelled to enter a decided protest. Mr. Bodemann, of Chicago, had declared in a letter that he was amazed at the insulting language used by Professor Chandler. Dr. Alpers advocated the appointment of a committee of three to call on Professor Chandler and get at the truth of the matter, and give him a chance to defend himself. This was decided upon and later Messrs. Alpers, McElhenie and Swann were appointed.

A congratulatory letter was received from the N. A. R. D., signed by Thomas V. Wooten; other letters were read from the Wells & Richardson Co. and T. H. A. MacDonald. Dr. Ebbitt, of Schieffelin & Co., said the jobbers were ready to help the retail druggists.

"Now, I propose," said John H. Morey, "that every man here who has faith in this organization and in its members stand up and show his sand." Everybody stood.

Thanks were voted the trustees of the college for the use of the lecture room, after which the meeting adjourned, subject to call from the chair. An excellent collation was provided.

Before the meeting began, and while the caucus of the drug merchants was going on, the old N. A. R. D. committee of three years ago met to finish up its business and vote itself out of existence. This is the committee of which Dr. William Muir was chairman and George E. Schweinfurth, secretary.

The following committees have been appointed: Membership, Jacob Diner, Albert B. Baltzly, Wm. Porr; constitution and by-laws, A. C. Searles, Peter Diamond, A. E. Marsland, Joseph Weinstein and John G. Wischerth; districting Greater New York, B. J. Lauer, George H. Hitchcock, Oscar C. Kleine, Jr., E. J. Emelin, H. E. Steinhilber, Chas. Heimerzheim, S. A. Lewin, M. Zagat and B. R. Dauscha.

DRUG CLERKS ORGANIZE.

Fort Wayne, Ind., March 13.—The drug clerks of this city have organized a union. The object of the organization is to secure the employment of registered clerks exclusively, to enforce the pharmacy laws, to secure shorter hours, and the closing of the stores at 9 o'clock in winter and to settle upon a definite scale of wages.

The retail druggists here, who have had a very active and efficient organization, have decided to change the name of the association and to enlarge its field of usefulness. The organization will hereafter be known as the Allen County Pharmaceutical Association, and every retail druggist in the county will be eligible to membership.

DRUG STORE BLOWN UP.

Lexington, Ky., March 10.—A terrific explosion wrecked the drug store of O. S. Kinney, last evening. A quantity of gasoline leaked onto the floor and by evaporation filled the store with its vapor. A lighted match caused an explosion that blew out the glass front and the clerk, named McFarland, into the street, setting his clothing as well as the store on fire. He was terribly burned and is in a critical condition. Kinney was also seriously burned.

The store was destroyed, involving a loss of about $25,000.

WANTS THEIR ANNUAL REPORTS.

St. Louis, March 8.—The circuit attorney of St. Louis has filed suit in the city courts against the incorporated concerns which have failed to comply with the requirement for an annual report. Those of interest to the drug trade are: Bremer Chemical Co., Bonita Water Co., Crown Linseed Oil Co., Charles L. Allen Chemical Co., Dr. J. H. McLean Chemical Co., Dios Chemical Co., Fallopia-Lynn Chemical Co., St. Louis Pharmaceutical Co., and the J. Guenther Chemical Co.

OPIUM IN THE PHILIPPINES.

Progress Association and Government Would Restrict the Sales.

Philadelphia, March 13.—The Filipino Progress Association has sent a petition to Congress asking that power be conferred on the Philippine Commission or on the Philippine Legislature, soon to be organized, to enact a law for the restriction or prohibition of the sale of opium in the islands.

The Philippine government has had a committee, consisting of an American officer, an American bishop, and a Filipino physician, investigate the methods of regulating the opium trade in other Asiatic countries. This committee recommends as a model the Japanese law regulating the use of opium in Formosa, and the bill proposed by the committee provides a government monopoly in the Philippines for three years and prohibition of importation thereafter except for medicinal purposes. This recommendation, with some possible modification, is indorsed by the Philippine Commission and the Secretary of War.

As a means of abolishing the opium trade it is suggested that the regulations adopted in Formosa by the Japanese government shall be substantially followed in the Philippines. It is also claimed that our tariff laws, as applied in the Philippines, have proved no adequate barrier.

ALLEGED SMUGGLING OF DRUGS.

Syracuse, March 13.—The statement has frequently been made that many Syracuse druggists were buying drugs smuggled from Canada and manufactured in Germany at a low rate. It was said that agents were selling these goods at a figure which meant a saving of 60 per cent. on the price of the drugs.

President George E. Thorpe, of the Syracuse Druggists' Association, denies that such drugs are being bought by Syracuse druggists. One of the Syracuse druggists recently received a letter from the United States Postal authorities, stating they had a man under arrest on the charge of smuggling drugs and among his correspondence the name of the Syracuse druggist was found. The Syracuse druggist wrote back he never heard of the man before and could not imagine how he had got his name.

SYRACUSE CIGAR STORES.

Syracuse, March 13.—The recent announcement that C. A. Whelan & Co., Inc., were contemplating opening a large number of additional cigar stores in central New York and Northern Pennsylvania, has set the druggists to asking whether the United Cigar Stores Company is not in this city already and does not own the Whelan stores here. All of the Whelans who run stores have offices in the United Cigar Stores Company.

The W. C. T. U. is making a war against the sale of cigarettes to minors and threatens to prosecute any person violating the law. The druggists claim they have observed the law, but cigar dealers have not.

PLASTER HOUSES COMBINE

Johnson & Johnson Secure Control of the J. Elwood Lee Co.

R. W. Johnson, of Johnson & Johnson, in an authorized statement, admits that his company has acquired a controlling interest in the J. Ellwood Lee Co., of Conshohocken. He further states that it is not the intention to merge the two concerns, but that each house will maintain its own identity.

Several years ago, when R. W. Johnson withdrew from the firm of Seabury & Johnson, and started the rival concern of Johnson & Johnson, competition was then very acute, but for some years past it has been generally acknowledged in the trade that all of the plaster houses were working together to avoid unnecessary competition. Johnson & Johnson are now recognized as the largest house in their line, and with their control of the J. Ellwood Lee Co., they are in a position to practically dictate what other houses shall do.

So long as George J. Seabury lives it is not probable that there will be an actual merging of all the plaster manufacturers, although some people in the trade are of the opinion that such combination is not far distant. Besides the three houses named, there are Bauer & Black, of Chicago, and the Dean Plaster Co., of Yonkers.

If Seabury & Johnson can be persuaded to join such a combination, it seems to be the general opinion that it will not be difficult to influence the others to come in. In any event, R. W., or "Bob" Johnson, as he is familiarly called by his friends, is the moving spirit and might be called the "Plaster King" of America, or for that matter, of the entire world, for there are no houses abroad that produce these surgical supplies in such quantities as do the concerns in this country.

ITALIAN PHARMACISTS MEET.

With a membership of over fifty and nearly all in attendance, the Italian Pharmaceutical Association, last Friday night, held its first regular meeting since re-organization. Officers were elected and a constitution and by-laws adopted. The latter are in Italian, and all business will be transacted in that language. This fact, the leaders think, will do much toward cementing a close, brotherly organization. Formerly the business was carried on in English, to which is attributed, in part, the failure of the association.

The following are the officers elected: President, Frank Avignone; vice-president, Frank Perilli; secretary, Giovanni Scavo, 23 Monroe street; treasurer, Joseph Aquaro; financial secretary, L. V. Ferraro; trustees, G. Zito, N. Caliva and D. Cafferata. Practically all the officers were elected by acclamation. Fifteen new members were present at the meeting and the membership list is growing rapidly. Meetings will be held on the second Friday of each month.

"COCAINE CRUSADE" ON.

In a "cocaine crusade" in the Tenderloin district, summonses were issued for Cornelius V. Losee and W. W. Wassor, two drug clerks employed respectively by Walter S. Rockey and Francis S. Warner, in whose stores, the police allege, they were able to purchase cocaine without any trouble. Joseph Weinstein is quoted in an interview in the World, on the subject, as saying that "there is enough poison sold in small quantities on 'Poison Row' in one day to kill 10,000 persons." He is also quoted as saying among other things, that "dope fiends and the druggists have a secret code of signals, and with the signals it is easy to secure any drug. Hydrate of chloral is the only poison that requires a physician's prescription for each purchase." To The Era Mr. Weinstein denied having made the statements attributed to him.

BUNCO MAN FROM THE WEST.

A man calling himself James Upton Medlock has been arrested in New York on the charge of swindling drug firms in the West. The arrest was made at the instance of the Police Department of St. Joseph, Mo. It is alleged that his system was to visit wholesale drug houses and order a bill of goods sent to some place, where he pretended to have a retail drug store. He would then intercept the goods and sell them to retail stores, deriving considerable money from the sales. The scheme is alleged to have been worked in Baltimore, St. Louis, Chicago and several other western cities. The prisoner acknowledged having been a resident of the West.

Recently a young man giving his name as H. R. Foster, and falsely representing himself as one of Parke, Davis & Co.'s western representatives, secured an advance from one of their eastern customers. It is thought that this individual may have been operating under an alias.

OSWEGO DRUG STORE BURNED.

Syracuse, March 13.—Fire destroyed the drug store of Coroner Vowinkle, in Oswego, a few days ago. The stock of drugs was practically made valueless by the smoke and water. The loss is fully covered by insurance.

The drug store of J. P. Mericle, at Brocton, N. Y., was recently burned, and it is said Mr. Mericle will not continue in business.

NEW YORK NOTES.

—Fire in the store of the Lake Drug Co., of Rochester, caused about $25 damage.

—The J. Wilson Star Theatre Pharmacy, of New York, to manufacture drugs, was incorporated, with a capital of $4,000. The directors are Bertha Wilson, Israel Diamond and others.

—The State Commissioner of Agriculture is preparing to introduce a sweeping pure food and drug bill, the result of recent investigations carried on by the Agricultural Department.

—Articles of incorporation have been filed by the Fowne Drug Co., with an office at 77 River street, Hoboken. The capital is $125,000 and the incorporators are E. A. Schultz, Harold T. Jennison and Erich Zeilzschmann.

—A. G. Rosengarten, treasurer of the Powers-Weightman-Rosengarten Co., is in town, looking after the negotiations for the purchase of the building at 145-47 Front street, to be occupied by the New York branch. The building will have an "L" to Maiden Lane.

FRICTION AT 'PHONE HEARING.

Company's Representative Charges Board of Trade With Ulterior Motives.

At a hearing on the resolution to investigate telephone conditions in New York, held at Albany last week, sensational charges were made by John G. Milburn, representing the New York Telephone Company. He declared that the officers of the New York Board of Trade and Transportation and the principal officers of the People's Telephone Company were one and the same, and intimated that the main purpose of the New York Board of Trade and Transportation in leading the agitation for lower telephone rates was to obtain all the aid it could from the books of the New York Telephone Company for the furtherance of the interests of its officers as stockholders or directors of the People's Telephone Company.

That he was also secretary of the People's Telephone Company was admitted by Frank S. Gardner, secretary of the New York Board of Trade and Transportation. He declared that he had not had any financial interest in the company.

A communication from the Merchants' Association was read, declaring that it was investigating the situation on its own responsibility and was receiving all assistance from the telephone company. The association asked that there should not be a legislative inquiry until its own investigation had been completed. Mr. Gardner said that he did not believe the books of the telephone company were thrown open to the investigators and that the work was not being done in good faith. F. R. Berard, chairman of the Telephone Committee of the Merchants' Association, said the books were open to the committee. Mr. Milburn denied that telephone rates had been constantly increased. He failed to find a greater increase than 21 per cent. in New York than in any other given city.

ALUMINUM COMPANY REORGANIZES.

The New York Aluminum Co., located at 338 Broadway, has reorganized, under the name of the Aluminum & White Metal Mfg. Co., with an office and salesroom on the ground floor at 336 Broadway, New York. The company's factory is located at Newark, N. J., where they make a specialty of spinning, stamping and casting in pure aluminum all kinds of white metal goods, and manufacture advertising novelties to order. Druggists in need of goods in this line are requested to correspond with the New York office.

DR. MINDEN PAYS FINES.

Dr. Simeon B. Minden, the druggist at Eighth avenue and Twenty-seventh street, who was arrested last fall, on the charge of counterfeiting Beecham's pills, was fined $500, by Justice Zeller, in the Court of Special Sessions, last Thursday. His two clerks, Manville Thomas and Charles Horn, who were also arrested coincidently with Minden, were fined $50 each. Minden paid all the fine.

VETOES BENZOATE BILL.

Governor Declares That it is Unconstitutional and House Sustains His Action.

Philadelphia, March 13.—Greatly to the surprise of those who were interested in the bill before the State Legislature, which was intended to allow the using of a minimum quantity of sodium benzoate as a preservative in fruit syrups, Governor Pennypacker last week vetoed the bill, which had gone through both branches of the legislature with favorable recommendations. He suspected the existence of a "snake" and declares there is no prohibition in the bill which is not contained in the act of 1895.

He explains his unexpected action as follows: "The subject of the bill purports to be the prohibition of the sale of fruit syrups, prepared fruits and fruit products containing 'more than one-fourth of 1 per cent. of sodium benzoate or more than one-fourth of 1 per cent of added color' obtained from harmless vegetable substances. As the act of 1895 prevents the use of these substances, this bill, if it became a law, would repeal to that extent the former act. It would also be such a repeal without any reference whatever to the preceding act as the constitution requires.

"The subject of the bill, however, is not the prohibition of the adulteration of food, since this subject has been much more fully covered by the prior legislation. The real purpose is found in the words 'but the use of such added substances, in such proportions or less, shall be and is hereby permitted.' To this subject, which constitutes the really important part of the bill, there is no reference whatever in the title, and, therefore, the bill is plainly unconstitutional.

"Since these important words are contained in the midst of a long section, the bill is calculated to mislead the legislator, and is an unusually striking example of the evil which the provision of the constitution with respect to the title was intended to prevent. For these reasons the bill is not approved."

The House sustained the veto.

Final reading of the bill regarding the additional qualifications for applicants for pharmacists' certificates was postponed in the House on the day before adjournment, the necessary number of representatives to pass the bill not being present. The bill will probably be called up for final reading the coming week.

Briefly, this "prerequisite" law makes it necessary that after January 1, 1906, all applicants for certificates as pharmacists must be able to prove that they are graduates of reputable colleges of pharmacy, and have had four years of practical experience in retailing, compounding and dispensing drugs.

GOLD LOVING CUP TO P. C. P.

Philadelphia, March 13.—Henry S. Wellcome, the London pharmaceutical manufacturer, and founder of the Wellcome Research Laboratory of the Gordon Memorial College, at Khartoum, was a guest at the Philadelphia College of Pharmacy on Saturday. He was tendered a reception and in return he presented to the institution a handsome loving cup of gold in memory of his student days. Mr. Wellcome was graduated from the college in 1874. Mr. and Mrs. Wellcome were guests at a dinner given in their honor on Thursday evening, at the home of the president of the college, Howard B. French.

DANCE AND MAKE MERRY.

Philadelphia, March 13.—The ladies—the wives, sisters, mothers and friends of the members of the P. A. R. D., were most pleasantly entertained by the musicale and dance given in their honor last Tuesday evening. More than 600 druggists and their guests were in attendance. The weather conditions were anything but favorable, but the evening's enjoyment had all been planned beforehand, and few were kept away by the elements. There was not the slightest hitch in the arrangements. Mrs. H. A. Nolte, wife of the treasurer of the committee, was easily the favorite, and of particularly pleasing excellence was her rendition of the "Jewel Song," from Faust. The entertainment was the most successful affair of the kind that the P. A. R. D. has ever held, and its success is due to the efforts of the following members, who comprise the Entertainment Committee for 1905: Chairman, S. W. Strunk; Secretary, S. B. Davis; treasurer, H. A. Nolte; J. C. Perry, Otto Kraus, C. W. Shull, H. L. Stiles, S. C. Henry, W. E. Supplee, J. P. Frey, C. S. Cameron and N. S. Steltzer.

MORE PENNSYLVANIA LEGISLATION.

Pittsburg, March 13.—Pennsylvania druggists are bitterly disappointed over the action of the governor in vetoing the House bill to supplement the pure food laws by prohibiting the sale of fruit syrups, etc., on grounds of unconstitutionality. The druggists worked energetically for the passage of the bill. B. E. Pritchard, secretary of the Western Pennsylvania R. D. A., is in favor of formulating a new bill and presenting it to the House before an adjournment is taken at the end of the month. It is the general opinion that this will occur.

A bill has been introduced in the House to provide inspectors of weights and measures. It specifies that county commissioners must appoint as many inspectors as may be necessary, likewise to fix the pay of the inspectors. Each inspector is to be furnished with a standard weight, measure, etc., for purpose of inspection, and he is to visit every place within his jurisdiction at least as frequently as four times a year, and may enter any place into which his official duties require him to go. Weights and measures found to be short shall be forfeited and destroyed by the inspector, except where it is necessary to preserve them to introduce evidence in court. Scales, weights or measures inspected are to be stamped, and any merchant providing his establishment with new weights must notify the inspector and have them stamped. Any not stamped shall be subject to forfeit. Violations are punishable by a fine of from $10 to $25, or ten days in jail, or both.

TRAGEDY ENDS IN SUICIDE.

Chester, Pa., March 13.—Friends in this city have not entirely recovered from the shock caused by the tragedy of Monday last, when Druggist John E. Chatham murderously attacked his wife and mother-in-law, and then ended his own life. The former, Mrs. Isaac Abrams, has since died and Mrs. Chatham is still in a critical condition.

The crime is supposed to have been committed during a fit of temporary insanity. Chatham was thirty-six years of age and was well-known and popular here. Although he was known to have his peculiarities, there was no previous evidence of insanity.

DRUGGISTS' ANNUAL BANQUET.

Springfield, Mass., March 11.—The Springfield Druggists' Association held its first annual banquet, in the Massasoit House, Monday evening. This was the first social gathering ever held by the proprietors of local drug stores as a body, and it is planned to make it an annual affair. An excellent ten-course dinner was served at 8 o'clock to the twenty-five members present. President F. L. Vaughn, who was toastmaster, called for toasts from D. F. Keefe, F. A. Eldred, J. T. Momnie, of Chicopee; F. C. Coolbroth, A. E. Lerche and Henry Adams, president of the State Board of Pharmacy. An entertainment in legerdemain was furnished by F. A. Eldred.

BAY STATE NOTES.

—Joseph E. Chenette, a Springfield druggist, of 172 Main street, Indian Orchard, was fined $100 on the charge of liquor selling.

—The store of Edmund Chapdelaine, in Main street, Springfield, was damaged by fire to the extent of $1,000, fully insured. The cause of the fire is unknown.

—Charles H. Webster, of Northfield, announces the sale of his drug business in the Webster block to Alvin George, a Boston druggist of twenty years' experience.

—Walter A. Kneeland, the new proprietor of the West End Drug Store, in Worcester, has restocked and refitted the store and has once more thrown it open to the public.

PROTEST FROM DRUGGISTS.

Manchester, N. H., March 13.—The Retail Druggists' Association of this city has sent a circular letter to all the members of the legislature, protesting against the proposed amendment to the license law, the effect of which would be to put at the discretion of the license commission the fee which each druggist shall pay, the minimum being $50 and the maximum $500. This proposed law was described at length in a recent issue of The Era.

SODA FOUNTAIN APPLIANCES.

Erie Specialty Co., Erie, Pa., have issued their catalogue for 1905, which illustrates their full line of appliances used at the soda fountain and it will be sent on application. Every up-to-date fountain should be in possession of this, as it contains many useful and up-to-date articles that will make your fountains a better money-maker by using them.

DEATH CAUSES BREACH IN RANKS.

Drug Trade Loses Two Well-Known Manufacturers.

Baltimore, March 11. The death of Dr. Peter Fahrney, a wealthy manufacturer of proprietary remedies, of Chicago, on the 6th inst., is deeply deplored in Hagerstown and Washington county, Md., where the deceased practiced medicine and made his home for a number of years. His attachment for the place was very strong, and for a long time he maintained a summer residence at the old family homestead. Lately he had made a gift of it to the Dunkard or German Baptist Church, for philanthropic purposes. Dr. Fahrney was sixty-five years old and had accumulated a fortune estimated at $1,000,000. He was a grandson of Dr. Peter Fahrney, for whom he was named, and who practiced medicine in Washington county a century ago. The medical shop of the noted physician is still standing at Benevola. In 1896 it was purchased by his grandson, and has since been cared for by the Fahrney Memorial Association.

Dr. Peter Fahrney was the son of Dr. Jacob Fahrney, bishop of the Antietam Dunkard Church, and was born in 1840, in Franklin county, Pa. In 1860 he engaged in the manufacture of proprietary remedies, and after the Civil War, went to Chicago, where he built up a large business. His four sons, E. C., W. H., J. H. and E. H. Fahrney, were associated with him under the name of the Dr. Peter Fahrney & Sons Medical Company.

By a remarkable coincidence, a cousin of Dr. Peter Fahrney. Dr. Daniel P. Fahrney, died of paralysis, the day before the former's demise, at Hagerstown. He was sixty-four years of age. Dr. Daniel Fahrney was also engaged in the manufacture of household remedies. The funeral took place on March 8, at Hagerstown.

Another death which creates a breach in the ranks of the drug trade, is that of James Armstrong, treasurer and manager of the Keimol Chemical Company, which occurred on March 7. Mr. Armstrong's death was unexpected. The day before he went to the office of the company, returning home as usual at 6 o'clock in the evening. He complained of a chill and a choking sensation in the course of the evening, but the symptoms were not considered alarming. The fatal stroke came about midnight. Mr. Armstrong was born in County Fermanagh, Ireland, sixty-six years ago. He completed his education at Trinity College, England, and held several public positions in his native country. Fifteen years ago he came to Baltimore. He was connected with the James Armstrong Soap Company, and three years ago organized the Keimol Chemical Company. His wife and five children survive him.

RETAILERS TO MEET.

Baltimore, March 13.—A meeting of the Baltimore Retail Druggists' Association has been called for next Thursday morning, at Sonnenburg's Hall, Baltimore and Greene streets, and the manufacturers of pharmaceuticals have also been invited. It is hinted that the manufacturers have not been observing the rules relative to selling to cutters and others as closely as the retailers might nave desired and the former will be called on to give their views on the subject of regulating the trade. In particular they will be requested to define their attitude toward the department stores that sell pharmaceutical preparations at cut prices, the purpose being to strengthen the fences against demoralization in this direction. The session promises to be an interesting one, and a large attendance is expected.

BALTIMORE NOTES.

—Charles A. Bersick, who has been shipping clerk for Muth Bros. & Co. for a number of years, died last Saturday, of a complication of maladies.

—Druggist William H. Loeffler, of Monument and Bond streets, is very ill and talks of selling his store and taking up his residence at Asheville, N. C.

—James Baily & Son and Muth Bros. & Co. are getting ready to move into their new warehouses, the former on Hanover street and the latter firm on Charles street.

—Among the druggists from out of town in Baltimore, last week, were R. L. Vandeventer, Hagerstown, Md.; Joseph B. Boyle, of Westminster, Md., and Dr. L. H. Dielman, of New Windsor, Md.

—The drug trade was well represented at the annual meeting and banquet of the Old Town Merchants and Manufacturers' Association, this week. Among those present were: Dr. A. J. Corning, J. H. Blass, J. Fuller Frames, J. Edwin Hengst, John G. Beck, Charles Morgan and Mr. Houchens.

DRUG COMPANY ELECTION.

Brookhaven, Miss., March 13.—The stockholders of the C. E. Grafton Drug Co., at their annual meeting elected officers and directors for the ensuing year as follows: President, W. H. Seavey; vice-president, Henry Greenwood; secretary-treasurer and general manager, R. F. Aylward; legal adviser, H. Cassedy; directors, W. H. Seaver, Robert Stamps, Dr. R. E. Higdon, Dr. J. H. Johnson, L. Abrams Charles Henck, Henry Greenwood, F. V Becker, R. F. Aylward.

FROM THE SOUTH.

—The Temple Pharmacy, in Danville, Va., has been sold to P. R. Jones' Sons, who already own two drug stores in that city.

—The drug store formerly owned by S. B. Leonardi, in Tampa, Fla., has been purchased by L. J. Moseley and Whitney Curry.

—The E. K. D. Davis Drug Company has been incorporated in Greenville, Miss. The capital stock is $10,000. The incorporators are E. D. Davis, F. D. Smythe and others.

—C. T. Allen, of Paducah, Ky., has been fined $25 for operating a drug store without the care of a registered pharmacist. W. L. Moyers, of Bardwell, who was charged with violating a State ordinance, has also been fined $25.

—One of the strongest opponents of the Miller pharmacy bill, which is designed to regulate the practice of pharmacy in Texas, is F. P. Hamill, the mayor of Temple, who is a druggist. He objects to the measure because it would work an injury to druggists in every town and village in the State.

DRUGGISTS AND DOCTORS

Join in Campaign Against Advertising Physicians.

Madison, Wis., March 13.—The druggists of the State and the physicians have joined in one of the most aggressive campaigns now on before the legislature. It is another bill by Dr. Noble that interests them, and they are out to secure its passage, though in this instance they have not the support of the newspapers, as the druggists have had in their successful fight against that other Noble bill, which required that the formula of every patent or proprietary medicine be printed on the outside wrapper.

The present bill aims a death blow at the worst forms of the advertising doctor, especially as that class who advertise to cure ailments that the best scientific and medical knowledge of the world has decided cannot be cured. It also would prevent the advertisement of practices that have a criminal element, such as those appealing to unfortunate girls.

FORM KALAMAZOO R. D. A.

Kalamazoo, Mich., March 11.—Under the name of the Kalamazoo County Retail Druggists' Association, the retail druggists of this city have organized and will be affiliated with the N. A. R. D. At a meeting held in the rooms of the Board of Trade, organization was perfected and the following officers were elected for the ensuing year: President, F. N. Maus, Kalamazoo; vice-president, O. B. Dunning, Vicksburg; secretary, J. L. Wallace, and treasurer, C. P. Bidlack, both of Kalamazoo.

It is expected that before long every druggist in the county will be included in the association.

SAMUEL F. HENRY PARALYZED.

Menasha, Wis., March 13.—Samuel F. Henry, a well-known druggist of this State, is dangerously ill of paralysis. In 1863 Mr. Henry became clerk for the late D. L. Kimberly, in the drug store established by the latter in 1861. In 1866 he became a partner and in 1874 proprietor. He sold his business in Neenah and went to Menasha and Waupaca at the Soldiers' Home, where he engaged in the drug business.

MICHIGAN DRUG CLERKS.

Detroit, March 8.—The popularity of the Retail Drug Clerks' Association of Michigan was amply testified to at their annual ball given in Strasburg hall, March 1. Several days before the event the lists were closed and the members forced to stop selling tickets. The association cleared a snug sum. Committees are already preparing for the annual moonlight excursion to be given early in the summer, and they promise something novel for the occasion.

SUDDEN DEATH OF DRUGGIST.

Circleville, O., March 13.—John L. Krimmell, the oldest druggist in this city, is dead of heart disease. He was stricken in the street while on his way home. Mr. Krimmell was prominent in Masonic and Elk circles.

CONSOLIDATION OF SCHOOLS.

Chicago, March 13.—The reporter recently heard a rumor to the effect that the Chicago College of Pharmacy and the Northwestern University School of Pharmacy were to arrange some plan whereby the two may be consolidated into one institution, under the shelting wings of the University of Illinois. The matter was referred to Mr. Ebert. He said:

"At the last meeting of the Veteran Druggists' Association, a committee representing each of the schools was appointed by President Biroth to discuss the matter and see what can be done. Thus far, as nearly as I can judge, there is not much chance of a consolidation. The State will not give up its school, nor can it make any sort of a partnership arrangement with a private corporation, such as the Northwestern University. But if the latter will turn over its pharmacy school in fee simple, as it were, as the Chicago College of Pharmacy was turned over to the State, there should be nothing in the way of the consummation of the plan.

DISCUSS ANTI-NARCOTIC LAW.

Chicago, March 8.—The proposed amendments to the Illinois cocaine law came up for discussion at the meeting of the Executive Committee of the Chicago R. D. A., held yesterday. W. Bodemann presented a draft of a measure along the line of the Beal "Model law," which he considered might be suitable. At the same time he said he was far from wishing to add additional weight to the "white man's burden." Legislators were anxious for a broader anti-narcotic bill. Mr. Bodemann also stated that it was easier to head off than to defeat bills, and that in the future legislators will introduce far more stringent and obnoxious anti-narcotic measures than those which might be presented by the druggists themselves.

The committee decided that it was desirable to make the cocaine section of the law stronger and not to include therein regulations for the promiscuous sale of morphine, opium, chloral, etc. It is likely that a general anti-narcotic law will be discussed at the next meeting of the State Association.

MICHIGAN NOTES.

—The Walter K. Schmidt Co., Ltd., of Grand Rapids, has declared a dividend of 8 per cent. An increase of capital stock was voted.

—Walter Jones, formerly of Grand Rapids, leaves the Frank Heath store, at Middleville, to manage the new store of Weaver Bros., at Charlotte.

—Elmer A. Anderson has resigned as manager of the Cadillac Pharmacy, at Cadillac, and goes to Newberry to take charge of the Perry & Bohn store.

—The Hannah & Lay Mercantile Co. has opened its new drug store department at Traverse City and J. E. McEvoy, assisted by A. W. Hamel, is in charge.

—Lee M. Hutchins, of the Hazeltine & Perkins Drug Co., has been elected a director of the Grand Rapids Board of Trade for the ensuing two years.

—Mayor Fred L. Heath, of Hastings, has admitted to partnership in his drug business, City Treasurer Albert H. Carveth, and the new firm name is Heath & Carveth.

—T. J. Milliken's drug store in St. Clair, was destroyed by fire, together with the entire stock; loss, $6,000. The fire started in the basement of the drug store and spread rapidly to adjoining buildings, which were also destroyed. Exploding chemicals are supposed to have been the cause of the fire.

—Chas. Frantz, druggist of Bay City, has outgrown the quarters in which he started business five years ago, and has leased the adjoining store, which will will be thrown into his present establishment, and when alterations are completed, will make it one of the finest pharmacies in Michigan. He will be ready to receive his patrons in the new establishment April 1.

CHICAGO ITEMS.

—The Illinois Board of Pharmacy will meet in Chicago on April 11, and at Springfield on May 16.

—The A. E. Rutherford store, at Twenty-second street and Wabash avenue—the old Bliss & Sharp stand—has been sold to Robert Mellinger, manager of the Harrison Street Pharmacy.

—The Owl Drug Store, at Clark and Monroe streets, will be compelled to vacate that location by May 1. It is proposed to erect a nineteen-story building upon the site of the present structure. The stock of the drug store will be sold and the fixtures stored, provided no better arrangement presents itself.

—The Buck & Rayner store, on Wabash avenue for a year or so, is about to move back to the old location, but into a new building. The southwest corner of State and Madison streets is thought by many people to be the best business corner in Chicago. It is reported that the Buck & Rayner store will pay $40,000 a year rental.

OBITUARY.

—Trigg T. Allen, Liberty, Mo. He was eighty years old. He conducted a drug store up to his death.

—A. Frank Jordan, druggist, Denver. He was married about ten months ago. Mr. Jordan was one of the most prominent Masons in Denver.

—William Harrison, of Liverpool, N. Y., at the age of sixty. He formerly resided in Liverpool, Eng., but had lived here for thirty years. He was a prominent Mason.

—C. A. Withers, druggist, Brazil, Ind. He was a member of the Knights of Pythias and Knights and Ladies of Honor. He was married in 1872 to Miss Anna Morgan.

MILES CO. SUES CUTTER.

Cleveland, O., March 13.—The Dr. Miles Medicine Co. has brought suit against the May Co., of this city, for violation of its contract, entered into in November, 1904, not to sell the Miles remedies at cut rates. The May Co. holds that the contract is illegal and that, having purchased the property, it may sell at any price it pleases, even at a loss.

MARSHAL KILLS DRUGGIST.

Dallas, March 10.—Deputy United States Marshal Tilley shot and killed Dr. Nicholas Nash, a druggist, at Gardner, I. T. When Tilley went to search his store for liquor, Nash resisted and was shot four times.

DEATH OF WELL KNOWN SALESMAN.

St. Louis, March 8.—E. G. Armsby, in charge of the out-of-town sales and advertising department for the Moffitt-West Drug Co., was found dead in his bed, March 2. The coroner decided death was due to apoplexy. Mr. Armsby was fifty-six years old, and unmarried. He came to St. Louis several years ago from Kansas City.

ST. LOUIS NOTES.

—L. A. Seitz, of St. Louis, was a mardi gras visitor at New Orleans.

—W. G. Graul, Nebraska avenue and Cherokee street, was a patient in the Lutheran Hospital, last week, after a serious operation.

—O. B. Frazier and James Smith, who have been flooding the country around Belleville, Ill., with nostrums of doubtful antecedents, were fined $100 and costs in that city recently, under provisions of the pharmacy law.

—William E. Krueger, a druggist at 2900 Chouteau avenue, attempted to detain a young man recently, who sought to pass a counterfeit half dollar by purchasing a package of chewing gum. The young man, however, got nervous while waiting for change, and ran away.

—J. G. Broeckelman, who recently purchased the old store at 809 Market street, soon became disgusted with a down town trade on a popular, but not high-class thoroughfare, and sold the store to F. M. Dehne. Within a week, Mr. Boeckelman bought Popp Bros.' store at Ninth street and Allen avenue, on the south side.

—James Stark, aged thirty-seven, of prosperous appearance, was recently arrested on a charge of having "short changed" Chris. Luther, clerk at the Fricke-Hahn store, at 1827 Cass avenue, last October. Stark, it is said, was assisted by a fashionably dressed woman, who interfered at the proper time to fix a $2 and a $20 bill with the result of leaving the clerk $10 short.

KENTUCKY NOTES.

—Kenneth Balsley, son of C. S. Balsley, and a well known young druggist of Bullitsville, died February 17, after a brief illness. He was a grandson of the famous June Balsley.

—State Auditor's Agent A. M. Harrison has filed suit in the Franklin Circuit Court against a number of rectifiers for taxes of fifty cents a barrel on rectified whisky, due for the six months ending December 31, 1904.

—The drug store of Line Bros., at Crab Orchard, was destroyed by fire recently, both store and stock proving a total loss. The insurance was only $1,200. Several neighboring stores were involved, entailing a loss of about $20,000.

—The Ineeda Coppho Co., recently organized in Louisville, will manufacture and place on the market a rheumatic remedy and other specialties. The officers of the company are Harry B. DeFord, president; Dr. J. W. Kremer, vice-president; James Mitchell and W. C. Hoeflin, secretary.

—R. M. Bell, formerly secretary of the LaCrosse, Wis., Retail Druggists' Association is now traveling for Kennedy, Suffet & Andrews, of Minneapolis.

ILLINOIS EXAMINATIONS.

Springfield, Ill., March 2.—At the recent examination conducted by the Illinois State Board of Pharmacy, at Chicago, the following passed:

Registered Pharmacists: B. R. Abrams, I. N. Alt, R. W. Anderson, C. G. Anderson, C. M. Aaseth, T. A. Beana, S. Benensohn, V. Bologna, C. D. Boring, C. F. Buschick, A. Chittick, H. Cobb, P. F. Coffey, A. E. Curtis, T. C. Dedman, J. W. Drewitz, F. B. Fisk, C. Hallett, H. O. Hartley, P. L. Hawkins, J. T. Holvay, J. C. Higgins, M. Indovina, E. Jericho, E. Johnson, H. A. Johnson, C. J. Kollar, Jr.; A. E. Lee, W. C. Leonard, W. F. Locke, A. Lofstrom, C. E. Menzies, J. G. Mick, G. H. Mitchell, E. Monaco, E. L. Naviaux, J. J. Reinhofer, C. R. Roth, R. Rugg, P. F. Rice, A. R. Schenck, M. F. Schomer, G. F. Staack, L. G. Stahlfeld, A. Vrettos, C. A. Walz, J. P. N. Waterloo, A. C. Weissenborn, V. D. Weisenburger, all of Chicago, and F. H. Bess, Peoria; O. Burton, Newton; C. R. Clothier, Polo; L. A. Dickhut, Quincy; G. G. Dillow, Dongola; J. C. Freemon, Argenta; E. E. Granger, Kasbeer; W. B. Keusink, Champaign; M. Lundberg, Blue Island; E. R. F. Maag, Pana; W. R. Moffitt, Chillicothe; V. C. Murphey, Cuba; F. A. Nester, Jr., E. St. Louis; R. O. Ostrowski, Hammond, Ind.; C. A. Voigt, Cairo; O. S. Wertz, Prophetstown.

Time Service: E. R. Clause, Leo Gans, H. F. Krohn, E. R. Newman, C. M. Olson, E. Schmidt, of Chicago, and A. M. Resh, Freeport.

Assistant Pharmacists: W. L. Bartholomew, H. C. Brown, M. E. Feltenstein, C. D. Gauthier, A. H. Goette, E. E. Grebel, L. M. Haesler, J. R. Hall, S. L. Harnit, H. Hansen, F. J. Kimmel, J. Maulella, W. S. Mayhew, G. B. Meredith, M. J. Meyerowitz, J. E. Miller, C. W. Moors, T. J. Peters, J. A. Ragor, J. G. Roesing, A. J. Sachse, G. A. Schnadt, M. G. Stahlfeld, G. J. Toussing, W. P. von Zelinski, of Chicago, and A. G. Ackermann, Quincy; O. E. Behrensmeyer, Quincy; G. Eirele, Quincy; G. J. Foxford, Morris; F. H. Foster, Maywood; W. Grimes, Clinton; R. P. Kile, Rockford; M. J. Kurt, Aurora; J. P. Lester, Berwyn; T. J. Murphy, Cardiff; W. A. Neill, Harvey; J. W. Robinson, Aurora; C. E. Schultz, Joliet; J. T. Sexton, Peoria; A. Sundine, Moline.

The next meeting of the Board of Pharmacy for the examination of condidates will be held at Chicago, on Tuesday, April 11. All applications for this examination must be on file in the Sprinfield office of the Board, by Thursday, April 6.

NO LONGER SUB-POSTMASTERS.

St. Louis, March 7.—Local druggists who find the revenue from post office substations a considerable help in maintaining a store in the outskirts of the city, are much perturbed over the announcement of Postmaster Wyman that druggists as sub-postmasters are soon to be a thing of the past. The change came about over the defalcation of Elmer Smith, a clerk for Druggist Massareng, recently. Smith got $5,300, and showed how easy it was for an unbonded man to defraud the government. Hence the order. Four stations have already been replaced by one central post office station for the territory they served.

FOR FIRST SOCIAL MEETING.

St. Louis, March 14.—The first "social" meeting of the St. Louis R. D. A., will be held at the Southern Hotel, March 21, and the occasion, if the present plans are carried out, will be a notable one. Secretary Wooten, of the N. A. R. D., has been invited and will, so he has promised, make an address. C. P. Walbridge, president of the J. S. Merrill Drug Co., is down for an address.

The social plan is for those who go in for the dinner which will be served at the conclusion of each monthly meeting, to pay $1 a month whether present or not, and for other members of the association who do not care for the dinner to pay the regular dues of $5 a year. The February meeting, at which the social plan was finally decided upon, was attended by more than fifty druggists and more than 100 are expected at the dinner.

J. S. MINNICH,
Manager City Department of the J. S. Merrill Drug Company, St. Louis.

MISSOURI MEASURES.

St. Louis, March 14.—The Missouri General Assembly passed a bill, last week, requiring the druggists to keep an open record, similar to poison registers, of all prescriptions containing more than 20 per cent. of alcohol. In some way the metropolitan papers got the impression that this was a very radical move toward the heading off of the tippling trade and the headlines that appeared over the articles were amusing. The authorship and reason for the bill have not been satisfactorily explained to St. Louis druggists.

Senator McIndoe's bill prohibiting the sale of cocaine except by prescription has been passed by both Houses and signed by the governor. As it does not carry an emergency clause, the bill will become effective with the other laws. It does not affect the sales by wholesale houses and manufacturers.

Denver, Col., March 10.—There is much mystery in a fire which did $7,000 damages to the stock and drug store of the Forbes Drug Company.

AMONG THE COLLEGES

NEW JERSEY C. OF P. TO BUILD.

Newark, N. J., March 13.—Unless present plans fail to mature, before the opening of another term the New Jersey College of Pharmacy will be installed in a home of its own, and one which will be in every way commensurate with its needs, which have increased greatly within the last two terms.

Some time ago a committee on site was appointed by President Keubler. For various reasons, principal of which was the absence of some of the members and their many business engagements, the committee accomplished little. As the time passed the necessity for hurried action became more apparent. There has been a steady increase in the number of students, and the present quarters, at No. 234 Market street, have long been inadequate to the needs of the college. It is necessary that the new home should be in the center of the city, and property in that section has been rapidly increasing in value during the past two years. It was evident that action could not longer be delayed, and President Keubler impressed upon the members of the committee on site, Messrs. Frank Crissey, chairman; George Linnett, Dr. Meeker, Dr. Ost and L. L. Staehle, the importance of the work. As a result, many sites have been inspected and there will be a meeting late in the week, at which the members will make their reports. One of two sites, both of which are centrally located, seems to be the choice of a majority of the committee. One of these sites is on High street, near Springfield avenue, and the other is at the corner of Bank street and Wallace place.

This has been one of the most prosperous seasons the college has had since it was opened. There are thirty-four junior students this term, and these, with the students from last year, make an enrollment of fifty-four. The graduating exercises will be held next month.

Charles Wuensch, secretary of the Essex County Retail Druggists' Association, who has been in Florida for a month for his health, has returned home. He is greatly improved. Mrs. Wuensch accompanied her husband.

CLEVELAND SCHOOL OF PHARMACY.

Cleveland, O., March 9.—With the present school year drawing to a close, the trustees of the Cleveland School of Pharmacy have already started on next year's campaign with the determination to make the incoming class next fall larger than was the one of this year. If this is accomplished it will mean a 25 per cent. increase over the attendance this year. The trustees hope that the druggists of Cleveland will continue to extend their cooperation, for in no way can they do the institution greater service than in persuading the young men in their employ to attend school.

The Northern Ohio Druggists' Association holds its monthly meetings in the

lecture room of the college, 356 Superior street.

Governor Herrick has announced that he will appoint M. G. Tielke a member of the State Board of Pharmacy to succeed Geo. W. Voss, a pharmacist of this city, and long a member of the college. Mr. Voss has won much publicity by his success in conducting parties of tourists to Europe.

SCIO COLLEGE OF PHARMACY.

Scio, O., March 9.—The senior orations given in the college hall on the evening of February 28, included two by Ph. C. students who are completing the regular Bachelor of Science course. The exercises were attended by the members of the college of pharmacy as a body.

Charles E. Ringer, Ph.G., '94, at Pittsburg, Pa., addresses a monthly letter to his patrons, and to the physicians of his neighborhood, calling attention to new items. He has built up one of the best paying pharmacies in the city.

The Ph. C. class is now engaged in the preparation of standard volumetric solutions, and will shortly begin work in water analysis and the analysis of milk and its products.

E. T. Tetrick, Ph.G., '03, has purchased a drug store at Salem, W. Va.

D. W. Palmer, Ph.G., '04, is now employed at the Eagle Drug Store, Salineville, O.

I. C. Gibson, Ph.G., '03, is located at Kingwood, W. Va.

John R. Elson, Ph.G., '01, was married February 16, to Miss Myrtle E. Morford, of Wellsburg, W. Va., at which place Mr. Elson is proprietor of a fine drug store.

Clyde E. Albright, Ph.G., '01, is prescription clerk at the Hamilton Pharmacy, Wellsville, O.

C. R. McGuffie, Ph.G., '04, is clerking at Sherrodsville, O.

CHICAGO COLLEGES OF PHARMACY.

Chicago, March 9.—The annual debate of the senior class of the University of Illinois School of Pharmacy, between candidates for the honors of the class commencement, April 26th, was held on February 22.

Dean Goodman presided, and with Professors Day and Gathercoal, acted as judges of the candidates. The first speaker was Thomas L. Larson, who discussed the question, "Disrespect of the Public for the Pharmacist." Mr. Larson took the position that the public is disrespectful to the pharmacist, unnecessarily and wrongfully so, yet the pharmacist, to a great extent, is to blame for this condition. He should be educated not only in his profession, so as to meet the physician on equal footing and command his respect, but also should have a thorough general education, so as to produce a good impression on the public.

Guy G. Dillow followed with remarks on the same subject. He maintained that the druggist must command the respect of the people by his position as proprietor, or representative of the owner, of a drug store. He must not be a petty shop-keeper nor a blind saloon-keeper, nor agent for this, that and the other thing. But as a man of business he will command respect.

T. I. Scheips said: "Oust the 'patents.' They are more or less dangerous to use, not particularly profitable to sell, and when the druggist recommends as a cure for disease something that he knows nothing about, he brings himself into disrespect. If necessary, he may prepare and recommend a line of his own medicines. However, there can be no objection to supplying such proprietaries as are not of a dangerous nature and such as are demanded by the public, but not with the druggist's recommendation."

Mr. Mayfield claimed that feeing the physician, i. e., paying the physician a commission on the amount of business he sends the druggists, was wrong and certain to bring about the disrespect of both physician and laity.

T. F. Brown and Professors Day and Goodman discussed the value of special lectures before the class. It is expected that a series of special lectures on "First Aid to the Injured" or on "Commercial and Business Features of Pharmacy" may be instituted.

The decision of the judges awarded the honors of the class to Thomas Lewis Larson, as valedictorian, and Guy Garland Dillow, as salutatorian.

OMAHA COLLEGE OF PHARMACY.

Omaha, March 9.—Twenty-two graduates received diplomas at the mid-year commencement exercises of the Omaha College of Pharmacy, last week.

The address was delivered by Rev. T. V. Moore, of the Westminster Presbyterian Church. He spoke of the tendencies toward commercialism at the present time, depicting the future of the nation as being of such a character as to fire one's imagination. He said that so many ambitious young men are drawn into commercial and industrial pursuits as to call forth a cry of apprehension from every denomination in the land that the ministry is being neglected. He maintained that the ideal of success is coming too much to be measured by materialistic standards and worldly achievements. He urged the graduates not to lose themselves in their work and pointed out that in commercial lines of activity there was danger of absorption in business and a forgetting of higher things.

The diplomas were presented and the degrees conferred by Prof. Edmund Thorpe, dean of the college. A prize, consisting of a pair of prescription balances, was awarded to G. E. Gustine, of Whitewood, S. D., for proficiency in manufacturing pharmaceutical preparations. Sixteen of the graduates recently passed the State examination. After the exercises a banquet was held at the Calumet.

Following is a list of the graduates: T. V. Ryerson, L. A. Adams, B. W. Watson, B. S. Andrews, A. L. Pope, C. Anderson, D. G. Worthing, Z. Lilleahl, R. L. Beck, B. K. Bullis, F. M. Murphy, M. S. Sobavlesky, N. S. Searson, F. R. Sims, R. T. Lupton, F. T. Maurers, R. F. Solt, T. Green, G. Whiton and R. S. Griffith.

After the exercises at the college building, the members of the faculty and the students and their friends partook of a banquet at the Calumet Restaurant.

On August 10, next, the second semi-annual commencement will occur. There are twenty-eight members in the senior class, who will probably finish the course at that time, making a record for the year of fifty graduates. This we consider a very good showing for a college of pharmacy only four years in existence.

Dr. Sherreaden, president of the Omaha Dental College, recently gave the students two lectures on "Anaesthesia." The lecturer has had a great deal of practical experience in the use of anaesthetics.

The spring term opened on February 28. There is a good attendance in the junior class. At the last meeting of the Board, at Lincoln, eighteen students took the examination, all successfully passing with good averages.

Norman A. Kuhn, a member of the Board of Pharmacy, and Professor Kelley, formerly an instructor in the college, made addresses at the recent meetings of the College Pharmaceutical Association.

PHILADELPHIA COLLEGE OF PHARMACY.

Philadelphia, March 9.—The Beta Phi Fraternity has passed resolutions endorsing the Phillips-Fahey bill, and recommending its passage by the State legislature.

The junior class has appointed the following as members of the general committee for the getting out of the college book for 1905: Chairman, John D. Dawson; Wilfred Thompson, Charles Grammar, H. B. Peters, A. L. Baskin, W. B. Goodyear, F. C. Taylor.

A new method of conducting the final examinations is about to be inaugurated at the college. Formerly it had been the custom to crowd all the finals into the last week, which was early in May. It was a severe test and frequently students would break down under the strain. By the new system the final examinations are now starting and will continue at intervals until the close of the term. For the first year classes the finals will begin early in the coming week. The seniors take the chemistry examinations on Monday and the pharmacy finals on Friday. The following week the second year classes come in, and so on until March 5.

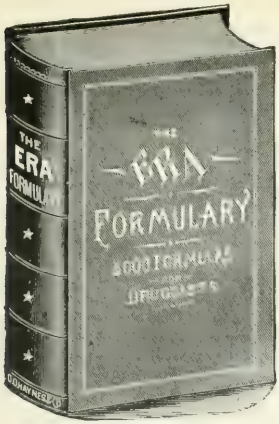
Many pharmacists are expected to be present at the pharmaceutical meeting on March 21, when papers will be read by Prof. Henry P. Hynson, of the Maryland College of Pharmacy, Baltimore, and Dr. William C. Alpers, of New York. George M. Beringer, of this city, will read a paper on "The Evolution of Nostrum Vending and Its Relation to the Practice of Medicine and Pharmacy."

A class for special work in the laboratory on thesis and manufacturing subjects, has just been organized.

Preliminary arrangements are being made for the annual banquet of the Alumni Association, in May, just before commencement.

ALKALOIDAL LABORATORY PRODUCTS.

The Abbott Alkaloidal Co., of Chicago, have favored us with a copy of their latest price list for 1905, which gives a complete list of their alkaloidal products and illustrations, with prices of their line of medicine cases. Copies of this list will be forwarded to any druggist so desiring, if he will kindly mention The Era.



The Chemist Of The Workshop.

The druggist is not living up to his opportunities if it is not known in all the small workshops and industries of his neighborhood that he is a chemist and able to give pointers on many technical and industrial processes. He already has a good foundation for such knowledge, and there is a wealth of working formulas at his command in

THE

ERA FORMULARY

WITH THIS BOOK AS HIS GUIDE, HE CAN FURNISH:

The Machinist with Metal Polishes, Processes, etc.
The Laundryman with Special Starches, Glosses, Blues, etc.
The Undertaker with Embalming Fluids.
The Dyer with Dyes and Processes.
The Photographer with Chemicals and Processes.
The Leather Worker with Dressings, Polishes and Processes.
The Tailor and Hatter with Cleaning Preparations, Special Soaps, etc.
The Painter with Special Colors, Varnishes, Stains, etc.
The Cabinet Maker with Polishes, Glues, Varnishes, etc.
The Cigar Maker with Flavors and Colors.
Every Industry with Cements, Glues, etc., for every purpose.

There are over 1,500 formulas in the book for technical and industrial processes, domestic and household preparations, miscellaneous articles, etc., and any druggist with this collection can easily work up a profitable trade in a line of articles which his training as a chemist makes him proficient to engage in.

Price, $5.00 per copy, delivered.

D. O. HAYNES & CO., PUBLISHERS,

(S. P. 5)

MAKE YOUR CHOCOLATE SYRUP RIGHT

NO PRECIPITATE NO SCORCHING NO BOILING OVER

LARGE SALES
will be the result if you write for our free advertising matter about
MAJOR'S CEMENT

If you have never handled it also send us your jobber's name and we will send you 1 doz. free cement through him.
15c. PER BOTTLE.
$1.20 PER DOZEN. $14.40 PER GROSS.
RUBBER AND LEATHER CEMENT THE SAME PRICE.

THE ALPHONSE MAJOR CEMENT CO.,
461 Pearl St., New York City.
D. WATSON & CO., Montreal, Agents for Canada.

IF YOU PREPARE YOUR CHOCOLATE SYRUP IN

MAJOR'S STEAM BATH KETTLE

This method makes a rich syrup with a delicious flavor, entirely free from scorching. It is impossible for the syrup to boil over or scorch in MAJOR'S STEAM BATH KETTLE. All of the aroma is retained, and with the same amount of chocolate ordinarily used, you will get a much stronger syrup.

It will increase your trade at the fountain.

It is unsurpassed for preparing ingredients for cold cream.

It is now used by leading druggists in New York and other cities.

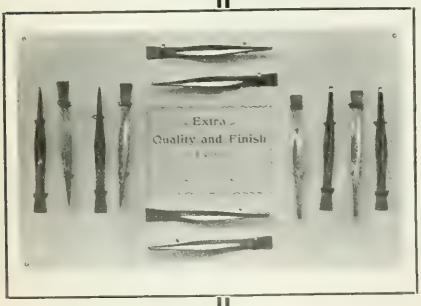
Write for booklet of testimonials, prices, etc.

Major's Kettles are used and endorsed by Hegeman & Co., Wm. Willson and J. Jungman in their several New York stores; by Albert Chalmers at Coney Island, and many others.

W. H. Rogers, Summit, N. J.
Having used your kettle to make chocolate syrup for the past summer, would say, that it is entirely satisfactory in every way. It makes better syrup, and, in the impossibility of its boiling over is of great advantage over old style kettle, being both a saving of expense and annoyance.

A. MAJOR
461 Pearl Street NEW YORK CITY

A Tweezer That will Tweeze



THIS card of tweezers is the work of a man who has spent nearly a well-rounded-out lifetime making surgical goods. You know the quality that is put into the finish of surgical goods—the steel itself is the very best, and the workmanship is simply fine.

This tweezer is built likewise—made especially to qualify where every other tweezer fails, on the gripping edge. They come together perfectly—will pick up the finest hair. They are file-cut inside the clutch, which gives a firm hold, and are sharpened right down to an edge.

They retail for 25 cents and, of course, have to compete with cheaper goods, but just the same when a man really wants a tweezer that will tweeze, he's looking for something with a grip and a point to it. You can sell two of these tweezers to one of the ordinary kind.

We finish them in bright polished steel, heavy nickel plated, without design. In appearance they are just like a surgeon's tweezers. In fact, we call them by the surgical names. One with the fine point is the "Splinter." The other with flat pincer-like end is the "Cilia."

There are six of each kind on this card. Price of card is $1.75, postage paid.

ORDER TO-DAY.

HOLTON & ADAMS
Importers and Manufacturers of
Toilet Specialties, Brushes, Etc.
54 BEEKMAN STREET NEW YORK

TRADE SECTION

DRUG STORE ADVERTISING.

M. P. Gould Delivers an Interesting Address Before the P. C. P.

Many students and pharmacists attended the lecture on "Drug Store Advertising" delivered by Mr. M. P. Gould, of M. P. Gould Company, New York City, in Philadelphia, on February 28, before the Philadelphia College of Pharmacy. The lecturer was invited by the Board of Trustees of the college, through its Committee of Instruction, with the object of acquainting the undergraduates of the college and the retail druggists of Philadelphia with modern methods of advertising. It is expected that a regular course in advertising will be added to the college curriculum next year, under the charge of the dean, Prof. Joseph P. Remington.

The speaker, Mr. Gould, has a pleasing personality, and is filled with enthusiasm for his work. He was introduced by Prof. Jos. P. Remington, who stated that Mr. Gould was born in Kansas, and that he was a graduate of Yale University. He also stated that the lecturer earned the money to take him through the university by writing advertising, and studying the whole subject in an experimental way.

Mr. Gould then delivered his lecture. When a telling point was made the audience responded with a good will, and it was evident that it takes Mr. Gould a very short time to be on good terms with his hearers. He treated the subject in a most novel way, opening with a series of contradictions, telling what is not advertising, and then proceeding to vigorously tear down the fabric which he had created, and before he finished, the subject had been dealt with from all sides.

He dwelt especially upon the fact that all advertising, to be successful, must be based upon the solid foundation of honesty and fair dealing. Persistence is a *sine qua non*. He advocated setting aside at the beginning of the year a fixed sum to be spent in advertising. This need not necessarily be a large amount of money, and results must not be expected at once. He spoke of his own business and stated that he had spent $375 the first year in advertising his business, and $9.75 was the figure which represented all that he could fairly reckon as results. The next year he had a much larger return, and the next still larger, and now, of course, he could not think of attempting to do business without advertising.

He stated that he believed that many manufacturers of druggists' specialties were wasting their money by advertising solely to consumers, and illustrated it by telling the story of a manufacturer who was taken ill away from home in a hotel in a large city, and believing in his own remedy, he sent to eight neighboring drug stores, only to find that his largely advertised specialty was not to be had. The department stores, who mostly handled it, were closed. Mr. Gould strongly emphasized the fact that the retail druggist should be depended upon to handle remedies and medicines, and the success of the sales largely depended upon advice given to customers by the pharmacist. He gave as his reasons for this that every pharmacist was interested in making his own business a success, and that they could tell better than the boy or girl who hands down the article in a department store, whether it would be likely to be beneficial to the patient.

He paid a glowing tribute to the city of Philadelphia because of its reputation throughout the country for honesty, conservatism and solidity in methods of managing business.

The lecturer touched upon the other side of the subject, and spoke of one of his customers who spends $50 a month in advertising and is an enthusiastic believer in it, but is unable to get satisfactory results from his efforts, because he had the dirtiest store in the city and was not careful about his personal appearance, so that people once visiting the place would not be attracted to return.

M. P. GOULD.

The lecture was filled with good advice, and showed clearly that Mr. Gould was a master of the first principles of shrewd advertising, and that is to thoroughly understand human nature and then tell the truth, but tell it persistently about goods that you can guarantee.

A point brought out by Mr. Gould in an informal conversation, after the address, is perhaps unique. It is that all advertising is honest. It may not be honest in intention, but in final effect it must be, for deceptive advertising is soon recognized by the public and its statements discounted accordingly. For example, if a merchant makes exaggerated public statements concerning his goods, the public will soon discover how false they are and future advertising of the same character will be taken at its true worth, that is, the true worth of the merchandise.

Mr. Gould has been invited to deliver three addresses on "Drug Store Advertising," before the Buffalo College of Pharmacy of the University of Buffalo. On March 14, he will speak on direct advertising, and this The Era intends to present to its readers in full, through the courtesy of Mr. Gould. This lecture will treat of advertising by means of windows, counters, walls, letters, circulars and booklets, subjects all of the greatest importance to druggists.

PROF. ERDMAN ON P., D. & CO.

During the past year, for the first time in history, the Society of Chemical Industry, which was organized at London twenty-three years ago, held a meeting outside of Great Britain. The European members were the guests of the New York branch society, during the second week of September, and subsequently, at the invitation of their American colleagues, participated in a round-trip through part of the United States. At the close of his interesting report, in the "Zeitschrift fuer Angewandte Chemie," Vol. 17, No. 51. Prof. Hugo Erdmann, the eminent Berlin chemist, makes the following complimentary reference to one of his American experiences as the representative of the "Society of German Chemists":

"Near the close of the very instructive round-trip, I had occasion to address a large meeting at Detroit, where we passed a full day as the guests of the world-renowned firm, Messrs. Parke, Davis & Co.

"Our present host, Parke, Davis & Co., was the first firm in the world—thanks to the material placed at its disposal by the gigantic Chicago stockyards—to produce and market the active principle of Suprarenal glands in a pure crystalline form, under the name of Adrenalin. Not less than 40,000 oxen must be killed to obtain a single kilogram of this valuable substance. This new remedy, which was also recently employed in the case of our German emperor, has a powerful effect on the circulation, increases the blood pressure and quickens the heart-beats. As our memorable trip through America draws to a close, and when we return to the Old World and our usual sphere of activity, our hearts will beat as though we had received a maximum dose of Adrenalin whenever we think of Detroit, the beautiful City of the Straits."

MAJOR'S CEMENT FREE.

Retail druggists in Brooklyn, N. Y., and Eastern Pennsylvania and New York will do well to be prepared for a visit from a representative of The Alphonse Major Cement Company in the near future.

The wide-awake druggist who places his order for Major's Cement with the salesman will receive a quantity of free cement with his order. These gratis goods can be secured in no way except by ordering through the salesman when he is making his regular trip through a territory. Orders sent directly to the house or through jobbers will in no case entitle the druggist to the gratis goods. The druggist whose stock of Major's Cement is getting a little low will do well to fill up when he can get a quantity of cement free.

THE EVANS SYSTEM OF FOUNTAIN MANAGEMENT

Mr. W. S. Stinson, Manager of Evans' Soda Department, on Business in Philadelphia

REFRIGERATION BY AMMONIA REPLACES ICE

The largest soda fountain in Philadelphia is that of the drug store of George B. Evans, at 1104-06 Chestnut street. This business has been established twenty-two years and "Evans' soda" is well known. There are four other Evans stores, but this one does the largest soda business.

Here the fountain is forty feet long, the largest in the city. It was manufactured by Robert M. Green & Sons, Philadelphia.

While perhaps not as showy as some smaller fountains, careful attention has been given to its construction, and the materials used—marble, onyx, silver and mahogany—are so arranged as to impress at a glance, one of artistic tastes. While the appearance of the fountain appeals to the novice, the feature of the system is really concealed beneath it. Briefly, it is a refrigerating process, located in the basement, that equals in cooling capacity a ton of ice. It does its work with no slop and annoyance, now that it is installed and running smoothly every day, and creates less expense than that necessitated by many fountains of smaller capacity.

This process, as does the whole management of the fountain, comes directly under the supervision of W. S. Stinson, a druggist and a manager whose particular ability as an originator of new concoctions, pleasing in name, appearance and flavor, is well known to Philadelphians. He has been with George B. Evans for ten years, and in that time has made many friends for the house.

AMMONIA PLANT COOLS

Mr. Stinson explained in detail the refrigerating process. Ammonia does the work of the ice. This ammonia is contained in a steel tank, directly under the fountain. From this tank the ammonia passes through a small iron pipe, to an expansion valve where the liquid becomes a gas which passes on into a set of iron coils. These coils are laid in a steel tank, thoroughly insulated, twenty feet long and five feet square. This tank is almost full of filtered water, and when, by starting a motor, the ammonia commences to flow, the process of forming ice on the iron coils begins. Of course, the forming of the ice gradually cools the water surrounding the coils and when by means of a thermometer, the engineer finds that the temperature of the water in the tank is 33 degrees, he shuts off the ammonia and until the ice, melting, allows the temperature of the water surrounding it, to go up several degrees, no more ice is formed. The filtered water thus cooled, is pumped by means of a one-horse power driving pump, up into the tanks of the fountain. There are the coils containing the soda water, while directly beneath are the porcelain drawers, containing the flavors. In the ordinary fountains, the tanks into which the water is pumped is filled with ice. This water, cooled to 33 degrees, is allowed to pass very slowly through these tanks and by a "perpetual motion" arrangement, passes back again to the metal-lined tank in the basement, where it had been cooled before. There is practically no loss of water.

The ammonia-gas, after passing through the ice-covered coils, enters a compressor just outside the far end of the box. There the fumes are compressed and passed into a condenser, from where, transformed into a liquid, it returns to the ammonia tank. Practically no ammonia is lost.

COOLS RESERVE SYRUPS.

But this cooled water performs a double function. On its way from the fountain tanks it passes through many feet of iron pipe, arranged in coil form, along the sides of a compactly built refrigerator room. In this room is kept an extra supply of syrup-flavors made from the crushed fruits. They are contained in square porcelain-lined iron boxes, systematically arranged in an iron framework. In the bottom of each box is a spigot which permits the flavors to be run off very quickly. The refrigerating room also contains extra ice cream cans, all filled and ready to be put on an elevator and run up to the fountain.

Another feature in the basement is the washing of the glasses, chinaware and spoons used upstairs. They are sent down on a small elevator and are washed in hot and cold water and then thoroughly polished. The spoons are treated antiseptically. Two men are kept busy all day at this work.

All of the Evans flavors and ice cream are made fresh every other day at the laboratory at Tenth and Spring streets.

Mr. Stinson does not go behind the counter, but from the outside keeps a watchful eye on all that is going on. In speaking of the methods that have helped to give the Evans soda its reputation, he said in part:

"In our efforts to please the customers at our soda fountain, we are daily making changes; improvements, the result of careful attention to the likes and dislikes of all and a study of the wants of an ever-changing public. Winter and summer, we are always on the alert to get up some new drink, some new name that will catch the eye or the ear, and in turn suit the taste. In doing so we are just as careful in our attention to the first principles that insure the success in the operation of a fountain. I mean cleanliness, politeness, the use of only the best materials in our drinks, variety, decorations.

DISPENSERS AND THEIR WORK.

"We employ seven young men behind the counter, in addition to a boy who collects glasses that have been used and sends them down to be washed. No empty glasses are allowed to stand on the counter under any circumstances and we would rather have customers go out unserved than to have them see a wet, soiled counter. The attendants wear white jackets and aprons, and when they are soiled they are changed at once. Each man wears a flower in his lapel and the man who is not naturally neat in his appearance is not long with us.

"We never have an argument with a customer. If, when ordering a drink that is new to him, a patron finds that it is not to his or her liking, we are always only too glad to give him another, of course without additional charge.

"In making our flavors from fruits we use only the best that are in season at the time, and then only enough to last us a day or two.

"There is much to be said on the subject of variety. We are now dispensing about 100 kinds of drinks, hot and cold. This idea of not being able to make the fountain pay in winter is all bosh, if it is run right. We have an enormous trade in hot drinks, and even in cold weather the demand for drinks that are partly composed of ice cream, would surprise you. Just now "sundaes" are great favorites—ice cream with fruit or fruit syrup, topped with whipped cream and on that a cherry or a white grape. To one who does not know it, the sight of a sundae is enough to sell it. Throughout the year there is a steady demand for drinks that have eggs in them. Egg-coffee, egg and milk, egg and beef tea are all delicious and wonderfully nourishing. Grape juice, too, is a popular beverage, and these cold, damp days there is a lot of coffee sold. We don't sell any drink for more than twenty cents and for most the price is five and ten. We sell a lot of lithia water, imported and domestic, but use only the imported ginger ale. Crackers and napkins are supplied.

"Very few fancy drinks last more than one season, and we are always on the lookout for new ones. There is almost as

A PHILADELPHIA FOUNTAIN.

The Fountain shown above is in the store of George B. Evans, 1104-06 Chestnut street, Philadelphia. A "Polar," manufactured by Robert M. Green & Sons. Length, 40 feet. Marble, onyx, mahogany and silver trimmings.

much in the names and the appearance as there is in the taste. Novelties catch the eye of the regular soda drinker, as well as the occasional one. For instance, our 'Piff-Paff Pouf' was very popular. We always have plenty of shaved ice, for although our drinks are served at a temperature of 33 degrees, lots of people would not realize that they were so cold if they did not see the ice.

DECORATIONS AND ACCESSORIES.

"The decoration of the fountain plays no small part in the receipts and money expended on tasteful and attractive ideas is well spent. We have a yearly contract with a florist, who supplies us daily with bouquets of the finest flowers that can be had. Then too, we use oranges, bananas, apples, pineapples and other fresh fruits for decorative purposes. On our counters we have small syrup tanks, made of marble and lined. Each holds three jars for the fresh fruits. They are about six inches high and each jar has a silver cover. Nothing is exposed to dust or flies. Our signs are small strips of cardboard, fourteen by two inches, which are displayed about the fountain, on the windows and the glass doors. Our attendants receive the money for the sales and deposit it and make change with cash registers. We don't believe in the check system. Only thin glasses are used. The breakage is heavy, but it pays in the added enjoyment of drinking from a thin glass.

"We are careful not to overwork our men, and they are well paid. We serve no malt preparations, for if we did it would open up a line of trade that we do not care to cater to. Headaches and slight indispositions can be treated at the soda fountain, but we don't prescribe and the complaints of children are always referred to the prescription department."

The fountain is of the Green polar system. The syrup tanks slide in and out in front like a drawer and are made of porcelain. To remove a tank for cleansing, a small door is opened, the tank withdrawn and the door closed and latched, the fountain presenting the same appearance as though the syrup tanks were still intact. Believing that to have a good beverage it is necessary to have the soda well carbonated, Mr. Evans has his soda carbonated in tanks by the rocker process. He has about one hundred tanks in use to supply his various stores.

BOUGHT A DRAPER.

The Orear-Henry Drug Store, Maryville, Mo., has purchased a Draper's Recording Thermometer, says the Forum, of that town, and is finding it very satisfactory. The dials are filed away for future reference.

MEYS' POULTICE.

The attention of our readers is invited to the advertisement of the Meys Chemical Mfg. Co., of Chicago, which will be found elsewhere in this issue of The Era. Meys' Poultice and Antiseptic Surgical Dressing is a paste-like product for the external treatment of localized inflammations and congestions. The manufacturers state that it is being used with happiest results in infected wounds, upon abraded surfaces and the mucous membrane, as in vaginal, rectal, nasal and other inflammations. It is soluble, bland, anodyne and prophylactic.

It is put up in hermetically sealed jars in four sizes. It is being largely advertised to physicians and sold by all the leading wholesale druggists. Druggists in seeking further information, are invited to address the Meys Chemical Mfg. Co., 69-71 W. Jackson Boulevard, Chicago, Ill.

STRAWBERRY SOAP.

On another page we call attention to Strawberry Juice complexion soap, made by the Frazer Soap Co., New York and Chicago, which is one of the best transparent glycerin soaps offered to the trade. It is sold at $9.00 per gross, packed one-quarter dozen in box, and will be found to be a quick seller whenever displayed.

MANICURE AND MASSAGE.

Riker's Drug Store Devotes One Entire Floor to This Service.

OPENED TO ADVERTISE TOILET PREPARATIONS.—NOW A DISTINCT DEPARTMENT.—CHIROPODY, HAIR-DRESSING, MANICURING, MASSAGE, ELECTRIC SCALP TREATMENT AND HUMAN HAIR GOODS.—DEPARTMENT SUPPORTS FOURTEEN EMPOYES AND SERVES 200 PATRONS A DAY.

How many druggists would be able to fill a doctor's prescription calling for massage? Riker's Drug Store, Sixth avenue and Twenty-third street, of the Wm. B. Riker & Son Company, possesses facilities not only for administering massage, but also for supplying the needs of its patrons in manicuring, hair dressing and other operations pertaining particularly to the toilet. The entire third floor of the building is devoted to chiropody, hair dressing, manicuring, massage, electric scalp treatment and human hair goods.

Originally opened for the purpose of promoting the sale of the firm's own toilet preparations, the department has grown far beyond the limits of the ordinary drug store side line. It is a considerable establishment in itself, having an efficient manager and some thirteen employes serving fully 200 patrons a day.

Stepping from the elevator, one finds himself or herself—for feminine customers naturally predominate—ushered into a comfortable, well-lighted room, which resembles more the reception room in a hotel than a department of a pharmacy. Abundant light and comfortable chairs and settees render the place especially attractive to the tired shopper.

Along one side of the room, from which broad windows command Twenty-third street and the bustle of the elevated station, are the manicure tables, at which the ladies can sit at ease while operators trim and polish their finger-nails and attend to the hygienic needs of the hand.

MANICURE PARLORS—GENERAL VIEW.

Here are four manicure operators, each serving about ten patrons a day. The demand for this service often exceeds the supply; on some days no transient customers are served at all, the entire force devoting their time to regular patrons.

In the corners and across one end of the room are arranged booths, in which the other operations are carried on. There are in these rooms, or compartments, three hair dressers, three masseurs and two who apply special treatment of the scalp; all well supplied with patrons.

"A large proportion of our massage patients come with cards from physicians," said Miss Catherine Tingley, the manager of the department. "We try to disabuse people of the impression that facial massage is merely a beautifying process. It is the hygienic effects that should be sought, although, of course, a healthy skin with perfect circulation does add to one's attractiveness."

TABLES AND MANICURE OPERATIVES.

"Riker's being a cut-rate drug store, this department is also carried on upon the same principle. Our prices are lower than those of any other similar establishments, and we are prepared to compete with the best of them.

"Where do our customers come from? This is the heart of the shopping district, and many of our customers are shoppers. But they are also from out of town, from the many small cities lying hereabout. Some of our regular patrons come in over one or the other river. This would seem to be an ideal spot for transient customers, but occasionally we are obliged to turn them all away.

"Does it pay? Certainly. But it would not if we were obliged to buy our various preparations. The massage cream, the nail polishes, the hair tonic, shampoo mixtures, the lotion and bleaches make up a large item. The fact that the firm prepares these products in its own laboratory is a great advantage. We do considerable prescription work in the treatment of scalp disorders; these are from scalp specialties and can be obtained at no other place."

FACIAL MASSAGE.

The corner of Sixth avenue and Twenty-third street is an exceptionally favorable location for a department of manicure and hair-dressing. It is at the crossing of two important lines of travel and the streets are thronged from morning until night with well-dressed crowds. It may be doubted whether another drug store in the world has an opportunity comparable to that of Riker's Drug Store. Besides being located in a region where people who have money to spend go to spend it, the store is in a "manicure and hair-dressing" neighborhood. Twenty-third street west of Sixth avenue is lined with parlors devoted to this class of service, some large and luxurious and others more modest, both in prices and service.

The prices in the Riker parlors are lower than those of the more pretentious establishments, but there is no attempt to meet the rates of the cheaper plants, where the service is necessarily of a lower standard. Following are some of the prices: Manicuring, 50 cents; massage, $2 per treatment, twelve treatments for $15—the manager explained that it had been found desirable to encourage a series of treatments in order that the results, which might not be attained in one treatment, might be more satisfactory; hair-dressing, the Marcel wave, 50 cents; shampooing, 50 and 75 cents; singeing and clipping, 50 cents; scalp treatment, $2; chiropody, 25 cents up; pedicure, 50 cents.

The expenses of the establishment are considerable. Besides the rent and supplies, there are fourteen employes who de-

vote their entire time to its patrons. The salary of manicure, massage operators and hair dressers vary from $9 to $25 per week, and the number of customers which a person is able to serve in a day is somewhat limited. Hair-dressing requires from one-half to three-quarters of an hour; and manicure operators treat from eight to twelve patrons per day.

The average daily number of customers in the various departments are approximately: Massage and scalp treatment, 30; manicure, 40; chiropody, 20; hair dressing, 100, which is a low estimate.

The trade-bringing factor has in a measure been lost sight of in the magnitude of the department, but it must be considerable. All patrons of the parlors pass through the crowded drug store on their way to and from the elevator. The effect upon the trade in toilet goods must be great, and the soda fountain which extends along the entire length of the room, is an incentive to the passerby in every one of its sixty or seventy feet of counter.

TRUE COMFORT IN STROPS.

How many people enjoy shaving like the man in this picture?

"How Easy."

He whistles because he is happy, having a strop which keeps his razor in good shape with small effort. A sharp razor is a joy forever.

He is using a Red-E-For-Use razor strop, made by the Gibford Manufacturing Co., Adrian, Mich.

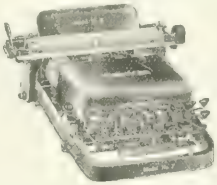
A prominent New York house, marketing strops, said of the Gibford lines: "We sell them on their merit. We think them the best on the market."

The Gibford Company says: "We use the horse hide strop for the coarse or sharpening strop, because the animal is older, therefore, the grain of the leather is much coarser and will cut faster. On the other hand, the calf skin is from a younger animal, the grain is much finer and after going through our process it possesses the nice, even draw or pull, and soft, kind surface that puts the smooth, keen, shaving edge on the blade, so much desired by the shaver."

It is worth while to write to the Gibford Mfg. Co., Adrian, Mich., for a catalogue of their lines, saying that The Era suggested your doing so.

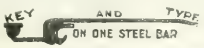
A TYPEWRITER FOR DRUGGISTS

A typewriter is a necessity in every drug store. In this age of hurry, business men have neither time nor patience for handling scribbled correspondence. Many



a sale has been lost; many an idea miscarried; many a profitable deal gone wrong, because presented in a pen-written letter. There are numerous records that the progressive druggist should preserve in typewritten form. Typewritten labels will bring a reputation for business-like methods and will act as a trade mark. The business uses to which a typewriter can be put are multitudinous, such as circularizing customers, etc.

By the saving in construction effected by the American Typewriter Company's new patent—the one-piece key and type



bar they are offering $100 in typewriter value for $50. No wabbly bearings between key and type—a simple rigid construction which saves twelve hundred parts and saves $50 cash. Their new No. 7 model at $50 is remarkable value. It is handsomely finished and has every improvement found on the higher priced machines. This cut in price, which makes possible more universal usage of writing machines, is worthy of support, as the price could have been fixed at $100 and yet constituted excellent value for the money.

Era readers who are interested should write to the American Typewriter Co., at 271 Broadway, N. Y., for their illustrated pamphlet. Don't forget to mention The Era.

THE SODA FOUNTAIN OUTLOOK.

The J. Hungerford Smith Co., of Rochester, report that their shipments of soda fountain requisites this season are the largest in the history of the firm, and other manufacturers seem to be enjoying similar prosperity. Prospects are particularly bright for a splendid soda water season. For the past four or five years the summers have been unusually mild and unfavorable, but this year we judge from the volume of business, everybody expects a longer season and warmer weather. Already many soda fountains are being polished up for "opening day" and a display of mineral waters and other beverages will no doubt soon supplant the chest protectors in many drug store windows.

Those druggists who have not yet laid in their supply of soda fountain requisites, will do well to communicate with this firm, whose full page announcement is elsewhere in this issue.

A NEW CIGAR CASE.

A new departure in cigar cases now being offered by A. C. Mickelson & Co., of Racine, Wis., will no doubt be received with great favor by the drug trade and their customers. The "Superior Cigar Cases" are made in the most approved manner, of a good quality of stock, and many customers accustomed to using cases or pouches, will carry them for continuous use. It has long since been demonstrated that cigars are carried in such cases with greater safety and less annoyance than when carried loosely in the vest pocket. The dealer who offers these cases for the convenience of his customers will increase his trade and get the benefit of the valuable advertising printed thereon. Considering the number of cigars the Superior case will hold and its adaptability, it is said to be the best and most economical case on the market, and with each order is furnished a neat counter stand finished in leatherette.

This firm also makes another style of case, which, to all appearances, is a plain business card. They also handle Nissen's Cover Support, a device for holding the cover of a cigar box in a rigid open position so that the box can be handled by the cover. Other useful articles are being added to their line constantly and they will be glad to hear from druggists who are interested in pushing their cigar trade.

FRENCH CASTILE SOAP.

A. Henrotin Co., 133 Kinzie street, Chicago, are making a specialty of pure French Castile soap of their own importation; also choice line of Virgin olive oil. By the steamer Circassia from Marseilles, they recently received 725 boxes of their "La Lune" brand of French Castile soap, being the fourth importation received this year. They also report a recent arrival of their Virgin olive oil from Portugal, in gallon cans and in cases of quarts, pints, half-pint bottles. They state that this oil comes from Nice, France, and is refined four times through cotton, making it the most desirable pure olive oil obtainable.

They will be pleased to hear from druggists who are interested in a fine grade of imported Castile soap and olive oil. Please mention The Era.

BOHNER'S CRUSHED FRUIT BOWLS.

The Bohner Mfg. Co., 42 State street, Chicago, are putting on the market a very fine line of crushed fruit bowls. The ladle is inside the bowl with the handle resting on a rod above the fruit, thereby always keeping it clean and ready for use. The cover is tight fitting, without notches or opening, thus preventing dust and flies from getting in on the fruit. These fruit bowls are standard and thousands of them are in use all over the country. They are sold by all wholesale druggists. If you want the best thing of this kind, be sure to ask for the "Bohner" bowl.

L. & F.'S NEW CATALOGUE.

Lehn & Fink, of New York, the well-known wholesale druggists and manufacturing chemists, have just issued their new catalogue for 1905. It not only contains a very complete general drug list, but also a complete list of pharmaceutical products, sundries and specialties, together with a new and revised list of new remedies and many imported specialties for which they are exclusive American agents.

This catalogue is in particularly convenient size and copies will be sent to any druggist on application, if he mentions The Era. It is not intended for distribution to physicians or to the public.

SMALL GLASS GOODS.

The little necessities for every day service are sometimes overlooked until the required article is not to be found. Especially is this the case in regard to breakables, such as medicine droppers, eye pipettes, test tubes and homeopathic vials.

A good quality of glassware is indispensable in all accessories of the prescription department, and in this respect the products of the Chesapeake Glass Co., 412 and 424 W. Conway street, Baltimore, Md., have a reputation for excellence. Write them for prices and discounts, mentioning The Era, and they will send you full details concerning their specialties.

ARTISTIC PICTURES.

The Crandall Art Co., of Jersey City, N. J., are offering an artistic line of pictures, consisting of reproductions from famous pictures, by leading French artists. They are making a special offer on their "Gems of Art," a dainty little book containing twenty handsome plates, advertised elsewhere in this issue of The Era. The offer is made for getting druggists better acquainted with their line of pictures.

They also have a new line of pictures on Western life and will be pleased to send, free of charge, illustrations in miniature to any of our readers who are interested.

BUSINESS RECORD.

ARKANSAS.

Hot Springs.—R. G. Morris Drug Co., burned out.
Taylor Drug Co., burned out.

CALIFORNIA.

Redondo.—J. A. May, sold out.
Sacramento.—E. B. Kemper, succeeds Fratis & Kemper.

CONNECTICUT.

Bridgeport.—Hindle Phcy., new firm.
New Haven.—S. N. Coden, damaged by fire.

DISTRICT OF COLUMBIA.

Washington.—Dodge & Co., succeeds E. M. McGinnis & Co., 14th and L Sts., N. W.

ILLINOIS.

Chicago.—Louis H. Malcolm, succeeds Wm. H. Sage, 391 55th St.
Earlville.—Dr. T. E. Alyea, succeeds O. B. Kaull.
Kewanee.—Red Cross Phcy., Main and Third Sts., new firm.

INDIANA.

Anderson.—John B. Wehrle Drug Co., succeeds W. B. Kessens, Ninth and Main.
Marion.—Tinkeman & Weigel, 30th and Washington, new firm.
Miers.—J. M. Barns & Co., new firm.
Petersburg.—Henry Edwards, new store.
Ridgeville.—E. L. Smithson, succeeds Dever Drug Co.
Rochester.—Shore-Wilson Co., succeeds P. M. Shore.

INDIAN TERRITORY.

Checotah.—H. D. Kinseley, succeeds H. D. Kinseley & Co.
Ochelata.—J. Vann (Palace Drug Store), new firm.

IOWA.

Boone.—Maurice Fitzgerald, damaged by fire.
Des Moines.—R. E. Jones, succeeds H. B. Harrod, 25th and University.
Harlan.—J. F. Pexton, succeeds Fretz & Pexton.
Milton.—P. G. Carder, succeeds J. W. Forbes.
Mondamin.—Mondamin Drug Co., new firm.
New London.—M. Pyle, succeeds R. B. Snyder.
Ollin.—G. B. Macomber, succeeds Snyder & Macomber.
Percival.—Percival Drug Co., new firm.
Pulaski.—L. F. Gordinier, succeeds I. Gordinier.

KANSAS.

Glasco.—M. L. Hare & Co., succeeds Brierley & Hare.
Hays.—Spratt & Co., succeeds W. M. Applebaugh & Co.
Hiattville.—C. Yager, damaged by fire.
Ludell.—W. I. Richman, new firm.
Sabetha.—Johnson & Williamson, succeeds Doolittle & Co.
Stafford.—Baugh & Daniels, succeeds O. H. Baugh.
Wamego.—R. C. Hulburd, instead of R. C. Hubbard.

KENTUCKY.

Paducah.—Dr. J. F. Hugg, succeeds W. J. Gilbert, 12th and B'way.

MAINE.

Augusta.—B. E. Getchell, succeeds Edwin A. Getchell.
Lewiston.—Charles Martel, Lincoln St., new store.

MARYLAND.

Annapolis.—J. Newton Gilbert, succeeds Gilbert & Musterman.

MASSACHUSETTS.

Northfield.—Alvin George, succeeds C. H. Webster.
Whitman.—H. H. Hovey, damaged by fire.

MICHIGAN.

Chelsea.—L. T. Freeman., succeeds Glazier & Stimson.
Kalamazoo.—Frank J. Maus, East Ave. and Seminary St., new store.
St. Clair.—A. F. Millikin, burned out.

MINNESOTA.

St. Paul.—Mansur Drug Co., Seventh and Robert Sts., new firm.

MISSOURI.

Senath.—City Drug Co., succeeds W. C. Biggs.

MONTANA.

Phillipsburg.—Campbell Drug Co., burned out.

NEW JERSEY.

Jersey City.—Wm. A. Beardmore, 859 Bergen Ave., sold to Chas. E. Boettcher; name already listed.

NEW YORK.

Chas. Michling Jr., dead.
New York City.—Max D. Miller, succeeds Louis Conrad, 1418 Second Ave.
Stapleton.—Mrs. A. G. Wigren, succeeds Edgar Wigren.

NORTH CAROLINA.

Duke.—E. R. Thomas, new name.
Salisbury.—W. M. Cook, succeeds Cornelison & Cook.

OHIO.

Cincinnati.—Oscar A. Fritz, moved to Neave and St. Michaels, from 2112 W. Sixth St.
Circleville.—John L. Krimmel, dead.
Dayton.—A. A. Krehbeil, damaged by fire.

OREGON.

Ashland.—W. M. Poley, succeeds W. M. Poley & Co.
Moro.—R. W. Montgomery, succeeds G. N. Bolton.
The Dalles.—A. E. Crosby, damaged by fire.

PENNSYLVANIA.

Olyphant.—Jos. Hefferman, sold out.
Pleasantville.—H. C. Zeamer, new store.

RHODE ISLAND.

Central Falls.—Bernard & Thibaudeau, succeeds Bernard & Co.
Providence.—Joseph A. Bernard, succeeds J. A. Bernard & Co.

SOUTH CAROLINA.

Gaffney.—Gaffney Drug Co., listed under Eutawville, should be under Gaffney.

SOUTH DAKOTA.

LeSmet.—G. E. Mallery & Co., succeeds G. E. Bradley.

TEXAS.

Eagle Lake.—Davidson & Stewart, consolidated with M. G. Calvert, under name of Calvert's Drug Store.

UTAH.

Murray.—G. H. Lyon Drug Co., new firm.

VIRGINIA.

Christiansburg.—Dr. J. L. Morgan, succeeds A. F. Barker.

WASHINGTON.

Colfax.—D. Hoeppner, burned out.
Seattle.—J. E. Yerkes, succeeds Jessie M. Guy.

WEST VIRGINIA.

Fairmount.—J. B. Martin, out of business.
Salem.—E. T. Tetrick, succeeds Union Drug Co.
Williamstown.—E. J. Skidmore, succeeds Skidmore & Stout.

WISCONSIN.

Prairie du Chien.—Prairie City Drug Co., new firm.

PROCTOR ENTERPRISE.

On the evening of March 4, Inauguration Day, there were presented at all the New York Proctor houses views of President Roosevelt and the inauguration, taken in Washington earlier in the day and rushed to New York by special train. A special corps of trained men was assigned to handle the photographs, their development into lantern slides, and their delivery at the respective theatres. When the wonderfully characteristic snap shots of the President's "smiling face" were displayed, the audiences went wild with enthusiasm.

The Roosevelt views were shown at all houses during the week following the inauguration and became tremendously popular.

It is intended to present from time to time actual "news" views, reproduced from photographs especially taken for the Proctor houses and illustrative of the more important news happenings of the day.

LICORICE ROOT CARGO.

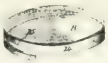
The Austrian steamship Java, from Smyrna and other ports in Asia Minor, recently arrived at Camden, N. J., with 23,176 bales of licorice root, consigned to the Consolidated Tobacco Co. The freight alone cost [illegible]

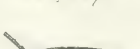
PATENTS, TRADE MARKS, ETC.

784,350

784,234

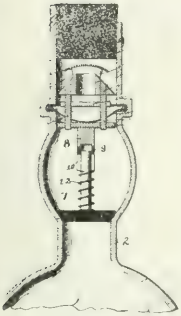
784,509

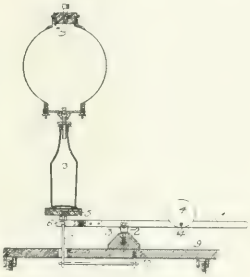

784,513

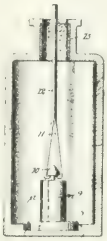

784,399

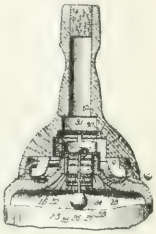
784,194

784,444


784,099


784,219


784,469


784,199

PATENTS.

Issued March 7, 1905.

784,099—Harry S. Bellis, Webster Groves, Mo. Bottle.

784,107—Heinrich C. Fehrlin, Schaffhausen, Switzerland. Process of making compounds of pyrocate-chuicmonoalkyl ethers.

784,144—Robert R. Doemer, Detroit, Mich. Bottle.

784,194—Fannie S. Victor, Atlanta, Ga. Medicine-bottle.

784,199—Odaville Yates, Portland, Ore. Non-refillable bottle.

784,219—Frederick J. Lewis, Sacramento, Cal. Bottle-filling machine.

784,234—Otto Selg, New York, N. Y. Bottle-filling machine.

784,349—Walter Riebensahm, Berlin, Germany. Process of manufacturing limpid solutions of agar-agar and product of same.

784,350—Isaac A. Rommer, Newark, N. J. Bottle-stopper.

784,399—George C. Hohein, Norfolk, Va. Medicine-spoon.

784,411—Georg Merling, Frankfort-on-the-Main, and Robert Welde, Höchst-on-the-Main, Germany, assignors to Farbwerke, vorm. Meister, Lucius & Bruning, Höchst-on-the-Main, Germany, a corporation of Germany. Materials for perfumes and process of making same.

784,412—Georg Merling, Frankfort-on-the-Main, and Robert Welde, Höchst-on-the-Main, Germany, assignors to Farbwerke, vorm. Meister, Lucius & Bruning, Höchst-on-the-Main, Germany, a corporation of Germany. Materials for perfumes and process of making same.

784,469—Edward Campbell, Rossland, Canada. Bottle-stopper.

784,503—Karl Rucker and Daniel J. Pickée, Berlin, Germany. Preservative for foods, etc.

784,500—Joseph P. Young, Marshalltown, Iowa, assignor of three-fourths to W. L. Peckham, C. F. Smith and J. F. Harrigan, Marshalltown, Iowa. Jar closure and fastener.

784,513—Augustus Brockelbank, Ossining, N. Y. Cap-fastening for vessels.

TRADE MARKS.

Registered March 7, 1905.

44,277—Liquid tonic medicine. Checkers Medicine Co., Winston-Salem, N. C. The word "Checkers."

44,278—Remedial preparations for diseases of the blood. The Dr. Taylor Remedy Company, Philadelphia, Pa. A portrait of Dr. Taylor (deceased), the originator of the preparation.

44,279—Remedy for certain named diseases. The Porter Medicine Co., Paris, Tenn. The compound word "Grip-It."

44,281—Moderately-adhesive salve. William J. Lickel, Brooklyn, N. Y. The compound word "Salv-O."

44,282—Salve. Reinhold Bergner, Argyle, Minn. A pictorial likeness and a facsimile signature of the registrant.

44,283—Hoof-ointment. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the field of which is a square or rectangle, etc., having represented within the confines thereof a hoof and a portion of the ankle of a horse.

44,284—Condition-powder. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the field of which are three circles, etc. Within each circle is represented, respectively, the head and neck of a horse, a cow, and a hog.

44,285—Heave, cough and cold cure. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the field of which is a figure having two parallel sides connected at their ends by arcs of a concentric circle, etc.

44,286—Lickkiller. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the field of which is a figure formed by the arcs of two circles, etc.

LABELS.

Registered March 7, 1905.

11,937—Title: "Iris Face Cream." (For face cream.) Iris Face Cream Co., Berkeley, Cal.

11,939—Title: "Erdman's German Herb Cures." (For medicine.) Erdman & Co., Philadelphia, Pa.

MARKET REPORT

CITRATES ADVANCE.

Steady Tone and Fair Demand In Average Market.

CODLIVER OIL UNSETTLED AND STILL EASIER.—DELIVERIES OF BROMINE PREPARATIONS CAUSE OPEN JOBBING DECLINE IN IMPORTANT BROMIDES.—WOOD ALCOHOL HIGHER; MENTHOL LOWER. - OTHER MINOR CHANGES IN A ROUTINE MARKET.

New York, March 13.—Trade keeps up in fairly satisfactory volume and the market holds generally steady. Since the break in codliver oil, noted last week, no feature of great importance has developed. The decline in codliver oil has now passed on to jobbing values, which are all lower, but not as decidedly so as the weakness of the primary market would have indicated. The agents of the German bromine syndicate have received supplies of those preparations and have made deliveries on old contracts, but it is still difficult to obtain acceptances on new orders. The market, however, is clearly established on the new low basis and both foreign and domestic sources of supply are so quoting. In recognition of these facts, jobbers have at last openly lowered their quotations on the leading bromide salts. During the week manufacturers have advanced the price of citric acid and all the citrates because of the increased cost of raw material, and jobbers have been quick to follow.

OPIUM.—In spite of the really heavy demage by cold weather in Turkey to the new crop, local competition among holders and the pressure of considerable stocks at leading European markets have exerted a counter influence strong enough to check a further upward movement. The tone of the market is steady and a moderate demand continues, but all quotations remain unchanged, jobbers still asking $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered, $4.00@4.25 for thirteen per cent. and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE. This staple continues in the same condition which has prevailed for a long period. It has not advanced commensurately with the rise in opium because of some pressure from competing sellers, but the undertone is very steady. The demand on jobbers holds satisfactory and their quotations are unaltered at $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quality.

QUININE SULPHATE. — Manufacturers have made no move to change the situation and their prices are the same, but second hands are shading prices a trifle to secure business. This influence is far too small to affect the jobbing market, however. Statistics continue bullish and the fact that only about 7,000 packages of bark are to be offered at the next Amsterdam auction is a strengthening factor. The consumptive demand is of good routine proportions at full prices and jobbers still quote 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins and 30@31½c. in ounce vials, according to brand and amount.

CITRIC ACID.—Because of the increased cost of raw material, manufacturers have announced an advance of three cents in their figures, or rather there have been two upward movements of two and one cent, respectively. Jobbers have consequently raised their quotations and now ask 36@37c. per pound in kegs, 40@45c. for less, and powdered, 42@46c. per pound.

THE CITRATES.—Coincident with the rise in the acid, manufacturers advanced the prices of the citrates, but only two cents. Jobbers, however, have pushed their quotations up three cents, in the same proportion as the increase on the acid. New jobbing prices are as follows: Potassium citrate, 47@52c.; sodium citrate, 47@52c.; iron citrate, U. S. P., 57@62c.; iron citrate, soluble, 53@58c.; iron phosphate, scales, 55@60c., and iron pyrophosphate, 55@60c., all per pound.

POTASSIUM BROMIDE.—As stated above, jobbers have at last lowered their general quotations, as the German sources of supply have made actual deliveries at the new cut prices. The fact that supplies are still hard to obtain, operates to sustain the market, however. Jobbers now quote 20@25c. per pound.

SODIUM BROMIDE.—With the other two more important bromine preparations, this is now quoted lower by jobbers, and is 23@28c. per pound.

AMMONIUM BROMIDE.—As just stated, jobbers have also lowered values on this, the third important bromine preparation, because of the general cut by manufacturers, and are now asking 29@34c. per pound.

CODLIVER OIL.—The radical cut created by the unexpected offer, last week, of a Norwegian manufacturer to accept April contracts at $22.00, still paralyzes the market. The demand in neither primary nor secondary market has increased as much in consequence as might have been expected. During the week, because of these influences and a demand of but moderate proportions, jobbers have shaded their prices to $38.00@45.00 per barrel for Norwegian oil, and $1.75@$2.00 for less, per gallon; Newfoundland, $35.00@37.50 per barrel and $1.50@1.75 for less, per gallon.

RED GUM.—Latest jobbing prices for true are $1.75@2.00 per pound.

MENTHOL.—For some time past the market has gradually weakened under the pressure of increased supplies and the relaxing of the efforts of holders for a rise. Jobbing prices vary considerably, but all show a decline. Two representative quotations by different firms are $2.75@3.25 per pound and $3.20@3.45 per pound.

ANISE SEED, STAR.—Higher foreign markets induce jobbing advances here, but the range of jobbing quotations is wide, 25@37c. per pound.

VALERIAN ROOT.—The market is firmer in sympathy with stronger markets abroad, and former cheap sellers of Belgian have either withdrawn or advanced their quotations. Jobbers have therefore raised their prices to Belgian, German and Vermont, to prices included in the range of 16@33c., with powdered costing three cents additional. English is quoted 46@51c.

WOOD ALCOHOL.—The consumption is steadily increasing and with a good demand and reduction in available supplies, the market has risen all along the line, so that present jobbing prices are, barrels, per gallon, 72½@73c., and less, gallon, 80@90c.

CHAMOMILE FLOWERS, ROMAN.—Supplies of the old crop are reduced both here and abroad, causing an advance in jobbing prices to 30@40c. per pound.

HEMLOCK OIL.—A readjustment in jobbing prices follows the decline on the basis of 55@75c.

FORMALDEHYDE.—Following a reduction of some time ago by wholesalers, jobbers now are asking 10½@11c. per pound for 40 per cent., in barrels and carboys, and 20@25c. per pound for less.

SIMARUBA BARK.—To move stocks more freely, jobbers have reduced quotations to 40@45c. per pound for the whole, and 50@55c. per pound for the powdered.

GINSENG ROOT.—This commodity is subject to frequent fluctuations, as there is not only speculation, but also speculative production. The most recent wave is an advance due to a certain scarcity of supplies and a good demand. New jobbing values are $9.25@10.00 per pound.

CRAMP BARK.—A slight decline in the wholesale market is duplicated by jobbers, who have lowered quotations to 28@33c. per pound for the whole and 26@30c. per pound for powdered.

JALAP ROOT.—Heavy arrivals are depressing to values and jobbers have cut prices to 19@24c. for the whole, and 24@29c. for powdered, per pound.

CUTTLEFISH BONE.—The market is higher abroad, but the upward movement in the wholesale market here is too insignificant to affect jobbers.

TRUXILLO COCA LEAVES.—These show a firmness and a slight advance in the primary market, because of light spot supplies and a good demand, but jobbers make no changes.

BISMUTH PREPARATIONS.—The English market is lower, but local wholesalers are opposed to any change here and no price alteration is looked for.

LEMONGRASS OIL.—Prices are up in Eastern European markets and an advance here soon is probable, but nothing has happened yet.

CARNAUBA WAX. Scarcer than ever; good demand, higher in all quarters. New jobbing prices are the following: No. 1, 44@48c.; No. 2, 41@45c.; No. 3, 37@41c. per pound.

SODA FOUNTAIN REQUISITES.

Smith & Painter, of Wilmington, Del., send us their price list of Soda Fountain Requisites for 1905. It is a thirty-two page list devoted to complete information, with prices, regarding their natural fruit juices, concentrated syrups, unfermented grape juice, crushed fruits and numerous specialties. It also contains some interesting information on the essential points for the management of the soda fountain, with a number of good fountain recipes.

Every druggist who has a fountain will appreciate one of these lists and copies will be sent on application.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MARCH 23, 1905. Number 12.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The Grady Bill in the New York Legislature Conference of Pharmaceutical Faculties.—Soda Fountain Attracts Trade Epidemic of Cerebro Spinal Meningitis.—Consolidation of Chicago Schools of Pharmacy.—Advertising the A. Ph. A.—The Late Dr. Prescott.—Pharmacist and Physician.—Soda Water Formulas.—Theory and Practice Notes.—Question Box.

NEWS.—Kings County Society and 'Phone Question.—Drug Section of Board of Trade Will Honor Mr. Wellcome.—Opposition to Grady Bill.—W. C. T. U. Wages War Against Alcoholic Proprietaries.—Delay in Loder Suit.—Death of Fletcher Howard.—Legislative Measures in Minnesota.—Frederick Stearns & Co., Semi-Centennial.—What Colleges of Pharmacy Are Doing.

TRADE.—Window Advertising; Mr. Field, of the Riker Company, Discusses the Art of Effective Displays.—The Way to Run a Fountain in Missouri; Mr. W. M. Federmann's Soda Business in Kansas City.—A Warning to Cigar Men by the Treasury Department: Avoid Empty Dummy Boxes Without Stamps.—Business Record. Patents Market Report.

EDITORIAL COMMENT

The Grady Bill.

The pure food and drug bill, known as the Grady bill, and now before the legislature at Albany, is, after all, likely to have considerable attention from druggists. A few weeks ago we expressed the opinion in these columns that the retail pharmacists were so certain that the obnoxious measure would receive its quietus from those more directly interested that no attention from the committee would be necessary. It has later developed that the bill has certain half-concealed possibilities which demand prompt action, and last week Dr. Muir took considerable time and trouble to explain its vicious nature to the legislators.

The purposes of the bill are superficially worthy ones, the prevention of fraud and adulteration, but a careful examination of its provisions discloses the fact that it confers no powers of inspection and prosecution not already possessed by the Health Department and the Board of Pharmacy. Its definitions are sweeping, but there is nowhere a clause likely to give the public protection not already provided for.

On the other hand, the bill contains provisions which are admirably adapted to protect the proprietary manufacturer who ships his goods into this State from foreign countries or from other States. The clause defining misbranding places in the category of misbranded drugs all goods sold in imitation of other goods, containing any misleading statement upon the label and not properly provided with a printed formula upon the package. But the most suspicious portion of all is Section 13, which reads as follows:

"The person who shall make the complaint or give the information which results in the conviction of any manufacturer, producer or dealer of any violation of this act, shall be paid one-half of the amount of whatever fine is imposed as a penalty for such violation, and a Board of Health or a District Attorney to whom such complaint is made, or to whom such information is given, shall certify to the clerk of the court the name of the person to whom such payment is to be made."

In other words, it gives a foreign firm a beautiful opportunity to protect its trade rights at the expense of the State. All that would be necessary if this ingenious scheme were to become operative, would be to turn an inspector loose, allow him to make complaint and collect half the fine imposed by the machinery of the Government. The slipshod manner in which some manufacturers look after their trade fences would even render it possible to realize a profit on the transaction. A few months of neglect would flood the market with imitations; then an enterprising inspector would have no difficulty in lodging sufficient complaints against various branches of the drug trade to keep the courts busy for some time and the fines collected would constitute a veritable harvest.

The Soda Fountain Attracts Trade.

What is the value of a soda fountain as means of stimulating trade in other lines of goods? While opinions may differ as to the profit to be derived from the sale of ice cream soda at five cents a glass, there can be only one answer to this question. The fountain is an ornament and in most drug stores occupies a conspicuous place. It adds to the general attractiveness of the place and brings people inside. That is the first object of all trade-bringing schemes; get the people into the store.

The effect of the fountain upon the regular trade of the drug store, prescriptions and drugs, may not always be apparent, but it must be considerable in a direct way. Its influence upon the side lines which fill up the greater part of the store room is direct and most important. Fountain customers find a surprising number of wants, of the existence of which they are unaware until the article needed appears before their eyes. Confectionery and cigars are perhaps most directly benefited by the close proximity of a fountain, but perfumes and specialties for minor ailments are also within the radius of its influence.

Doctors and N. F. Preparations.

Dr. Anderson, in an address, recently, made a statement which is somewhat more significant than appears upon the surface. He said that the use of National Formulary preparations was steadily declining. The Formulary was compiled for the purpose of fur-

nishing physicians a reliable class of attractive ready-made remedies in the hope of discouraging the prescribing of mixtures about which the druggist can know very little and the doctor much less.

Many campaigns have been inaugurated to increase the physician's respect and regard for these semi-official preparations. Yet their use is steadily declining.

Does this mean that the doctor's confidence in the manufacturers of specialties is growing at the expense of the druggist's reputation for skill in making agreeable preparations, or that medical men are returning to the Pharmacopœia for their armamentaria?

Soda Syrup Investigation.

The soda fountains of this State are to be subjected to a rigid inspection, and it will be well for druggists to do a little investigating on their own account before the inspector arrives. The object of the quest is unsanitary syrups and samples are to be submitted to the State chemist who will be asked to look especially for artificial flavoring ethers.

Commissioner Wieting of the State Department of Agriculture has the matter in charge. He said in a recent interview: "The soda season will open in a few weeks, and I concluded that this time would be a proper one for making an inquiry into soda syrups. Many children are made sick every year by impure syrups, and I am convinced that an examination will show that they contain injurious substances."

This statement reveals a curious attitude for an investigating man of science. The temper of the remarks should put all druggists upon their guard. He who starts out with the object of discovering some great wrong is pretty likely to find it.

Druggist Who Does Not Sell Liquor, the Exception.

The description of the soda fountain trade in Kansas City, which appears elsewhere in the present issue, reveals a startling state of affairs in the drug business of that thriving western town. The druggist interviewed considers it worth while to feature the fact that he does not dispense liquors at his soda fountain, which seems to indicate that serving strong drinks at the soda dispensing stand is the rule rather than the exception.

It is scarcely necessary to point out that herein lies a danger to the fountain trade everywhere. Even if the laws of the State permit such practice, a prejudice against the fountain on the part of the temperance people is something which those interested in the sale of innocent beverages will not wish to encourage.

The Permanent Job.

The editor of one of the popular journals has got himself into a curious predicament by serving up general rules of life without the seasoning necessary to render them suitable for exceptional cases. Some time ago he enlarged upon the evils of too steady employment. The deadening effect upon the average man of the routine job, which can be held with a minimum of exertion and with no dread of discharge, was dwelt upon at length. A good salary and a permanent place were shown to be important factors in preventing good men from making the most of themselves. For, he argued, the only road to success lies through unrelaxed effort, ambition to do better, and initiation in devising plans of one's own.

Taken in a general way, these remarks are no doubt wholesome, for a reasonable amount of worry about the future is good for at least ninety-nine men out of a hundred. It hardens them and renders them fit to grapple with the new difficulties which are the only certainties in this uncertain world. But the proposition must be taken *cum grano salis*. A reader, an elderly gentleman, neglected to add the necessary seasoning, and hastened to write to the editor inquiring what to do. He had held a steady job for years, and feeling himself stagnating, wondered whether he had not better break out of the routine and begin anew.

The editor in question rose to the occasion; he explained that even a comfortable berth with plenty of income need not drive anybody into premature decay. It is possible to retain a broad interest in things and to keep in touch with living affairs without the constant spur of necessity. Drug clerks need have no fear of remaining too long in one place.

Advertising the A. Ph. A.

The proposal made some time ago to advertise the American Pharmaceutical Association may not have been taken seriously by the members of that dignified body, but something very like systematic publicity is now being carried on and no doubt with very good effect.

The advantages of membership in the great association which represents the professional and scientific side of pharmacy are pretty well known to all of us, but amid the hurly-burly of life and the distractions of the advantages of a thousand other things which are daily thrust under our noses we are apt to lose sight of them. A. Ph. A. publicity is no more nor less than a reminder to every pharmacist that he has a duty to his profession in a broader sense and that he misses much of the spirit which alone makes things seem worth while if he continually ignores the distinctive part of his daily work.

The letter of Mr. Eckstein to the druggists of Minnesota is an example of what may be done to bring more pharmacists to a realizing sense of the importance of the A. Ph. A., both as a source of profit and a fountain of professional stimulus.

The 'Phone Question in New York.

It seems that, after all, the druggists of this city are to take a hand in the fight with the telephone companies. If the organization of the new N. A. R. D. association were a little more nearly complete, this would be an excellent opportunity to test its newly-created powers. Perhaps, as it is, it may not be too late to show the authorities that the druggists of the city have very definite ideas as to what is just and proper in the matter of votes.

Dr. Muir at the meeting of the Kings County society last week gave some very pertinent information about the objections of the telephone people to the slot-phones. He said the company preferred to let the druggist waste his time to install automatic booths. The pharmacist's time is too valuable to be placed at the disposal of a mere public convenience, and that alone should be sufficient incentive for a vigorous organized campaign all along the line.

The Conference of Faculties.

An interesting publication recently issued is the Proceedings of the Fourth and Fifth Annual Meetings of the American Conference of Pharmaceutical Faculties. The little pamphlet of some forty pages represents a great deal more than the work actually recorded. It marks a growth and tendency in educational thought which promises more for the future than for the immediate present.

The Proceedings includes two presidential addresses, one by Prof. Edward Kremers and the other by Prof. H. H. Rusby. Both furnish much food for mental digestion. Here is a suggestive sample from Prof. Kremer's paper: "The graudate who ten years ago knew his Pharmacopœia to the very dot on the letter 'i,' and who could turn out a perfect batch of pills, may be totally out of date to-day when the Pharmacopœia of 1880 has become an historic treatise, and when he may have little or no opportunity to make pills. The man who, with a solid scientific foundation, combines a proper economic sense and business instinct, so that he can adapt himself readily to changing economic and commercial conditions, is the one to succeed in the long run. 'The science of to-day is the practice of tomorrow.'"

Novel Advertising for a College.

We are indebted to a friend for the receipt of a folder setting forth the advantages of a certain college in a unique way. Besides the name of the institution, the requirements for admission and the degrees conferred, all stated in tabular fashion, it contains nothing but a letter from an imaginery teacher to his former pupil who is about to go somewhere to college. Not once during the course of the letter is the name of the college mentioned, the advantages of the ideal school being merely expounded in the abstract.

The epistolar form is well sustained throughout the discourse, and on the whole is interesting reading. The advice given is fairly useful, although largely of the obvious sort. Thus, the admonition begins in this way: "I advise you to seek a college that will make you work hard, and that has such a teaching force and such an equipment as will make hard work bring the largest returns. You do not want a cheap or empty degree, and, therefore, you should not go to a college where the standards of scholarship are low, or where the teaching is weak, or where the faculty is too small, or where the library or laboratory facilities are inadequate."

This is a fair sample of the style of this latest disciple of the "Self-made Merchant." Whether it answers its purpose as an advertisement, we shall have to leave the expert to determine. The accepted rules of advertising are broken rather freely, but then, advertising is a very uncertain game, and, "You never can tell."

Stearns & Co. Semi-Centennial.

The first quarterly issue of the New Idea for 1905 commemorates the fiftieth anniversary of the founding of the house of Frederick Stearns & Co. The number is dedicated to the founder of the firm, Mr. Frederick Stearns, whose active participation in the business affairs of the company bearing his name ceased eighteen years ago. It contains a brief sketch of his life and devotes considerable space to the history of the development of Mr. Stearn's "new idea" in pharmacy, popular nonsecret family medicines.

The dedication gives evidence of the esteem and affection in which Mr. Stearns is held by his business associates. The following appreciation, which appears in tabular form, is a sufficient monument to any life of activity and usefulness:

"To Frederick Stearns, whose contributions to pharmacy have enriched its science; whose pioneer work in manufacturing gave to the West its first great pharmaceutic manufacturing establishment; whose original methods have increased the prosperity of pharmacists; who has encouraged pharmaceutic education; who has liberally patronized the fine arts; who has labored to develop general culture; whose success was wrought by patient and unceasing toil; whose genius has been constructive. May peace and happiness be his; may the remaining years of his life be happy; may pharmacy ever honor his name."

Why Friday?

Why is Friday morning the time of the week almost universally devoted to the overhauling and refurnishing of drug store windows? That is a question for which Mr. Field, who makes a profession of show window advertising, would like to have an intelligent answer. There are many reasons why at least an occasional exception to the rule would be advisable, if not actually profitable, yet the last day, but one, of he week, finds nearly every drug store in the country in a state of dislocation.

Mr. Field, to whom this issue is indebted for a comprehensive discussion of window decoration, can find no reason whatever for this strange Friday custom. To him one day is as good as another for introducing the public to a new line of goods, as far as this is consistent with freedom from smudges on the glass and absence of dust from the wood work. A division of the dreaded task between two or more days would seem to be advantageous in several ways. It would give the public fresh bursts of splendor more frequently.

Perhaps some of our readers will be sufficiently interested in the subject to let us know what they think about the subject. Is the Friday habit a survival of Puritan days when every one began betimes to prepare for the Sabbath; or, is it merely one of those queer freaks of unconscious imitation—like fashions in dress and the use of new words in conversation?

An Epidemic of Cerebro-Spinal Meningitis.

We are at present passing through what appears to be almost an epidemic of cerebro-spinal meningitis. During a single week the health authorities of this city reported sixty-nine deaths from this dread malady. In one family four of five children were stricken, and full returns from all parts of the eastern section of the country will undoubtedly show an unusually heavy mortality from this obscure disease. It will be well for druggists to remember that there is considerable danger from infection if not contagion in these cases, and to post themselves as to the precaution to be taken so that they can warn their patrons. A physician in Philadelphia, last week, contracted the disease from a patient and died within four days.

That medical science is at present practically helpless in dealing with cerebro-spinal meningitis only shows that there are in the physician's domain still many citadels yet to be assaulted and taken.

Consolidation of Chicago Schools.

Mr. Bodemann writes that earnest efforts will be made to consolidate the two schools of pharmacy in Chicago. "Either the State University School will be merged with that of Northern University or both institutions will abandon the courses in pharmacy in favor of one large, independent college supported by a Carnegie endowment of a million dollars."

We do not know whether the reference to the Laird of Skibo Castle is meant to be taken in any but a Pickwickian sense. If Mr. Carnegie has become interested in pharmaceutical education, that is good news, indeed, and if he has not, why should he not? Until recently philanthropic givers have passed pharmacy schools by, but recently a capitalist of Boston has set an excellent example. If not the builder of libraries, it is time that some other person blessed with superabundant means, founded a college of pharmacy, which could afford to pursue the ideal independent of student fees.

The New Jersey druggist who owns a flesh-eating and rat-killing carriage horse should employ a press agent and use the wonderful animal in advertising his business. It is related of this strange horse that it catches and kills rats, over twenty of the marauding rodents having been disposed of in this way in one month. The story about equine flesh-eating is less surprising, for travelers tell us that on the arid coast of Southern Arabia there is a breed of ponies which, in the absence of plant life, feed exclusively on fish.

"What is the matter with pharmacy as a calling? It demands as much brains as any so-called learned profession. It requires commercial wisdom in no less degree than other lines of trade—and probably rewards it as well." We quote this remark from one of our exchanges. Pharmacy is a a good career, and is becoming more desirable every year. And it seems that many people are finding it out. An unusually large number of new drug stores are reported this week.

"The soda business?" inquired the druggist. "It may be a matter of opinion. My neighbor, two doors from here, considers it a nuisance, and will have nothing to do with it. Last year I made a good profit on ice cream soda at five cents. This year I mean to charge ten. My store is not large enough to accommodate all of my patrons."

C. P. EMANATIONS

Gilt Silence. Sometimes Mistaken for Golden.

"What do you think of this as a motto: 'The Secret of Success is "Keep Mum"?'"

"It is all right as far as it goes," replied the C. P. "but like all those smart sayings, it says both too much and too little."

"It is a pretty good rule," observed the druggist.

"Excellent for some men."

"For instance?"

"Thieves and detectives."

"And who are the exceptions, please?"

"Now, don't go too fast. I don't want to be forced into a short, snappy remark that is quite as idiotic as the one you quoted just now," said the C. P., holding up the palms of his hands as if to ward off a sudden attack. "Silence, like everything else—it all depends. Keeping mum is golden only when it is tempered with discretion. Some men have a faculty of speaking up at the wrong time and acting the clam when they ought to be saying something."

"Successful men have always been men of few words," suggested the druggist.

"Not always" replied the sage. "Barnum was always talking. He was constantly shouting all over the sides of barns, fences and in the newspapers."

"Oh, that! I call that advertising," objected the druggist.

"Call it what you will. If he had not told people what he had done, was doing and expected to do, he would never have been a great showman."

"You don't catch what I am driving at," said the druggist. "Keep your own council in business affairs; I mean private affairs."

The old gentleman nodded. "I understand," he said, "I merely wanted to show that there are distinctions in this clam business. I will go a bit further, and say that the average business man, and especially the druggist, doesn't talk half enough. I don't mean to the public in an advertising way, but about his intimate business affairs to his clerks."

"The head of an establishment must give orders," said the druggist, his face very stern. "It is the clerk's business to obey. What the order means is none of their affair."

"Ah! there you are mistaken," replied the C. P. "How is a clerk going to carry out an order intelligently unless he knows something about what the boss is driving at?"

"Orders should be accompanied by sufficient instructions," said the druggist.

"If instead of instructions, you will say explanations," remarked the C. P. "That is precisely what I mean. The first druggist I worked for was one of the clamming kind. He believed in keeping everything to himself. 'Trust nobody,' was his motto. One day he ordered me to unpack a case of bottles in the back room. I went at it with a vim—was so absorbed in obeying orders that I never noticed that the store was full of people. You see the boss went out to get a hair cut, and I knew nothing about it."

"That's not to the point."

"The same principle applies to bigger things. Another day he said to the head clerk, in his domineering way, 'Here, Jim, clean out that mess,' pointing to several shelves full of odds and ends, 'most of it is only fit to throw away.' Jim hated to ask questions. He assumed that he was expected to judge of what was worth saving and what was worthless. He made a mistake, of course, and left a row of practically empty shelves."

"I don't see how that applies either," said the druggist.

"I know another druggist who kept things to himself," resumed the C. P. "He lost a faithful clerk, because he curtly refused to consider an increase of salary. If he had explained in a few words that the rent had been increased, that he was obliged to meet an unusually large number of bills just at that time, and that sickness in the family put him under an extra heavy expense, that clerk would have been more than willing to wait another year.

"One summer, the same druggist left the store short handed, during the vacation season. He neglected to tell his help that he had tried in vain to get extra men, and that a trip was necessary for the health of his wife. When he came back, he found things in a pretty mess, and the force so disgruntled that he was obliged to break in an entirely new set of men. He alone knows what he lost by that golden silence."

"Still, business secrets—" began the druggist.

"Yes, yes; I dare say there are important business secrets," broke in the old gentleman, impatiently, "but their importance is vastly overestimated. As a rule, when they become public, which they always do in the end, it generally turns out that they never amounted to a great deal. A man who can't do everything himself has got to trust somebody. If his employes are not worthy of his confidence, he ought to fire them."

Making Artificial Camphor.

Another process for the artificial production of camphor has been patented in England. A solution of pinene hydrochloride, alkali hydroxide and an alkali formate or oxalate in alcohol and water is treated in an autoclam for ten hours at about 120 degrees C. As much of the alcohol as possible is then distilled off on the water-bath and the residue acidified and distilled with steam. The borneol or isoborneol which distils over is dissolved in benzene and oxidized camphor with potassium permanganate.

Adulterated Eucalyptus Oil.

C. T. Bennett (Chem. & Drug.) reports the discovery of large consignments of eucalyptus oil adulterated with castor oil. The mixture answered the accepted tests fairly well, but is more viscous and contains less cineol than its specific gravity seems to require. The castor oil is easily separated by distillation. One sample of the adulterated oil contained 20 per cent. castor oil, and others from 12 to 15 per cent

OUR LETTER BOX

THE LATE DR. A. B. PRESCOTT.

March 11, 1905.

Editor The Pharmaceutical Era:

On the 25th day of February, Dr. A. B. Prescott, dean of the department of pharmacy of the University of Michigan, passed away, and memorial services were held in Sarah Caswell Angell Hall, on the 28th of February. Fitting tributes were paid his memory by President Angell, Dr. Victor C. Vaughan, Dr. W. J. Herdmann and Prof. Dooge; after which resolutions were read by Prof. Schlotterbeck and Dr. Novy for the pharmacy and medical departments, respectively; and also resolutions by the presidents of the various classes of the two departments.

I enclose herewith resolutions from the faculty and senior and junior classes of the pharmacy department, for publication. Yours very respectfully,

J. O. SCHLOTTERBECK.

WHEREAS, The faculty of the school of pharmacy of the University of Michigan has sustained an irreparable loss in the death of its dean, Albert Benjamin Prescott, and

WHEREAS, The faculty of the school of pharmacy wishes to record its deep sense of sorrow caused by the removal from its midst of a wise leader and a beloved colleague who for more than a quarter of a century has labored earnestly and unceasingly for the advancement of pharmaceutical education, and for the welfare of the school of pharmacy, be it therefore

Resolved, That by the death of Albert Benjamin Prescott, to whose efforts and labors the school of pharmacy owes its high standing in the educational world, it has lost a most valuable executive, one whose sterling and unselfish qualities have gained the lasting respect, admiration and love of everyone with whom he came in contact, and

Resolved, That his colleagues and students will ever carry the recollection of that kindly face, that cordial and considerate manner, that forgetfulness of self in thoughtfulness for others, as a cherished and tender memory, and inspiration to better work and a better life, and be it further

Resolved, That a copy of these resolutions be spread upon the minutes of the faculty and also that a copy, with the assurance of our profound sympathy, be conveyed to the bereaved family.

Signed:
J. O. SCHLOTTERBECK,
E. D. CAMPBELL,
L. S. BIGELOW.

Inasmuch as it has seemed best to Divine Providence to take from our midst, our revered and beloved professor and dean, Doctor Albert Benjamin Prescott, be it

Resolved, That in the death of Doctor Albert Benjamin Prescott, the members of the senior class of the school of pharmacy of the University of Michigan have lost a kind and loving friend, teacher and guide whose life and successes may well be a model for all.

Resolved, That we tender to his family our heartfelt sympathy in this, their hour of grief; and be it further

Resolved, That a copy of these resolutions be sent to the family, and preserved in the archives of the school of pharmacy and published in the college and pharmaceutical journals.

CORNELIUS J. DUTMERS,
FLORENCE M. MEEK,
JAMES T. BOWLES.

WHEREAS, It has pleased the Almighty God to fulfill and perfect the illustrious

life of Doctor Albert Benjamin Prescott.

WHEREAS, His distinguished services to the profession of pharmacy, to the University of Michigan, and to the individual members of the school of pharmacy, have become a lasting and priceless treasure, and

WHEREAS, His pure and noble character, lofty ideals and kindly nature will ever be an inspiration to us for greater and nobler efforts, therefore, be it

Resolved, That in the death of Doctor Albert Benjamin Prescott, the university, and especially the students of the school of pharmacy have lost a most kind and loving friend and teacher, and be it

Resolved, That we the students of the junior pharmacy class, herewith express our keen sense of the loss we have sustained and wish to convey our deepest sympathy to the bereaved family, in this, their greatest sorrow, and be it

Resolved, That a copy of these resolutions be sent to the family, to the university, and to the pharmaceutical and city publications.

Committee on resolutions.

GEORGE B. MORRIS,
FRANK S. SCHANIER,
ROBERT A. HOLBROOK.

Professor Joseph P. Remington, dean of the Philadelphia College of Pharmacy and chairman of the Committee of Revision of the United States Pharmacopœia, writes as follows:

Although Professor Albert B. Prescott has been failing in health for some time, his death came as a great shock to his scientific friends. Gifted with a rare personality, to know him was to love him. His services to chemistry and pharmacy in America have placed him in the front rank of those whose names will be inscribed upon the roll of eminent educators in this country.

For more than twenty years he has been intimately associated with the work of revising the United States Pharmacopœia. He was frequently called upon by Dr. Charles Rice in former revisions for special research work, and although he declined to serve as a member of the Committee of Revision, he was always willing to respond to any inquiry made by the chairman. He has contributed to the new pharmacopœia a valuable test for the detection of methyl alcohol, and in many other ways has aided in the work of the committee. At the time of his death he was first vice-president of the United States Pharmacopœial Convention.

Dr. Prescott was a man of high purpose and possessed of great nobility of character. His voice was always heard in favor of what was right, just and pure. The University of Michigan will sadly feel the loss of this great man, and the army of students who were privileged to listen to his lectures will never cease to profit by his clear expositions of difficult chemical questions. American pharmacy is called upon to mourn the loss of one of its brightest ornaments and best men.

THE N. A. R. D. PRICE MARK.

Chicago, March 13, 1905.

Editor The Pharmaceutical Era:

Just got a refill prescription from way down in "old Virginia," and it had this mark: "R T N. A. R. D." Surely "de world be movin'." It did my heart good. Very truly yours,

W. BODEMANN.

PROFANITY JUSTIFIED.

Chicago, March 18, 1905.

Editor The Pharmaceutical Era:

As a matter of justice to the editor of N. A. R. D. Notes, as well as to the rest of us who are working at the headquarters of the National Association, and in order that there may be no chance to misunderstand what constitutes the class of druggists which Notes has designated as "shrimps," I want to say a few words regarding your editorial entitled "Notes on the Shrimp," which appeared in the March 16 issue of The Era.

The expression "to h—l with the shrimp," quoted in Notes was uttered on the floor of the Chicago Retail Druggists' Association, at one of its recent meetings, during an impassioned address by a loyal N. A. R. D. druggist on the subject of cowardliness and despicability of anyone's accepting all the benefits which the national and the various local associations, respectively, have been able to secure as the result of years of the hardest sort of hard work and then throwing into the faces of the workers in these associations (in reply to their request for financial aid with which to continue the work) the statement: "We know the N. A. R. D. is benefiting us; we've got the money in our tills to show for it, but you can't *make* us pay and we don't propose to give up anything we don't have to." There are times when polite language doesn't do justice to the subject under consideration and I will leave it to any druggist whose arteries are full of rich, red blood, whether this is not an instance, despite the fact that The Era deprecates the "abuse" and "profanity" which it is claimed characterize what Notes has said on this live topic.

Whoever wrote the editorial in The Era, to which I have referred, has a wholly wrong idea as to the class of individuals Notes designates as the shrimps. Apparently the editor has a notion we are referring to the man who is too poor to pay $4.00 a year for the benefits he is receiving as the result of N. A. R. D. activity on his behalf. This misconception does us the greatest injustice. The number of druggists who cannot afford to pay one and-a-tenth cents a day, for the protection and the advancement of his interests which the N. A. R. D. bestows, is very small; but it would be quite as unjust to berate a citizen who had lost a leg or an arm in active military service for his country because he did not rejoin the army, as to abuse such a druggist as I have mentioned because he did not contribute to the maintenance of the National Association.

Neither has Notes in mind the druggist who, honestly, is not yet convinced the N. A. R. D. is a good thing for the retail druggists of the country. We are inclined to regard with wonder, not unmixed with pity, a druggist who is so lacking in appreciation of a good business proposition when he sees it, but we certainly have no intention of saying harsh things about such a man. On the contrary, $45,000 was fixed upon by the National Association at its last convention as the amount to be used during the present year for evangelizing among druggists of this class. Some of the most active men now in the ranks of the N. A. R. D. did not, a few months ago, fully comprehend the aims and methods of the National Association, and because of this lack of comprehension, these men underestimated the value of the movement into which many of us have, for nearly seven years, put the very best work of which we are capable. Those who are still unconverted, we have no intention of designating as shrimps; we do not even call them (to use the kind-hearted Era editor's term) "narrow-minded." We look upon them as unenlightened; we think they are extremely slow to grasp the import of what we have been trying to do and we regard it strange they fail to place the proper estimate upon the splendid results of our years of earnest labor; but we are entirely willing to *show* them wherein they are standing in their own light in not co-operating with us. Such a thing as "abusing" such druggists never entered our minds and The Era editor must place a very low estimate upon our right-heartedness to bring against us, directly or indirectly, a charge so utterly groundless.

The individual we are after is the man who is fully able to do his part of the work and to pay his share of the expense of improving the common lot of our fellow-craftsmen, but who is too despicably mean to do either. The man we have in mind acknowledges the enormous value of what has been accomplished for him through organized effort, and yet he refuses to give the work either his moral or financial support because of innate or acquired, or both kinds of swinishness. The man we are talking about takes refuge behind the well-known fact that he cannot be *made* to co-operate and who shamelessly bases his attitude upon that ground. Such a man deserves to be execrated, he deserves to have every druggist in his community know he possesses the despicable qualities I have mentioned, he richly deserves social and professional ostracism. It is hard for us to believe that the editor of The Era is the sort of man to defend, publicly or privately, an individual so utterly devoid of the qualities that constitute manhood.

With the end in view of determining what the shrimp in the drug business really is, we would suggest that The Era editor confer with some of the self-sacrificing men prominently identified with the efforts that are being made (thank God there *are* such druggists in every State) by the various pharmaceutical bodies throughout the United States, from the American Pharmaceutical Association down to the neighborhood group, who would like to get together on Sunday-closing. Let him ask these workers to describe the type of man who, as far as he is able, blocks the game at every turn, who will pay nothing, who will *do* nothing but obstruct, who isn't amenable to reason, who can't be coaxed, wheedled or driven, who simply *will not co-operate*—not because he has any excuse for refusing to do so, but because—because he is a shrimp. If The Era editor will get the ideas of these workers regarding the shrimp, we shall be entirely content to leave it with himself to decide whether the individual we have in mind deserves anything better than to have the truth told, even though the language employed be more lurid than diplomatic. It is inconceivable that The Era or any other pharmaceutical publication that has its heart set upon bettering

the calling in which we are engaged, should come to the defense of a class so totally unworthy of respect. In designating such creatures as shrimps an apology is due our crustacean friends, an apology that is hereby tendered. Very truly yours,

THOS. V. WOOTEN.

[A careful perusal of the paragraph in question should convince anyone that The Era's remarks contain nothing in the nature of a defense of the "shrimp." That shirking individual probably deserves all the abuse that has been heaped upon him. It was the use of cheap profanity by Notes that inspired those remarks in our editorial columns. The explanation that the language of the street was uttered in the heat of an exasperating moment does not excuse Notes. The words were used editorially, and surely the editor does not allow a momentary passion to color his remarks. The Era understands the meaning of the word "shrimp," as used in Chicago, but there are many honest, conscientious druggists who do not. Is it wise to scatter profanity broadcast when a decent, convincing argument might turn apparent rebels into staunch supporters? —Ed.]

MEMBERSHIP IN A. PH. A.

Andrew J. Eckstein, New Ulm, Minn., sends us the following communication he is mailing to pharmacists in his State, asking them to become members of the American Pharmaceutical Association. The printed matter referred to by Mr. Eckstein consists of a paper read before the Ohio Ph. A., by Prof. J. H. Beal, on "What the A. Ph. A. Has Accomplished in Fifty Years," and a prize paper by Mr. Bruno Batt, of St. Louis, on "Ten Reasons Why a Druggist Should be a Member of the A. Ph. A."

Mr. Eckstein's letter follows:

New Ulm, Minn., March 1, 1905.

Dear Sir: I am enclosing herewith some printed matter pertaining to the American Pharmaceutical Association.

Whether you will it or not, you are part of the pharmaceutical strength of this country. But, energy you know, is useful only when it is active. What affects all of the pharmacists in this country, affects you. One druggist bears the same relation to the drug trade as a nerve to the entire system. You cannot get along without the assistance of the system. Nor can you get along so well apart from this half-century-old organization, as you can by becoming identified with it.

Not knowing your views with regard to societies or associations, I cannot argue with you for the sake of making you believe as I do in these matters. It is not my wish to do so. I am taking this up wholly as a *matter of business*.

From time to time, concerted action is necessary. Neither you nor I could do much before Congress in defending a measure for the betterment of the trade. Nor could either of us interest Europeans who have perfected themselves in pharmacy in giving to the pharmacists in this country an idea of what they have done. It is the old, old cry of the strength in unity, but it is logical. The American Pharmaceutical Association has shown in many ways its great value to the druggists of the United States. It will continue to be of value to us pharmacists.

In the enclosed matter, you will find the reasons for your joining this association. But aside from all other reasons, important of itself, is the one fact that this association is of *value* to pharmacists, and it is helping them in their progress. The cost is nominal—and the results are important, large and numerous.

I should be very much pleased to hear from you. If you have arguments, should consider it a privilege to hear them. This is, in my estimate, purely a subject of co-operation. It is not something to throw aside. It concerns us vitally, and for that reason, I ask that you give it your consideration. In anticipation of your early reply and an application for membership in the grand and honored "American Pharmaceutical Association," I am, Fraternally yours,

ANDREW J. ECKSTEIN,
Member of the Committee on Membership for Minnesota.

PHARMACIST AND PHYSICIAN*

BY J. H. DROGE, M. D.,
Brooklyn, N. Y.

Originally the pharmacist and physician were one, but gradually a separation was brought about, and now we have two distinct and recognized professions. By legislation and through our colleges and the various State boards of pharmacy, we are gradually raising the standing and efficiency of both professions, as the requirements each year are becoming more rigid.

But I regret to say that a great deal is to be desired to elevate the standard and to increase the confidence between the physician and the pharmacist. The physician to-day must be alert for patients. Hospitals, dispensaries, drug stores, department stores and patent medicine firms, by all sorts of methods and schemes, are competing for patients.

The pharmacist must compete with the physician who dispenses his own drugs, or with the department stores and others who advertise extensively at cut-rate prices, with or without trading-stamps.

A large number of physicians write their prescriptions, depending upon the skill of the pharmacist to properly compound them. This should be so, for the doctor's time can be well occupied by the study and cure of disease, and not by compounding and dispensing his own remedies.

What has become of our old-time reliable, competent manufacturing retail pharmacists and dispensers, and what are the causes that have driven them away from their noble professions? How many retail pharmacists to-day prepare their tinctures, pills, ointments, elixirs, extracts, etc? All these preparations are sold by the manufacturers and bought by the pharmacist, thereby saving time and money.

The manufacturers control the supply of drugs which they buy at the lowest prices, but the drugs are not always of the highest grade. By the use of machinery they can turn out better appearing products, such as tablets, pills, tinctures and ointments. No hand-made pill can compare in shape, uniformity and appearance with those made by the leading pillmakers.

Few retail pharmacists can make their own preparations so cheaply as they can buy them, but do they receive the best grades of chemicals and drugs in these preparations, and does the physician obtain the desired result from his prescriptions?

At present the market is flooded with ready-made preparations suitable for all ills and diseases. All that is required is to read the printed matter on such a package, follow the directions, take from one to twenty bottles and you are cured. It requires no skill or knowledge to sell these preparations, either by a graduate pharmacist or by a department store clerk who does not known arsenic from indigo.

The department store, by buying large quantities, can sell for less than cost, thereby underselling the small retail dealer and gaining the bulk of trade. Apparently all protesting and combining does not remedy the evil of selling patent medicines and drugs by department stores, nor eradicate the cut-rate evil. With the energetic efforts of the manufacturing pharmacist, the patent medicine advertiser, the department stores and the dispensing physician, the old-time pharmacist who adheres strictly to pharmacy is doomed.

What is the retail pharmacist doing to meet this pressure, to fill in idle time and to be able to meet his expenses? He has added to his regular stock of medicines, countless patent and proprietary articles, cigars, soda water, candies, oils, paints, stationery, toilet articles, etc., and in some cases liquor and wines. On all these goods there is a certain amount of profit, but the quantity of goods sold is not so large, because of the competition of the department stores.

Naturally the pharmacist is forced into giving a certain amount of medical advice and counter prescribing, whether he wishes to or not. He is constantly called upon to treat emergency cases, such as accidents, to dress wounds and sores, treat coughs, colds, rheumatism, headaches or other ailments and the customer is willing to pay double the price for the drugs, that he may save the doctor's fees. There is no question that in many cases counter prescribing is overdone. The pharmacist has no legal right to make a diagnosis and to treat diseases. His domain is to compound prescriptions and to sell drugs; not to treat illness.

I do not think it is morally wrong to allow a person to suffer, or, perhaps, die from the temporary aid that might be given by a pharmacist in the absence of a physician, and any court will uphold him for treating an accident or poison case in an emergency until the arrival of a physician. But the pharmacist not only does give temporary relief for emergency treatment, but he continues the treatment from day to day and from week to week. In many cases, his practice obtained in this way is much more lucrative than that of his neighbor, the physician, and the pharmacist makes more money than he could make by adhering strictly to compounding and selling drugs. It is not likely that he will give up this part of his income for sentimental reasons only. Consequently the physician will endeavor to prevent his prescriptions from going to that particular drug store, or he will dispense his own drugs. He must also earn his living and get it in spite of all drawbacks, such as the counter prescribing druggist, the advertiser, the quack and the manufacturer of ready-made remedies. The physician naturally opposes those individuals in his endeavor to hold that which he thinks is rightfully his own. Medicine is a profession, and the advice of the physician is given for the welfare of his patient, not for the sole benefit or financial gain on the part of himself.

The constant aim of the medical profession is to alleviate suffering, to reduce the amount of sickness, and to prevent by sanitary methods the causes and spread of disease. What other profession or class of men constantly endeavor to take away from themselves the source of livelihood?

*Paper read before Kings County Pharmaceutical Society.

Does not their effort to prevent disease tend to deprive them of making a living? And still the physician must contend with a great many unscrupulous people, who, regardless of whom their so-called treatment may injure, are constantly aiming to make the almighty dollar. Whether the patient needs his remedies or not, the quack or the charlatan, in a convincing manner, misleads suffering humanity into buying his goods, with a result in the majority of cases, that is injurious to the health of the patient.

New remedies every day are put before the public by well worded advertisements, not alone by means of posters, circulars and the public press, but, I am sorry to say, through the medical, religious and pharmaceutical press. Innumerable sample packages of powders, pills, tablets, etc., are mailed to clergymen, school teachers and prominent persons, along with literature exploiting the wonderful effects of these remedies, which in many cases are endorsed by physicians.

One gross injustice to the doctor, and a dangerous procedure by some unscrupulous druggists, is the substitution of other articles for those that have been ordered. High priced drugs of certain known strength may be replaced by cheaper ones of variable quality, thus upsetting the calculation of physiological action; the doctor not obtaining the desired effect from the drug he has prescribed, loses confidence in the drugs or druggist, and resorts to self-dispensing or depends upon suggestion and hygiene. How many physicians know that paregoric is often made from benzoic acid obtained from urine? Two samples can rarely be found to resemble each other in medicinal properties and therapeutic strength. Three-fourths of the salicylic acid is made from coal tar, not from true oil of wintergreen, and it often produces serious gastro-intestinal inflammation. Cheap preparations of ipecac are inert. Sweet spirits of niter, syrup of iodide of iron, tincture of nux vomica, belladonna, digitalis, ammonium carbonate, etc., are all injured by age, yet those drugs continue to be dispensed until the supply gives out.

Any number of preparations could be mentioned which require the careful watching of the conscientious druggist. From the want of a reliable pharmaceutical preparation, many a poor man has gone to that land from which no traveler ever returns. The doctor who blindly practices medicine and pays no attention to the important factor of pure drugs, is simply gambling on the case. With the physician, quality should be considered of primary importance; price, secondary.

It is very annoying for the physician or the relative who has the prescription filled for the patient to have the druggists say, "Who is sick?" "What is the trouble?" or "If you had Dr. Brown or Dr. Smith, the patient would recover more quickly." Then again, the druggist may state his opinion of what the prescription is good for when the doctor intended it for an entirely different ailment.

Do not show your surprise at the dose or the kind of medicine prescribed and say: "Well, it is a strong dose for a child," as your statement will at once create distrust in the physician. Should the dose in your estimation be a large one, quietly and without the knowledge of the customer, communicate with the prescriber and learn from him if it is the quantity desired. The doctor will, in the majority of cases, thank you for this work and consider that you are a careful and conscientious dispenser; any other procedure would injure the patient's confidence in the doctor and create the latter's animosity. Should there be any grievance between you and the doctor, do not make it public, but seek an interview; ask for an explanation and the chances are that each will understand the other and be good friends in the future.

Another very unprofessional and injurious practice of a few druggists and doctors is the prescribing and dispensing of secret preparations by number or name known only to the pharmacist and the physician. The patient is thereby compelled to have the prescription compounded at that particular drug store for no other pharmacist can dispense it, and the chances are that the patient pays a good price for his drugs. Who knows but what the doctor is also a financial gainer by this system?

I think it is not out of place for me to mention one subject which to my mind would be of great benefit to both professions, and that is that each medical student should be compelled to take a practical course in pharmacy. He should know how to write prescriptions intelligently, giving proper dosage, avoiding incompatibilities and should be familiar with the appearance of drugs and mixtures prescribed. During my brief experience as a pharmacist I had the opportunity of learning the merits of properly prepared prescriptions. The scheme introduced by your society some time ago to present to physicians samples of National Formulary and Pharmacopœial preparations, I think is a very good one. Show your doctor that you can prepare as fine and as reliable preparations as any manufacturer in the country. A more liberal distribution of the Epitome of the National Formulary I think would be advisable.

A great mistake some physicians make is to tell the patient to buy ten grains of antipyrin or five grains of quinia or some other drug, or some proprietary preparation, whereas if he would write a prescription for the substances he would help both himself and the pharmacist from a financial point of view, and would tend to prevent subsequent serious results by the patient taking the drug without consulting the doctor and whether it be indicated or not. By not writing a prescription the physician loses his fee for a new consultation and the pharmacist cannot charge as much as he could for the medicine were it called for in prescription form, for the customer simply asks for ten cents' worth.

Now, what can we do to elevate both professions and bring them closer together so that we may best work for the mutual benefit of the patient, pharmacist and physician. You can cater to the physician and obtain his confidence, by showing him your skill in compounding his prescriptions, dispense the best and purest drugs, and above all, be an honest and a conscientious pharmacist, remembering that the physician can be in great help to you in building up your profession and business.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

"Cream" Liniment.

(P. J. L.)—Some formulas for liniments of a creamy consistency appear in The Era of January 12, 1905, page 41, under the title "White Liniment." Here are some others:

(1.)

Ammonium chloride...	½ ounce
Soft soap	2½ ounces
Oil of turpentine	10 fl. ounces
Boiling distilled water...	25 fl. ounces

(2.)

Alcohol, 90 per cent....	6 fl. drams
Olive oil.....	12 fl. ounces
Oil of thyme	2 fl. drams
Oil of turpentine	6 fl. ounces
Ammonia water	6 fl. ounces

(3.)

Acetic acid	5 fl. ounces
Oil of turpentine	9 fl. ounces
Two eggs.	
Distilled water	7 fl. ounces

Gray's Glycerin Tonic.

("Last Week.")—Trade marked rights, we understand, are claimed in the above title, and we cannot give the formula for the preparation as now manufactured. However, some years ago William L. Cliffe, of Philadelphia, communicated a formula with the statement that under the above title it had for years been known to Boston pharmacists and was very commonly prescribed by physicians. The formula, as furnished to Mr. Cliffe by Kelley and Durkee, is as follows: Gentian root, No. 40, 3¾ ounces troy; sherry wine, sufficient to percolate, 26 fl. ounces. To percolate add: Extract of dandelion, 4⅞ ounces troy; glycerin, 26 fl. ounces; dilute phosphoric acid, 478 fl. ounces; compound tincture of cardamon, syrup of lemon, syrup of orange peel, of each, 6½ fl. ounces.

Roach Exterminator.

(J. S. J.)—Various formulas for "roach exterminators" in powder form have been published in The Era. Here are some formulas from The Era Formulary:

(1.) A mixture in naphthalin, 2 parts; powdered angelica root, 200 parts; melidot, 50 parts; oil of eucalyptus, 5 parts; strewed around the places infested will drive the pests away.

(2.) Mix borax, 10 ounces; sugar, 3 ounces, and cocoa powder, ½ ounce, and sprinkle where the insects are.

(3.) Borax, 6 ounces; red lead, 2 ounces; sugar, 3 ounces; cocoa powder, 1 ounce.

(4.) Barium carbonate, precipitated, 1 ounce; borax, 2 ounces; oatmeal, 3 ounces. Mix.

SODA WATER FORMULAS.

Menthe Phosphate.

Creme de menthe, syrup ..	½ ounce
Lemon syrup	1½ ounces
Cracked ice	¼ glass
Mint leaves	2

Soda water, coarse stream, to fill 8-ounce glass.

Atlanta Bracer.

Chocolate syrup	2	ounces
Coca cola	1	ounce
Sweet cream	3	ounces
Egg	1	
Cracked ice	¼	glass

Shake, strain, toss and serve.

Frisco Favorite.

Vanilla ice cream, 1 inch in glass; cover with crushed strawberry, ½ inch; add 2 ounces raspberry sherbet, orange fruit, 2 ounces; fill glass with whipped cream. Serve in 14-ounce straight mineral glass, dress with whole cherries. Insert long spoon down on side of glass to bottom.

Moorish Sherbet.

Strawberry syrup	1½ ounces
Pineapple syrup	½ ounce
Vanilla syrup	½ ounce
Shaved ice	⅓ glass

Milk to fill glass.

Shake, strain, toss and serve. Top with nutmeg.

Loop the Loop.

Pineapple syrup	½ ounce
Orange syrup	½ ounce
Vanilla syrup	½ ounce
Egg	1
Ice cream	1 ounce
Brandy	2 dashes
Cracked ice	¼ glass

Shake, strain, toss and serve.

Crushed Strawberry.

Select ripe strawberries, stemmed and washed, 1 quart; powdered sugar, 1½ pounds. Put in a glass bowl and stir well together. If the fruit is fully ripe, a heavy syrup will soon form on which the berries will float. In ladling out, dip the ladle into this syrup and draw up through the fruit. Half an ounce to an ounce of syrup as a "topping" to ice cream soda is sufficient.

Wild Cherry Phosphate Syrup.

Solution of acid phosphate	8 fl. ounces
Cherry juice, German black	8 fl. ounces
Syrup of wild cherry, U. S. P.	16 fl. ounces
Oil of bitter almond	10 drops
Syrup, sufficient to make..	1 gallon

Fruit Ice.

Crushed cherries	½	gallon
Crushed pineapple	1	pint
Crushed strawberries	1	pint
Sliced pineapple (chopped)	1	can
Sliced bananas	½	dozen
Chopped nuts	1	pound
Maraschino cherries, cut in two	½	bottle
Syrup	1	gallon

Add an ounce of solution of citric acid, and water enough to make 3 gallons. Freeze, pack and let stand. Then serve with a little whipped cream and a cherry on top.

Egg Phosphate.

Break one egg in mixing glass, add 1½ ounces of orange syrup, 1½ ounces lemon syrup phosphate to your customer's taste, shaved ice, shake well; use fine stream and serve in bell glass.

Pepsin Phosphate.

Shaven ice	½	tumblerful
Lime syrup	1	ounce
Liquid pepsin	3	dashes
Curacoa cordial	2	dashes
Plain soda	6	ounces

Stir, strain and serve in a mineral tumbler.

Flinch Frappe.

Strawberry syrup	¾	ounce
Pineapple syrup	¾	ounce
Sweet cream	1	ounce
Angostura bitters	1	dash

Small quantity of ice cream, shake well, put in 12-ounce glass, add a little soda, small stream, and ice cream to fill up glass. Garnish with pineapple and cherry.

Orange Frappe.

Fine ice	½	glass
Powdered sugar ...	1	tablespoonful
Orange syrup	½	ounce
Lemon syrup	2	dashes
Prepared raspberry	1	dash
Solution of acid phosphates	¼	ounce

Fill with soda and stir well, strain into a mineral glass and serve.

Grenadine Syrup.

Extract of grenadine	2 ounces
Liquid foam	1 ounce
Red fruit coloring	1 dram
Syrup	1 gallon

Mix, then add:

Fruit acid	2 ounces

Chocolate Frappe.

Frozen whipped cream, sufficient.

Shaved ice, sufficient.

Chocolate syrup	2 ounces

Fill a glass half full with frozen whipped cream, fill with shaved ice, nearly to the top, and pour in the chocolate syrup.

Cherry Cocktail.

Cherry juice	1	ounce
Orange cider	2	ounces
Powdered sugar	1	teaspoonful
Bitters	1	dash

Shake with a little shaved ice, strain into a cocktail glass and fill with soda, add a couple of cherries.

Egg Lemonade.

Break one egg in soda glass.

Lemon syrup	1¼	ounces
Lemon juice	6 or 7	dashes
Shaved ice	1	dash

Shake well; add soda, pass from one glass to another and serve.

Calisaya Phosphate.

Elixir of calisaya, N. F. ..	4 ounces
Cinnamon water	4 ounces
Rose water	13 ounces
Solution of acid phosphate.	2 ounces
Sugar	18 ounces

Dissolve the sugar by percolation.

Chocolate (Imperial) Syrup.

A chocolate syrup containing egg may be dispensed under this name or the following may be employed:

Cocoa, powder ...	18	ounces
Sugar	4	pounds
Gelatin, gold brand	½	ounce
Water	5	pints
Vanilla extract ..	1½ to 2	fl. ounces
Eggs	8	

Dissolve the gelatin in 8 fl. ounces of water, add the cocoa, sugar and the remainder of the water, bring the whole to boil, stirring constantly meanwhile, strain when quite cool, add the vanilla extract, and finally the eggs, previously well beaten.

Serve like chocolate syrup.

Yum Yum Syrup.

Vanilla syrup	3 fl. ounces
Orgeat syrup	2 fl. ounces
Pineapple syrup	2 fl. ounces
Orange wine	1 fl. ounce
Syrup enough to make ..	16 fl. ounces

Egg Phosphate.

Lemon or orange syrup	2 fl. ounces
Solution of acid phosphate	1 or 2 fl. drams
Egg	1
Shaved or cracked ice, about	2 ounces

Shake as descrioed, add the coarse and fine stream of charged water, and top the foam with a small amount of nutmeg.

Instead of making the beverage with one syrup, a mixture of syrups may be employed, such as raspberry, pineapple and lemon, or orange and lemon, etc. If lemon syrup is used, the lemon flavor is accentuated by adding several drops of lemon essence.

Royal Flip.

Vanilla syrup	¾	fl. ounce
Pineapple syrup	¾	fl. ounce
Raspberry syrup	¾	fl. ounce
Egg	1	
Ice cream	1	spoonful
Shaved or cracked ice, about	2	ounces

Mix by agitation, strain into a 12-ounce glass, nearly fill the latter with the coarse stream of carbonated water, and then fill entirely with the fine stream.

Crushed Cherries.

Almond essence (8 drops oil to 1 ounce alcohol)	30 drops
Vanilla extract	6 fl. drams
Solution of citric acid ..	12 fl. drams
Caramel	12 fl. drams
Simple syrup, enough to make	32 fl. ounces

Methyl Alcohol in France.

The French law considers methyl alcohol, from a fiscal point of view, as assimilated to ethyl alcohol and susceptible of being consumed as a beverage either mixed or unmixed. Dr. H. W. Wiley (Am. Jour. Pharm.) gives the nature and proportion of substances which must be added to render the liquid undrinkable before the law. The Consulting Committee of Arts and Manufacturers, on the 14th of March, 1900, decided that, in order to be considered as unfit for consumption by the mouth, and free from the expense of excise and denaturing, methyl alcohol should contain at least 5 per cent. of acetone and 3 per cent. of pyrogenic impurities, which give to them a disagreeable empyreumatic odor. The decision was put into effect by the Minister of Finance on January 4 of the present year.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

YOUR OWN *The Puzzler* STORE PAPER

Newest Kind of Drug Store Advertising

The "PUZZLER" isn't like anything else published. It's a Monthly Illustrated Store Paper, to be sure, but examine it, and you at once recognize its unique, trade-bringing, entirely new features. It is only 11 months old, but **230,000** copies per month tell the story of its tremendous success with the shrewdest advertising druggists in America—one only in a locality. You never before could buy such effective drug store advertising at so small a price. It pays for itself over and over every month. Its effectiveness is doubled by a novel plan which carries the interest of all ages and classes of readers over from one month to another. Get exclusive control of the "Puzzler" for your locality and the profits on your increased trade will more than pay the costs—and besides, it will be the best general advertising that you can get for your drug store. **Write at Once for Free Sample Copy.**

Drug Store Advertisers *M. P. Gould Company* Bennett Bldg. New York

Cut off on this dotted line

First Month FREE

As a SPECIAL OFFER to Druggists sending in this Coupon from the PHARMACEUTICAL ERA we will send a Sample Copy of the "Puzzler" and fully describe the Proposition, and if after examining it thoroughly you contract for the "Puzzler" for one year we will credit Acc. with enough to pay for the entire First Month. Sending in this Coupon does not obligate you to entertain for the "Puzzler" MARCH 15th.

M. P. Gould Company New York

(S. P. 3)

BE ON THE SAFE SIDE

when you make chocolate syrup. It can not be made directly over the fire without scorching. Try

MAJOR'S STEAM BATH KETTLE.

The proper way to make chocolate syrup is in a water bath. Absolutely prevents scorching cannot boil over needs no attention while cooking.

The pressure of the steam on the surface of the syrup prevents the loss of any of the aroma —positively no evaporation. This insures a rich, deliciously flavored syrup—much stronger in flavor than can be secured from the same amount of cocoa by any other method.

Major's Steam Bath Kettle is also a valuable utensil in which to prepare cold cream. The following testimonial is but one of many.

Clarence O. Bigelow, 106-108 Sixth Ave., New York City:

"We find your Steam Bath Kettle a most excellent device for making chocolate syrup for fountain purposes. By its use the full aroma of the chocolate is preserved, and a product of much finer flavor obtained than by any other process known to us. We give you full credit for the unprecedented demand this season for chocolate syrup."

Write for Booklet and prices.

A. MAJOR

461 Pearl Street **NEW YORK**

When your customers wish to mend any broken article, advise them to get

MAJOR'S CEMENT

If you have never handled Major's Cement, write us stating the fact, and we will send you prepaid some free cement and attractive advertising matter.

MAJOR'S CEMENT

15 cts. per bottle; $1.20 per dozen; $14.50 per gross. Major's Rubber and Major's Leather Cement the same price.

THE ALPHONSE MAJOR CEMENT CO.,
461 Pearl Street, New York.

Higgins' Eternal Ink.

In a Drug Store

There should be only one quality of goods – the BEST.

There is a "best" in everything; one product or make that stands out from all others by reason of its superiorities.

Those druggists who carry only the best of everything make reputation (good capital) and get the trade that pays.

Higgins' Taurine Mucilage.

Inks and Adhesives are a very appropriate and profitable line for Druggists to handle in connection with fine stationery. There is a **best** in these goods and it is made by Chas. M. Higgins Co.

A GOOD ASSORTMENT for the average drug store—

12 doz.	2-oz. Eternal Ink,	$14.40
12 "	2-oz. Taurine Mucilage,	14.40
3 "	4-oz. " "	7.20
6 "	4-oz. Office Paste,	10.80
3 "	8-oz. " "	9.00
6 "	3-oz. Photo Mounter,	10.80
3 "	6-oz. " "	9.00
		$75.60

Retails for	**$75.60**
Costs .	**41.77**
Net Profit	**$33.83**

These goods can never become dead stock if displayed.

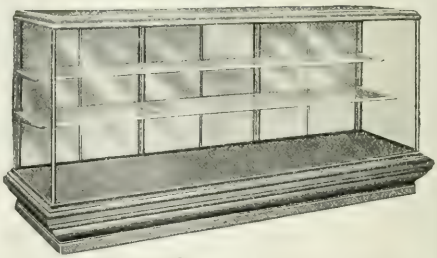
Write NOW for Illustrated Price List to

CHAS. M. HIGGINS CO., Brooklyn, N. Y.

Watch for our announcement in next week's issue.

They cost you no more and yield greater profits

QUICK SALES ASSURED



ILLUMINATED "Quick Sales" SHOW CASES.

(John Petz, Patentee.)

Are the highest and most advanced type of show case construction. The patented illuminating system throws the light directly on goods, not in the eye of the clerk or customer, so that merchandise is displayed to the best advantage at all times whether your store be dark or light. This is only one of their many exclusive features.

Our line includes show cases for wall, pillar and vestibule, all of the very best quality and finish. Our prices are not such that we fear any legitimate competition.

Why not write us to-day and get in touch with our "Store Improvement Department?"

DETROIT SHOW CASE CO.

"Show Case Builders to Progressive Merchants"

482-490 Fort St., West, DETROIT, U.S.A.
CANADIAN BRANCH, WINDSOR, ONT.

JOHN PETZ, *Pres.* HERBERT MALOTT, *Sec.*

News Section

WILL ELECT OFFICERS.

New N. A. R. D. Branch to Meet and Adopt By-Laws.

CONSTITUTION WILL BE A MODEL.—WORK OF DISTRICTING THE CITY COMPLETED, WITH TWENTY-NINE DISTRICTS FOR MANHATTAN AND THE BRONX.—BROOKLYN WILL ARRANGE ITSELF TO SUIT ITSELF.

On Tuesday evening, March 28, the second meeting of the New York branch of the N. A. R. D. will be held at the New York College of Pharmacy building, for the purpose of adopting a constitution and by-laws and electing permanent officers. Reports from the various committees will be heard. The constitution committee, of which A. C. Searles is chairman, has been meeting with great frequency in the endeavor to frame a set of by-laws which will be the future model of all other associations.

All three committees appointed at the last meeting—on districting, membership and by-laws—have been working hard on the problem of organization. The districting committee has practically completed its labors, but will not give out its report until the meeting next Tuesday. It has decided, however, to divide Manhattan into twenty-three districts and the Bronx into six. The boundaries of the various districts are as follows:

Manhattan.—1st district, from south side of Chambers street to Battery, from North River to East River; 2d, from north side of Chambers street to south side (Canal street, East Broadway and Grand street), from Bowery to East River; 3d, from north side Chambers street to south side Canal street, from Bowery to North River; 4th, all west of Bowery, north of Canal and south of Houston street; 5th, all east of Bowery, north of Canal street, East Broadway, Grand street, and its continuation to East River, up to Houston street; 6th, all north of Houston street, west of Bowery and Fourth avenue, and south of Fourteenth street; 7th, all north of Houston street, east of Bowery and Fourth avenue, and south of Fourteenth street; 8th, Fourteenth street to Thirty-fourth street, Fifth avenue to North River; 9th, Fourteenth street to Thirty-fourth street, Fifth avenue to East River; 10th, Thirty-fourth street to Forty-second street, Fifth avenue to North River; 11th, Thirty-fourth street to Forty-second street, Fifth avenue to East River; 12th, Forty-second street to Fifty-ninth street, Fifth avenue to North River; 13th, Forty-second street to Fifty-ninth street, Fifth avenue to East River; 14th, Fifty-ninth street to Eighty-sixth street, Fifth avenue to North River; 15th, Fifty-ninth street to Seventy-fifth street, Fifth avenue to East River; 16th, Eighty-sixth street to One Hundred and Tenth street, Fifth avenue to North River; 17th, Seventy-fifth street to Ninetieth street, Fifth avenue to East River; 18th, One Hundred and Tenth street to One Hundred and Twenty-fifth street, Fifth avenue to North River; 19th, Ninetieth street to One Hundred and Fifth street, Fifth avenue to East River; 20th, One Hundred and Fifth street to One Hundred and Sixteenth street, Fifth avenue to East River; 21st, One Hundred and Sixteenth street north to Harlem River, Fifth avenue east to Harlem River; 22d, One Hundred and Twenty-fifth street north to south side of One Hundred and Forty-fifth street, west of Fifth avenue to North River; 23d, all north of One Hundred and Forty-fifth street to Harlem River at Two Hundred and Twentieth street, from Harlem River west to North River.

Bronx.—24th district, Harlem River north to One Hundred and Sixty-first street, Longwood avenue and all east of Third avenue; 25th, territory between Harlem River west of Third avenue, south of One Hundred and Sixty-first street; 26th, all north of One Hundred and Sixty-first street and Longwood avenue, south of One Hundred and Seventy-sixth street, and east of Third avenue; 27th, all west of Third avenue, north of One Hundred and Sixty-first street, south of One Hundred and Seventy-sixth street to Harlem River; 28th, all east of Third avenue and north of One Hundred and Seventy-sixth street to city limits; 29th, all north of One Hundred and Seventy-sixth street, west of Third avenue, east of Harlem River to city limits.

Brooklyn, it is understood, has been left to the Brooklyn people. Messrs. Kleine and Heimerzheim, who represented Kings County in the conference committee, are in charge of the work. Their report, which will be in the nature of a sub-committee report, will be accepted as final by the committee. Queens County will probably be taken in as one district.

In laying out the districts the aim has been to have an average of fifty members to each district. A larger number, it was thought, would be unwieldly and would not leave so much opportunity for close relations as the smaller number.

Many druggists have been asking why the election of officers was not made at the first meeting, when the moment was ripe. In reply to this it is stated that the decision was reached not to allow any office to be held by any but a member of the association. This made it necessary for several representatives of corporations to consult with their boards of directors before they could join.

DRUG CO. INCREASES STOCK.

Helena, Mont., March 18.—The Parchen Drug Company has filed a certificate showing the increase of its capital stock from $75,000 to $150,000.

JEWELRY IN DRUG STORES.

Not a Legitimate Side Line, Pharmacists Think.

MANHATTAN PH. A. DISCUSSES THE QUESTION WHETHER TO AID A DRUGGIST IN TROUBLE OVER JEWELRY.—MEMBERS THINK IT IS MERELY A PRIVATE BUSINESS MATTER WHICH HE HIMSELF MUST DECIDE.

Is jewelry a legitimate branch of the drug business? And is the druggist who gets into trouble over it entitled to receive the support of his association? This question was thoroughly discussed at a well-attended meeting of the Manhattan Pharmaceutical Association, on Monday night, when Dr. Alpers, of the Legal Defense Committee, made his report in the case of Mr. Pringle, who was threatened with suit by a jewelry firm. Dr. Alpers had a letter from Mr. Kalish, counsel to the association, stating that he had no doubt of the justice of Mr. Pringle's position in the event of suit being brought. Mr. Kalish had communicated with the Washington R. D. A., and had discovered that the same company was responsible for the trouble there and in this city. The Washington people asked for a contribution of $5 for each victim, to fight the matter, but Mr. Kalish advised against this.

Charles S. Erb said he had no doubt that the notes held against him had been obtained by fraud and that the bank which held the notes was a party to the fraud, inasmuch as in the notice of collection the name of the jewelry firm was printed instead of written, as is customary. He had carried out his part of the contract, but the company had not. This was especially true as regards the baby ring feature. The blanks on which application for these rings was to be made had not been received at all, neither had the blanks been furnished for the monthly report which the druggist was supposed to make.

The question was here raised by Dr. Alpers whether the handling of jewelry belonged to the drug business, or whether it was a side line for which the druggists themselves must be responsible. This brought up the point whether Mr. Pringle was entitled to the aid of the association through its Legal Defense Committee. After some discussion, Mr. Diner voiced the general sentiment by declaring that jewelry, like liquor, properly did not belong in the hands of the druggist, and that the druggist who took up this line did so as a business man, and not as a druggist. Therefore, he should not be entitled to legal aid. The whole question was finally left open until such time as suit is actually brought against Mr. Pringle.

Treasurer Hitchcock reported a balance on hand of $220.50. Among the receipts

for the month was a check for $31, the association's share of the funds left over in the hands of the old N. A. R. D. committee. Secretary Swann pointed out that the annual meeting of the Association takes place next month and the Entertainment Committee was accordingly instructed to prepare the necessary refreshments. Mr. Swann also announced with much pleasure that the Bromonia Company, which had vexed druggists considerably in the past few months, was dead, the sheriff having served an attachment against it.

A. C. Searles reported for the Legislative Committee that he had attended the hearing at Albany on the amendments to the Penal Code and that these would be favorably reported. Resignations were received from George Kleinau and L. F. W. Seifert, and were accepted.

The carbolic acid ordinance came in for a kick from W. J. Koch, who complained that he had lost considerable trade, owing to the fact that it was not enforced. He obeyed it, but most of his neighbors did not. The matter was referred to the Committee on Grievances.

In the matter of the Manhattan Scholarship, Mr. Erb reported that the student who held the scholarship at present would go through the course for $100, but that the post graduate fee would be $150. Dr. Alpers said:

"It may take ten or twenty years before we have a post-graduate man, on account of the high requirements, which make it necessary for the candidate to have forty-eight counts. When we do get one why should we not pay $25 extra for a good man." Mr. Erb pointed out that the association would not have to pay more until 1908. "We are responsible for that scholarship," said Mr. Hitchcock, "no matter what it costs." On motion of Mr. Searles, the secretary was instructed to inform Dr. Rusby that the association stands for the expense of the scholarship, as hertofore, until further notice.

Mr. Swann read an editorial concerning the alleged drug trust, which appeared in the Evening Mail, but no action was taken, it being deemed unnecessary. Adjournment was taken at 10.35, only one hour after the meeting had been called to order. It was the shortest and quietest meeting the association has had for months.

FREE ANTI-TOXIN HEARING.

Trenton, N. J., March 20.—Arguments for and against the free diphtheria anti-toxin bill were heard in the Senate chamber.

Assemblyman Fordyce, of Middlesex made a plea for the bill. Among those who favored the measure were Henry J. Gottlob, Newark, chairman of the Legislative Committee of the State Federation of Labor, and Messrs. Quinn and J. Feeney, of Perth Amboy. They claimed the present price of the anti-toxin was prohibitive and it was as much the duty of the State to provide a preventive for diphtheria as to provide free vaccination against smallpox.

A representative of a firm of anti-toxin manufacturers in Philadelphia opposed the bill. He said it would cost the State over $100,000 to secure a plant well enough equipped to produce good anti-toxin. He claimed the State would save money by purchasing the preventive from present makers. George M. Beringer, a chemist, of Camden, also opposed the measure.

MAY FIGHT 'PHONE CO.

Committee of Brooklyn Druggists to Lodge Protest.

THE SUBJECT OF SLOT 'PHONES THOROUGHLY THRESHED OUT BY THE KINGS COUNTY PH. SOC.—TO SPREAD A KNOWLEDGE OF NATIONAL FORMULARY PREPARATIONS AMONG PHYSICIANS.

Telephone matters furnished a topic for a lively discussion last Tuesday, at one of the best attended and most interesting meetings that the Kings County Pharmaceutical Society has had for a long time. Personal experiences with the telephone company in regard to overcharging were freely given, in some cases the druggist coming out on top, but more often not. As a result of the discussion, the Trade Matters Committee was instructed to call on the company and try to adjust some of the difficulties.

John G. Wischerth, chairman of the committee, set the ball rolling with the announcement that a representative of the telephone people had called on him and told him that if the members of the society would present their complaints in a proper manner, the company would be pleased to receive the committee to discuss improvement.

This statement, Dr. Muir thought, was a good sign that the company was impressed by the united stand taken by the druggists. No concessions were ever secured from the telephone people, he declared, except after a hard fight. He was strongly in favor of a twenty per cent. commission on slot 'phones, instead of ten per cent., pointing out that the Chicago druggists had demanded twenty-five per cent., and got it. Slot 'phones should replace all other kinds, as by no other means could the druggist safeguard himself against overcharging and the loss of time and money.

NO MORE SLOT 'PHONES.

Mr. Rosenzweig said he had been informed by a representative of the company that no more slot 'phones would be installed, "because they didn't make enough money." Another pretext which the company had advanced for discontinuing the slot 'phones was that there was litigation pending with the manufacturers of the machine and until this was settled there could be no more delivered. Mr. Rosenzweig, however, believed that the 'phone people were willing to make concessions, as they did a yearly business of $150,000 with the druggists, and were afraid of the latter uniting against them.

The fact that the telephone company did not make so much money out of slot 'phones, said Dr. Muir, was proof of what an enormous amount of the druggist's time was wasted by the other kind. The company, of course, preferred to use the drug-[illegible] their own. He delivered a fierce broadside against the methods of the company and said that anyone who chose to stand firmly on his rights could force the company to put in slot machines, as discrimination by a public service corporation was illegal.

USELESS TO DEFY COMPANY.

Other members, however, related that they had defied the company, but without success. Mr. France said the company was a common carrier and therefore could not discriminate by granting slot machines to some and refusing them to others. President Paradis and Dr. Muir are to accompany the committee.

Another fruitful subject for discussion was Dr. J. H. Droge's paper on the relations between the physician and the druggist. This paper, for which the author received a vote of thanks, will be found elsewhere in this issue of The Era. Dr. Droge, in the course of his remarks, dwelt particularly on the importance of the National Formulary preparations and commended the efforts made by the society two years ago to introduce these preparations among physicians.

N. F. PREPARATIONS.

Dr. Muir moved that the Trades Committee be empowered to take up the matter. Dr. Anderson brought out the fact that the use of N. F. preparations by the druggist was decreasing and of manufactured products increasing. This, he said, was because the retailer did not give sufficient attention to his own preparations. In order to bridge the widening gap between physician and druggist, the latter, he declared, "should show less knowledge of diagnosing and the physician more knowledge of writing prescriptions."

President Parodis told of one druggist who presented six copies of the Pharmacopœia to as many of his physicians. Five of them came back and thanked the donor; they said it was the first time they had ever seen the book.

After considerable discussion the motion was adopted, with the additional proviso by Dr. Muir that $100 be set aside for the use of the committee in introducing the N. F. preparations among physicians.

ROUTINE BUSINESS.

Under routine business, Treasurer Ray reported a balance of $288.21. For the Legislative Committee, Dr. Muir reported that owing to a technicality, the bill for exempting the college from taxation had met with some difficulty. In regard to telephone matters, he read the resolution which had been adopted by the Board of Trade, asking for a legislative inquiry. This resolution was endorsed by the society.

A report of the N. A. R. D. organization meeting, held on the previous Friday, was rendered by Dr. Anderson. He also announced the self-termination of the old N. A. R. D. committee on that night, with the distribution of the balance of $92 among the societies which had contributed. The Kings County Society's share was $31.

Dr. Anderson told of the progress made in securing signatures to the various contracts, which progress he considered very satisfactory. In order to help the N. A. R. D. work, he advised the members not to wait for the organizer to come around after the dues, but to send in the $4 at once to headquarters.

DUES AND ORGANIZATION.

This prompted Dr. Muir to ask whether, since the Kings County Society was an affiliated body, the payment of the dues by a member would not relieve him from the payment of the organization fee. A warm discussion ensued. It was pointed out that the organization fee is charged

all over the country, and that the work of organization is an extra expense not intended to be covered by the annual dues. Anyway, said Dr. Anderson, the members who wish to pay their dues should do so at once, because as soon as organization here is completed he felt sure that the amount would be raised to $8 at least.

The perennial rumor, "coming from a reliable source," about another carload of Peruna delivered to another department store was once more launched, but did not receive much attention. Dr. Anderson soon expressed the general sentiment when he said:

"We've had these rumors now for four months. What we want is facts. It is wrong to hurt the movement by spreading these rumors unless you have the facts to back them."

"GAS AS A SOURCE OF POWER."

The next meeting of the Society of Chemical Industry, New York Section, will be held at the Chemists' Club, 108 West Fifty-fifth street, to-morrow evening, March 24. The program for the evening will be a "Symposium on Gas as a Source of Power." Under the head of "Generation," W. F. Case will treat "Producer, Mond, and Blast Furnace Gases," and C. G. Atwater "Coke Oven Gas" (illustrated by lantern slides); "Utilization" will be discussed by W. A. Giles, Alex. C. Humphreys, Franz Meyer, Oscar Nagel, F. Schniewind and Edward A. Uehling. The usual informal dinner will be held before the meeting at the cafe of Hotel Savoy, Fifth avenue and Fifty-ninth street, at 6.30 p. m.

TO HONOR MR. WELLCOME.

The Drug Trade Section of the Board of Trade and Transportation will entertain Henry S. Wellcome, of Burroughs, Wellcome & Co., of London, during his stay in this city. At the meeting of the section last Thursday, Thomas F. Main suggested that a committee be appointed to consider the advisability of extending some form of recognition to Mr. Wellcome. This was put in the form of a motion and passed, and Albert Plaut was appointed chairman. Mr. Main and Samuel W. Fairchild are the other members of the committee.

MORE BROMONIA TROUBLE.

A petition in bankruptcy has been filed against the Bromonia Company, manufacturer of a headache cure, with offices in the Fuller Building, Twenty-third street and Broadway, by the following creditors: Walter F. Ennison, $650; Frank R. Abbey, $200, and Harry A. Rosenberg, $100. It was alleged that the company is insolvent, and on March 15 admitted in writing its inability to pay its debts. Judge Adams, of the United States District Court, has appointed Edward G. Benedict receiver in bankruptcy for the assets of the company. It was said that the liabilities were $8,000 and assets $2,000.

Judson Montague Wolever, connected with the financial department of Parke, Davis & Co.'s Detroit establishment, died after an operation. He was fifty years old.

OPPOSE GRADY BILL.

Aimed Against Patent Violations, It Is Claimed.

A hearing on the Grady bill "for preventing the adulteration or misbranding of food or drugs," was held at Albany, last Wednesday, and was attended by Dr. William Muir, Dr. William C. Anderson and A. C. Searles, all of whom appeared in vigorous opposition. The only person who was on hand to favor the bill was Senator Grady.

Dr. Muir made the principal argument against the measure, bringing out the fact that the Board of Pharmacy and the Board of Health already have ample power to enforce purity of food and drugs; and that the Board of Health has practically unlimited power to do anything except protect the patents on foreign drugs. The one section which Dr. Muir particularly objected to was that relating to the misbranding of drugs, which he claimed would virtually enlist the services of the Boards of Pharmacy and Health as agents to detect infringements of patents, in the interest of foreign proprietors and at the expense of the State.

This section provides that:

"Any drug or drugs shall be deemed to be misbranded:

"First. If it be an imitation of or offered for sale under the name of another article.

"Second. If the package containing it or its label shall bear any statement regarding the ingredients of the substances contained therein, which statement shall be false or misleading in any particular, or if the same is falsely branded as to the country, State, territory or place in which it is manufactured or produced."

Another point brought out by Dr. Muir was that, under the section giving half the fine imposed to the informer, it would pay any manufacturer to send out agents for the detection of violations. The proportion of fines so collected would be more than sufficient to pay the expense.

Following the hearing on this bill, Drs. Muir and Anderson and George Kleinau attended another hearing before the Codes Committee on the proposed amendments to the Penal Code. To these no opposition has developed, and they will be favorably reported.

NEW YORK PHARMACIST DEAD.

Charles Miehling, Jr., thirty-seven years old, died suddenly Monday night, at his place of business, the Washington Bridge Pharmacy, of nephritis. His father, Charles Miehlin, is secretary of the Dry Dock Savings Bank. Young Mr. Miehling was a graduate of the New York College of Pharmacy. His place on Washington Heights was called "The Little Drug Store Around the Corner."

SCHNEIDER & MACY FIRE.

Troy, N. Y., March 18.—Fire in the Schneider & Macy Drug Company's building on Congress street, caused damage estimated at $6,000, covered by insurance, besides threatening several other buildings. The blaze started in the oil storehouse and required an hour's work before it could be brought under control.

LESS COCAINE CONSUMED.

Syracuse, March 20.—A peculiar development of the cocaine question is the statement of a local druggist that the recent decrease in its use has been among the lower classes, while the higher classes use it about as much as formerly. "It is a mistake," said he, "to suppose that all the cocaine is used by the depraved and ignorant people. The fact is that some of the best people of the town get to using it through doctors' prescriptions or through certain catarrh remedies. Some times dentists use it and their patients get into a bad way. The consumption of cocaine in Syracuse has fallen off fifty per cent. in the last year among the negroes and the common people. I believe this is due to the newspaper agitation and to the work of missionaries who have been explaining the horrors of the drug.

CATSKILL DRUGGIST DEAD.

Binghamton, N. Y., March 20.—The recent death of Clifford L. Bailey in this city was a great shock to his friends. At the time of his death he was in the drug business at Catskill, N. Y. He was formerly in the drug business here and a member of the firm of Bailey & Dixon. He had been in Catskill three years. He was thirty years old.

SUES DRUGGIST FOR $5,000.

Newark, N. J., March 20.—Mrs. Thomas Naughton, of 530 Market street, has brought suit against Louis D. Greenlief, a druggist, of Broad street and Central avenue, charging that he improperly filled a prescription. Instead of getting the medicine she wanted, Mrs. Naughton says, she got something else which made a sore on her leg, to which she applied it, much worse.

NEW YORK NOTES.

—F. B. Campbell, 534 Court street, Brooklyn, has sold out to S. Chess.

—F. J. Haynes succeeds A. M. Jones, formerly Dyna & Jones, at 336 Quincy street, Brooklyn.

—Henry Glassman succeeds Charles Koehler at Fifty-sixth street and Third avenue, Manhattan.

—Mrs. S. V. B. Swann has gone into mourning for one year, having lost her sister, Mrs. Stock, of Brooklyn.

—The stock of Frank H. Lalor, of Trenton, who recently went into bankruptcy, was sold yesterday, at an assignee's sale.

—The Drug Clerks' Circle will hold an open meeting March 29, at 9.30 p. m., at 206 East Broadway.

—Suffering from a deranged mind, Frederick Kronsberg, a druggist at 138 Franklin street, Greenpoint, was taken to the Kings County Hospital, after showing violently destructive tendencies. He had been acting queerly, following a severe attack of the grip.

—Friends of Joseph Leeming, of Thomas Leeming & Co., will be glad to learn that his health has so far improved that he is able to take up horseback riding. The loving cup presented to him by the P. A. of A., was recently sent to him at Colorado Springs.

W. C. T. U. WAGES WAR.

To Restrict Sale of "Patent" Medicines Containing Alcohol.

Philadelphia, March 18.—After losing in their efforts to secure the passage of a bill which would allow them to use a minimum quantity of sodium benzoate as a preservative in fruit syrups, the druggists of this State are again facing the prospect of having another blow dealt at their interests. Senator Charles L. Brown, of this city, last week introduced into the Senate, a bill which prohibits the sale of any patent or proprietary medicine for internal use, which contains alcohol, except on the prescription of a physician. In this prescription the particular medicine must be specifically named.

The bill was drawn up by E. J. Buckley, counsel for the Women's Christian Temperance Union, and, it is said, is the initial step in a similar movement which will be taken up eventually in every State in the union.

In case the bill becomes a law, the unfortunate who attempts to sell any patent medicine containing alcohol, without having a physician's prescription to show for it, will, upon conviction, be fined for the the first offence not less than $50 nor more than $100, or imprisoned not exceeding thirty days, or both, at the discretion of the court; and for the second offence a fine of not less than $100 nor more than $500, and imprisonment of not more than ninety days are provided. Section 3 of the bill repeals all acts or parts of acts not consistent with this act.

Members of the P. A. R. D. are not alarmed over this new stumbling block in their paths of progress. They predict an untimely fate for it. A well-known member said last evening, in discussing the bill:

"The idea is ridiculous and you can depend upon its never becoming a law. The governor would veto it in short order if it even got that far. They have gone so far as to prohibit the use of any other preservative but alcohol in various preparations and now the idea is to stop the use of that. Without the use of alcohol many of the best patent medicines would become worthless in a few weeks. Not a druggist in the State but is interested in defeating such ridiculous legislation, to say nothing of the big manufacturers who are not likely to sit idly by and see their interests threatened in such a manner. For my part, I don't think that it will require any organized effort to defeat the bill."

Other pharmacists expressed themselves in much the same manner. On the other hand, the members of the W. C. T. U. declare that they have prepared their plan carefully and are prepared for a bitter fight. The Central Committee of the State body met in this city, last Thursday, but did nothing beyond recommending the steps already taken, the matter being left in the hands of the State President, Mrs. Frances E. Clearwater, of West Grove.

In the efficient hands of Edward H. Fabier, pharmacist and member of the legislature from this city, the "pure requisite bill" promises to be brought to a successful issue. It passed the House by a vote of 147 to 10, only 10.3 being necessary, and was immediately transcribed to the Senate, where it is expected to come up for final reading about Tuesday or Wednesday, of this week.

PHILADELPHIA NOTES.

—C. O. Bonta, proprietor of the pharmacy at Oak Lane, is seriously ill with typhoid fever.

—W. M. Morrison, of Roxborough, will spend the remainder of the stormy months in Florida.

—J. F. Maurice, with Johnson & Johnson, who was injured in an accident a month ago, has resumed his duties.

—F. W. E. Stedem, of Broad street and Fairmount avenue, and D. J. Thomas, of Scranton, both widely known pharmacists, have started on a pleasure trip to Jamaica.

—The Travelers' Protective Association, composed of traveling salesmen from all branches of trade, on Saturday evening, April 1, will give an entertainment and dance at Lu Lu Temple.

—The overturning of an oil stove in the rear of the drug store of G. E. Jeliff, at Seventeenth street and Susquehanna avenue, on Friday, resulted in a fire which caused a loss of $3,000. The proprietor was not at home at the time and his wife attempted in vain to extinguish the flames. When the firemen arrived they were driven back again and again by the stifling fumes of burning chemicals, and several of them were temporarily overcome.

—Fire supposed to have been caused by defective insulation, on Wednesday night damaged the stables of James M. Munyon, of the Munyon Remedy Company, at Fifty-fourth street and Montgomery avenue, to the extent of $2,500. Dr. Munyon is in Florida and the fire broke out while his son was entertaining several New York friends at the house. Three collie dogs, valued at $450 and 250 carrier pigeons, valued at $1,000 were burned.

LICENSED IN CONNECTICUT.

Danbury, Conn., March 18.—The Connecticut Board of Pharmacy Commissioners has granted certificates of registration to the following applicants who passed a successful examination at a meeting held February 14: Harry W. Tucker, Danbury, Conn.; Martin J. Coughlan, Danbury, Conn.; A. Paul Alderman, Hartford, Conn.; John G. Wheeler, Mystic, Hartford, Conn.; Honorius J. Sorel, Waterbury, Conn. At a meeting held March 7th the following passed: Henry E. Balcom, Norwalk, Conn.; Thomas P. Gillespie, Jr., New Haven, Conn.; Oscar J. Kahn, Brooklyn, N. Y., and John F. McCann, Bridgeport, Conn.

The next meeting of the Board will be held April 4.

INDIANA PHARMACISTS.

Terre Haute, Ind., March 18.—The local association of druggists is preparing for the State convention of the Indiana Pharmaceutical Association, which will be held in this city early in June.

WOOD ALCOHOL BILL REPORTED OUT.

The Matthews bill, requiring the labeling of wood alcohol as a poison, has been favorably reported to the New York State Senate, by the Committee on Public Health. The bill has already passed the Assembly.

FOWLER GETS DECISION.

Can Retain Possession or Must be Given $5,000 to Move.

Louisville, March 18.—Dr. J. W. Fowler, the aspiring mayoralty candidate and proprietor of the J. W. Fowler Drug Company, has been awarded a decision in his case against the Messrs. Sanders and Lawrence Jones, involving the lease of one of the most prominent corners in Louisville's retail business section. The case is of unusual interest, a novel point being involved. In 1903, Dr. Fowler leased a small corner of the Masonic Temple building, owned by the Messrs. Jones. The store cost him about $45,000, including good-will and furnishing, which were unusually handsome. He leased the corner from the Messrs. Jones for five years, making a provision in the lease that in the event he was compelled to move in one year he was to receive $5,000; in two years, $4,000; three years, $3,000; four years, $2,000, and any part of the fifth year, $1,000. A few months after he took possession of the corner a fire destroyed all of the massive structure, except that little corner. The building was four stories high, built of massive stone and 210 feet long and 75 feet wide. The building was torn down over Dr. Jones' head, but he patched up the ceiling and made a tarpaulin roof, which remains intact.

By the decision he can retain possession of the building or must be given $5,000 to move.

MANUFACTURERS HEARD.

Baltimore, March 18.—A number of retailers assembled yesterday, at Sonnenburg's Hall, Baltimore and Greene streets, to hear what the manufacturers of pharmaceuticals had to say about the efforts of the local association to prevent the cutting of prices. Invitations had been sent out to the pharmaceutical houses here, and Dr. A. R. L. Dohme, of Sharp & Dohme, and Oscar Smith, manager of the Baltimore branch of Parke, Davis & Co., responded. Both made brief addresses, stating that their respective houses were in thorough sympathy with the aims of the retailers. They declare that the association of retailers could count on the hearty co-operation of the manufacturers, and made a most favorable impression upon the meeting.

So satisfactory were the expositions of the two gentlemen that the retailers adopted a vote of thanks for their courtesy in responding and for the manufacturers in thus placing themselves closely in touch with the retailers, and thus attaining eligibility to go on the honor roll of the N. A. R. D. Dr. A. J. Corning presided and Owen C. Smith acted as secretary.

The annual meeting of the retailers will be held on the second Wednesday in April.

—Adam Wirth, formerly demonstrator of pharmacy in the Tulane University, New Orleans is mentioned as a probable candidate for appointment to the Louisiana State Board of Pharmacy. Mr. Wirth is now conducting the Tourist Pharmacy, at St. Charles avenue and Girod.

DRUGGISTS AS CANDIDATES.

Baltimore, March 18.—Druggists of this city are taking a most active interest in the fight for the city council this spring. A number of them are nursing political ambitions, and there is no reason why they should not realize their desires, as all are men of ability and trained intelligence. Among these candidates are Edwin R. Downes, a member of Downes Bros., who conduct several pharmacies in North Baltimore. Mr. Downes has announced himself as a candidate for the second branch from what is called the second councilmanic district. He is a Democrat and declares that he will abide by the outcome of the primaries of that party. W. E. Brown, a former president of the Maryland Ph. A., and who conducts a drug store at Bloomingdale and Rayner avenues, Calverton, has come out as one of the Republican aspirants in the sixteenth for the first branch. He has a number of friends, who wish him well in his present campaign. J. Wesley White, who for some years conducted the pharmacy at the northwest corner of Lafayette avenue and Gilmore street, but sold out some time ago, is a third candidate. He also has a large following and hopes to land the prize in his ward.

JAMES BAILY & SON MOVE.

Baltimore, March 18.—After repeated delays, due to circumstances beyond its control, the firm of James Baily & Son is now located on Hanover street, near German, in a new building having all the conveniences and facilities for the expeditious handling of business. The edifice is five stories high and of pleasing design.

Muth Bros. & Co. were to have taken possession of their warehouse on South Charles street, this week, but unforeseen delays occurred, but the removal will almost certainly be accomplished between now and April 1.

BALTIMORE NOTES.

—George G. Muth, of Muth Bros. & Co., has been in Atlantic City with Mrs. Muth for a week, recuperating after an attack of illness.

—W. J. Taylor, the local representative of Armour & Co., of Chicago, lost his wife by death, last week. The body of Mrs. Taylor was taken to Chillicothe, O., for interment.

—The firm of Gilbert & Musterman, retail druggists at Annapolis, Md., has been dissolved by the retirement of Mr. Musterman, who has other interests which claim his attention.

—The march of improvement is pervading every corner. It is stated that J. S. Hopkins & Co., who held out against the telephone longer than any other drug concern in the city, have installed an instrument.

—Messrs. Muth Bros. & Co., the Baltimore wholesale druggists, have opened a sample room for the display of fancy goods, in the Harper building, 467 C street, N. W., Washington, D. C., with M. J. Brandmiller in charge.

—The monthly meeting of the Wedgewood Club will be held at the Hotel Raleigh, on Thursday evening, March 30. The Raleigh is a new hotel which was recently opened, and something special in the way of a dinner is expected.

AIM TO DEFEAT BILL.

Michigan Drug Clerks Criticise Board Members.

STATE ASSOCIATION FOR PROPRIETORS ONLY, THEY SAY

Detroit, March 14.—The Drug Clerks' Association of Michigan held a meeting in this city, last week, which for results has not been equaled in sensations in some time.

Charges were made that half of the drug business in Detroit is done in violation of the law and that the pharmacists of the city continually break the statutes of the State. A summary of the charges made follows:

That 50 per cent of the business done by pharmacists in Detroit is in absolute violation of the law. Unregistered clerks are employed in filling physicians' prescriptions in a majority of the drug stores, whereas the law requires that all men thus employed shall be registered.

That it is the general custom in Detroit to ignore the law which requires a pharmacist, on selling poisons at retail to record the name and address of the purchaser.

That liquors are sold in drug stores in defiance of the law.

The drug clerks aim to defeat the Beals bill now before the State legislature, and to throw out of office members of the present State Board of Pharmacy, who, it is alleged, are in league with the proprietors to prevent the adoption of any act which will decrease the sale of morphine, cocaine and chloral.

"The situation in Detroit is appalling," said Geo. J. Robinson, president of the Clerks' Association. "Illinois, Ohio and Indiana have laws restricting the sale of cocaine, morphine, etc., but Michigan has none. Persons addicted to the terrible habit of using these drugs come to Detroit from Canada to obtain them, because they meet with no questions or prohibition here. Asylums are overflowing with poor wretches who have become slaves to the dope habit.

"The Beals bill now under consideration by the Michigan legislature ostensibly provides for a remedy for these conditions, but in effect it does nothing of the kind. It is intended to shield the interests of the proprietors of drug establishments, who belong, most of them, to the Michigan Pharmaceutical Association. This latter association practically controls the board of pharmacy appointments by the governor, and members of the Board of Pharmacy act solely in the interests of the Michigan Pharmaceutical Association—the association of the proprietors. We hope to correct the evils of the pharmacy business in Michigan and to redeem that business from the degrading features. A bill looking to the enactment and enforcement of wiser laws will be presented to the legislature by Representative Jerome, in opposition to the Beals bill."

In discussing the charges made by the Drug Clerks' Association, N. A. Tabor, treasurer of the Central Drug Co., proprietors of four of the largest pharmacies in Detroit, said that there were between 7,000 and 10,000 people in Detroit addicted to the drug-using habit, and he declared that all efforts to stop the strings of dope fiends who come into their stores at night had failed. Orders had been issued to clerks to refuse to sell morphine, cocaine and other such drugs to persons who come late at night, and so far as possible stop the trade in it during the day, as well.

G. W. Stevens, proprietor of the pharmacy at 273 Woodward avenue, virtually substantiated all the charges made by the Drug Clerks' Association. The people of the city in general are aroused at the extent of the evil and vigorous methods for its suppression are looked for from the proper authorities.

CHICAGO SOCIAL DRUG CLUB.

Chicago, March 20.—The Social Drug Club has 359 members, 342 of whom have paid their dues. This fact was brought out by Secretary Schaper, at a recent meeting of the club. Messrs. Wooten, Bodemann, Straw, President Fry, of the Illinois Pharmaceutical Association; Hattinger, MacDonald, of the Chicago Telephone Co., and others, were among the speakers.

A bouquet of flowers was sent to Mr. Ebert, who was reported to be indisposed, and greetings to Geo. R. Baker, who is at Miami, Fla., for his health.

The club has two members from among the fair sex—Mrs. L. K. Waldron and Miss Jane Gordon.

CHICAGO NOTES.

—Stolz & Grady's Drug Store at 104 North Clark street, was damaged recently by an explosion of chemicals in the rear of the store. The loss was reported to be about $500.

—Adolph C. Brendeke has bobbed up again. Brendeke owns a drug store at 260 West Randolph street, and sells cocaine. His latest venture in this line was appraised at $100 and costs, by the police magistrate.

—The United States Agricultural Department will soon establish a station in Chicago for the analysis and examination of imported foods and drugs. The department will employ a chemist to give his exclusive time to the work of the station.

—It is reported that the L. K. Waldron store, in the Briggs House, corner Randolph and Fifth avenue, will seek a new location. Mrs. Waldron became sole owner on the death of her husband. It is said that a saloon keeper has bid more for the corner than Mrs. Waldron feels she can afford to pay.

COCAINE BILL PASSED.

St. Paul, Minn., March 16.—The State Senate, with but one dissenting vote, has passed the Anderson bill, regulating cocaine sales. There is no doubt that Governor Johnson, in whose hands the measure now is, will approve it. Speaking in support of the bill before the vote was taken, Senator Calhoun, of Minneapolis, said:

"Cocaine fiends are becoming more numerous thon persons addicted to intoxicating liquor. It is time the State of Minnesota put a stop to the use of this drug. If the people do not know enough to stop using so deadly a drug, the State should compel them to stop. The bill is a good measure and should pass."

LEGISLATIVE MEASURES.

Move to Register Apprentices.—Tonic Bill Saved From Death.

St. Paul, Minn., March 18.—The drug men's interests continue to demand a fair share of the attention of the legislature.

By the terms of a bill introduced in the lower house, by Representative Henry McColl, himself one of the foremost druggists of the capital city, pharmacists' apprentices intending to become registered pharmacists must be examined as to their educational qualifications. The measure requires registered pharmacists employing apprentices to register with the State Board of Pharmacy. The Board is to examine the apprentices as to their educational merits before permitting them to register and the period of practical experience required of applicants for registration is to begin with the date of the apprentice's registration. The State Board may charge a fee of $2 for the examination. Registered pharmacists failing to comply with the act are subject to a $10 fine. The bill does not apply to apprentices regularly employed as such for at least one year prior to the passage of the act.

Before the House Public Health Committee, Mr. McColl opposed the bill requiring preparations containing opium to be so labeled. He pointed out that with such labels the opium fiends could ascertain what proprietary medicines would satisfy their cravings and the opportunities to get the drug would be increased.

Gustav Erickson's bill, commonly known as the "tonic" bill, was saved from death by its author in the House. The Committee on Public Health reported the bill for indefinite postponement, but Mr. Erickson rallied his friends and succeeded in reversing the committee and sending his bill to the Temperance Committee, which is supposed to be more friendly. The measure prohibits the sale of medicines containing more than 20 per cent. of alcohol, unless upon a physician's prescription. A similar bill was introduced in the House two years ago by S. D. Peterson. Druggists and dealers in proprietary medicines are opposed to the Erickson measure, and there are but few aside from the author willing to gamble on the prospects of the enactment of such a law.

CHARGED WITH MURDER.

St. Paul, Minn., March 15.—Edward Gottschalk, who is in jail in this city, charged with the murder of Christian H. Schindledecker, a butcher, is the son of Albert Gottschalk, a well-to-do druggist of Waverly, Ill. The murder was the most atrocious one recorded in the annals of the Northwest. The father, who is confined to his house by illness, has written to his son's attorney, expressing all the confidence of a loving parent in the innocence of the accused and promises to attend the trial and lend to his son whatever financial assistance he needs. The letter shows that Edward is the black sheep of a most respectable and respected family.

Albert Gottschalk, foreman of the Ninety-ninth street shops of the Interborough Traction Co., New York, a brother of the accused man, has arrived here, and strongly asserts his belief in Edward's innocence.

THE LATE FLETCHER HOWARD.

Des Moines, Iowa, March 18.—State Pharmacy Commissioner Fletcher Howard died in Colorado Springs, Colo., March 10, of tubercular meningitis, after an illness of several months. Mr. Howard was first appointed commissioner from O'Brien County, April 6, 1893, as the Democratic member of the board of three. He was president of the commission for a number of years. Before moving to Des Moines he owned a drug store at Sheldon, Iowa. He was a thirty-third degree Mason and very prominent in that order.

Mr. Howard was born in Leeds, Maine, October 5, 1853. In 1879, he graduated from Bates College, in Lewiston, his native State. In the winter of 1880 he came to

FLETCHER HOWARD.

Iowa and entered the school room as a teacher. After teaching one year he entered the drug business at Onona, Iowa, where he remained several years. He removed to Sheldon, where he continued in the business for eleven years. During this time he became thoroughly identified with the public interests of his State. He was a born leader and his ability was at once recognized by the Democratic party. In all of his actions he was liberal almost to a fault to those who appealed to his generosity and no man ever heard a whisper of suspicion against his integrity. Mr. Howard was a cousin of Gen. O. O. Howard, of Civil War fame.

DRUG HOUSES CONSOLIDATE.

Dubuque, Ia., March 17.—W. H. Torbert and G. A. Grimm have consolidated under the name of the Torbert Drug Co., and have filed articles of incorporation. The capital stock is $75,000 and the Board of Directors consists of W. H. Torbert, G. A. Grimm, G. A. Schenkowitz, W. O. Buesch and Glenn Brown. A wholesale and retail business will be carried on. Mr. Torbert has been in the drug business in Dubuque for the past thirty years. Mr. Grimm was connected with Mr. Torbert for a number of years and went into business five years ago.

DELAY IN LODER SUIT.

Indianapolis, March 16.—There was another delay, yesterday, in the hearing of evidence before Noble C. Butler, as a special commissioner in the suit of C. G. A. Loder, of Philadelphia, against the National Wholesale Druggists' Association. Although witnesses and attorneys for both sides were present, W. Wilson Carlile, who is conducting the hearing, asked that further examination be postponed, in order that he might secure a written order from Judge Anderson.

Mr. Carlile said that the officers had given him to understand that they would not produce these documents unless a written order was secured from Judge Anderson.

The examination of Frank E. Holliday, vice-chairman of the committee on proprietary goods of the association, has been completed.

Joseph E. Toms, secretary of the association, gave his testimony yesterday. John N. Carey, chairman of the Committee on Proprietary Goods, will be the next witness examined.

PROCEEDINGS IN BANKRUPTCY.

Indianapolis, Ind., March 18.—The Mooney-Mueller Drug Company, the A. Burdsall Company and the Columbia National Bank filed proceedings of involuntary bankruptcy against the Faulkner-Webb Company. The claims of the companies amount to $550.

DRUGGIST MAKES ASSIGNMENT

Ogden, Utah, March 18.—B. G. Knoth, who has operated a drug store in this city for several years, has been forced to the wall financially and has made an assignment. The liabilities will be about $10,000. One of the heaviest creditors is the Nelden-Judson Drug Company, of Salt Lake. The Commercial National Bank, of Ogden, also has considerable claims, but it is understood that these are secured by mortgages of fixtures.

DRUG BILL IN UTAH.

Salt Lake City, March 13.—A bill which has been introduced in the legislature makes it unlawful to sell patent medicines containing opium, cocaine, chloral or alcohol, without labeling the bottle to that effect and showing the quantity of said drug.

DRUGGISTS LOSE LICENSES.

Topeka, Kan., March 10.—The judge of the Probate Court to-day revoked the licenses to sell liquor, which had been granted to C. F. Young, Charles W. Kohl and W. T. Lake. C. M. Hines voluntarily surrendered his permit. The revocation of the licenses followed a long legal fight by the State Temperance Union against the druggists.

BROOKLYN ALUMNI DANCE.

The Alumni Association of the Brooklyn College of Pharmacy held its regular monthly dance last Wednesday evening, at the college building. About one hundred people of both sexes attended, including several members of the faculty and teaching corps. The usual tasteful decorations were in evidence.

AMONG THE COLLEGES

MICHIGAN UNIVERSITY.

Ann Arbor, Mich., March 18. On Tuesday morning, February 28, memorial services were held in Sarah Caswell Angell Hall, in honor of the memory of the late Dr. Albert B. Prescott. Short addresses were made by President Angell, Doctors Vaughan, D'Ooge and Herdman. The resolutions drawn up by the pharmaceutical and medical faculties and by the several classes of these departments were read. After the services all of the students walked to the doctor's late residence in a body to view the remains. Many Detroit pharmacists and alumni attended the services, as did representatives of the Michigan Ph. A., the State Board of Pharmacy, the A. Ph. A., and the American Conference of Pharmaceutical Faculties.

James R. Huber, '03, who has been pursuing post-graduate studies during the past two years, has accepted a position as chemist with the Detroit Copper and Brass Rolling Mills.

Dr. J. O. Schlotterbeck, professor of pharmacognosy, gave an address before the Journal Club upon phyto-chemical relations, in which he reviewed some of his own research work recently accomplished with some of his students.

Frank Hamilton has resigned his position with Parke, Davis & Co., and has accepted another in a retail pharmacy in Circleville, O.

Walter K. Schmidt, '91, of Grand Rapids, will address the students of the School of Pharmacy, on April 26. The subject of his lecture will be in the nature of a general outline of the duties of a public analyst. Because of his wide experience in this field of work, he is well qualified to speak upon the subject.

Ernst Grather, Ph.D., has returned after an illness of several weeks, and has resumed his researches upon the synthetic production of the active principle of the suprarenal gland.

Wm. E. Sanford, '92, at one time professor of pharmacy in the University of Illinois, and more recently chemist with the Western Tube Co. of Kewanee, Ill., is now assistant superintendent of the Mark Manufacturing Company, at Zanesville, Ohio.

Wm. C. Kirchgessner, '89, for many years in charge of the prescription and manufacturing department of Peck Bros., Grand Rapids, is now the owner of a prescription pharmacy on Third avenue, Detroit.

UNIVERSITY OF WASHINGTON.

Seattle, March 13.—The chemical club of the university recently gave a program and produced a series of experiments for the public in honor of the chemist, Priestley. The experiments were chiefly those which Priestley had in his day performed. The soda water and laughing gas experiments were the chief attractions of the evening. Dr. H. G. Byers gave a lecture on "Priestley and His Life Work."

Dr. Johnson, dean of the pharmacy school, on March 6 entertained at his home the members of the State Board of Pharmacy and the pharmacy classes. The evening was spent in many and original contests.

P. Jensen, of the State Board of Pharmacy, addressed the students on March 9 on the practical side of the drug question.

Several members of the class went up for the State examination this week, and reported that it was quite difficult.

MARYLAND COLLEGE OF PHARMACY.

Baltimore, March 18.—The bi monthly meeting of the Maryland College of Pharmacy Association was held last Thursday evening, at the Hotel Belvedere, and proved very interesting from the standpoint of the druggist. Prof. Charles Caspari, Jr., read a paper on the "New United States Pharmacopœia." The changes, he stated, were numerous, and the volume would constitute a notable contribution to the progress of pharmacy. It would be issued in a short time. Prof. Henry P. Hynson gave "A Prescription Clinique," in which he presented many examples in dispensing that would come within the ordinary experience of the druggist, and explained how difficulties could be easily overcome. A discussion followed the reading of the paper and the clinic. The meeting concluded with a "Dutch Feast."

The committee of arrangements included Dr. John F. Hancock, Prof. Caspari and J. Edwin Hengst.

VETERINARY SERUM THERAPY.

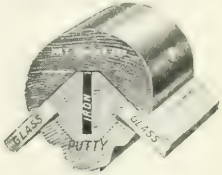
Serum therapy properly means the prophylactic and curative treatment of certain acute infectious diseases by the subcutaneous injection of a blood serum containing an antitoxin specific to the particular disease. As applied to the treatment of veterinary diseases the Vaccines and Antitoxines of the Pasteur Vaccine Co., Ltd., Paris, London, New York, Chicago and San Francisco, have attained an enviable reputation. Among the various scientific products listed by this house are Tuberculin, Mallein, Veterinary Streptococcus Antitoxin, both "Liquid" and "Dry," Pasteur Anthrax or Charbon Vaccine, and Blackleg Vaccine. Pasteur Anthrax has been successfully employed upon over 23,000,000 animals. Under the registered name "Blacklegine," the Pasteur Vaccine Co. supply a Blackleg Vaccine ready for use, being in the form of a cord impregnated by a process that is patented in the United States, Canada and other countries. It has been used upon over 20,000,000 calves with success. They also supply Antivenomous Serum (Calmette) for the treatment of snake bite, and Pasteur Virat (rat virus) for destroying rats and mice. The latter is claimed to be more or less pathogenic to all species of rodents, and is harmless to all other animals and man. It is endorsed by Dr. J. J. Kinyoun, surgeon of the United States Marine Hospital Service, and others. Druggists should send, mentioning The Era, to the Pasteur Vaccine Co., Ltd., for literature descriptive of these interesting serums and antitoxins. See their advertisement in The Era.

NEW BALTIMORE FOUNTAIN.

Williamson & Watts have just installed a handsome new soda fountain in their store at Baltimore and Eutaw streets.

UP-TO-DATE SHOW WINDOWS.

Next only to strength and safety, light is the great end aimed at in our modern



construction, and the proper setting of plate glass presents quite a problem to the architect and builder. In accomplishing this end the "Petz" corner post and transome bar, shown in the order mentioned in accompanying cuts, has made a fine record and won distinct recognition. This does away with big, unsightly and obscuring pillars and posts. It possesses great strength, holds the largest and heaviest lights of glass securely and firmly in position, takes up small space, does not obstruct the light and leaves the entire window for purposes of display. These posts and bars are made from 1⅜ to 2½ inches in diameter, in many styles and finishes, to cover every possible need of the contractor and builder.

The "Petz" corner post and transom bar is made only by the Detroit Show Case Co., Detroit, Mich., but can also be obtained from the Pittsburg Plate Glass Co., at their warehouses in New York, Boston, Chicago, Cincinnati, St. Louis, Minneapolis, Detroit, Pittsburg, Davenport, Cleveland, Omaha, St. Paul, Atlanta, Ga.; Savannah, Ga.; Kansas City, Birmingham, Ala.; Milwaukee, Wis.; Rochester, N. Y.; Baltimore, Buffalo, N. Y.; Brooklyn, Philadelphia, etc.

VESTPOCKET ELECTRIC LIGHT.

To the enterprising druggist or retail dealer in any line, who will hazard seventy-five cents on a new quick seller, we know of hardly anything that will please him more than to invest that sum in a sample Vestpocket Electric Searchlight which the Montgomery Gibbs Company, of 400-402 West Twenty-third street, New York, offer.

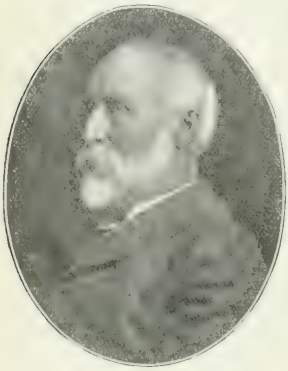
Their offer to refund the amount paid for the sample, which retails at $1.00, if purchase is not entirely satisfactory, means just what it says. These electric Vestpocket Searchlights are ready sellers, take up very little room and pay a good profit. The company supplies a neat hanger to all who stock their goods. There is no end to the uses to which these handy lights can be put. They are finished in polished nickel trimmings and the batteries are the strongest made. Liberal discounts are given on quantities, and a free electrical catalogue may be had of the firm, on application. Please mention The Era.

STEARNS' SEMI-CENTENNIAL.

Fifty Years Since Frederick Stearns Entered the Drug Business.

FREDERICK STEARNS & CO. CELEBRATE THE FIFTIETH ANNIVERSARY OF THEIR FOUNDER'S CONNECTION WITH PHARMACY.—FIRST 1905 ISSUE OF NEW IDEA DEDICATED TO HIM BY BUSINESS ASSOCIATES.—APPRENTICED IN BUFFALO IN 1846.

The first quarterly issue of the New Idea for 1905 is the fiftieth anniversary number of that publication and is affectionately inscribed to Frederick Stearns, founder of the house of Frederick Stearns &



FREDERICK STEARNS,
Founder of Frederick Stearns & Co.

Co., by his business associates. The title page contains a sincere appreciation of his character and achievements and wishes of happiness and honor through the remaining years of his life. Frederick Stearns gave up active participation in the affairs of the firm some eighteen years ago. The principal facts of his life, his achievement as a manufacturing pharmacist and his activity during the period of his retirement, are set forth in an article which forms the principal feature of the issue.

Frederick Stearns entered the domain of pharmacy in 1846, as a boy of fourteen, apprenticed to a drug store in Buffalo. The work was not light, yet he managed to attend a course of lectures on chemistry and pharmacy in Buffalo. He later entered the employ of A. I. Matthews, one of the leading retail druggists in Buffalo at that time, and it was here that he became acquainted with the details and management of a large, well-ordered pharmacy. Two years later he was taken into partnership and continued thus until 1854, when he sold his interest and came to Detroit. On New Year's Day, 1855, he opened a store in that city, which was to be the scene of the greatest achievements of his long and active life.

He soon acquired a share of the drug business of the town and although, as he says, his condition was one of "little money, fair credit, high hope," he achieved enough success to enable him to carry out his plan of manufacturing for the trade. His first laboratory was a 12x12 back room, equipped with a cook stove. He made up samples of a few pharmaceuticals, and from time to time took trips through the State, showing his samples and taking orders from retailers. On his return he manufactured the goods and filled the orders which he had taken. His life was one of constant activity. Besides attending to his store, looking after the increase of his business, he edited the Peninsular and Independent, a 64-page medical journal, having as editorial associates A. B. Palmer, A.M., M.D., and Moses Gunn, A.M., M.D., professors in the University of Michigan. He contributed scientific articles to the American Pharmaceutical Association and prepared one of the first reports on the progress of pharmacy, which for years has been a feature of the proceedings of that organization.

At the beginning of the Civil War, Mr. Stearns was appointed purveyor of the medical supplies for the State of Michigan. The manufacturing business increased and the end of hostilities found his laboratory equipped with apparatus for carrying on business on a large scale. In 1871 his store was twice destroyed by fire, and he then determined to separate the manufacturing business from the retail pharmacy.

In 1881 his drug store was sold to Henry J. Milburn and Mr. Stearns then devoted his entire attention to manufacturing. The new laboratory on Twenty-first street, between Baker and Porter streets was erected and the business incorporated, with $200,000 capital stock. Mr. Stearns himself assumed the presidency and then, as now, all stockholders were actively engaged in the business and no stock has ever been bought by outsiders. A Canadian branch laboratory was established in Windsor, Ontario, in 1884, under the management of I. H. Taylor. In 1887 Mr. Stearns retired from active business life, feeling that after devoting forty years to pharmacy, he was entitled to a period of rest. His son, Mr. Frederick K. Stearns, was unanimously named to succeed him as president.

Since his retirement, Mr. Stearns has not been idle. His travels in foreign countries, begun for the purpose of recuperating his health, have lead to the formation of a number of valuable collections in the domain of art, science and especially educational work. Among his earlier achievements in this line is a magnificent collection of Japanese and Korean art objects, some 16,000 of which he donated to the Detroit Museum of Art. Various collections, such as coins, precious stones, etc., claimed his attention for a time, and he took up conchology and devoted his time and money for several years to what was to him an absorbing diversion, but which was to science a work of the greatest value. His book, "Marine Molusks of Japan," is one of the standard works of reformation in its class. His collection of musical instruments was presented to the University of Michigan five years ago. It comprises some 2,000 different kinds of instruments and is considered the most complete collection of its kind in America and possibly in the world.

Mr. Stearns spends about one-half his time at his home in Detroit, remaining in milder climate during the severe winter months. Three years ago the University of Michigan conferred upon him the honorary degree of Master of Arts, for distinguished service to science and fine arts. The Detroit Free Press said of him in an editorial tribute: "The university has indeed conferred a degree, but to those whose privilege it has been to know him well, Frederick Stearns has been for many years a true Master of Arts."

The fiftieth anniversary number contains, beside a tribute to the founder of the firm, sketches of Frederick K. Stearns, now the active executive head, and other members of the firm, besides a description of the immense manufacturing plant and facilities of carrying on the work. Since the retirement of the founder, the progress of the house has been in a straight line; the growth of the business to its

FREDERICK KIMBALL STEARNS,
President Frederick Stearns & Co.

present dimensions is a matter of common knowledge to the drug trade of the country.

THE PUZZLER MONTHLY.

Last May M. P. Gould Company, drug store advertisers, New York, got out a most unique little drug store paper. May, the first month, 67,000 copies were printed; June, 85,000; July, 95,000; August, 110,000; September, 140,000; October, 169,000; November, 176,000; December, 201,000; January, 200,000; February, 212,000, and March will undoubtedly run over 225,000. That has all been accomplished within eleven months. M. P. Gould Company say they expect to be printing 250,000 per month when the Puzzler is one year old. In their advertisement on page 15 of this issue of The Pharmaceutical Era, they make a special offer to our subscribers, which certainly ought to be quickly acted on. If you clip the little coupon from that advertisement and send it to M. P. Gould Company, 99 Nassau street, New York, and ask for their proposition, and a sample copy of the Puzzler, they agree to print, without cost to you, from the first month as many Puzzlers as you order for the other months. If you sign a contract for 2,000 Puzzlers per month for one year, they will print 2,000 Puzzlers free for you. Write at once if you want to control the Puzzler exclusively for your locality.

No. 51030. Lily Vine. 3 lillies, 3 buds in white, pink or purple colors and 18 leaves to yard, per dozen yards, $5.00, per gross $60.00.

No. 51034. Morning Glory Vine. 3 flowers, 3 buds, in either white, pink or purple color and 15 leaves to yard, per doz. yards, $2.40. Per gross yards, $24.00.

No. 51035. Morning Glory Vine, 3 flowers, in either white, pink or purple color and 12 leaves to yard, per dozen yards, $1.50. Per gross yards, $15.00.

No. 51024. Ivy Vine. 18 leaves to yard, per doz. yds. 80c., grs. yds. $9.00.

No. 51022. Ivy Vine. 12 leaves to yard, per doz. yds. 60c., grs. yds. $6.00 Best quality only

No. 52144. Lily Bouquet and Vase. Composed of one dozen lily sprays in either white, pink, purple or assorted, and a paper mache vase. Each, $1.25.

No. 51144. Single lily sprays, per doz., $1.00; per gross, $10.00.

No. 52148. Easter Lily Bouquet and Vase. Composed of 12 fine large individual Easter lilies and a paper mache vase. Complete, $1.50.

No. 51148. Single Sprays. Per doz., $1.25; per gross, $12.50.

No. 51062. An Easter novelty, representing the messenger of Peace, Happiness and Purity. The very thing for a neat, appropriate and thoughtful Easter decoration. Is composed of my first quality, life-size dove, which has a yard of my beautiful Lily Vine No. 51030 trailing from each side. The dove may be suspended in windows, arches, doorways, and from ceilings, and with additional vines made into any desired length. Price as above illustration, $2.00.

For additional Vines, see my Lily Vine No. 51030.

No. 51618. Lily Plant.

No. 51615. 18 inch high 1 lily and 1 bud to plant, each 25c.; per dozen $2.50.

No. 51616. 24 in. high, 3 lillies, 3 buds to plant, each 45c.; p. doz., $4.50.

No. 51617. 36 in. high, 4 lillies, 4 buds to plant, each 75c. p. doz. $7.50.

No. 51618. 42 in. high, 5 lillies, 5 buds to plant, each $1.00; per dozen, $10.00

No. 51042. Smilax. Per doz. yds., 90c.; per grs. yds., $9.00.

No. 51040. Smilax. Per doz. yds., 65c., per grs. yds., $6.50.

No. 51039. Smilax. Per doz. yds., 50c., per grs. yds., $5.00.

No. 51050 Apple Blossom Vine. 12 flowers and 12 leaves to yard, per dozen yards, $1.50; per gross yards, $15.00.

No. 51101. Apple Blossom Spray, 25 inch long, ea. 30c. doz. $3.00.

No. 51100. Apple Blossom Spray, 12 inch long, doz. 60c., grs. $6.00.

Loose Apple Blossoms per grs., 75c.

Apple Leaves, grs., 75c.

No. 51834. PALM TREE (Potted)

No.	Ft. high	Lvs	Ea	Pair.
51830	7	12	$3.00	$5.50
51832	9	18	4.00	7.00
51834	12	24	6.00	11.00

PALM PLANTS (Unpotted)

No.	In. high	Lvs	Ea.	Doz.
51800	24	3	$0.18	$1.75
51805	36	4	.25	2.50
51809	36	5	.40	4.00
51811	42	6	.50	5.00
51818	42	7	.65	6.50
51822	48	10	1.25	12.50
51827	50	12	2.00	20.00

No. 52186. Rose Bouquet. 12 large rose sprays, in any desired color. Complete with *paper mache* vase. Each, $1.75.

No. 51186. Single rose sprays, without vase. Per dozen, $1.50

No. 52179. La France Rose Bouquet. Made up of 1 dozen of my beautiful La France Roses, in either red, pink, tea, yellow, white or assorted colors. Complete with *paper mache* vase. Each $1.25.

No. 51179 Single sprays with out vase. Per dozen, $1.00

No. 51052. Rose Vine, 6 roses in white, pink or red color and 12 leaves to yard Per dozen yards, $3.60; per gross yards, $36.00.

No. 51055. Rose Vine 3 roses and 9 leaves to yard, per dozen, yards, $2.40; per gross yards, $24.00.

Carl Netscher

Just from the Press. My New Spring Circular No. 25. It's full of Novelties for Spring and Easter Decorations. Write for it.

187-189 So. Clark Street, Chicago

SOUVENIR POST CARDS.

Not How Cheap But How Good

The druggist who does not sell Souvenir Post Cards is neglecting an attractive feature of his stock that interests customers and affords a good profit.

The American News Company, of New York has one of the finest lines of these cards it has been our pleasure to examine. Their specialty is views of New York City and vicinity executed in plain black and white; also in colors. It includes all of the big buildings in the metropolis; also, all the important scenic and historical views, such as Grant's Tomb, the leading statues, Central Park, the Hudson River scenery, the cemeteries and other places of interest. The entire collection numbers some 300 distinct views.

Everybody is interested in New York. It is so cosmopolitan, so big and contains so many things of interest for the visitor, and what better way of learning about the city than by examining a set of these photographs, which are ideal productions of the photographic and lithographic arts?

These cards of the American Co. are not the ordinary cheap halftone productions, but are beautifully executed in plain black and white and in twelve colors. The trade price of the plain variety is $1.20 per 100; the colored ones at $2.00 per 100. On an order for 100 of each (200 cards) they offer to send them prepaid to any point in the United States for $3.50 net. The cards retail at from three to five cents each, and afford a liberal profit.

A descriptive list of the 300 subjects with the title of each will be sent on application. Ask, also, if interested, for their assortment of post-card albums, display racks, etc. They have, too, a complete line of baseball and sporting goods in separate catalogue. Their new catalogue of commercial stationery specially for the drug trade, is now in preparation: every druggist should file his application for a copy.

ADDRESS

THE AMERICAN NEWS COMPANY - - NEW YORK

Please mention the Era..

Pepto-Mangan

AN ARBITRARILY COINED WORD.
It is the exclusive property of the M. J. BREITENBACH CO.

FOR twelve years we have been advertising to the drug trade, through the drug trade journals, the fact that **PEPTO-MANGAN** (irrespective of the name GUDE) is a trade-mark name, registered October 13, 1891, and is our exclusive property.

In order that there may be no misunderstanding, we call attention again to the fact that Pepto-Mangan is *NOT a synonym* for any other iron preparation, for

There is Only One PEPTO-MANGAN

which is our product, Gude's preparation, and the Courts have over and over again rendered decisions protecting us in our rights. To ask a customer "Which Pepto-Mangan do you desire?" when Pepto-Mangan is called for, is not only inaccurate and misleading, but renders the druggist liable to the law.

To protect the druggist from any possible loss of trade, or from becoming involved in a lawsuit, through ignorance, we wish to EMPHATICALLY EMPHASIZE the fact that

Pepto-Mangan is our **Trade Mark**

and the name does not apply to any other preparation.

M. J. BREITENBACH CO., 53 Warren Street, NEW YORK.

TRADE SECTION

CIGAR MEN WARNED.

Empty Marked, Branded Cigar Boxes Unlawful.

THE INTERNAL REVENUE OFFICE HAS HITHERTO HESITATED TO INVOKE THE HEAVY PENALTIES OF THE LAW, BUT WILL SEIZE ALL SUCH BOXES AFTER MAY 1 AND WILL ALSO INSTITUTE PERSONAL PROSECUTIONS.

The manufacture and use by dealers of empty marked and branded cigar boxes for advertising purposes has grown so prevalent that the Commissioner of Internal Revenue has issued a solemn warning against the practice. All druggists who handle cigars will be interested in the circumstances.

A revenue officer, Mr. B. D. Crocker, collector at Tacoma, Wash., brought the matter to the attention of the Treasury Department. The Commissioner of Internal Revenue replied in the following:

"Yours of the 23d ultimo is received, in regard to an empty cigar box, a sample of which you forward, manufactured by the —— Cigar Company, factory No. —, — district of —, which has upon it the indented brand and printed caution notice of said factory, but no stamp. You state that such empty marked and branded cigar boxes are distributed among dealers in your district for use as advertisements and for display purposes. You refer to Treasury decision 814 of August 2, 1904, concerning pasteboard cartons representing cigar boxes, and ask whether action is necessary in the matter.

"In reply, you are advised that an empty cigar box bearing the indented brand and caution notice of a cigar factory comes within the provisions of section 3455, Revised Statutes.

"Eliminating the words of the statute not applicable to the case, it reads:

THE LAW.

"'Whenever any person sells, gives, purchases, or receives any box * * * branded or marked in any way so as to show that the contents or intended contents thereof have been duly inspected, or that the tax thereon has been paid, or that any provision of the internal-revenue laws has been complied with, whether such * * * branding or marking may have been a duly authorized act or may be false and counterfeit, or otherwise without authority of law, said box * * * being empty, * * * he shall be liable to a penalty of not less than fifty nor more than five hundred dollars. And every person who makes, manufactures, or produces any box * * * branded or marked, as above described, or * * * brands or marks the same, as hereinbefore recited, shall be liable to penalty as before provided in this section. And every person who violates the foregoing provisions of this section, with intent to defraud the revenue, or to defraud any persons, shall be liable to a fine of not less than one thousand nor more than five thousand dollars, or to imprisonment for not less than six months nor more than five years, or to both, at the discretion of the court. And all articles sold, given, purchased, received, made manufactured, produced, branded, stamped, or marked in violation of the provisions of this section, and all their contents, shall be forfeited to the United States.'

"It will be observed that the foregoing provisions of law clearly denounce penalties for making or using of an empty cigar box, branded or marked in any way purporting to show that any provisions of the internal revenue laws have been complied with in respect to such box. These penalties, both corporal and pecuniary, are so severe that this office has hesitated to invoke them for the prevention of the practice in the trade of making and using "dummy" cigar boxes for advertising purposes, a practice innocent enough in itself, and not ordinarily resulting in any fraud on the revenue. When, however, the empty boxes or receptacles are marked or branded with factory numbers and caution notices, there can be no doubt as to the applicability of the statute to them, and it becomes necessary that all parties interested, both manufacturers and dealers, should be informed that the practice of making and using such marked and branded boxes must be discontinued or the consequences be suffered.

"In view of the fact that the statute in question has not heretofore been applied in such cases, and to the prevalence of the practice of making and using marked and branded empty cigar boxes, it is deemed proper to give public notice that the practice must be stopped and that after a reasonable time violations of the statute will be prosecuted.

"Any such empty marked and branded cigar boxes found in the hands of dealers on and after May 1, proximo, will be seized for forfeiture and personal proceedings will also be taken under section 3455, Revised Statutes.

"JOHN W. YERKES,
"Commissioner."

FACTS ABOUT WALL COATINGS.

Dealers should remember that a wall coating bought cheap must be sold cheap. That a wall coating offered at a cheap price must be either an inferior article or one for which no demand exists. That profit and not price is what should be considered and that no matter how cheap an article may be bought, if it cannot be sold at a profit it will not help pay expenses.

The Alabastine Company, of Grand Rapids, Michigan, has a well established and increasing demand for Alabastine, and is said to be the only manufacturer of wall coating in the world that does all the advertising and pushing, creates, maintains and adds to the demand alike for jobber and retailer.

The Alabastine Company this year is advertising in an extensive manner in the leading magazines, getting articles on Alabastine purely on its merits, and is also advertising in thousands of local country papers, the result of which must be a demand greater than ever before.

CLINICAL LABORATORY WORK.

The Small Druggist Should Feature It, Says Prof. Meeker.

"It is time for the pharmacist to realize that to keep abreast of the times he also must branch out. We are teaching our students clinical laboratory work in all its details, believing that this branch is today offering exceptional opportunities to the pharmacist."

So declared George H. Meeker, M.S., Ph.D., professor of physics and chemistry and director of the chemical laboratory at the Medico-Chirurgical College. Professor Meeker, in discussing the matter, further said:

"Physicians to-day are dealing more and more with the big firms that are putting up the prescriptions he uses. One cannot blame him. These firms put up prescriptions by the thousand while the druggist on the corner will put up one, consequently, he would often rather trust the firm that has, and proposes to keep, a reputation than some corner druggist. As a result, this druggist must work with the physician in another way and that is by doing his laboratory work.

"The old days when the family doctor examined the tongue and the pulse, are gone. Now-a-days the physician depends largely upon his chemical analysis for his diagnosis of disease. But the busy practitioner has not the time, in many cases the apparatus, for this sort of work. This is where the pharmacist could make himself invaluable. He need not depend on the physician for the work either.

"Then again, many physicians who now do this work, would be only too glad to transfer it to another. I have had physicians come to me with samples of urine, asking me to test it. They have admitted that they have made these tests for their patients, but wanted to be entirely satisfied in their own cases. Many diseases are determined by tests such as the competent pharmacist would be called upon to make.

"This idea does not apply alone to the student now in college. All pharmacists should fit themselves for this sort of work. They will have to be educated to it and we are doing our part here in college by impressing its importance upon our students."

SANTA FE SELLS GUM.

The annual report of the Santa Fe Railroad System for the year brings out the fact that the company is a large dealer in chewing gum.

In the 400 stations between Chicago and the Pacific coast are slot machines containing gum. Into these machines last year were dropped 1,150,000 pennies for gum, the sum aggregating $11,500.

SODA IN KANSAS CITY STORE

W. M. Federmann Explains His Fountain Methods

Opposed to Alcoholic Drinks—Proprietor's Name Best Title—Soda Should Be Better Than That of Competitors—Pleased Customers Best Advertisers—New Ideas Adopted—Wide Range of Beverages—Fancy Drinks

At one soda water fountain in Kansas City, Mo., between 2,000 and 3,000 mixed and plain sodas are served every warm day during the season. The dispensing is under the direct supervision of W. M. Federmann and the place is his Diamond Drug Store, at 904 Main street, in Kansas City's noted junction. Mr. Federmann has advanced ideas on the conduct of a soda fountain. He believes it should be separate and distinct from every other department in a drug store; that only the most skilful dispensers should serve the public; that only the best materials should be used in the concoction of the beverages and that absolute cleanliness should be observed in every nook and cranny. His motto is: Please the Public.

Of course, Mr. Federmann has achieved success as a dispenser of soda water. He has been in Kansas City eighteen years. He began his business career in Cincinnati, where he graduated from the Cincinnati College of Pharmacy. For several years after his arrival in Kansas City, he clerked in a pharmacy at Independence and Forest avenues. He bought his employer out, and twelve years ago, with a partner, he acquired the Diamond Drug Store, which is in the heart of the city's retail district. One year ago he purchased his partner's interest and shortly after secured the Palace Drug Store, at Twelfth and Main streets. At that store his soda water plant is a duplicate of that in the Diamond Drug Store.

LIKES OWNER'S NAME AS TITLE.

Mr. Federmann doesn't like the titles "Diamond" and "Palace," however. He says a title for a drug store, other than that which the owner's name gives it, is too provincial. The stores, the Diamond and the Palace, have been known as such for a good many years, but now the name Federmann is better known. "If a man sells the right class of goods his name is good enough for his store," he said the other day. "I don't believe in a druggist hiding his identity behind a catchy title or an elaborate electric sign. I'm behind every article sold in either of the stores, and I am not ashamed to let the buying public know it. I want my name to be the guarantee of quality, the symbol of fair dealing. The words 'Diamond' and 'Palace' stand for nothing. The name 'Federmann' does."

The soda water plant in Mr. Federmann's Junction store represents an investment of $5,000. The fountain is a Low Art Tile, made in Boston. It has a 20-foot tile counter. In the basement directly under the fountain there is a continuous electric carbonator, with an automatic attachment, which provides a continuous supply of charged water. Attractive signs, mirrors properly placed, a profusion of flowers, when in season, large cut glass bowls filled with crushed fruits and an array of fine glasses and silverware, make the fountain a sight worth going blocks to see.

W. M. FEDERMANN.

SODA BETTER THAN OTHERS.

"Our aim," said Mr. Federmann in his talk with The Era man, "is to dispense soda water just a little better than anybody else. We use the best fruits, the best flavors, the best ice cream; our glassware is always clean, our dispensers immaculate and our prices reasonable. The way to achieve success is to earn it. That is what we are doing. We study our public and we cater to its wants. We make an especial effort to make the fountain attractive for women. The seats are comfortable and inviting, the service is prompt and electric fans keep the air cool. In fact, the fountain is an excellent retreat when the sun is shining brightly and we cultivate the habit some women have of making it a rendezvous after a vigorous shopping campaign.

"During the season we adopt every new soda idea and often invite suggestions from our customers. I remember that five years ago the dispensing of soda water in Kansas City was a most prosaic calling. Only the common flavors of commerce were used. Crushed fruits were almost unknown. The use of ice cream was very limited. A sundae was really considered a remarkable refreshment. Since that time the business, from a monetary standpoint of view, has increased more than 50 per cent. I believe that improved service and up-to-date ideas are as much responsible for the improvement in a profit way as the increase in population. Kansas City is getting to be a soda water-drinking town and it is a source of gratification to me to hear, as I often do, 'that Federmann keeps the best soda water in town.' I try to maintain that reputation by giving the soda drinkers the very best for the money.

NO LIQUORS AT FOUNTAIN.

"Here is another idea that I have demonstrated to be a success. I do not permit a drop of spirituous liquor behind the counters of my soda water fountains. A soda water fountain, I believe, should be the home of temperance drinks exclusively. As a result, no tired tipplers ever bother the dispensers and every customer leaves the better for the visit.

"What is the range of drinks? From a plain soda phosphate to an egg Arctic flip. An egg Arctic flip has a different name in every city where there is an expert dispenser. Its ingredients? Oh, the usual materials—soda, ice cream, crushed fruit, nutmeg or cinnamon, with an egg shake for a top dressing or for a base, just as the fancy of the dispenser dictates. Malted milk is also popular, the phosphates are always in demand, and customers never tire of calling for crushed fruits. The most popular syrup, of course, is chocolate. It is syrup that stands far ahead of anything else. It simply has the call. The manner of making the syrup is an important factor. We have a process of our own. No, I'll not describe the process. We believe we make the best chocolate syrup in the town. That is one soda water secret that we will not impart to the trade. Of course, we use the best materials money can buy. It is our best advertiser. Those addicted to drinking chocolate sodas tell their friends and thus the advertisement goes on in an endless chain sort of way.

FANCY DRINKS.

"Coca Cola is often called for. Some of the soda water drinkers of the city have the Coca Cola habit. It is stimulating and I've known of persons who have called for the beverage as often as eight or ten times in a day.

"To revert to the absence of spirituous liquors from my soda water fountains," continued Mr. Federmann, "I not only bar alcohol in every form, but also malts. Neither belong in the soda water business. The sooner soda water dispensers adopt the idea, the more they will be thought of by the people, and the better their business will be. As I have said, I believe a soda fountain is strictly a temperance proposition. It is no place for liquors.

"Of course," said Mr. Federmann, resuming his discussion of refreshing drinks, "the nickel plays a prominent part in our soda trade. We charge five cents for ordinary ice cream and phosphate drinks, ten cents for an egg phosphate, a crushed fruit or a mixed drink. Our season opens

A LEADING FOUNTAIN IN KANSAS CITY, MO

Proprietor, W. M. Federmann. Fountain, a Low Art Tile, manufactured by the Low Tile Co., Boston. Length of counter, 20 feet. Sells 2,000 to 3,000 drinks daily.

April 1 and ends about November 1. By season I mean the busy period. Then is the time we run our dispensers in shifts, five or four to a squad. During the cool months we dispense but chocolate, clam and tomato bouillon, beef tea and similar 'warming' drinks."

EXCHANGING OLD FOR NEW.

Every druggist or other dispenser of soda water knows that there is big profit in soda water if the thing is handled properly. Many will glance at their old-time fountains and sigh that any attempt to corner the local trade means a new soda fountain and a lot of fuss and bother. Doubtless it does mean a new fountain. An authority in the soda trade recently stated that at least two-thirds of the dispensers of the country could with great profit trade their old fountains for modern apparatus, and that the past few years have demonstrated beyond question that the trade goes where there is purity of beverage, conspicuous cleanliness and progressive appearance.

Commenting upon this, the L. A. Becker Company, manufacturers of the Twentieth Century Sanitary Fountain, say: "The conclusion is correct and the advice is good, but a warning is needed. Look out that in the exchange you do not simply swap your old-time concealed syrup, drippy spigot fountain for the same ancient system disguised in a new dress of polished marble and onyx."

Sanitary precaution is a safe investment and this explains the wonderful successes made by operators of the Twentieth Century Sanitary Fountain. Entire departure from old style construction and the application of advertising to the soda trade have revolutionized the business.

It is universal experience that the Twentieth Century Sanitary Fountain not only increases soda trade, but general business also. The Becker Company have many remarkable proofs of this and when you look into the Twentieth Century Sanitary system of refrigeration, the saving effected by single or double icing, etc., you begin to see wherein the claims for the Twentieth Century Sanitary are made good.

There is no opportunity like the present. Now is the time to discard the fountain of the past while it still has value for exchange purposes, and install in its place the fountain of the future—the Twentieth Century Sanitary. For full particulars, see advertisement on another page.

WHY HE BENEFITED.

Gyer—"My brother has been greatly benefited by patent medicines."

Myer—"What kind did he take?"

Gyer—"Oh, he didn't take any. He's a druggist."—Ex.

DRUGGISTS AS OPTICIANS.

For many years past the physician was expected to look after the eyes of the public. Inattention on his part caused the fitting of glasses gradually to slip from his hands. It was taken up by the jeweler, who in many cases found it so profitable as to abandon his jewelry business altogether. It is now being taken up by the druggist, who seems to be a very proper person for handling this class of work. It is an extremely profitable adjunct, and in many instances, druggists have abandoned the drug business for optics, finding the latter more profitable, requiring less time and less financial risk. The Northern Illinois College of Ophthalmology and Otology for many years has been successfully engaged in teaching optics, and it has graduated many druggists. It is still energetically continuing its efforts to induce the druggist to put in an optical department as a side line. Even though it should not be desirable on the part of the druggist to launch into optics exclusively, it will always enable him to pick up a great many dollars which would otherwise go somewhere else.

The secretary of the school, G. W. McFatrich, M.D., Masonic Temple, Chicago, would be pleased to correspond with anyone desiring to study this profession.

WINDOW ADVERTISING

Views of an Expert on Arrangement of Displays

Good Windows Pay Anywhere—Expense Trifling and Time Required Inconsiderable—Chief Requisite Thought and Attention—Silk Drapings more Economical than Crepe Paper—Price Cards Essential—Why are Most Windows Changed on Friday?

The difference between six dozen and twenty two dozen of a fifty cent preparation represents the advertising value of one window during one week. A simple calculation shows that this one display increased the daily receipts of the store by about $15 and the money and time invested were too trifling to deserve consideration. This is an example chosen at random by Mr. A. C. Field, the window decorator, in reply to the question: "Does window dressing pay?"

"There is no question about that," said Mr. Field, smiling. "It makes no difference what the location may be or how unfavorable the neighborhood, a druggist's windows will always increase trade, and the expense is so trifling that almost any increase means a profit. Of course, the value of a window depends largely upon a great many conditions, but some attention to the arrangement of the goods which the public can see from the street will pay in even the most obscure little drug shop in the back country.

GOODS SUITABLE FOR DISPLAY.

"The kind of goods which is suitable for display depends upon many conditions. Timeliness must be taken into account as a matter of course but aside from that there are a multitude of things which must be taken into consideration. A druggist's 'own make' goods naturally take the first place, but it is impossible to adhere rigidly even to that rule. Few druggists have a large enough line to keep their windows supplied with a sufficient number of changes. In that case sundries of proprietary remedies may become entirely proper. But there need be no difficulty in finding material for a window display. Every druggist, no matter how small may be his stock, has enough to keep weekly changes going indefinitely.

"In pushing preparations of their own make, cold-creams, lotions, tooth powder, etc., many druggists make the mistake of putting up a cheap article. They do not use the best material and their packages are not attractive. If they would not try to get quite so large a profit, they would do much better. Above all, other considerations are the quality of goods which you put into your window.

"It is not necessary to stick to articles put up in bottles or jars. There are the great mass of side-lines to choose from. Toilet goods are always a good feature. A window that appeals to women, showing toilet sets, requisites and accessories, is an excellent drawing card, and also one aimed at the men—hair brushes, razors and shaving requisites. But, as I said before, the druggist who cannot find something in his stock with which to fill his windows is rather lacking in ingenuity.

PRICE CARDS.

"Price cards are of the greatest importance. Without tickets giving prices, you might as well make no display at all. The price is the very point about the goods in which the public is most interested. That is a personal affair that touches everyone who is attracted by the appearance of the goods.

"And the expense is trifling. A plain card, 5 by 7 inches, bearing a simple statement about the goods and the price is the best salesman, and with care will last a long time. After the week's display is taken down, the cards can be laid away for future use when the time and season are again propitious.

"Any man can learn to write cards if he will devote an hour or two per day to practice. With this, as with everything else, you can't make a success of it if you go at it in a half-hearted way. Go in to win or not at all. A great help in writing cards is a book containing model letters which is supplied by a firm who make a specialty of inks and supplies for this purpose. An outfit of this kind, a supply of cardboard which can be obtained from any stationer and a little perseverance will do the trick.

"The choice of subject matter is neither so difficult nor so important as it seems. Say very little just enough. The price is all important. That with the name of the article and a simple catch line, is enough. For catch lines, use your taste and judgment. Keep on the lookout for ideas. Advertisements in magazines and elsewhere are suggestive. As an example of what I consider a good catch line here is the card of one of our toilet preparations: 'There is beauty in every jar.'"

SINGLE ARTICLES OR MISCELLANEOUS DISPLAY.

Mr. Field does not believe in miscel

A VIOLET CERATE WINDOW.

Size of window, six foot front, seven foot back, four foot six deep, and ten foot high. The back and sides covered with smilax and violets. In the center of the back was a large natural palm. Running around the top of the window was violet ribbon. The floor was covered with white cashmere. Two half round stands stood in each corner of the window; on each was placed Violet Cerate. In the center of the window was a large wooden box representing Violet Cerate, a reproduction of the small package. Coming out of the top of the box was a wax form. On the side of the box there was a small card which said: "There is beauty in every jar of Riker's Violet Cerate."

PLAYING CARD WINDOW, AWARDED SECOND PRIZE IN 1892 BY UNITED STATES PLAYING CARD COMPANY.

Front of this window, six foot wide, the back seven foot six. Eight foot high in the back and five foot six deep. The back of the window was covered with a figured denim. In the center of the back was a large diamond four foot six, next was three foot six, and the other two foot six. They each stood six inches out from the other. On the back of the wall was a clown riding on a bicycle. The effect when standing in front of the window was like looking into a camera. On the right and left hand corner, as the picture shows, there were two hearts. Either way you read them you will find the cards placed, Ace, King, Queen, Jack and Ten. The floor of the window was made up of the usual playing cards, poker chips and poker chip boxes.

laneous displays, that is, a heterogeneous collection of all sorts of goods in one window. When reminded of the success of certain windows of this kind in the city, he said:

"The plans mentioned are in perfectly abnormal locations. In those crowded business districts people crowd the streets at lunch time and idly flock about the windows. That makes it possible to dispose of stuff, of which the ordinary druggist would not make one sale in a life-time.

"Of course, I do not mean to condemn assorted windows. For instance, on one showing everything for the teeth, brushes, powder, pastes, washes, etc. These are most effective, but as a general rule, one article at a time catches the public. During an experience of seven years with druggists' windows, in New York, Philadelphia and other large cities, I have never known it to fail.

SHAPE AND SETTING OF WINDOWS.

"Much depends upon the shape and setting of a window, the distance between the glass and back wall, the depth from the observer's eye to the floor, etc. The floor of the window should be on a level with the bottom of the glass if possible. This saves waste of goods. If the floor is below the line of sight, it will be necessary to pile in dozens of packages before you get to the point where people can see them.

"The depth of the window, the distance from glass to back wall, should be not less than two feet six inches. That is, I should say, a minimum. As a general rule, depth counteracts or rather equalizes the height of the window. Most windows extend far above the heads of the people looking at them. If the space is too shallow, and the goods are arranged in the usual pyramidal form, a tall front glass will make your display look as though a derrick had fallen upon it.

COLOR SCHEMES.

"The choice of color is a matter of taste of course, but also one of convenience. As nobody buys a complete new outfit every time the window is changed, it resolves itself into a question of the best material available. By taking thought a few days in advance this may be adjusted very satisfactorily.

"If the preparation displayed happens to be a light package like cold-cream, use green or pink drapery, and if a red dentifrice, use pure white. The trick is to get the tints to harmonize. Boisterous colors will not get along peaceably with subdued tints. Green with pink makes a very effective combination if the shades are the right ones.

"Unattractive packages need not be hopelessly discouraging. The more attractive the package, the less of additional decoration it requires to secure the desired effect, of course, but if the carton is not decorative, that quality can be added. Take, for instance, extract of calisaya, everybody knows what the ordinary package of that is; merely a plain carton with lettering. Here is a scheme which I am using now: Apple blossoms on branches fill the back of the window; the floor is covered with grass; in the centre is a log of wood and a stump, out of the top of which green blades are sprouting; the packages of calisaya are hung upon the boughs among the apple blossoms; the tickets read: 'Now is the time to take — Calisaya; it tones the system, prevents malaria and banishes that tired feeling.'

MECHANICAL AND LIVING DISPLAYS.

"Among outside attractions there are, in my opinion, four unusually effective means of attracting attention—flowers, live animals, mechanical figures and devices, and the living human figure. These are all more expensive and troublesome than the stock display. Paintings and water colors are not suitable for druggists' windows. Will not animals and moving figures draw attention away from the goods offered? Not if the decorator

A. C. FIELD.

knows his business. The attraction will draw the crowd; it is up to him to make it count. Cards, if properly used, will attend to that. Of course, the greater the attraction, the greater the care that must be taken to prevent the effect from going to waste.

THE FRIDAY QUESTION.

"A display should be run long enough to show what it can do. The weekly change has so much to recommend it that it seems to be the rule everywhere. That suggests an interesting question, one which I should very much like to have answered. Why do almost all druggists change their windows on Friday? If you go into almost any store on a Friday morning you will find everything topsyturvy, and everybody out of joint, from the proprietor down to the boy who holds the box of tacks. In the average store everybody dreads those windows; why, I can't understand, for that is a simple matter when approached in the right way.

"Instead of 'ripping things up the back' generally, every Friday morning, it would, in my opinion, be much better to divide the unpleasantness between two days. If you have two windows, change one on, say, Tuesday and the other on another day, devoting a half morning to each. Give an impression that there is always something doing in your store."

Then, with a smile, Mr. Field added epigrammatically, "It is a good thing to make people think you are alive, even if you are not."

A WINDOW DECORATOR BY HEREDITY.

Mr. Field says window decoration is a second nature to him, for his father followed the business for thirty-five years. The son is fond of his work, a fact which is easily apparent in every detail of his windows. He has been a decorator for ten years, beginning with the arrangement of the interior of dwellings, hall furniture, cosy corners, etc. For the past seven years his attention has been devoted to druggists' windows exclusively. For three and a half years the windows in the stores of George B. Evans, of Philadelphia were his especial charge, and later he was employed by the corporation of Hegeman. At present he devotes his time to the windows of the Riker Drug Stores.

BUSINESS RECORD.

ALABAMA.

Brundige.—M. W. Britt, succeeds A. G. Seay.
Camden.—Foster & Jones, succeeds R. D. Jones.
Scottsboro.—Hackworth Bros., new firm.

ARIZONA.

Phoenix.—A. L. Cornwall, succeeds James W. Doud.
Phoenix.—N. N. Miller, succeeds T. H. Hudson.

ARKANSAS.

Fayetteville.—Hight & Hulse, new firm.
Hope.—O. M. Battle, succeeds Battle & Waddle.

CALIFORNIA.

Berkeley.—H. D. Irwin, succeeds Ger. A. Sherman, Telegraph Ave. and Dwight Way.
Los Angeles.—Swanner & Smith, succeeds R. J. Peck.

CONNECTICUT.

Darien.—Mr. Allen, new store.

FLORIDA.

Tampa.—Hutchinson, Colter Drug Co., succeeds Morton Drug Co.
Tampa.—Moseley & Curry Drug Co., succeeds S. B. Leonardi & Co.

ILLINOIS.

Danville.—John L. Goben & Son, succeeds Messmer & Co., 103 N. Vermillion St.
Lexington.—J. R. Phillips, succeeds E. A. Kennedy.

INDIANA.

Elkhart.—Claude D. Wall, succeeds Geo. A. Thomas, 623 S. Main St.
Morristown.—R. J. Holbrook, new store.
Princeton.—H. G. May, succeeds F. R. Parrett.
So. Bend.—Paul Wolters, succeeds J. B. Cameron, 506 W. Division St., name already listed.
Union City.—E. E. White, succeeds J. T. Moffett.

IOWA.

Dubuque.—Falkenhainer's West End Drug Store, succeeds Chas. Falkenhainer.
Dubuque.—Leik's Eagle Point Drug Store, succeeds W. C. Leik.
Hosper.—Clarence Saret, succeeds Ray Varnum.
Knoxville.—Osborn & Co., succeeds H. G. Weber & Co.
Lorimer.—Lorimer Drug Co. succeeds B. Z. Harrison.
Mason City.—Bell Drug Co., succeeds Sykes & Co.
Nashua.—Kitchen & Harker, succeeds Nashua Drug Co.
Parkersburg.—Mr. Ferry, of Bird & Ferry, dead.
Swea City.—E. E. Stahl & Co., new firm.
Waterloo.—G. A. Holbrook, succeeds Holbrook & Newman.
Woodbine.—Dr. W. E. O'Connor, succeeds S. L. Berkley.

KANSAS.

Fort Scott.—Eugene Marsh, succeeds R. E. Marsh.
Greensburg.—D. S. Sparks, new store.
Haddam.—City Pharmacy, new store.
Halstead.—Palace Drug Store, new store.

KENTUCKY.

Henderson.—La Rue-Johnson Drug Co., new firm.
Richmond.—Wines & Creekmore, succeeds E. C. Wines.
Versailles.—Berryman, Kelley & Co., succeeds R. S. Berryman and E. D. Sprogin & Co.

MAINE.

Bath.—Anderson Phcy., succeeds Sam'l Anderson.
Lewiston.—Otis J. Cook, new firm.
Pittsfield.—Otis J. Cook Co., new firm.
Sanford.—Chas. A. Trafton, succeeds Trafton Bros.

MARYLAND.

Baltimore.—Hanover Phcy., Heath and Federal Sts., new store.
Baltimore.—M. E. Mixon, succeeds Wm. F. Edwards, 1800 E. Balto. St.

MASSACHUSETTS.

Gloucester.—W. H. Newton, succeeds Herbert C. Holmes, name already listed.

MICHIGAN.

Breckenridge.—H. G. Watz, succeeds L. H. Brookway.
Houghton.—L. H. Atkin, succeeds B. T. Barry.
Saginaw.—Geo. Himmeler, 1205 Court St., new store.
Traverse City.—Hannah & Lay Drug Store, new store.
Union City.—Miller Drug & Groc. Co., succeeds Milo Odren.

MINNESOTA.

Ruthton.—A. Gilberson, succeeds Frank L. Nash.

MISSOURI.

Benton.—C. C. Thomas, new store.
Forsyth.—City Drug Store, new firm.
Hannibal.—Wm. DeGaris, 207 B'way, new store.
St. Louis.—J. G. Broeckelmann, succeeds Popp Bros., Ninth St. and Allen Ave.
St. Louis.—F. M. Dehne, succeeds J. G. Broeckelmann, 809 Mkt. St.
Weston.—R. J. Coffin, new store.
Willow Springs.—Russ & Co., succeeds Withaup & Co.

NEBRASKA.

Overton.—H. T. Worthing, succeeds Boardman & Worthing.
Tecumseh.—McDonnell & Ramsey, succeeds Stewart & Dodson.

NEW JERSEY.

Atlantic City.—Casino Pharmacy, new store.
Jersey City.—Oscar Wagner, succeeds Mrs. Geraldine Wagner.

NEW YORK.

Catskill.—H. S. Crispell, succeeds C. L. Bailey.
Herkimer.—J. W. Delahunt, succeeds Geo. A. Squires.
New York City.—L. S. Baddour, succeeds J. S. Baddour & Co., 1356 Third Ave.
Oneonta.—A. D. Rowe, succeeds Rowe & Lane.
Palmyra.—Menyo Davis, dead.
Troy.—Schneider-Macy Drug Co., damaged by fire.

NORTH CAROLINA.

Norwood.—Hart Drug Co., succeeds L. W. Hart.

NORTH DAKOTA.

Wyndmere.—C. E. Trousgard, new store.

OHIO.

Cincinnati.—Serodino Bros., Sixth and Race, from Fifth and Race.
Lebanon.—J. P. Rawles, new store.
Martins Ferry.—Harry Stewart, succeeds Moore & Co.
Niles.—R. M. Haun, new store.
B. E. Vale, new store.
Norwalk.—Frank Harter, succeeds C. E. Barton.
Plain City.—The German Phcy., W. Main St., succeeds Auburn Smith Sons, of London, Ohio.
Tiffin.—Frank Breidinger, succeeds I. L. St. John.

OKLAHOMA.

Capron.—L. W. Langdon, new store.
Hinton.—O. C. Bowen, succeeded by Barrett Bros.' Drug Co., name already listed.
Shawnee.—Crescent Drug Co., new firm.

OREGON.

Eugene.—Roberts Drug Co., new firm.
H. A. Vincent, out of business.
Yerington & Kuykendall, succeeds A. Yerington.

PENNSYLVANIA.

Allentown.—Tho. M. Simcoe, succeeds Good Bros. Co., 917 Hamilton St.
Philadelphia.—H. C. Bingman, succeeds Geo. H. Johnson, 728 N. Seventh St.
Isaac Cohen, damaged by fire.
Wilkesbarre.—E. F. Swartz, succeeds F. M. Bouton, 53 Casey Ave.

RHODE ISLAND.

Pawtucket.—Hall & Lyon, Main St., new store.

SOUTH CAROLINA.

Charleston.—C. P. Aimar, prop. of G. W. Aimar & Co., dead.

SOUTH DAKOTA.

Bradley.—Murray Drug Co., succeeds Bradley Drug Co.

TEXAS.

Lillian.—A. J. Crow, new name.
Mexia.—Ausley & Roller, succeeds Clark Drug Co.
Van Vleck.—Van Vleck Drug Co., succeeds J. H. Rainey.
Winchell.—B. Crimmins, succeeds J. H. Burton.

UTAH.

Vernal.—E. E. Colpin, succeeds Colpin-Hirth Drug Co.

VERMONT.

Morrisville.—L. A. Wadley, succeeds Slayton & Saunders.

ONTARIO.

Guelph.—J. Bruce Broadfoot, Quebec, St. and St. Georges Sq., new store.

PATENTS, TRADE MARKS, ETC.

PATENTS.

Issued March 14, 1905.

784,596 Simon Schlangen, Chicago, Ill. Filling apparatus for liquids.

784,622 August S. Lindemann, Milwaukee, and Henry F. Stock, Waukesha, Wis., assignors to Milwaukee Waukesha Brewing Company, Milwaukee, Wis., a corporation of Wisconsin. Bottle soaking machine.

784,632—William M. Ricketts, Columbus, Ohio, assignor of one-half to Colonel E. Bright, Columbus, Ohio. Inhaler.

784,640 Robert Suchy, Griesheim on the Main, Germany, assignor to Chemische Fabrik Griesheim Electron, Frankfort-on-the Main, Germany. Process of making chromates.

784,645—Hubert L. White, Utica, N. Y. Inhaler.

784,656 Henry W. Brent, Jr., New York, N. Y., assignor of one-fourth to Charles S. Wilson, Washington, D. C. Non-refillable bottle.

784,688—Gustav L. Kleiser, Christiania, Norway. Corkscrew.

784,729 Edwin G. Bates, New York, N. Y., assignor to The Bates Machine Company, New York, N. Y., a corporation of New Jersey. Numbering-machine.

784,830—Martin L. Beistle, Ingram, Pa. Medicine spoon.

784,851—Frederick M. Glaessel, Chicago, Ill. Device for removing internal bottle-caps.

784,868—Jean A. Leu, Montreal, Canada, assignor of one-half to Numa Huguenin, Montreal, Canada. Bottle support and protector.

784,914—William J. Boyle, Lewiston, Me., assignor of one-half to William J. O'Brien, Bath, Me. Nursing-bottle holder.

784,941 Francis S. Hefferman, Springfield, Mo. Non-refillable bottle.

784,975—Louis N. Bishop, Dayton, Ky. Non-refillable bottle.

785,001—John A. Hicks, Summit, N. J., assignor, by mesne assignments, to The Auto Stopper Company, New York, N. Y. Machine for bottling liquids.

785,003—Paul Julius, Ludwigshafen-on-the-Rhine, Germany, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation of Baden. Dichlor-dimethyl-fluorane and process of making same.

785,011.—Abbot A. Low, Horseshoe, N. Y., assignor to The Auto Stopper Company, New York, N. Y. Secret-sealing means for vessels.

785,012—Abbot A. Low, Horseshoe, N. Y., assignor to The Auto Stopper Company, New York, N. Y. Bottle.

785,013—Abbot A. Low, Horseshoe, N. Y., assignor to The Auto Stopper Company, New York, N. Y. Bottle mouth and neck.

785,062—Earl Clemens, Chicago, Ill., assignor of one-half to Henry E. Lazarus, Chicago, Ill. Bottle stopper.

TRADE MARKS.

Registered March 14, 1905.

44309 Tooth and mouth cleansing preparations. Albert M. Pearson Cleveland, Ohio. The word "Smokers" associated with quotation marks.

44310—Remedies for certain named diseases. William J. Zelner, San Francisco, Cal. The representation of a man leaping or dancing with joy etc., the representations of a crutch on one side and a walking-stick on the other falling to the ground.

44311—Preparation for the treatment of certain named diseases. Carender & Gates, Jerico Springs, Mo. The word "Cassenna."

44312—Liquid preparation for the treatment of certain named diseases. John W. Cotterel, Harrisburg, Pa. The compound word "Oil-Thunder."

44313—Preparation for rheumatism cure. George Anton Georgiadi, New York, N. Y. A rectangular border of Greek design inclosing a heart surmounted by a cross springing from the upper central hollow. Superposed upon the heart is a double-headed crowned eagle, upon each wing of which are four squares bearing respectively, the letters "H," "M," "K," "S," "E," "O," "C" and "M," etc. On one side of the eagle and on the heart are the words "The Empire" and on the other side "of Byzantium." In one upper corner is a bull's head with the words "The Great Heads," and in the opposite upper corner a star and crescent.

LABELS.

Registered March 14, 1905.

11,955 Title "Cincovin" (For medicine.) The Cincovin Company, Chicago, Ill.

11,956—Title: "Nebraska Cough Cure." (For medicine.) Goodrich Drug Co., Omaha, Neb.

11,957—Title: "Boyd's C. A. T.s Carbon-Albumen Tablets." (For medicine.) Charles L. Boyd, Chicago, Ill.

MARKET REPORT

RESTORE BROMIDES.

Jobbers Cannot Obtain Supplies, So Old Prices Maintained.

CANNOT SELL AT NEW CUT FIGURES GOODS BOUGHT AT OLD PRICE LEVEL UNLESS NEW SUPPLIES CAN BE OBTAINED FROM MANUFACTURERS AT THE GERMAN SYNDICATE'S QUOTATION AND THIS IS IMPOSSIBLE.—GENERALLY STEADY BUT DULL MARKET.—CODLIVER OIL FIRMING.—SIMARUBA BARK LOWER.

New York, March 20. Conditions have altered very little during the past week. The general tone continues steady despite some irregularity in a few lines. But there has been a gradual falling off in the volume of transactions. In fact, the market is rather dull and uninteresting, with little feature. Jobbers report a steady movement of goods to consumers, but are willing to see an improvement in the demand. The position of bromides is paradoxical. While all the leading manufacturers are quoting on the low basis established by the German syndicate, they are persistently refusing to fill orders at such prices, except to old customers for actual requirements. The agents of the foreign syndicate are pursuing the same policy, compelled by their inability to produce sufficient supplies to meet the demand. It is therefore exceedingly hard for jobbers to replenish their stocks at the new price level, and in consequence, they are refusing to supply retailers at a reduction from old figures. Those jobbing houses which openly lowered their quotations on bromides last week have this week restored them to the former level. Codliver oil is unchanged by jobbers, but the wholesale market is firmer and some manufacturers of the Norwegian have advanced their figures from recent low levels because of bullish developments regarding the quality of new oil and the comparatively short period left for this year's catch.

OPIUM.—While local conditions and the size of stocks in foreign markets tend towards a decline, the undoubtedly great injury caused by frost in Turkey to the crop, operates to hold values at the present level. The demand has dwindled materially and only a very moderate business is reported by jobbers. It is now stated that the general opinion in Smyrna is that this crop will not yield more than 4,000 cases. Jobbing prices remain unchanged at $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered, $4.00@4.25 for thirteen per cent., and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE. A moderate consuming demand continues, but nothing of interest has developed. Conditions are quiet and steady. Jobbing prices are unaltered, being $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quality.

QUININE SULPHATE. A routine, quiet, steady market. Statistical influences continue bullish, Java bark shipments for the first half of March aggregating only 217,000 lbs. There is little activity anywhere, however, and demand from consumers on jobbers is of moderate extent. Unchanged jobbing prices are 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50 oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

BAYBERRY WAX. Diminishing spot stocks produce a steadily hardening market. Moreover, there is a lack of offerings from producing markets. The principal local holder controls most of the stock in this market and refuses to sell, save in single barrel lots. Prices have naturally jumped and a proportionate rise makes jobbing quotations 40@45c. per pound.

BROMIDES.—As stated above, it is practically impossible to obtain supplies from either American or German manufacturing sources at the low figures recently inaugurated and now generally officially quoted. In recognition of this situation and to protect themselves, jobbers have returned their quotations to the old level. The present prices are: Potassium bromide, 35@45c.; sodium bromide, 38@48c., and ammonium bromide, 44@54c., all per pound.

CODLIVER OIL. No change in jobbing prices, but the wholesale market is firmer and the recent radical cut by a Norwegian manufacturer is losing its effect. Some makers have pushed values up again, and a general advance is probable, for the quality of the new oil is excellent and only a few weeks remain of the regular fishing season.

OIL CITRONELLA. A reactionary movement has developed, and prices have advanced. This is largely due to speculative manipulation, local supplies being quietly bought up and controlled. No new offerings are expected from Ceylon before July and present arrivals are small. Naturally, jobbing prices have risen to the level of 55@65c. per pound.

SILVER NITRATE. Because of the weakness of the metal, manufacturers have reduced prices two cents. Jobbers also have lowered their figures to 43@48c. per pound.

BERBERIS AQUIFOLIUM. As reported some weeks ago, supplies are very scarce and jobbing prices have advanced to 30@35c. per pound.

OREGON BALSAM. Lack of demand and some desire to move stocks cause a lowering of jobbing prices, which now are $1.40@1.65. These quotations are representative, but the price range might be made wider, according to brand, quantity and seller.

SIMARUBA BARK.—Following last week's decline, comes another drop. The weakness is due to keen local competition. Jobbers are quoting 30@35c. per pound.

GRINDELIA ROBUSTA.—The lack of supplies is more imperative, causing a rise in jobbers' terms to 28@33c. per pound.

MATICO LEAVES.—Although a wide range of prices is offered in the market, the average is firmer and higher, so that jobbing quotations may be given as 40@45c. per pound.

LYCOPODIUM.—This commodity is expected to advance as spot stocks are very light and the next crop is hardly available before September or October. Present jobbing prices are $1.05@1.20 per pound.

OIL LEMON.—The wholesale market is firming and one brand has risen three cents. Other sellers are said to be waiting the development of a good demand before advancing values. Jobbing prices unchanged at 90c.@$1.15 per pound.

OIL ORANGE, SWEET.—Like other Messina essences, this is firm, and one brand has risen ten cents. Local jobbers have made no change in their prices of $2.10@2.50.

PINK ROOT.—In the wholesale market, another advance of two cents has occurred because of scarcity, but jobbers do not follow. Still 40@45c. per pound.

LIQUID STORAX.—More interest has developed and a two cent rise has been registered in the wholesale market, but jobbing quotations hold unchanged at 25@35c.

STEARIC ACID.—A decline of half a cent is the feature of the primary market, but without effect on jobbers, who still quote 18c. per pound and 30@35c. per pound for the C. P.

GREASE-PROOF OINTMENT JAR.

Bogart & Hopper have added to their line of turned wood boxes a new ointment jar that should prove very interesting to druggists. This jar is of turned wood and finished plain or highly polished. Inside is a heavy coating of white enamel

which is impervious to grease. A screw cap seals the package. Its advantages over glass are many; it costs less and is unbreakable. Six sizes are offered, ¼, ½, 1, 2, 4 and 6 ounces, full measure.

Write Bogart & Hopper for samples, which will be sent free. Their address is now 133 William street, New York. When writing, mention The Era.

NEW BIRCH OIL MILL.

A birch oil distilling mill will soon be in operation at East Hampton, Conn., near Lake Pocotopaug. A New York concern will run the enterprise, distilling the oil, which is sold as oil of wintergreen.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MARCH 30, 1905. Number 13.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK

TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.

TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The New Trade Mark Bill.—Creditable to the Profession.—Multum is Better Than Multa.—The C. P. on the Virtues of the Pachyderm.—Letter Box.—Fountain of Pharmacy.—Pritchard on Benzoate Bill.—Benefits of Organization.—Some Tested Formulas.—Soda Fountain Drinks.—Notes on Theory and Practice.—Question Box.

NEWS.—Prof. Chandler's Criticisms on the Mann Bill.—'Phone Rates Reduced.—New York Retail Druggists Against Souvenir Giving.—Western Pa. R. D. A. Elects Officers.—Pre-requisite Law in Pennsylvania.—St. Louis R. D. A. Strikes Out.—Massachusetts Legisiators Against 'Phone Inquiry.—New Section of Society of Chemical Industry in Boston.—What Colleges of Pharmacy Are Doing.—Drug Trade Bowling.

TRADE.—Methods of Publicity For a Druggist; Direct Advertising.—Mr. M. P. Gould Gives Some Valuable Hints.—The Fountain of The Hegeman Corporation, New York, and Its Enormous Business Discussed by F. A. Murray, Manager of the Soda Department; System in Soda Business.—Business Record.—Patents and Trade Marks.—Market Report.

EDITORIAL COMMENT

A Great Gain in New York.

The announcement that the number of members enrolled upon the records of the new N. A. R. D. Association in this city has been increased by upward of four hundred since the general organizing mass-meeting, shows what may be done after a movement has been given a good start. The largest local in the country now has as members more than half the druggists in Greater New York, and the greatest number have been enrolled within the past few weeks. This does not, however, mean that the bulk of the work was done during that time, but rather that all the hard work which has gone before is beginning to bear fruit.

The preliminary labor has been tedious, and at times almost disheartening, but the end will justify all the effort expended. The end has never been in doubt, although the difficulties were many. Support of this body which had brought about the adoption of the serial numbering plan by a goodly number of the big proprietary manufacturers was plainly and admittedly the duty of New York druggists. Not a little of the influence which finally shattered the wall of cynical and suspicious indifference which separated the drug trade of New York from the National Association has been supplied by the manufacturers. Their conduct during the trying campaign now drawing to a close was straightforward and admirable in every respect.

The New Trade-Mark Law.

The trade-mark bill, to which reference has been made in these columns, received the approval of President Roosevelt on the twentieth of last month. Some misapprehension as to its effect upon rights granted under the old law has been caused by the many circulars sent out by attorneys anxious to aid in securing reregistration. To those who are in doubt we can state that reregistration is desirable, but in no sense is it necessary for the protection of trade-marks granted under the old law. The new provision offers greater protection, but it preserves all rights already granted.

Some of the advantages of the new law as pointed out in the Bulletin of the U. S. Trade-Mark Association are as follows:

"It gives jurisdiction to the Federal courts of actions against infringers engaged in interstate commerce. Under the old act, these courts have jurisdiction only when the infringing mark is used in foreign commerce.

In any action for the infringement of a registered trade-mark where the plaintiff prevails, he may in the discretion of the court recover damages in three times the amount of damages actually found to have been sustained.

"An injunction obtained in a suit before the Federal courts may be served or enforced anywhere in the United States, instead of only within the circuit where it was issued as formerly.

"Infringing labels or wrappers bearing marks found to infringe may be ordered delivered up and destroyed.

"Registration under the new law may be made in the exact form in which the mark is actually used. Formerly registration has been so restricted by the requirement that the 'essential feature be specified, that registration has seldom been obtainable in other than a mutilated form from which the mark actually used was often unrecognizable."

Professionalism vs. Commercialism

Those who were fortunate enough to attend the last pharmaceutical meeting of the Philadelphia College of Pharmacy enjoyed a discussion, to hear which was easily worth a trip of many miles. The subject under consideration was that of "Ethical Pharmaceutical Practice," and among the speakers were such masters in both theory and practice of the calling as Prof. Hynson, Dr. Alpers and Mr. Beringer.

During the course of the remarks it became quite evident that the ethical side of pharmacy is not a thing of the past, Prof. Hynson even going so far as to declare that its pursuit could be made to pay in dollars and cents, and the recompense was both more generous and less uncertain than that connected with pure merchandising. Dr. Alpers held that the pharmacist should elevate the commercial part of the vocation and make it subservient to the professional portion.

Creditable to the Profession.

Somebody ought to see to it that some of the statements made last week by Dr. Diekman about Board of Pharmacy work are given wide publicity in the daily papers. He said that the results of the investigation into the quality of the preparations sold in our drug stores were entirely creditable to the pharmaceutical profession. Since certain dailies have in the past distorted a report of the same gentleman to the discredit of the pharmacist, it is only fair that they give these remarks equal prominence and undo some of the wrong which they have committed.

Dr. Diekman said at the meeting of the College of Pharmacy that "In every instance where impure cream of tartar was obtained, a grocer was the offender, and not in a single instance, the pharmacist. Statements appearing from time to time in the columns of the daily press, alleging that many pharmacists (90 per cent. in one instance) are deliberate and intentional violators of the public health laws, are certainly not substantiated by facts or conditions as we found them. On the contrary, the results of the investigations of the Board of Pharmacy are entirely creditable to the pharmaceutical profession."

Inspections by representatives of the Board are undoubtedly a wholesome influence, and it is a pity that the work done is not more extensive. During the year 1904, 2121 samples were collected, and since many of these were obtained from grocers, it seems reasonable to suppose that the stock in trade of some pharmacists was not sampled at all. The report would be more valuable and convincing if it covered the entire field, and were not restricted to certain predetermined articles from selected stores. We feel certain that the results of an inspection of all the articles in all the drug stores of the city would be still more creditable to the profession.

Advertising Essentially Honest.

A statement made by Mr. Gould to a body of pharmacy students is a bit surprising—until one considers the explanation. He said in effect that there is no such thing as cheating in advertising, and this, for the very simple reason that the business is so open and public that no sort of misstatement in a display announcement can succeed in deceiving anybody.

That is a very curious view upon a very curious subject, but the gentleman who has discovered it has every means of knowing whereof he speaks. Moralists have found fault with American advertisements, insisting that the printed claims for the virtues of the goods advertised invariably overstated the case. If, however, the extravagant statements are always discounted in the proper amount, the advertising does no harm, whatever may have been the intention. Another thing, if the excessive claims have no effect whatever, why indulge in extravagant statements at all?

Dr. Wiley's Prescription.

All those who gave up hope when Dr. Osler sentenced men of above forty to comparative uselessness may take a fresh grip. Dr. Wiley has provided an antidote. Just as we are becoming reconciled to the thought that modern life wears out good men before they have fairly begun to live, he declares that science has already done much to prolong man's usefulness, and that with care we may be worth the space we occupy at ninety.

His recipe is simple, although the ingredients are not to be had in every drug store. A man to be useful at ninety must attend to the following matters somewhat earlier in life: As a baby, he must not be too fat. He must have a good pedigree and his youth must be one of temperance and self-restraint. He must not work too long and hard and must devote an equal amount of time to play. He must not eat or drink too much, and, above all, he must not worry about anything.

Most of us will decline the proffered help with thanks. The prescription is too hard to fill, especially the items calling for plenty of play and no worry.

Multum Better Than Multa.

One of the more thoughtful of the newspapers, in discussing the prevailing cry of poverty in our schools and colleges, gave the following sage advice: "Multum is better than multa." While this may not be directly applicable to our colleges of pharmacy, yet it may very profitably be borne in mind. It is better to give much instruction in a reasonable number of courses than to divide the same effort among many courses.

Nearly all the large universities and colleges are pleading for increased endowments and donations, and cutting down expenses. The explanation is that they have been too ambitious, that courses and equipment have been multiplied and magnified beyond the power of maintenance. The result has been an increase of expense with no adequate return. It seems that unrestrained competition is not an unmixed blessing even in the domains of education.

Is this the proper attitude for the pharmacist in approaching questions which concern the morals of the people? "I am running a drug store, and it is my business to supply people what they ask for. It is not my fault if they misuse what they get. Anything can be misused."

Local Physicians' Associations.

Druggists have shown how a local association may make good its demands, and the doctors are, it seems, beginning to learn the lesson. Elizabeth, N. J., has a Physician's Protective Association, and the activities of that body are not altogether pleasing to the pharmacists. A recent proposal contemplates a ban upon all drug store advice as to the treatment of disease, the doctors to determine what is counter prescribing and what is not.

A similar association in Bayonne has occasioned considerable friction between druggists and doctors. The pharmacists received letters warning them against dispensing medicines without a doctor's prescription, and even hinting at rigid inspection and punishment in case the warnings were disregarded.

A story which is going the rounds shows how acute is the case. A druggist sold a simple preparation in response to a request for a "colic medicine." A doctor found the bottle in a patient's house. He called upon the druggist and said: "Look here, you did me out of a dollar. You'll have to quit that." Now it is said the druggists are planning a counter move to compel the physicians to give up carrying tablets.

Organization must be met with organization. The individual is helpless.

Bills Pending in Pennsylvania.

Prof. Remington last week announced to an assembly in Philadelphia that the prerequisite measure in which the pharmacists of Pennsylvania are most deeply interested had been approved by both branches of the Legislature, and would in all probability receive the Governor's approval. It seems likely, therefore, that of the States now considering college education as a requirement for registration the Keystone State will be the first to sanction this reform.

Mr. Pritchard writes that the Fruit Syrup bill, which was vetoed by the Governor a week or two ago, has been reintroduced with certain modifications to meet the objections raised by the Chief Executive. In his opinion, the chances of its becoming a law are good.

A third bill, and one which would be of surpassing interest to druggists if it were taken more seriously, is the measure backed by the W. C. T. U. That remarkable example of regulation building aims to do away with all sales of proprietary medicines, except the very few which fall under the supervision of physicians. It requires a doctor's prescription for every package of medicine containing a considerable proportion of alcohol. It is looked upon as too absurd to cause serious alarm.

System and Economy.

Quite the most striking contrast to the casual observer of the operations of the giant drug stores of the city and those of the more modest pharmacies in the back streets is the evidence of system in the former and the lack of system in the latter. Without doubt much of the success of the large establishments is due to this observance of order and sequence in doing things, for system is merely a forced habit of attending to the right thing in the right time and the right place. In that lies economy, profit.

The druggist who has only enough work for himself and a boy is apt to think that the refinements of system are not meant for his small enterprise. He is inclined to consider rules and plans as too much trouble, and since he looks after things himself, superfluous. No mistake could be greater, for the larger the number of affairs entrusted to one person, the more the need of method which will avoid waste of time, energy and material.

The chief function of system is the elimination of waste, the stopping of leaks and not that of a mere lubricant to keep the machine in smooth working order; and the small druggist needs to look after the leaks more closely than his more prosperous neighbor. Yet it is in the large, flourishing stores that care in this respect is most apparent.

The small pharmacist may admit the value of card indexes, checking systems and other well known waste reducing schemes, and at the same time convinces himself that in his case these things are impossible. A card index would require his entire attention and leave no time for the actual operations of the store. This may be a serious objection to that most highly developed instrument of system, but no one has so little shelf-room that he cannot arrange his goods in classified order so that his entire establishment will constitute its own index. A common fault in small drug stores, and one which is wasteful in a dozen different ways, is the placing of goods in a helter-skelter way, so that the exact location of an article depends upon the very fallible memory of the person who last set eyes upon it.

Order is the first law of the universe, and also of the business world. The very best stopper for leaks is everything in its proper time and its own place.

Anti-Narcotic Bill in Rhode Island.

In Rhode Island the druggists seem to be at odds with the physicians about a proposed anti-narcotic law. The bill which is before the State Legislature aims to restrict the sale of narcotics and the refilling of prescriptions. Violations are to be punished with a heavy fine, and in case of a second offense with a loss of license.

From reports received, this measure does not seem to differ greatly from similar legislation endorsed by druggists in other States, but there must be some concealed twist to the bill, otherwise representative pharmacists of Rhode Island would not oppose it. Anti-narcotic legislation of some kind is necessary to save pharmacy from disgrace, and druggists will better serve the interests of their calling by co-operating in securing and modifying legislation than by opposing all regulation in toto.

Mark Twain and an Advertisement.

A characteristic story about Mark Twain shows that the goods do not always talk more effectively than the advertisement. It seems that on a recent trip across the ocean, the gentle humorist and a party of friends were greatly annoyed by the constant grinding of a patent piano-playing machine. He and the friends resolved to lose no chance to speak ill of the offending mechanism. But upon his arrival in this country he came across numerous excellent advertisements of the same machine and was convinced that there must have been some mistake. He called upon the manufacturer's office and ended by buying one of the instruments of torture for installation in his own house.

Of course, this may be only another example of the remarkably persuasive advertising which beguiled the immortal Mark, for it sounds uncommonly like one of that worthy's own stories. If that is the case, it deserves to live on its own account.

Not the Effect Intended.

It was a window-display of the nondescript variety. The central object, a large doll, rested with apparent discomfort upon the upright stoppers of rows of perfume bottles. About the doll were suspended various nursing-bottles and other infantile paraphernalia. The connection between the perfume, the nursing-bottles and the doll, which was of the ordinary kind suggesting mature proportions, was not striking to the eye.

"Hi, Billy," cried an urchin to a friend in the street. "Look at the loidy doll sittin' on the flower juice. Wot's them kid things buttin' 'er in the face fer?"

A California druggist does not believe in the necessity of restoring prices to those on the package gradually so that there will be no shock. "That," he says, "is like cutting off the dog's tail, a little at a time, so that it won't hurt him so much. To my way of thinking, one chop is all that's necessary."

Monopoly Abolished by Pope.

A drug store in the Vatican, Rome, has been closed by order of Pope Pius X. The pharmacy was opened some twenty-five years ago to supply the residents of the Papal palace with drugs. As goods shipped to the Vatican are exempt from duty and the doors were open to the public, the pharmacy drew much trade from the city drug stores. The brothers who had charge of the place even put up a line of elixirs and proprietaries under the Vatican trade mark. In closing this curiously situated pharmacy, the Pope seems to have been influenced less by the unfair competition with regular dealers than by reports that the sale of liquor was a source of revenue.

Decent and Indecent Languages.

Brother Ogier, of the Midland Druggist, has himself fallen into the muck pile in which he accuses the R. H. gentlemen of wallowing. In his denunciation of the highly flavored doings which good taste forbids us to chronicle in print, he slashes about in slime with an abandon quite beyond the famous committee's pale of indecency.

Indecency in the use of language lies not so much in the meaning of words as in the application thereof. Words intrinsically beautiful may be made to suggest filth quite as revolting as those which are not usually spelled out in print. Hurling such epithets as "swine," "vulture," not to mention others still more objectionable, does not suggest a love of sweetness and purity in word, thought or deed.

In view of the discussion still raging about the necessity of spike-tail coats and low-cut waistcoats to the peace of mind of college students, the members of a class in a Chicago pharmacy school have done a very sensible thing. They passed a resolution making the ordinary business suit the official costume to be worn at their commencement. How this particular plan would work in these parts is a question. Pomp and pageantry still command great respect on the Atlantic seaboard.

Members of the A. Ph. A. will begin work upon the programme to be followed at the meeting of the association at Atlantic City in good season. The local secretary and committee have been requested to report as early as May 1. It must be that the proposal to eliminate all entertainment features has not been accepted as a working basis.

N. A. R. D. Notes now also discovers that the Aristol patent and trademark have been dead since 1903. How does this affect the legal status of the fines collected in Chicago a few months ago?

C. P. EMANATIONS

Virtues of the Pachyderm.

The druggist had recently been made a member of the board of pharmacy, and being new to the office, he had somehow assumed a large share of the burdens, and he felt keenly the responsibilities of his duties. He had very definite ideas as to what an officer occupying a position of trust before the body pharmaceutic, the public and the law should be and do, and he had performed his duty with conscientious care. It was therefore, not surprising that reports of dissatisfaction with his work and apparently vindictive criticism of his method should arouse in his heart a spirit of bitterness and a sense of outraged justice.

He did not realize until later that his most serious wounds, those that rankled the most bitterly, were those which affected his pride, his amour propre. In the first flush of his pain and disappointment he confided his trouble to the C. P. The old gentleman appeared to be more amused than sympathetic.

"You will have to get used to that," remarked the sage with a careless wave of the hand. "You now occupy a public position and must expect that sort of thing."

"But it is so unjust," protested the druggist. "There is absolutely no ground for it at all. I have done the very best I knew; I don't see why I should be open to these vicious attacks when there is absolutely no reason for them.

"No, you don't see it now," replied the C. P., "but you will some day when some of your present critics are on the rack. It is a wholesome and necessary part of our general scheme of government."

"Necessary and wholesome!" cried the victim. "Is it wholesome or necessary that a public officer should serve as a target for public abuse?"

The sage nodded. "It depends somewhat on the point of view," he said, "but as a general proposition, that's about it. Wholesome for the official, because it saves him from absolutism and necessary for the people because it gives them some hold upon their servant between elections."

"I did not bargain for that," said the druggist. "I thought and still think that when a man tries to do the square thing they ought to be satisfied."

"It takes more than that to make the world go 'round," replied the sage. "You forget that every change is supposed to be for the better. When a man becomes prominent for one reason or another, it does not necessarily follow that the spectators regard him as a superior and infallible being. Oh no. They accept his doings and says only so long as he voices their sentiments or carries out their wishes. You can disagree and argue with an individual; not with a crowd."

"That does not explain why every person of prominence should be riddled with criticism," objected the member of the board.

"It does for this reason," replied the old gentleman. "It is impossible to please everybody all of the time. There will always be someone who will be disgruntled. The experienced politician does not mind the pounding. He keeps his ear to the ground and carefully compares the signs of content and discontent, so that he can keep on pleasing the majority all of the time."

"It's a hard place to occupy," sighed the druggist.

"No place for a man with a tender, silken skin," corrected the sage. "I always feel sorry for the individual who has risen to a position in the public eye and cannot stand criticism. It makes life miserable and warps his judgment so that he cannot do himself justice."

"So the indifferent, cock-sure, thick-hided person is, according to your light, the ideal officer," suggested the druggist with the suspicion of a sneer.

"Indifferent and cock-sure he need not be," replied the C. P., "but pachyderm, yes. Have you ever thought how appropriately the animals which represent our two great political parties have been chosen—an elephant and a donkey—both remarkably well provided with protective hide, both indifferent to the attack of mosquitoes, and capable of enduring an unlimited amount of clubbing. There is your model. Cultivate an impervious hide and you will be happy, although a prominent and useful citizen."

"But suppose a person's epidermis is naturally thin!"

"Then use skin food, wear a suit of armor or resign," replied the sage.

Food Preservatives.

The following are, in the opinion of Dr. Victor C. Vaughan, the essential requirements of a substance before its employment as a food preservative, should receive legal sanction: First, it must be a real preservative, keeping the food in a wholesome condition and not merely retaining the appearance of freshness, while bacterial changes continue. Second, in the largest quantities used, it must not materially impair any of the digestive processes. Third, it must not be a cell poison, or, if a cell poison in any amount, it must be added to foods only by persons qualified by special training and officially authorized; and foods containing these substances must be plainly labeled and the kind and amount of the preservatives used must be made known, not only to the buyer, but to the consumer.

Calomelol.

Calomelol is described (Apot. Zeit.) as a colloidal form of calomel. It is a grayish-white, odorless and tasteless powder, insoluble in alcohol, but in water it dissolves to an extent of about 2 per cent. It is also soluble in weak sodium chloride solution, in albumin solution and in blood serum. It is precipitated by acids, but dissolved again when the acid is neutralized. It is free from corrosive sublimate and contains 75 per cent. of mercurous chloride and 25 per cent. of albumin. "Calomelol ointment" is a soft, grayish-white preparation containing 45 per cent. of calomelol.

OUR LETTER BOX

PRITCHARD ON BENZOATE BILL.

McKeesport, Pa., March 18, 1905.

Editor The Pharmaceutical Era:

There was not one member of the Pennsylvania legislature in either branch that could plead ignorance of the contents or purpose of House bill 63. Nor did the governor fail to "discover the real merits of the measure." Before our bill was introduced a printed copy of it, accompanied by a full and frank discussion of the articles which it was thought desirable to use in the fruits and syrups was mailed to the home address of every member of House and Senate. I, in company with several others interested, made a personal call upon Governor Pennypacker and presented a copy of the act, and enjoyed an exhaustive discussion concerning the action of sodium benzoate on the fruit and syrups, the source from which the chemical is derived, its dosage and physiological action.

His Excellency informed us that we need not make any apology for the proposed coloring agents, as he was willing to concede that they were harmless and that he "recognized the fact that an article of diet that looked handsome to the eye was always more pleasing to the palate." He further said, "about the preservative mentioned, of course, I know nothing, but I would naturally infer that anything that will stop fermentation in fruits will likewise stop the formation of the ferments necessary to carry on digestion." We were assured that if we could produce evidence from qualified physiological chemists that such an effect would not result, he might be led to look more favorably upon our contention. We were at all times and upon all occasions that presented, busy explaining to assemblymen and senators the nature of sodium benzoate. Indeed, so persistently was this carried on that the writer was frequently saluted by jocular members as "Benzoate Bill." The Dairy and Food department was also kept fully aware of every movement our committee made. Three weeks before introducing our bill, we submitted it to Dr. Warren, the chief of that department and requested that he suggest any improvement he might think wire, or make any changes he might desire, or if he did not approve of the measure, to kindly so state. To this we never received any reply, except a formal acknowledgment from the assistant, Mr. Schock. We then made a personal call upon the commissioner, insisting that he give us his opinion on the measure. His only reply was to refer us to the governor.

Now, as to the misleading character of the title: On folio 324, Pennsylvania laws of 1903, will be found an act, the sole and only purpose of which is to permit of the addition of ½ to 1 per cent. boracic acid and the 1-50 of one per cent. of copper to articles of food. This act was approved by Governor Pennypacker. The title to the act, as well as the text, was the same nearly as possible as that

which appeared in House bill 63, and was the source from which it was taken. Now, Mr. Editor, in view of all this history of our bill, which you truly say in your editorial of March 16 "was planned and constructed in all sincerity, with an honest endeavor to render conditions less difficult for the legitimate druggist, and at the same time give the public more adequate protection," why should we be branded as intentional deceivers? Why should it be deemed necessary for even you, Mr. Editor of the Pharmaceutical Era, to remark "that had the measure been framed with a little more outspoken frankness and a little less tortuous subtlety, its chances would have been good?"

Our bill is again in the hands of the Senate, has passed first reading and bids fair to make the same favorable progress as before. Its present title was submitted by Representative Esler and the writer to His Excellency on Monday evening, the 13th inst., at the executive mansion. The governor pronounced it now invulnerable as regards constitutionality and said: "Gentlemen, in its present form it will stand before any court." But—the end is not yet. Let us hope it will be more pleasing when it is reached than was that of its predecessor.

B. E. Pritchard.

BENEFITS OF ORGANIZATION.

Fort Worth, Tex., March 25.

The condition of the drug business is improving rapidly, and it is easy to see that the N. A. R. D. is the reason. In this day of organization, when everything is organized, from the teamster to the capitalist, the druggist would be stepped on by all if he did not organize. When the retail drug men of the country become so well organized that they can act as one man, they will be able to get anything they ask for, as no commercial enterprise is strong enough to antagonize the entire outlet for its goods. Two or three cutters may sell more of an article than all the retail druggists in one town or county, but they cannot sell more than all the retailers in the whole country.

One of the most important things for us to do now is to form strong local associations, have a regular meeting night, have a programme and other committees to see that there is something of interest to be done at each meeting. Let us do this and get together, talk over our hard points, get a uniform scale of prices on bulk drugs, capsules, tablets, etc.,

All druggists ought to have a fraternal feeling for each other. Their interests and troubles are the same. Next to a brother druggist, the druggist should esteem the public, his customers. Surely they are more to him than the man he buys from. They deserve the best he can give them, at as low a price as is consistent with honesty and quality. Give them cheaper medicines, but do it by making the manufacturer cut his fat dividends and the patent medicine man his printing bill. Don't cut the small per cent. we are now making on these goods. If the doctor will prescribe these high priced proprietaries, let us get together and charge a reasonable profit for them. Then, if they kick, let him know that the proprietor and manufacturers are the ones to get after.

A great many retailers have been using alleged smuggled or imitation drugs, because they really believed them to be equal in medicinal value to those obtained through the regular channels. I have had drummer after drummer beg me to take their article and test it beside the known genuine. That was a strong argument, and they well knew that I didn't have the time or apparatus, or in some cases any known series of tests to apply for these goods. I think now, since the adulteration of these drugs is known, very few druggists will buy them. It isn't good business to give your customer a worthless drug, to say nothing of common honesty,

C. B. AMBROSE.

which druggists possess as well as others. In closing, let me urge every retailer to boost the N. A. R. D. It is our organization, working hard for us, and since it is fighting concerns of large capital, who will spend money in defense, it is necessary for us to supply it with money; so pay the dues and help it along, and the reward will come ere long in the receipt of larger profits.

C. B. Ambrose.

OPPOSITION TO MR. EBERT.

Editor The Pharmaceutical Era:

As an alumnus of one of the schools of the Agricultural Station at Champaign, I wish to protest again Professor Ebert's unwarranted attack, and hope that the A. Ph. A. and N. A. R. D. will not stoop so low as to pull the chestnuts out of the fire for the patent medicine factories, the greatest mistake these societies could make.

I would rather be in the grip of the agriculturists who work for pure food laws, than in the grip of patent medicine factories. The people of this country want to know what they are buying. The Agricultural Department wants everything labeled according to contents, and the patent medicine crowd want to sell their dope without giving the label.

G. Dawes.

[We do not locate Mr. Dawes, as he fails to give his address, but we print his letter in accordance with our rule to give every man a hearing. Albert E. Ebert, of Chicago, has been actively connected with the drug trade for many years, and we do not believe that he would undertake to influence any legislation which, in his opinion, was detrimental to the public welfare. He is altogether too conscientious and too level-headed a man to be identified with any other side of any movement, and everyone who knows him is cognizant of the fact that he is never the tool of any faction.—Editor.]

FOUNTAIN OR PHARMACY?

Bellingham, Wash.

Editor The Pharmaceutical Era:

When an outsider drifts into a modern drug store and beholds the immense space devoted to the soda fountain, is he to be blamed for supposing that the Epsom salt barrel may be empty, or that the stock of trusses is very small and that dust and cobwebs have been allowed to accumulate on the pharmacopœia? Would his guess that the stock of drugs and sundries were being purchased on a very small scale and that the drug end of the business was being conducted on an extremely economical basis, so that the soda fountain bills could be met, be very far wrong? Could you blame him for thinking that a modern clerk could get along nicely with a slim knowledge of pharmacy, chemistry, etc., providing his ability to compound ice cream soda was of a high order? The outsider might be making a mistake, but it seems very natural for him to suspect that the druggist would do well if he would dump a few yards of his soda fountain on the junk pile.

A return to the compact, moderate-sized fountain of former times would not reduce the druggists' bank account. Those old fountains took up little room, seldom cost over $200, and had a way of supplying most excellent soda. They served their purpose admirably. They were used as an attraction to bring people into the store. They were of secondary importance. The drug end of the business, the trusses, sundries, brushes, supporters, etc., were the thing. The fountain was simply a lure to bring people inside—an advertisement, as it were. At present the fountain is too often the "whole show." The drugs and chemicals, etc., are secondary. The immense capital tied up in the modern double-deck fountain, which only pays its way a few months in each year, could be used to much better advantage.

Competition by department stores, cut-rate prices on patents, increased expenses and other causes have combined to drive the druggist into side-lines, and often to neglect his legitimate business.

A pharmacy, if well-equipped, located and handled, should be more profitable than ever before, if we would keep pace with our neighbor, the dry goods and shoe man. Business methods in nearly all other lines have undergone a change in the past decade. The clothing and shoe man has outstripped us hundreds of years in the advertising department.

The remedy for decreasing business for a druggist is not additional lines of goods or a larger soda fountain, but improved methods of handling and pushing the sale of the lines he already carries. If the department store and dry goods emporium is selling the toilet soap, the perfumery and toilet preparations, whose fault is it? DO DRUGGISTS ADVERTISE ENOUGH?

Merchants in other lines are amassing princely fortunes by the aid of judicious

advertising. The percentage of druggists who advertise is small and many of these are cut-rate patent medicine advertisers.

Our worthy friend of the pestle and mortar is apt to say: "Oh, the drug business is a hard one to advertise. What can we do? Ours is a profession; we have to be conservative. Our soda water and elaborate fountain is our best advertisement. Besides, if we do not quote cut prices, we might as well keep out of the newspapers."

Another worthy man with streaks of silver in his hair will tell us: "Oh, I don't need to advertise. My acquaintance and reputation is so extensive and so well established that it would be a waste of money."

His arguments seem sound. But is he absolutely sure of the future? We will say that his stock is paid for, that he has some money in the bank, and possibly owns his own home. Suddenly, a younger man, equal in ability, industry and every other respect, equipped with newer ideas, opens a store a few doors away. He is progressive, a hustler and a skilful advertiser. He is not afraid to invest liberally in printer's ink of the right kind. In a year this young man is as well known and has a better business than his older competitor. Other competition, first class in every respect, creeps in. Our old friend is not so sure of his position now. But he is stubborn. He does not like to change his methods. He will not copy from his competitors. The result can be imagined.

The old saying—"Push your business, or it will push you"—is as true to-day as it ever was. It applies to all, the pharmacist as well as the other fellows. He cannot remedy matters by adding ten or twenty feet to his soda fountain, nor by putting in a line of cameras, cutlery, batteries, jewelry or musical instruments and merchandise. The druggist has not the experience nor space to handle successfully these costly, slow-selling side-lines. "Every man to his trade" is an excellent motto. If he will push and advertise his most profitable, legitimate lines—chemicals, prescriptions, trusses, crutches, suspensories, supporters, hot water bottles, syringes and specialties, etc., as hard as he does his soda water and bath cabinets, he will increase his deposits at the bank, besides having more time to devote to his laboratory. His time spent in working off a slow-selling bath cabinet would be better employed in getting up neat ads. for the local paper, describing the merits of his tooth powder and vermifuge.

It, no doubt, is gratifying to some to have a score or more of happy young people crowding their store from morning to night. Their merry laughter and careless chatter is very cheerful. The nickel or even dime that they leave behind helps to increase the day's sales. But the gruff old farmer, waiting patiently for a clerk to jar loose from the fountain long enough to sell him a three or four dollar truss, or the anxious mother, waiting to have her prescriptions filled for the sick child at home, look out of place amid so much glitter of marble, mirror and nickel plate, and so much mirth. They feel out of place, too, and no doubt wish the fountain and merry revellers were at the bottom of the sea, or at least less conspicuous. But they don't count.

"The fountain is my best advertisement," the druggist will tell you, gleefully. "Why, just look at the crowd. Did you ever see anything like it? Talk about newspaper advertising? Why, I've got the newspapers beat. I've got all the advertising I want. It came high, but, by George, it's worth every cent it cost. None of your slow, old fogy newspaper advertising for me. The drug business is too slow anyway. Give me a rattling good fountain and a crowd like that and the other fellows can sell the salts and castor oil."

Such men as the above are largely to blame for the increasing number of so-called prescription stores. The drifting apart of the professional and mercantile is to be deplored. The ancient and honorable calling of the apothecary is not one to be ashamed of. His place in the affairs of men is an important one. His work in life, if well and ably done, should win him the respect and esteem of his fellow man. If his compensation is not what it ought to be, considering the hours he has labored and the drudgery he has gone through, he yet has his reward in a clear conscience and no taint of remorse to sadden him, which is better than any riches the world could bestow.

We might add, however, while at it, that in the West, the calling of the druggist is often disgraced by men without conscience, who will do anything for gain. Sometimes the sign over the door, "Pharmacy," is a mere blind; it should read, "Saloon." Then, even worse than this type, is the man who cultivates the sale of morphine, cocaine, chloral, opium, codeine, etc., living off the nickels and dimes of the most unfortunate people on earth. That druggists stoop so low is surprising, but it is a fact, nevertheless, but happily, such monsters are not plentiful and their number is constantly decreasing.

The modern pharmacist is certainly up against brisk competition. The question is, does he keep pace with the aggressive merchant in other lines of business? Can he win back his trade in his own legitimate lines, especially toilet soaps, perfumery, face powders, face creams, toilet creams, etc.? Patent medicines are not so important; if he can't sell them at regular price, it won't pay him to sell them at all. Can he not build up a better trade on his own specialties—the best-paying line in the store? He can do it by the right kind of advertising. It will pay handsomely.

J. C. NATTRASS.

THE PATHETIC SIDE.

Brooklyn, N. Y., March 25, 1905.

Editor The Pharmaceutical Era:

I think you know my fancy for "snoopin' 'round" on my day off. Usually I manage to shake business for the day and keep clear of drug stores, but last trip I saw a very tangible evidence of the superfluity of drug stores in the city of New York. At the corner of Broadway and One Hundred and Twenty-fifth street is an empty drug store. Glancing in through the windows, I could see the counters, cases, shelving, etc., in modern style and hard wood, probably the property of the landlord, as they were not removed by the departing apothecary. Just in front the subway trains go whizzing by in the open. The vicinity is mostly open lots.

As I walked on up Riverside Drive and thence home by the subway, I fell to musing on the pathetic story indicated by that empty store, the plucky young fellow who opened there, with courage high and bounding hope, fresh from the college, with all pharmacy at his fingers' ends and with, perhaps, a bonny young wife and a prattling babe. But the business did not come and the landlord at last turned him adrift, plus experience and minus money. I wonder where he is now? Very truly yours.

THOS. D. MCELHENIE.

SOME TESTED FORMULAS.*

BY J. T. DAVISON, PH.G.,
Pueblo, Colo.

The object of the present article is to discuss somewhat, three formulas for preparations in common use at the prescription counter. All are workable, and none are original with the writer other than slight modifications or adaptations to make them more in accord with current needs. The merit of the three being as stated, that they may be prepared in the confidence that satisfactory articles from a pharmaceutical standpoint will result.

ESSENCE OF PEPSIN.

Pure scale pepsin	2 drams
Glycerin	2 fl. ounces
Dilute hydrochloric acid..	3 fl. drams
Alcohol	2 fl. ounces
Syrup	2 fl. ounces
Spirit of orange (fresh) sufficient.	
Caramel, sufficient.	
Water, enough to make ..	1 pint

Reduce the pepsin to powder; mix with the glycerin; add the dilute hydrochloric acid; then the syrup and water sufficient to make 14 fluid ounces. Add the alcohol and a few drops of spirit of orange and enough caramel to color the liquid a light amber or sherry wine color.

The merit of this formula is, that it may be prepared in a few minutes, proceeding as directed above. Each fluid dram contains about one grain pure pepsin. In theory, one teaspoonful should digest or convert an indefinitely large quantity of proteid material. In practice, the amount of pepsin is too small to be of much value in the treatment of more than the most trivial dyspepsias, or to make junket, to which it is well adapted, or to be used as a vehicle for such remedies as iodide of potassium. There is also the disadvantage resulting from the formula containing alcohol; well known to inhibit or retard, or even nullify totally in time, peptic action; resulting in an inert although possibly still sightly-looking preparation. A better method would be to make an acid glycerole of pepsin according to the following formula, and which is to be diluted with simple elixir at the time of dispensing:

ACID GLYCEROLE OF PEPSIN.

Pure pepsin in scales ...	2 drams
Glycerin	3 fl. drams
Dilute hydrochloric acid.	36 minims
Water, enough to make ..	1 fl. ounce

Reduce the pepsin to powder and mix with the glycerin and acid in the order named. Add water sufficient to make one fluid ounce. At first, the glycerole is turbid with admixture with bubbles of air. Later it forms a clear, yellowish, viscid liquid. This formula enables the prescriber to increase the quantity of pepsin

*Rocky Mountain Druggist.

to the maximum for good, quick effect without unduly increasing the amount of hydrochloric acid. A dose of pure pepsin, to be of particular avail, should, in the opinion of the writer, be not less than 5 to 10 grains. Hence, to secure the latter amount, if essence of pepsin was used, would necessitate a dose of 10 fluid drams and thereby give not only a bulky draught, but a considerable amount of alcohol, not always necessary for the patient if not positively injurious to the properties of the pepsin. There is less objection, therefore, to combining shortly before the time of giving, an acid glycerole of pepsin with a moderately alcoholic liquid, such as simple elixir, as an adjuvant, and which contains in each dose of one fluid dram 5 grains of pepsin, as in the following suggestive formula:

Acid glycerole pepsin	1 fl. ounce
Simple elixir	2 fl. ounces

The cost of one pint of essence of pepsin prepared according to the first formula, would be about twenty cents. The glycerole cost about eleven cents per ounce. Elixir of pepsin, bismuth and strychnine, N. F., leaves nothing to be desired as a formula, with the possible exception that it would be better to omit the strychnine, leaving that to the discretion of the prescriber. The quantity of strychnine ordered, however, may be dissolved in a little alcohol, adding the requisite amount of the basic elixir. There would be, following this course, greater latitude of dosage of an important and potent drug and corresponding satisfaction in giving what was required in the individual case.

Elixir of terpin hydrate and combinations are in frequent use. The following formula taken from Merck's Report is a useful one in so far as resulting in the preparation of a handsome pharmaceutical product. The objection to ready-made compound elixirs, such as elixir of terpin hydrate with heroin or codein, or elixir of iron, quinine and strychnine, is that it leaves the prescriber no option in the matter of regulating the dose of more potent remedies to the needs of the individual, and, also, that it conduces to mechanical prescribing, of which there is already a sufficiency. Therefore, if physicians can be educated to the fact that such remedies as codein, heroin, etc., may be prescribed in any amount desired by using the basic elixir as an adjuvant, much will be done towards smoothing the road to prescribing for the individual, and, incidentally, calling out the special skill of the pharmacist.

BASIC ELIXIR OF TERPIN HYDRATE.

Terpin hydrate	128 grains
Saccharin	2 grains
Alcohol	6 fl. ounces
Glycerin	2 fl. ounces
Simple elixir, sufficient to make	1 pint

Reduce the terpin hydrate and saccharin to fine powder and dissolve them in the alcohol; add the glycerin and then sufficient simple elixir to make one pint. Filter. In this and other formulas for elixirs where haste is not necessary, it is good practice to allow the mixture to stand twenty-four hours or so before filtration.

The conventional formulas of the manufacturers call for one twenty-fourth grain of heroin in each fluid dram, or, if the combination be with codein, one-eighth grain of the latter. All that is necessary to quickly prepare an elixir containing either of the above combinations, is to dissolve the heroin or codein, as the case may be, in a portion of the basic elixir, filtering if necessary and adding sufficient elixir to make the required volume. In the case of elixir of terpin hydrate with heroin, a few drops of dilute hydrochloric acid should be added to the heroin, in order to convert it into the more readily soluble hydrochlorate. The relative insolubility of terpin hydrate in the menstruum results in the production of an elixir having a considerable percentage of alcohol, which may be a disadvantage, especially where it is desired to give any considerable quantity of the remedy.

In elixir of iron, quinine and strychnine we have a subject of occasional discussion. The writer's experience leads him to follow Diehl's method in preparing this elixir. The same objection holds in this as in other formulas where a potent medicine is compounded with others of indifferentness as to the amount which may be given. It would be better from the prescriber's standpoint to omit strychnine, codein, morphine, heroin, etc., and other potent remedies from the elixir combination, since they may at the time of dispensing be added in amounts to suit individual requirements. From the pharmacist's viewpoint the preparation of the basic elixir is all that is necessary. Diehl's formula is:

Quinine sulphate	60 grains
Strychnine sulphate	1 grain
Citric acid	5 grains
Alcohol	3 fl. ounces
Syrup	6 fl. ounces
Pyrophosphate of iron ..	240 grains
Spirit of orange	80 minims
Water	7 fl. ounces
Ammonia water, sufficient.	

Rub the quinine, strychnine and citric acid with the alcohol and spirit of orange; add the syrup previously heated; then the pyrophosphate of iron previously dissolved in the water. Finally, add carefully, enough ammonia water (a few drops) to neutralize any free acid in the mixture. Let stand twenty-four hours and filter. This makes an elixir of good keeping qualities, apple green in color when first prepared, later turning somewhat darker, according to age. If kept in a cold place the elixir will become turbid, clearing as the temperature rises. It costs to make from eighteen to twenty cents per pint. This formula may be modified to make the elixir agree in dosage with the usual commercial preparations by increasing the quantities of quinine, strychnine and iron pyrophosphate. In this case, the amount of alcohol should be increased to four fluid ounces and the citric acid to ten grains, reducing the amount of water in the formula one fluid ounce.

Royal Flip.

Queen nectar syrup	½ ounce
Clarade syrup	1 ounce
White and yolk of	1 egg
Fresh cream	1 ounce
Cracked ice	¼ glass
Shake well together, strain and add:	
Curacoa cordial	1 dash
Plain soda, sufficient to fill tumbler.	

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Estimating Tannin in Canaigre.

(P. Co.)—The best information on the standard methods of estimating the tannin of canaigre is to be found in the Proceedings of the Association of Official Agricultural Chemists, published by the Department of Agriculture, Washington, D.C., copies of which you can probably obtain through the good offices of your representatives in Congress. Canaigre contains about 30 per cent. of tannin, together with a bright yellow coloring matter much resembling gambier. Canaigre tannin is sold as an extract, which is prepared by treating the plant with water and evaporating the solution to either a thick syrup or to dryness, the operation being conducted in a vacuum. The extract is, of course, much more economical to transport and more convenient to use.

Of the two methods employed for technical analysis one depends upon causing the tannin, contained in a known weight of the watery extract of the tannin material, to combine with purified hide powder. The loss of weight which the dissolved material suffers gives the weight of the tannin. The other method, proposed by Lowenthal, estimates the tannin by its deoxidizing effect upon standard potassium permanganate solution under suitable conditions.

Shampoo Cream or Paste.

(M. & P. Co.)—

(1.)

White castile soap	4 ounces
Potassium carbonate	1 ounce
Water	6 ounces
Glycerin	2 ounces
Oil of lavender flowers....	5 drops
Oil of bergamot	10 drops

To the water add the soap, in shavings, and the potassium carbonate, and heat on a water bath until thoroughly softened; add the glycerin and oils. If necessary to reduce to proper consistency, more water may be added.

(2.)

Borax	2 ounces
Glycerin	1 ounce
Rum	10 ounces
Bay rum	10 ounces
Whites of egg	2

Incorporate the borax in fine powder with the glycerin and add the bay rum and rum gradually and without constant stirring to the mixture. The previously well-beaten white of egg is added and the whole

thoroughly stirred until an even mixture results.

According to Koller ("Cosmetics") a good shampoo powder is a mixture of ammonium carbonate, 1 part; borax, 1 part, and quillaya bark, 2 parts, with bay-leaf oil or some other perfume. The powder is made up in packets, with the following directions for use: Put the powder into a covered jug along with a cupful of boiling water, close the lid, and leave the liquid to stand awhile until cool enough to use.

Some Chemical Reactions.

(H. L. S.)—"I make a gargle of (1) copper sulphate, (2) tincture of iodine, colorless, (3) solution of hydrogen peroxide, (4) concentrated solution of boric acid, (5) distilled extract of witch hazel, variable quantities. When I add No. 1 to No. 2 the copper sulphate is coated white; then adding No. 3, q. s., the liquid is colored brown, probably CuO being formed. Adding No. 4 there is more discoloration, and when No. 5 is added the color is more or less restored. What chemical changes really take place?"

It is presumed that in preparing the above mixture there was used the decolorized tincture of iodine of the National Formulary, which contains sodium iodide, sodium tetrathionate and ammonium iodide, as these compounds are formed in making the tincture by the reaction between the iodine, sodium thiosulphate and ammonia water. In adding copper sulphate to the tincture the reaction is likely to be somewhat complex, but in a general way soluble iodides (sodium and ammonium) precipitate copper salts as white cuprous iodide Cu_2I_2, which is colored dark brown by the iodine separated in the reaction. The reaction in question is thus represented:

$$2CuSO_4 + 4NaI - Cu_2I_2 + 2I + 2Na_2SO_4.$$

It is also possible that the cuprous iodide may be partially dissolved in the sodium tetrathionate with the formation of other combinations. On adding to the mixture the solution of hydrogen peroxide, the latter is decomposed, more iodine being liberated, which probably accounts for the brown coloration noted. The copper may also be oxidized and some iodic acid be formed, the final reaction depending upon the amount of hydrogen peroxide employed, etc. The latter can also react with the alcohol of the tincture. On adding No. 4, some of the boric acid is probably thrown out of solution, the quantity, of course, depending on the amount of the liquids in the mixture. The addition of the distilled extract of witch hazel further dilutes the mixture and with the precipitation of organic matter, some basic copper compounds and iodine. The absence of exact data, however, makes it impossible to state definitely and accurately all of the reactions involved.

Grass (Green) Coloring.

(Moss.)—Green colors are produced by the aid of chlorophyll, which can be easily prepared by treating triturated leaves with alcohol, and evaporating the solvent. In preparing green powders, use is often made of dried and pulverized leaves of a brilliant green color, among those most suitable being spinach, laurel, celery and parsley leaves. The combination of a yellow and a blue coloring substance produces a green, and this knowledge can be utilized by the druggist in combining a solution of indigo-carmine with tincture of saffron to make a harmless green color. The following formula has been suggested:

Tincture of American saffron 8 ounces
Glycerin ..... 8 ounces
Solution of indigo-carmine, q. s.

Mix the glycerin and tincture together; then add the solution of indigo-carmine until the proper tint is obtained. The solution of indigo-carmine is made by dissolving one ounce of indigo-carmine in sixteen ounces of water.

There are also various anilin greens which may be employed for either aqueous or alcoholic solutions.

Books on Extracts, Etc.

(Moss.)—For formulas for extracts, toilet waters, etc., the following books will prove helpful: The Era Formulary, $5; Askinson, "Perfumes and Their Preparation," $3; Cooley, "Handbook of Perfumes, Cosmetics and Other Toilet Articles," $1.50; Deite, "Manufacture of Perfumery," $3; Koller, "Cosmetics," $2.50; Snively, "Treatise on the Manufacture of Perfumes and Kindred Toilet Articles," $2. On the chemistry of essential oils, etc., the following are recommended: Parry, "The Chemistry of Essential Oils and Artificial Perfumes," $5; Idris, "Notes on Essential Oils with Special Reference to Their Use, Composition, Chemistry and Analysis," $2; Sawer, "Odorographia, a Natural History of Raw Materials and Drugs Used in the Perfume Industry, Including the Aromatics Used in Flavoring," first series, $5; second series, $6.

Red Ink.

(J. H. R.)—The usual formulas for red ink do not contain oxalic acid, though we suppose such an ink might be made. Here are some typical formulas which do not contain it:

(1.)

Brazil wood ..... 4 ounces
Alum ..... 2 ounces
Distilled water ..... 2 pints
Boil for fifteen minutes, and strain; then add:
Gum arabic, powdered ..... 1 ounce
Mix and bottle for use.

(2.)

Durable Red Ink (Winckler's).—Rub fine 6 parts of red carmine with 75 parts of liquid water glass. Dilute this mixture with 675 parts of rain water, allow to stand for a few days, and pour off the fluid.

(3.)

Dissolve 25 parts, by weight, of saffranin in 500 parts of warm glycerin, then stir in carefully 500 parts of alcohol and an equal quantity of acetic acid; then dilute with 9,000 parts of water, in which is dissolved a little gum arabic.

(4.)

Boil 4 ounces of Pernambuco wood with 16 ounces of dilute acetic acid, and an equal quantity of water, until 24 ounces remain. Add 1 ounce of alum and evaporate again until the liquid measures 16 ounces; add gum arabic, 1 ounce, and strain; lastly, add to the cold liquid, 1 dram of protochloride of tin.

(5.)

Eosin ink, also known as "scarlet" or "coral" ink, is made as follows: Dissolve 120 grains of eosin (water soluble) in about 12 ounces of water (hot); then add 2 ounces of alcohol and shake; finally add 1 ounce of mucilage of acacia and enough water to make 16 ounces.

Tobacco Cures.

(O. B. G.)—We do not answer queries by mail. It has been stated that most of the so-called "tobacco cures" consist mainly of combinations of gentian and licorice root, though we have never examined the proprietary specialty you name. A formula that has been suggested for the treatment of the "tobacco habit" is the following:

Silver oxide ..... 1 grain
Caffeine ..... 40 grains
Hop tree ..... 10 grains
Pulsatilla ..... 80 grains
Valerian ..... 90 grains
Wintera ..... 60 grains
Dyer's broom ..... 60 grains

Mix and make into forty lozenges. The mixture is said to possess "tonic, alterative and sedative properties, besides the sustaining and substitutive virtues of caffeine."

Carbon Tetrachloride.

(F. X. C.)—Carbon tetrachloride is manufactured by the Acker Process Co., of Niagara Falls, N. Y.

SODA WATER FORMULAS.

Mint Sangaree.

Strawberry syrup ..... 1 ounce
Pineapple syrup ..... 1 ounce
Mint leaves 4
(Crush with ice against side of glass.)
Cracked ice ..... ⅓ glass
Soda water, coarse stream.

Serve in 14-ounce mineral glass. Decorate with slice of orange and creme de mint cherries.

Ping-Pong Sundae.

Sliced bananas 8
Sliced oranges 8
Whole cherries ..... 8 ounces
Sliced pear ..... 8 ounces
Strawberry syrup, diluted.. 2 gallons

Mix in punch bowl; use 2 ounces of the above to one ladle of ice cream. Dress with whipped cream, and 1 whole cherry.

Arctic Glace.

Strawberry syrup ..... ½ ounce
Pineapple syrup ..... ½ ounce
Vanilla syrup ..... ½ ounce
Orange syrup ..... ½ ounce
Acid phosphate ..... 3 dashes
Cracked ice ..... ½ glass
Carbonated water to fill 12-ounce glass.

Stir thoroughly with spoon. Rim glass in powdered sugar; garnish with fruit; serve with spoon and straws.

Grape Sherbet.

Grape juice ..... 1 quart
Simple syrup ..... ½ gallon
Water ..... 3 pints
Milk ..... 3 pints
Whites of three eggs thoroughly beaten.
Mix and freeze.

Pistache Water Ice.

Simple syrup ..... 3½ pints
Water ..... 3½ pints
Cherry juice ..... 2 ounces
Lemon juice ..... 2 ounces
Orange flower water ..... ½ ounce
Essence of bitter almonds ½ dram
Color green. Mix and freeze.

A $250.00 Cash Register for $125.00

HOW CAN WE DO IT?

The New Hallwood Leader embodies all of the up-to-date features on every make of Cash Register; it has many features which no other machine has; it meets every need of 80 per cent. of all businesses. We are thus able to bring it out in large lots and to reduce the cost of manufacturing to a minimum.

It will pay for itself in a short time.

Write for our catalogue and our booklet "SYSTEM" for a retail store

THE INTERNATIONAL CO., Sole makers Hallwood Cash Registers.

116 Yale Avenue, Columbus, Ohio.

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size).....	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes).....	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

YOUR OWN *The Puzzler* STORE PAPER

Newest Kind of Drug Store Advertising

The "PUZZLER" isn't like anything else published. It's a Monthly Illustrated Store Paper, to be sure, but examine it, and you at once recognize its unique, trade-bringing, entirely new features. It is only 11 months old, but **230,000** copies per month tell the story of its tremendous success with the shrewdest advertising druggists in America—one only in a locality. You never before could buy such effective drug store advertising at so small a price. It pays for itself over and over every month. Its effectiveness is doubled by a novel plan which carries the interest of all ages and classes of readers over from one month to another. Get exclusive control of the "Puzzler" for your locality and the profits on your increased trade will more than pay the costs—and besides, it will be the best general advertising that you can get for your drug store. **Write at Once for Free Sample Copy.**

Cut off on this dotted line

First Month FREE

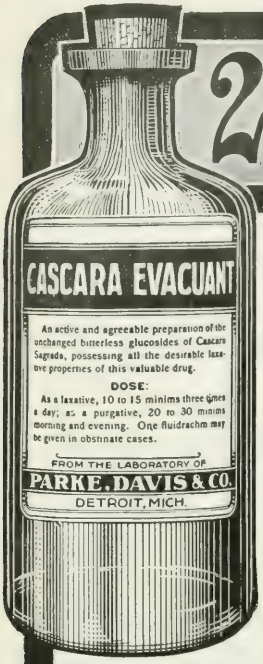
AS A SPECIAL OFFER to Druggists sending in this Coupon from the Pharmaceutical Era a New Journal a Sample Copy of the "Puzzler" and will deliver the Co-Operation; and if after examining Letter, orders you contract for the "Puzzler" for one year we will credit Sample enough to pay for the entire First Month. Sending in this Coupon does not obligate you to contract for the "Puzzler" MARCH 16th.

M. P. Gould, Company New York

Drug Store Advertisers *M. P. Gould Company* Bennett Bldg, New York

(S. P. 3.)

2 Favorite Cascaras



CASCARA EVACUANT

THE MOST EFFICIENT PALATABLE PREPARATION
OF CASCARA SAGRADA.

PRESCRIBED THE WORLD OVER.

Highly agreeable to the taste and as active as the bitter fluid extract.

NET PRICES:

Quarter-pint bottles, per dozen, $4.85 Pint bottles, per dozen, $17.00
Half-pint bottles, per dozen, 9.10 5-pint bottles, per bottle, 6.65
Gallon bottles, per gallon, $10.50

GIVE IT A PROMINENT PLACE ON YOUR SHELVES

PARKE, DAVIS & CO.

CONVENIENT
and EFFICIENT

CASCARA TONIC-LAXATIVE GLOBULES

THE LAXATIVE AND BITTER-TONIC
PROPERTIES OF CASCARA SAGRADA.

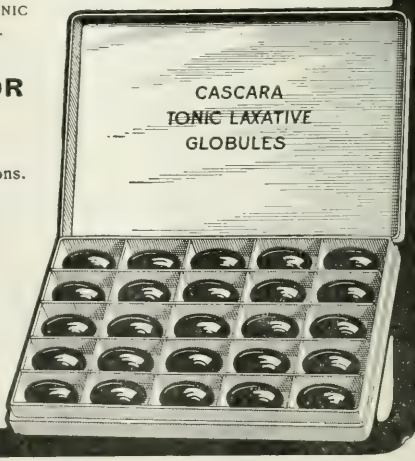
JUST THE THING FOR TRAVELERS

and others who cannot conveniently take fluid preparations.
The gelatin investment effectually masks the bitter taste.

NET PRICES:

Boxes of 25, per dozen boxes, ... $2.10
Boxes of 100, per box, ...65

PUT THEM IN STOCK AND PUSH THEM.



(S. P. 4.)

News Section

M. A. R. D. IS LAUNCHED.

Metropolitan Association of Retail Druggists Now a Fact.

CONSTITUTION AND BY LAWS ADOPTED—DR. WILLIAM C. ANDERSON, OF BROOKLYN, ELECTED PRESIDENT—GIANT DRUGGISTS HOLD OFF, BUT CHARGED FOR PHENACETINE.

The Metropolitan Association of Retail Druggists, the New York branch of the N. A. R. D., was formally organized on Tuesday night, with the adoption of a constitution and by-laws and the election of officers. Dr. Wm. C. Anderson was elected president. The members of the Drug Merchants' Association did not come in, preferring, for business reasons, to form a separate organization, but giving their hearty support to the movement. Over one hundred druggists and representatives of wholesale houses attended the meeting at the College of Pharmacy.

A. C. Searles began by reading the constitution and by-laws proposed by the committee of which he was chairman. The constitution restricted membership to owners, or partners of drug stores, or managers of corporations. The dues were fixed at $8 per annum, with meetings on the second Thursday of each month. Each local branch is to have a membership of 50 to 60, with one delegate for every 50 or less. In reply to a question, Mr. Searles stated that nothing in the constitution would conflict with the Sherman Anti-Trust law. On motion of Mr. Lauer, the constitution and by-laws, after being slightly amended, were unanimously adopted.

Chairman Anderson appointed Messrs. Diner, Kleine, Weinstein, Maass and Swann a committee to nominate officers. They retired and presented the following nominations: For President, Wm. C. Anderson; 1st Vice-President, B. J. Lauer; 2d Vice-President, Peter Diamond; 3d Vice-President, A. C. Searles; Treasurer, B. Rosenzweig; Secretary, S. V. B. Swann; Trustees, Messrs. Diner, Kleine, Wischerth, Morey, Huether and Axt.

DR. ANDERSON CHOSEN.

A demand was made that only those be eligible to office who are actively engaged in the drug business. Mr. Diner declared that all the nominees fulfilled this condition. Dr. Anderson was then nominated for president by Mr. Lauer. Felix Hirseman took the chair, and Dr. Anderson was unanimously elected. Said Mr. Hirseman.

"Dr. Anderson, I have the pleasure to greet you as the first president of this grand association."

When the tumultuous applause had subsided the newly-elected president made a strong speech in favor of sticking to one thing first and making a success of it—the direct contract and serial numbering plan. All the other nominees were unanimously elected, excepting for two contests over the second vice-presidency and treasurership, for which offices Geo. Schweinfurth nominated B. R. Dauscha, and Geo. H. Hitchcock respectively.

By unanimous and enthusiastic vote Dr. William Muir and Felix Hirseman were elected honorary members. President Anderson then called on Mr. Fernauld, representing the Dr. Miles' Medical Co., who extended hearty congratulations to the M. A. R. D., and declared that work could not be carried on in any other way than under the direct contract plan. Plans which depend on schedules, he said, are shown to be unsatisfactory.

PROPRIETORS AND DRUGGISTS.

"It costs three times as much to advertise under cut-rate conditions," said Mr. Fernauld, "as to give the retail druggist a satisfactory profit. The policy of the company was to place itself in the hands of the druggists with the assurance of getting fair treatment. All that was necessary to success was for the retailer to give the proprietor a chance. In spite of the great expense involved in launching the contract plan," Mr. Fernauld said "the company's business has increased 25 per cent. the first year."

Reports were heard from the Committees on Membership and Districting. The substance of the latter has already been given in a previous issue of The Era. The special committee on Professor Chandler reported progress. Letters of regret were read from several wholesale houses, as well as a communication from the Drug Merchants' Association, regretting their inability to join the N. A. R. D., owing to a failure to come to an understanding with the dry-goods stores. Thomas Vogeli, president of the N. A. R. D., sent congratulations.

On motion of Mr. Swann, the Executive Board was empowered to set a date when the contracts are to go into effect. It was also decided to investigate the advisability of incorporating.

Colonel Duble, being called on, declared that the "giant druggists" were absolutely in earnest, but with their immense capital they must be exceedingly cautious not to jeopardize their businesses. "They are to-day," he said, "working on the big establishments to better trade conditions."

The meeting adjourned shortly after midnight.

—The Retail Druggists' Bowling Association held its annual theatre party and dinner on Monday night. "It Happened in Nordland" was the play and Little Hungary was chosen for the dinner.

DENOUNCES MANN BILL.

Prof. Chandler Calls It An Attempt To Rob the Chemist.

"IT IS TO ENABLE THE RETAIL DRUGGIST TO SELL INVENTIONS WITHOUT PAYING THE INVENTOR HIS ROYALTY."—WHY HIGH PRICE IS CHARGED FOR PHENACETINE.—IN-

Prof. Charles F. Chandler threw some more hot shot at the Mann bill, at the annual meeting of the New York College of Pharmacy, on March 21. His attack was unexpected to most of the members, as he turned suddenly from his talk on the progress of the college to assail the bill, and at the same time justify his previous remarks made at Washington. Prof. Chandler said:

I had occasion to go to Washington and go before the Committee on Patents of the United States Senate, to oppose a bill which has been taken to Washington by representatives of the Retail Druggists' Association. I did not go there in the interest of any individual or any manufacturer. I went there because when I read this bill I found that it was an attempt on the part of somebody purporting to represent the retail druggists, to rob my profession, the chemists, of the rights they now enjoy under the patent laws of the United States; to take from them rights which are conferred by the patent law upon every inventor, a certain proprietorship in what he invents; and I cannot see what excuse there was for undertaking to break down our patent system, to begin by robbing the chemist in order to please the retail druggist. If this were allowed, the paint dealer might come along and say anybody who invents anything that can be used as a paint shall be deprived of his rights under the patent law. Then the dyer would say, "I want to buy dyes, and I don't want to pay the man who invents them his royalties." Take dyes out of the patent law, and the farmer would come along and say, "No more royalties to the man who invents patent agricultural machines; the farm must be freed from the thralldom of the patent law."

This bill is nothing but an attempt to rob the chemist. I am a chemist, and I stand for the chemists. You have taken me as a pharmacist, and I will stand for the pharmacists whenever I find their rights infringed upon. I make this statement because I do not know what has been rumored in the pharmaceutical journals; perhaps nothing; maybe they didn't think it of enough importance to mention it. But I want you to understand why I went there. I went there as a chemist because the rest of my profession were assailed by this bill.

Prof. Chandler went on to explain the old theory of the patent law, that the inventor was to be allowed to reap a reward for his services for seventeen years, after which the invention becomes the property of the public.

The advantage of making his invention public is something that cannot be overestimated, particularly for the chemist. A chemist starts out on a new line, invents a sulphonal, for instance, and the moment

he tells the public how to make a sulphonal, other chemists turn their attention that way, and then we have trional, but no one would have made that if the sulphonal man had not made public what he invented. Then another man introduces another ethyl root and makes tetronal. It is of the greatest advantage in the world to have the chemist publish what he does, because it points a new line in which a hundred chemists can follow and you may get a hundred new things.

Otherwise, if the chemist is not rewarded, he will make a secret of what he does and the public will not get the advantage. It is a matter of justice that the chemist should be paid, just as well as anybody else.

Now, people complain that the inventor charges too much, that the article can be made cheaper. So it can, of course, by somebody who didn't have to invent it. After a man has spent several years in his investigations, has invented 100 things of which 99 are good for nothing, and has found the 100th article which is valuable, he must be paid not only for that article, but for the time spent in arriving at it. After he has published it to the world anybody might come along and say, "Yes, I can make that, this man told me how to make it. I don't have to go through all the laborious theories he has had to go through." Of course it can be made cheaper, but it couldn't if the inventor had not told how to make it.

Now, the features of this bill are very simple. It provides that if the article, a new composition of matter, which is invented, can be used in medicine, then there shall be no patent issued for the new composition of matter, only a patent for the process by which the inventor made it. You might just as well say no patent at all, because chemical science is so exact now, that if a chemist following a process arrives at a new composition of matter and makes that public, other intelligent chemists can immediately think of 20 other ways of making the same thing; and the inventor can only have a patent for the precise process which he employed; so he gets practically no protection whatever. If everybody else can have a patent for a new composition of matter, why should not the chemist have a patent? Isn't it meritorious to invent something that can be used in medicine? If it is a paint, he can have a product patent. If it is a dye stuff he can have a product patent. But, if it is anything that can be used in medicine, anything useful to relieve suffering, to save life, that is of so little consequence that he is not entitled to a patent for it. That is the scheme of this bill.

When are you going to find out whether the thing can be used in medicine? A man invents a new composition of matter, and takes out a patent. Perhaps it is methyl green or methyl yellow, and he thinks it very suitable as a dye; and 10 years afterwards it is discovered to be useful in medicine. Are you going to take away the patent given him 10 years before, because some one discovered that it was useful in medicine? It is impracticable. You cannot tell if it is useful in medicine unless you try it on a dog, and then on people in the hospitals, and if you find it cures them, you say this patent is no good, this thing can be used in medicine. The impracticability of enforcing such a law is apparent.

The bill is to enable the retail druggists to sell new inventions in medicine without allowing the inventor to have his royalties for them. The bill has no other object. In other words, it is to enable any pirate to come in and employ and use a new remedy which may be invented by a chemist.

I have been acting as an expert in patent suits for 40 years, and know all about the effect of such a bill. The bill states distinctly that if the new composition of matter is used in medicine there shall be no product patent issued for it, but only for the process by which it is made, and that would be no protection at all to the chemist. And then the bill provides that the article cannot be sold by the patentee or his agents unless it has been manufactured in this country. Now it doesn't say it cannot be sold by anybody. Any other fellow can sell it, as much as he likes, can import it from Germany, or Holland or Belgium and sell it. The only penalty for selling it when made in any other country is to render the patent null and void. Consequently the only person who can be punished for selling the article in this country when it is manufactured in another is the man who happens to be so unfortunate as to be the inventor or own the patent. So the process patent is valueless unless the article is manufactured in this country. That is ridiculous; because many of these articles are used in such small quantities that it does not pay to have a factory in every country where it is sold. It would simply raise the price of the product. Then, how could the man compete if the importer can bring it from somewhere else at half the price and without any penalty?

There is not any merit in the bill. It is class legislation. It is the entering wedge to destroy our patent system, which is of such benefit to the whole community; and the only object, the only reason the retail druggists have any interest in it is because they think they will buy the new article cheaper than now.

Of course, the bill purports to be for the benefit of the sick and suffering. It creates the impression that the sick and the suffering are paying enormous prices for the medicines the physicians prescribe, and that this bill is going to reduce the price of prescriptions. The phenacetine case as worked up by the retail druggist representative has a very iniquitous sound, but if you look at it from the point of the honest chemist you will see that it has no such appearance at all. The reason phenacetine is sold cheaper in other countries is because the man who invented it was so unfortunate as to publish an account of it in a scientific journal in Germany; by doing which he forfeited his right to get a patent on the continent or in Canada. The consequence is he has no patent on the continent or in Canada. But the United States laws are more liberal, and he did not lose his right to a patent here. So we are not paying any more than we ought; but this meritorious inventor, who is entitled to the thanks of the whole world, and ought to be made rich by his invention, is not able to make anything out of it except in the United States. And as for this horrible price of $1 an ounce, 437½ grains—87½ doses for a dollar, it is a little over a cent a dose. Do you suppose if the druggist bought it for one-third of a cent a dose, that the sick and the suffering would pay any less for their prescriptions? (Applause and laughter.)

Now, that is the Mann Bill. I told the representatives of the Retail Druggists' Association that I was a friend of the pharmacist, and was proud to consider the pharmacist and the druggist, wholesale and retail, my friends. (Applause.) But when I met them at Washington, trying to rob my brother chemists of the rewards to which they are entitled for their industry and perseverence and skill, I must cross swords with them, and do what I could to defeat that object. (Applause.)

About fifty members of the college were present, Prof. Chandler presiding. The first thing on the programme was balloting for officers, which resulted in the election of the following: President, Nicholas Murray Butler; first vice-president, Charles F. Chandler; second vice-president, Wm. Jay Schieffelin; third vice-president, Herbert D. Robbins; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, O. J. Griffin; trustees to serve three years, William C. Alpers, Max J. Breitenbach, Charles S. Erb, Leo W. Gesler, Jr., Henry Imhof.

Prof. Virgil Coblentz gave a rapid outline of the plan and scope of the new pharmacopœia. An interesting talk on the work of the Board of Pharmacy was given by Dr. George C. Diekman. Speaking of carbolic acid, he said that in spite of the Board of Health ordinance, no difficulty had been found in buying that article in paint stores, without even a label attached. Notwithstanding what the daily press has said, the results of the investigations of the Board are entirely creditable to pharmacists.

A letter from Dr. Alpers was read, in which he regretted his inability to be present at the meeting. By unanimous vote, the honorary president, Ewen McIntyre, Sr., was continued as such.

Mr. McIntyre then outlined the efforts which had been made to lift the college debt. The work was begun two years ago and in that time there had been collected from the retail trade and allied branches of the trade, a total of $17,187.50. The public spirited men of New York would be appealed to for the remainder, said Mr. McIntyre, in the belief that the appeal would not be in vain. In conclusion he said:

"It will give me great pleasure, before I leave"—the voice of the white-haired oldest alumnus faltered—"before I leave this sphere, to announce that the college debt has been paid."

In taking up the subject of "A Year's Connection With Columbia University," Prof. Chandler observed that while the past year had been one of great prosperity, still, it was a question how much of this was due to the union with Columbia and how much to other influences, such as the pre-requisite law. But the association with Columbia has already improved the courses of instruction and has led to the institution of a new degree. The most noticeable advantage, has been the improvement in the college library. Prof. Coblentz was placed in charge of this and a simple system of classification adopted. The library now contains 1,682 bound volumes and 140 unnumbered volumes, as well as 164 bound volumes of pharmaceutical journals of this and other countries and 949 unbound volumes. Prof. Chandler commented on the fact that little use has been made of the library by outsiders. It is used chiefly and extensively by the students, especially the juniors.

The relations with Columbia University thus far have been most harmonious. Numerous meetings of joint committees have been held, showing that the authorities at Columbia take a lively interest in the College of Pharmacy.

It was about 10 p. m. when Prof. Chandler finished his remarks on the Mann bill, after which the meeting adjourned to the library, where a collation was served.

VICTORY FOR STATE BOARD.

By a decision handed down last week by the Appellate Term of the Supreme Court, the New York State Board of Pharmacy wins a final victory in three cases which had been appealed. Several months ago the Board, through its counsel, Hieronimus A. Herold, obtained judgments against two paint dealers, Abram Wagner and Robert Jacob, for $75 each, for selling poison without the proper label. The Board also obtained judgment against Max Goldblatt, a druggist, for $100, for selling pharmaceutical preparations not up to the U. S. P. standard. All three of the defendants appealed, but the Appellate Term has now affirmed the judgments.

In the Goldblatt case the defendant sought to escape liability by labeling his preparations "Golden Leaf Tr. of Iodine," "Golden Leaf Spts. of Camphor," etc., alleging that more than one penalty could not be recovered in a single action, and that the law was unconstitutional. He was defeated on all grounds, the Appellate Term affixing the judgment unanimously without opinion.

MR. WELLCOME HONORED.

Reception and Luncheon at Drug Trade Club.

Mr. Henry S. Wellcome, the American head of the famous London firm of Burroughs, Wellcome & Co., whose notable services abroad in the interests of American pharmacy have won him respect and admiration throughout the trade, will be the guest of honor at an informal luncheon and reception tendered by the members of the Drug Trade Section of the New York Board of Trade and Transportation, at the Drug Trade Club, 100 William street, at 1 o'clock this afternoon.

The arrangements made by the committee in charge of the affair, the chairman of which is Mr. Albert Plaut, and the number of acceptances received, indicate that to-day's event will be a most enjoyable and memorable one.

While the reception, in compliance with the wishes of Mr. Wellcome, will be of a purely informal character, there is no doubt that the guest will make an impromptu speech, to which several of the gentlemen present will add a few remarks. Preparations have been made for the accommodation of about fifty of the most representative men in the drug trade, and among those who will attend are Messrs. Samuel W. Fairchild, Albert Plaut, Thomas F. Main, Edward W. Fitch, John M. Peters, Joseph Plaut, Thomas P. Cook, William S. Gray, Joseph A. Velsor, Brent Good, Emile Levi, Sidney H. Carragan, I. Frank Stone, Walter Rowley, Samuel H. Moneypenny Clarence G. Stone, H. Rolff Planten, E. S. Woodward, Robert McClain, John B. Ladd, Sturgis Coffin, Hugo Dubois, Philip S. Tilton, J. L. Hopkins, Henry C. Lovis, Frank Black, Carl Brucker and a number of others.

Following is the menu for the luncheon:

Cotuit Oysters.

Pimolas.

Green Turtle Soup.

Baked Guilford Clams.

Fried Squab, Maryland Style.

Grape Fruit Salad.

Strawberry Shortcake.

Coffee.

Haute Sauternes. Scotch Whiskey.
Apollinaris.

Mr. Wellcome is just bringing to a close an extensive trip across the continent which began last September, when he arrived in this city from London for the first time in five years, and it was deemed fitting that the local members of the trade should make this occasion serve the double purpose of adding to the honors conferred on Mr. Wellcome during his visit to the United States and to wish him godspeed on his return.

TO AMEND LIQUOR LAW.

Albany, March 27.—Senator John Raines to-day introduced amendments to the liquor law doing away with the druggists' stamp tax and providing that if a druggist wishes to sell liquor without a physician's certificate, to be drunk off the premises, he must take out a storekeeper's certificate. Another amendment declares to be liquor any beverage or patent medicine upon which an internal revenue stamp must be placed.

SCHEDULES IN BANKRUPTCY.

A meeting of creditors of N. Lopard & Co. (corporation), manufacturers of cosmetics, at 725 Broadway, was held before Morris S. Wise, referee in bankruptcy, at 40 Exchange Place. The schedules showed liabilities of $46,664 and nominal assets of $6,101, but so far only $500 cash has been realized from the assets.

Schedules of the Trinidad Bitters Company show debts of $27,401 and assets of $2,053. The principal creditors are Carl W. Weidenger, 56 Pine street, $22,640; Heller, Hirsch & Co., 52 William street, $2,200. The assets consist of cash, $17; stock in trade, $300; fixtures, $750; personal property, $300; accounts due, $332; deposited in bank, $654.

Deputy Sheriff Porges has received an execution for $1,270 against the American Pyranzine Co., manufacturers of a cleansing compound, of No. 49 South street, in favor of George W. Stiles. The company was incorporated on April 8, 1902, with a capital stock of $100,000, which was increased to $250,000 on June 16, 1902.

WITCH HAZEL CO.'S ASSETS.

Schedules in bankruptcy of the American Witch Hazel Company, of 220 and 240 Broadway, show liabilities of $24,298 and assets unknown, consisting of real estate, distilleries, accounts and office furniture, the latter being $75. There are distilleries at Westchester, Conn., and ten acres of land at Killingsworth, Conn., and one-half acre of land at Haddam, and at Goodspeed, Conn.; also three acres of land at Chester, Conn., all of which is covered by a mortgage of $10,000 to Norman MacLeod & Co., of Philadelphia. The American Soda Water Company, of Philadelphia, is a creditor for $3,719, secured, and the Sackett-Wilhelm Lithographing and Printing Company, $1,850.

JAIL FOR RADIUM DOCTORS.

Four months in the penitentiary was the sentence imposed by Judge McMahon, in the Court of General Sessions, upon Dr. Henry H. Kane, who pleaded guilty to having swindled John McCullum, a carpenter, out of $10,000 by means of an alleged radium cure for kidney disease. Dr. William H. Hale, Dr. Kane's associate as a radium curist, was given eight months. This leniency was a result of recommendations by District Attorney Jerome and by Champe Andrews, counsel for the Medical Society, after the two prisoners had returned to McCullum all they extorted from him. As a result of the sentences Kane and Hale will be unable to practice medicine in this State.

WILL FIGHT FLAG BILL.

Albany, March 25.—Governor Higgins has signed the Wainwright bill, which was designed to put an end to the practice of using the United States flag for advertising purposes.

The new law imposes a fine of $50 for each offense of desecration, mutilation or improper use of the national emblem.

It is reported that cigar and cigarette manufacturers, who will be the heaviest sufferers because of the passage of the bill, are preparing to attack it in the courts.

'PHONE RATES REDUCED.

Company Announces a New Schedule in Effect June 1.

A reduction in rates between Manhattan and the Bronx and points in the immediate vicinity, to go into effect on June 1, is announced by the New York Telephone Company. The reductions vary from five to ten cents and are shown in the following table:

	Former Rates.		Rates after June 1.	
	From Man.	Bronx.	Man.	Bronx
Astoria	20	25	15	20
Barren Island	25	30	25	25
Bath Beach	25	30	20	25
The Bronx	15	..	15	..
Brooklyn	15	25	15	20
Coney Island	25	30	20	25
Sheepshead Bay	25	30	20	25
Far Rockaway	30	30	25	25
Lawrence	30	30	25	25
Hammels	30	30	25	25
Flushing	25	30	20	20
Jamaica	25	30	20	20
Manhattan	..	15	..	15
New Dorp	25	30	20	25
Newtown	25	30	20	25
Queens	25	30	20	20
Richmond Hill	25	30	20	20
Tompkinsville	25	30	20	25
West New Brighton	25	30	20	25
Tottenville	30	30	25	25

Subscribers' rates are five cents less than the pay station rates given in the above table.

In Brooklyn a new schedule of rates provides for a reduction from $66 for 700 calls over a direct line to, to $54 for 600 calls, in the business districts; and from $54 for 600 local messages over a party line, to $42. Residence rates for unlimited local service for a direct line are reduced from $75 to $60, and for a party line from $60 to $48.

The directors of the company also announced the following reductions in message rates, to take effect May 1:

Number of Messages	Old Schedule.	New Schedule.
600	$ 75	$ 60
1,200	111	87
1,800	141	111
2,400	165	135
3,000	183	159
3,600	201	177
4,500	228	204

In a letter to the Merchants' Association, U. N. Bethell, general manager of the company, says:

"All direct line business subscribers will be billed at the new rates from May 1, regardless of the rates named in their contracts.

"The schedule of toll rates between the several telephone districts in New York City has also been revised along the lines discussed at our recent conference. This revision will take effect at the first of the month following the next issue of the telephone directory."

As a result of these reductions, a temporary halt has been called at Albany in the legislative campaign to compel such reductions, until their extent is determined.

AGAINST 'PHONE INQUIRY.

Boston, March 25.—The House yesterday refused to substitute for an adverse report the bill of Mr. Deitrick, of Cambridge, to provide for the appointment by the governor of a committee of three persons to consider the service given by telephone companies, to what extent it can be improved and its cost lessened, and to consider also the matter of public ownership and State supervision. Mr. Deitrick claimed that the rates charged in this State were exorbitant and believed the appointment of an investigating committee the most feasible way of gaining the desired information. He instanced the recent action of the telephone company reducing rates in New York, due, as he said, to the threat of an investigation by the Merchants' Association. He felt that a similar result would follow investigation here.

NEW SECTION FORMED.

Boston, March 27.—The New England section of the Society of Chemical Industry has been organized here, with Henry Howard as chairman and W. H. Walker as secretary. The objects of the society are the advancement of the study and practice of applied chemistry, for the discussion of all matters connected with the chemical industries and for the diffusion of information on applied chemistry and chemical engineering among its members. Monthly meetings will be held.

DOCTORS TO SELL DRUGS?

Providence, R. I., March 25.—Under the leadership of President James O'Hare, of the Rhode Island College of Pharmacy and Allied Sciences, a majority of the druggists in this State are striving to defeat the passage in the legislature of a bill to restrict the sale of narcotics, which they claim is arbitrary.

The terms of this act allow a physician to sell narcotics to a patient in such quantity as he prescribes and forbids their sale by druggists to any person not bearing a prescription with the name of the person presenting it, written upon by the physician issuing it.

Violation of the act is a misdemeanor punishable by a fine of not less than $20 nor more than $100, and a second offense constitutes a forfeiture of the right to be registered by the State Board of Pharmacy.

Physicians are urging the passage of the bill.

DR. MIRANDA TO RETIRE.

Woonsocket, R. I., March 27.—Dr. J. C. Miranda, who has conducted a drug store in this city for many years, is to retire. He has sold his store to L. Philip Collet, of Moosup, Conn., and J. A. Gagne, of Putnam, Conn. Dr. Miranda will devote his time to the practice of medicine.

BAY STATE NOTES.

—A. E. Martel, a Greenfield druggist, who has been located in Rist's block, Fourth street, for the past twenty years, has decided to move on the avenue, in the corner store of the Hibernian block. He will move about May 1, as soon as extensive alterations are completed.

—Atherton Thayer Brown, a member of the drug firm of J. D. Brown & Son, at 144 Oliver street, Boston, died Tuesday, March 21. Services were held at St. James Church, Roxbury, on Friday.

HALL & LYON'S NEW STORE.

Providence, R. I., March 24.—The Hall & Lyon Company has leased the corner store on the ground floor of the new Journal building, on Westminster and Eddy streets, for a term of years, and as soon as the new quarters are ready for occupancy, will remove the present store at 225 Westminster street to the Journal corner. The new store will occupy a floor space on the ground floor of nearly 10,000 square feet, which is practically as much as it now has on the six floors it occupies at its present quarters. The latter will be abandoned as soon as the new store is completed, furnished, stocked and ready for ocupancy, which is expected to be by March 1, 1906. The furniture and fixtures will be new throughout.

SUIT OVER DRUG STORE.

New Haven, Conn., March 20.—As a result of a suit brought by Otto P. Zeitfus, of Norwalk, against Maxwell Slade, property of the latter valued at $2,000 has been attached. Zeitfus owned a drug store in Greenwich. Frederick and Walter Lewisohn, of New York, claimed he owed them $310. The claim was transferred to Slade, and the plaintiff in the present action alleges Slade forced him out of a business in which he was making $100 a month. Zeitfus asks for $2,000 damages, alleging that Slade's claim was not an equitable one.

PIONEER DRUGGIST DEAD.

Syracuse, N. Y., March 27.—John Cromwell Sprague, for fifty years a prominent resident of Ogdensburg, died last week, at the ripe age of seventy-seven years. Mr. Sprague was one of the pioneers in the drug business, having learned it in Syracuse with Charles Snow, long since dead. He went to Ogdensburg in 1848 and engaged in the drug business with A. B. Jenner, under the firm name of Sprague & Company. This business was conducted in the Eagle block, until it was destroyed by fire. Among the men who went to Ogdensburg in the fifties, was H. S. Humphrey, who under the name of H. S. Humphrey & Co., carried on a drug business for many years. This concern finally failed and Mr. Sprague bought the stock and re-opened the business. He remained there until September 1, 1870, when he moved into the store now occupied by Frederick S. Ives, who was in his employ over thirty years, and who bought him out when he retired from business six years ago. Mr. Sprague built the store himself. Besides the drug business, Mr. Sprague had engaged in many other enterprises. He was born at Canandaigua in 1828.

PROPRIETORS WILL MEET.

From the office of the secretary, Clarence G. Stone, 192 Front street, New York City, the call will be sent out early next week for the twenty-third annual meeting of the Proprietary Association of America, which will take place at the new Hotel Astor, in this city, on May 2, 3 and 4.

Because of the important matters to be taken up, the indications are that the forthcoming annual gathering will be one of the most notable and largely attended in the history of the proprietary organization.

WESTERN PA. R. D. A.

Elects Officers and Advises Members on Munyon Co.'s Goods.

Pittsburg, March 27.—At the annual meeting of the Western Pennsylvania R. D. A., the following officers and board of directors were chosen: President, H. J. Siegfried; vice-president, J. R. Thompson; secretary, B. E. Pritchard; treasurer, Louis Emanuel; directors, Wm. G. Shirmer, B. P. Welsch, B. E. Pritchard, Louis Emanuel, J. B. Porter, H. J. Siegfried, H. G. Duff, Chas. Spang, L. B. Hughes, P. P. Knapp, F. J. Brehm, E. E. Heck, Wm. Dice, F. D. Troth, S. A. Stright, Chas. E. Ringer, A. E. Fischer, F. Karl Defin, E. J. Kretz, W. J. Forest, J. R. Thompson.

The following action was taken with reference to the Munyon firm:

"*Resolved,* That the members of the association shall not deal with any representative of the Munyon firm. If it is deemed necessary to handle the goods to protect trade, order from the jobber in such quantities as may be required. Window display and encouragement of the sale should not be indulged in. The Munyon firm is not now, nor never was a friend of the retail druggist."

The above action was taken after the secretary had explained that the "Paw Paw free atomizer" deal meant a duplication of stock to all who already had "Paw Paw" on hand, as the atomizers are only included with new orders. The explanation being made that any old stock could be used for second calls. The firm agreed to hold the price at eighty-five cents, also, which it has failed to do.

The most interesting discussion of the meeting followed the resolution reported from the meeting of the Board of Directors:

"*Resolved,* That we endorse the bill now before the legislature, making graduation from a reputable college of pharmacy a pre-requisite to the issuance of a registered pharmacist's certificate by the State Pharmaceutical Examining Board."

The resolution was supported warmly by H. J. Siegfried, C. E. Ringer, Dr. J. M. Linn, Wm. C. Schweitzer, Edw. Rodemoyer, B. E. Pritchard. The negative side was well presented by R. J. Hardy, J. R. Thompson, W. H. Forst.

The minutes of the directors' meeting, of which the resolution formed a part, were finally adopted, on motion of A. E. Fischer, supported by R. W. Henderson, and thus the bill was endorsed.

Mr. Siegfried called attention to the financial problem, which was greater this year than ever before, on account of the increased dues to the N. A. R. D. He suggested that members should pay dues in accordance with the volume of business done by each, to be equitable.

SUNDAY CLOSING IN CANADA.

St. Catharines, Can., March 20.—The druggists of St. Catharines have entered into an agreement whereby only one of the eight drug stores in the city shall keep open on Sunday, each store to have its turn. The store for Sunday work will be open from 8 in the morning to 9 at night.

PHARMACEUTICAL LEGISLATION.

Pre-Requisite Bill Now a Law.—Other Bills of Vital Interest.

Philadelphia, March 27. Representatives of pharmaceutical colleges and associations, as well as legislators and private citizens who have all been working to secure the passage of the "pre-requisite bill" and incidentally to elevate the educational standard in this State, this week saw their efforts crowned with success.

Governor Pennypacker on Friday affixed his signature to the bill and the law becomes operative on and after January 1, 1906. In the future, all applicants for registration as pharmacists must be able to prove that they are graduates of a reputable college of pharmacy.

Although endorsed by all the colleges and associations in the State, there was not a little opposition encountered, chiefly on the part of a few country physicians who conduct drug stores, and, it is said, employ boys to do the work that should be done by qualified assistants or by graduates in pharmacy. Governor Pennypacker, to whom the advantages of the proposed law had been explained by Representative Fahey, Prof. J. P. Remington and others, declared that in his opinion it was one of the best pieces of legislation that had been brought before him in years, and that it would put the calling of the pharmacist upon a higher level, as well as raise the standard of education.

Other bills that are of vital interest to the drug trade, and which are now before the legislature, are the one making it a misdemeanor to sell patent medicine for internal use, that contains alcohol, without a physician's certificate, and the one creating the offices of inspectors for the purpose of looking after weights, measures and scales used by merchants in all lines of trade. The first bill was prepared at the instance of the Women's Christian Temperance Union, and is said to be the first step in a general crusade that is about to be instituted in every State. The other bill was defeated in the House on Thursday afternoon. One reason for this was that there was not a constitutional quorum present. The privilege of having the bill reconsidered within five days of legislative session still exists. This may be done.

THE KNICKERBOCKER'S NEW QUARTERS.

The Knickerbocker Drug Co. have taken a long lease of the store basement and sub-basement, 640 Broadway. This is a modern fireproof building, fronting on Broadway, southeast corner of Bleecker street, and extending east 200 feet on Bleecker street, with a Crosby street entrance. The subway entrance "south" is within twenty feet of the Crosby street entrance; the basement, 215 feet long by 36 feet wide, is supplied with ventilators and private electric elevators on the Bleecker street side. The Knickerbocker Drug Co. are the proprietors of Cranitonic goods, and on page 4 of this issue their announcement of a special offer of this popular line should be of interest to our readers.

JEWELRY AS A SIDE-LINE.

Baltimore, March 27. The experience of a number of Baltimore druggists with jewelry as a side-line has not been such as to encourage continuance of this business. In fact, twenty-two of them assert that they have been taken in by a jewelry firm in Iowa, and they held a meeting last Wednesday night, on North avenue, near Pennsylvania avenue, and formed an organization for mutual protection in the legal proceedings which they fear will be instituted against them, if they do not pay $380 each to the company. Druggist F. W. Schanze was chosen chairman of the meeting, and it was resolved to cooperate with the N. A. R. D., which has engaged William Henry White, of Washington, to defend the suits apprehended.

Some of the druggists caught feel so humiliated that they do not care for their names to become known in connection with the matter; others, like Mr. Schanze, think that the matter ought to receive wide publicity, in order to protect others against a similar experience.

The wares were placed in the Baltimore drug stores last November, but few of them have been sold. The things that went out brought in complaints. Matters were brought to a crisis a few weeks ago when the discovery was made that the paper signed as a receipt for the goods when delivered was in reality an agreement to pay for them in quarterly instalments.

According to a circular sent out by the N. A. R. D., the same arrangements were made with seventy-five druggists in Philadelphia, nineteen in Baltimore and nearly twenty in Chicago. The Baltimore pharmacists are now distinctly of the opinion that jewelry as a side-line does not pay, each of the nineteen facing prospects of a suit to recover $380.

COCAINE CONSUMPTION FALLS OFF.

Baltimore, March 25.—The experience of druggists in other cities that the consumption of cocaine has fallen off very much of late, is also being observed here. The decrease is estimated at as much as 50 per cent. and even more. This development is attributed to the popular outcry against the promiscuous sale of the drug and the warnings against its debauching influence that have been sounded during the past few months. Everywhere the authorities have been active in endeavors to stop such sales, and this agitation is having an unmistakable effect. Perhaps not the most sanguine advocates of restrictive measures had looked for such pronounced results, and much gratification is accordingly expressed. The decline is accepted as signal proof that the evil can be controlled or even suppressed if the police and other officials are earnestly responsive to the moral sentiment of the community.

MORE DRUG FIRMS MOVE.

Baltimore, March 27.—Two other drug firms are moving into handsome new quarters this week. One of them is Muth Bros. & Co., and the other Parke, Davis & Co. The former has a large double warehouse at 23 and 25 South Charles street, where it will have almost twice as much room as in the establishment at 15 East Fayette street, occupied before the great fire. The building has six floors. It is equipped with all modern facilities and has been fitted up in fine style. About two weeks will be required to move the whole stocks.

Parke, Davis & Co. this week occupy the commodious five-story warehouse on German street, near Charles, almost adjoining Muth Bros. & Co. in the rear. This firm, too, will be handsomely housed and Oscar Smith, the local manager, will take great pleasure in showing patrons over the establishment.

BALTIMORE WHOLESALE HOUSES SUED.

Baltimore, March 25.—It seems as though there had been some misunderstanding about the settlement between certain druggists and the Klingel Pharmacy, on West Lexington street, near Park avenue. The Messrs. Klingel brought an action last summer against certain wholesale and manufacturing drug houses on the ground that there existed a combination to deprive them of their supply of goods. This case was settled, and the matter was believed to be entirely adjusted, when yesterday the Klingel Pharmacy entered suit by titling against the Calvert Drug Company, the Baltimore Retail Druggists' Association, Sharp & Dohme, A. J. Corning, Owen C. Smith and John G. Beck, claiming $50,000 damages. It is alleged in the bill of complaint drawn up by the lawyer of the Messrs. Klingel, that the defendants are parties to a combination to prevent the Klingel Pharmacy from obtaining goods, and thereby to deprive that establishment of the opportunity to do business, because it has put into operation a scale of prices below that maintained by the defendants. The Klingel Pharmacy was one of those which the retail druggists affiliated with the N. A. R. D. and the wholesale houses that sought to protect the retailers, sought to urge into an acceptance of the agreement not to sell below certain prices, and the effort was thought to have been successful.

BALTIMORE NOTES.

—The handsome $6,000 residence of G. Milton Sydnor, a druggist of Warsaw, Va., narrowly escaped destruction by fire on the night of March 22. An empty nail keg was found smoldering in one of the rooms. The fire is thought to have been due to spontaneous combustion.

—The Imperial Drug Company, for dealing in drugs, chemicals, medicinal preparations and toilet articles, has been incorporated here by Joseph G. Kunnecke, Frederick Kunnecke, George G. White, Lawrence F. Kunnecke and Francis I. Mooney. The capital stock is $1,000, divided into shares of $1 each.

—Mentzer & Clugston, of Waynesboro, Pa., have sold out their drug store to Clarence Croft. J. H. Mentzer has taken charge of the Summit Pharmacy, at Blue Ridge, Md., and Mr. Clugston has gone into the wholesale liquor business.

—Druggist Guy C. Wisotzki, of Smithburg, Md., was married last week and is now on his wedding tour.

—George G. Muth, of Muth Bros. & Co., has returned from Atlantic City, entirely restored in health, and George L. Muth, senior member of the firm, has gone off on a short trip.

DETROIT BOWLERS DINE.

Detroit, March 28.—Rivalry forgotten and only the best of good feeling prevailing, members of the Detroit Drug Bowling League enjoyed, with their friends, Saturday night, a most sumptuous banquet at Lume's Hotel. Toasts and good natured roasts added materially to the pleasures of the event.

The evening's programme was opened with a witty speech by Harry E. Perry, president of the league, who officiated as toastmaster to the satisfaction of everyone present. An elaborate programme had been prepared, and it was well into the wee sma' hours when the happy gathering broke up. The speakers of the evening were Mr. F. F. Ingram, Hon. Alfred Murphy, judge of the recorder's court; Hon. Flavius L. Brooke, Hon. Geo. Beck, Hon. P. J. M. Hally, Mr. James Wilkie, Hon. James Phelan, judge of recorder's court. Musical selections were rendered by Mr. James Fitzgibbon and Mr. Norman Worthy.

One of the features was the presentation of prizes to the winning team in the league and the individual prizes to players who made the highest averages. The league has been in existence three years, but no prizes were distributed last year. In recognition of this fact, President Perry, in a happy speech presented the Parke, Davis & Co. team with a handsome silk banner for their victory of 1904, and for their carrying off the championship again this season, they were awarded gold medals and a check each for a snug sum. This team finished the season with forty-seven games won and thirteen lost, making their percentage .783.

Individual prizes were distributed as follows: J. E. Smith, Parke, Davis & Co. team, No. 1, highest individual average, 182 for the season of sixty games; A. H. Ludwig, of Nelson, Baker & Co., second highest average, 178; E. J. Barry, Parke, Davis & Co., No. 2, third highest average, 174; and Walter Snyder, Parke, Davis & Co., No. 1, highest individual score, 258. Team No. 1, of Parke, Davis & Co., also carried off the honors for the highest team score, 1,002.

President Perry, of the league, was presented with a handsome floral piece by its other officers, who are: Howard J. Lawrence, vice-president; secretary, A. H. Ludwig; treasurer, Chas. H. Willits. The teams in the league represented at the banquet were the Parke, Davis & Co., No. 1 and No. 2; F. F. Ingram, Nelson, Baker & Co., Michigan Drug Co. and F. Stearns & Co.

Arrangements have been completed for the big games between the Parke, Davis & Co. teams of New York, Detroit and New Orleans, and the game will be bowled next Saturday night, by telegraph. There is an intense interest in the outcome of these games, and it is figured that not less than 1,000 interested friends of the Detroiters will assemble at this end of the line to watch the contests. As fast as the games are bowled the results will be posted on a big blackboard. The three teams will bowl simultaneously in their home cities.

DATES OF STATE MEETINGS.

The twenty-first annual meeting of the Minnesota State Ph. A. will be held in Duluth, July 18, 19 and 20.

The Texas State Ph. A. will hold its convention at Fort Worth, May 18.

JAMES A. SMITH IS DEAD.

President of Allaire, Woodward & Co. Had a Brilliant Career.

Peoria, Ill., March 27.—James A. Smith, president and general manager of Allaire, Woodward & Co., pharmaceutical chemists, of this city, and well known in the drug trade throughout the country, died at his home last Wednesday.

Born in Cincinnati fifty-seven years ago, Mr. Smith entered the drug business soon after leaving school and through tireless energy and rare business judgment, soon came to be one of the most prominent men in the trade in the Central West. Leaving Cincinnati while still a young man, Mr. Smith removed to Terre Haute, where he established one of the most progressive retail drug stores in that city. His ability attracted the notice of the officials of the Richardson Drug Company, in St. Louis, with the result that Mr. Smith entered the service of that firm, remaining there until 1883, when he became assistant manager for Allaire, Woodward & Co. His success in that berth was followed by his promotion to be general manager upon Mr. Allaire's retiring from the firm several years later. In 1894, less than a dozen years after he first came to Peoria, Mr. Smith succeeded to the presidency of the company, upon the death of Mr. Woodward. He remained as the active director of the company's affairs almost up to the day of his death. Mr. Smith was married in Terre Haute, to Miss Susan R. Potter, and is survived by a widow and two sisters. The following resolutions have been adopted by the directors of Allaire, Woodward & Co.:

THE LATE JAMES A. SMITH.

In the death of James A. Smith, President and General Manager of this Company, we are called upon to face a loss almost beyond our ability to express.

His exceptional abilities in the line of his profession, united with his many years of study and experience, left him few peers in the ranks of manufacturing druggists in this country.

We can but recognize, in the reputation and success of Allaire, Woodward & Co. the professional ability, untiring industry, and conscientious and painstaking discharge of his responsibilities by our departed President.

To his superior attainments as a business man, he added those traits and graces that go to make that noblest work of God—a Christian gentleman.

And while his loss to this Company is almost irreparable, it is altogether so to his widow—to whom we tender all that we can give, our heartfelt sympathy. She is a partner with us in this bereavement, but no one can share with her, the removal of such a husband as God has taken away from her side.

Resolved, That these resolutions be spread upon the records of the Company, and a copy tendered to the widow.

H. J. WOODWARD,
ELIOT CALLENDER,
J. N. WARD,
W. T. SLOAN, M. D.

NOW BEFORE THE LEGISLATURE.

Chicago, March 27.—Druggists are closely following the progress of two bills recently introduced in both branches of the Illinois legislature, which, if passed, would cause a revolution in the retail business.

A bill before the Senate, which the C. R. D. A. refused to sanction, makes it compulsory on the part of the retail pharmacist to personally inform himself as to what purpose any narcotic he sells is used by the purchaser, who can obtain narcotics only by a prescription in which the physician vouches for his patient.

The Assembly bill provides that every druggist must analyze the contents of each package or bottle of patent or proprietary medicine before offering it for sale, and must furnish each purchaser with a minute analysis of the ingredients he purchases.

MUST BE TRIED ON ITS MERITS.

Milwaukee, Wis., March 28.—The so-called druggists' conspiracy case must go to trial on its merits, according to a decision rendered by Judge Tarrant, in the Circuit Court. This is the case of Fred. B. Eycleshymer, manager of the drug department of the Boston Store. He sued the Jerman, Pflueger & Kuehmsted Company, Drake Bros., The F. Dohmen Company and the Yahr & Lange Drug Company, alleging that they had entered into a conspiracy with manufacturers of patent and proprietary medicine to refuse to supply him with goods. He asked an injunction and damages.

Judge Tarrant has refused to grant a temporary injunction during the pendancy of the case, and has also overruled a demurrer of the defendants. The defendants admit they refuse to sell goods to Eycleshymer, because he is a price cutter, but assert that they are compelled to do so, by reason of contracts with manufacturers.

TO PROTECT BOTTLE OWNERS.

St. Paul, Minn., March 16.—State Senator McNamee introduced a bill this week, designed to protect the owners of receptacles used in the sale of soda water, etc. Under the bill, any person engaged in the manufacturing and bottling of soda, mineral waters and the like contained in a receptacle having a name or device stamped thereon may file with the Secretary of State a description of such name or marks. The fee is $1. A certificate shall be issued and it is made unlawful for any person to make use of the trade mark without the written consent of the person named in the certificate. The penalty is a fine of from $10 to $100.

ST. L. D. A. STRIKES OUT.

Social Side a Feature of Reorganization Plans.

St. Louis, March 28.—The St. Louis R. D. A. took the full plunge in promoting the social feature of the organization, and now that the chill of the first dip is over, they feel much encouraged. Fortunately they had the assistance of Thomas V. Wooten, who came down from Chicago to attend the reorganization and approve the changes made in the constitution and by-laws. The dues were made $12 a year, and after each meeting a dinner will be served. For the present, the meetings will be held at the Southern Hotel.

There was a feeling of confidence after the meeting. It was feared that many of the members would feel crowded out of the organization by the increased dues, and a special effort was made to get a full attendance. Nearly one hundred druggists gathered at the dinner and the feeling of confidence in the national organization was displayed in the voting without dissent, the changes after they were given the approval of Mr. Wooten.

The national secretary entered into the discussions on sections of the constitution as they were read by J. M. Good, chairman of the Revision Committee, as readily as did the directors who had fathered the movement. Nearly every member present voiced his approval of the change, by remaining for the dinner. Those who excused themselves, insisted that they did so because of business pressure, not because of objections to the changes in the form of government. A salary of $200 a year for the secretary, $100 for the treasurer and $5 each for the Executive Committee is a part of the new constitution.

A seven-course luncheon was served on adjournment of the meeting at 1.30, and after cigars were passed, President F. V. Johnson called for order. President Johnson, who was compelled to drop the active work of the association several months last summer, because of ill health, is entirely himself again and has entered into the reorganization work with a will. Theodore Meyer, of Meyer Bros.' Drug Co., was the first speaker. He congratulated the association on its recent progressive action and referred to the first meeting held in St. Louis for the purpose of organization, but modestly failed to assume the credit for engineering that meeting—an honor that was freely conferred upon him later in the toasting, by retail men.

C. P. Walbridge, president of the J. S. Merrell Drug Co., spoke of the encouragement given organizations of retailers by jobbers and gave as the reason, that the best condition of trade for the jobbers, was to have a healthy constituency to whom to sell their goods, and this healthiness depended upon organization and singleness of purpose. He suggested as a toast, "Co-operation Between Organizations of the Drug Trade," explaining that the power of the N. A. R. D. was becoming too great for reckless use.

Mr. Papin, of the Moffitt-West Drug Co., congratulated the druggists on the showing of confidence in their organization. He told of overhearing a conversation between the toastmaster and his neighbor as to the special reason for inviting the jobbers to be present, but said that for his part, he hoped the friendliness between the branches of trade was sufficient excuse.

Thomas V. Wooten made the chief address, opening with a reference to Mr. Walbridge's talk on co-operation, giving it his hearty approval and referring to the absence of suspicion at present between jobbers and retailers, due to the effects of organization. As another result of organized co-operation, he mentioned the good feeling now existing between retailers and proprietors and the almost practical elimination of the broker.

Taking up the recent experience with aristol prescriptions in Chicago, when twenty-one out of 139 decoy prescriptions were returned honestly filled, he turned that into a lesson for much needed co-operation. It was caused, he said, by two things: First, the criminal carelessness of the druggist in buying drugs of a peddler; and second, the need for profit.

He spoke of the desire of clerks to enter business for themselves, and of the willingness of jobbers to assist them. The result was, he said, too many stores, too much striving for trade. The need was for jobbers not to encourage the opening of stores, merely because some clerk had saved a few hundred dollars, thus cutting down the opportunity of a fair living for all druggists and making the position of less fortunate clerks worse than before.

J. M. Good spoke of the organization of the N. A. R. D. in St. Louis and other changes that had been wrought, as illustrated at that meeting.

President Johnson closed the speaking with the expression of the hope that the average attendance at the dinners would soon be three hundred, as it should be from the four hundred proprietors of stores in St. Louis.

Theo. Hagenow, not to be repressed, asked all druggists to support Sol. Boehm for city councilman and was greeted with cheers.

DR. WHELPLEY ON MEDICINES.

St. Louis, March 28.—Dr. H. M. Whelpley, dean of the St. L. C. P., lectured before the St. Louis Academy of Science, March 20, on the development in the study of medicines as remedies and their idiosyncrasies. He illustrated his point in one way by the combination of chlorine and quinine, which, while adding to the power of the quinine in malarial treatment, lessened the ill effects. The lecture was illustrated with prescriptions of years ago, showing the growth of the remedial mixtures up to the present.

"A WONDER-WORKER OF SCIENCE."

Luther Burbank, the California magician, has developed a verbena with a strong arbutus fragrance. He has made possible a new fruit, the plumcot, a combination of the common wild American plum, the Japanese plum and the apricot. He has accomplished what Darwin hinted at, but accepted with reservations—the grafting of one tree upon another and at the same time the transformation of the tree without fertilization, the accomplishment of a complete cross by the graft. The details of these and other experiments, Mr. Burbank's aims, beliefs and hopes in his work, will be the substance of William S. Harwood's article in the April Century, the second of two papers on "A Wonder worker of Science."

AMONG THE COLLEGES

PITTSBURG COLLEGE OF PHARMACY.

Pittsburg, March 26.—The inauguration of our new chancellor, Dr. S. B. McCormick, D.D., LL.D., was held at the Carnegie Music Hall, Wednesday, February 22. The exercises began at ten o'clock and were continued all day. Addresses were made by presidents of different universities. The pharmacy department attended in a body, chartering two street cars to take them from the college to the hall. Dr. J. H. Koch was chief marshal of the different faculties and P. G. Walter performed the same duty for the pharmacy students. The attendance was very large, there being many visitors from other colleges.

The annual class election for valedictorian awarded the honor to J. Homer Smith, who made an appropriate speech, accepting the same.

One of the requirements for graduation in the Ph. G. course provides that each student must prepare a thesis upon some pharmaceutical subject. These are now being placed before the dean for acceptance.

The university glee, banjo and mandolin clubs gave a concert at the Carnegie Music Hall, on Wednesday evening, March 8.

The members of the senior class in the applied pharmacy laboratory, are earnestly striving to win the J. H. Beall prize of a year's membership in the A. Ph. A. This prize is awarded to the student who compounds the best set of prescriptions in the laboratory during his senior year. The examining committee is selected by Dr. Beal from the board of trustees of the college.

The senior class recently gave its annual reception and dance at Braun's Auditorium, South Highland avenue. The affair proved to be the social event of the year and the committee is to be congratulated for its untiring efforts to make it a success. There were about two hundred and fifty present, including members of the faculty.

The members of the chemical section of the senior class are at present working on the analysis of water, milk and urine. This will complete their year's work.

The junior class in chemical arithmetic will finish the term's work in this subject next week; the following week they will be examined.

PHILADELPHIA C. P.

Philadelphia, March 27.—The regular pharmaceutical meeting of the Philadelphia College of Pharmacy, held on the evening of March 21, will probably go on record as one of the most important meetings in recent years tending to the uplifting and betterment of pharmacy. The suoject chosen for discussion, "Ethical Pharmaceutical Practice," was considered by men who are actively engaged in the practice of retail pharmacy. It will be recalled that at the January meeting the subject of the ethical relations of pharma-

GRADUATING CLASS, PHILADELPHIA COLLEGE OF PHARMACY

The Senior Class of 1905 is one of the largest ever graduated at the Philadelphia College of Pharmacy. It has 137 members. The officers are as follows: President, Howard Dodd; Vice President, John B. Olleig; Treasurer, Percy Remington; Secretary, Harry N. Whitney; Class Reporters, Miss Nellie J. Stevenson and Miss Mary M. Hodge. The picture was taken in front of the College, Tenth Street, above Race.

cists and physicians was considered by Dr. Henry Beates, Jr., Prof. John H. Musser and M. I. Wilbert, so that the papers presented at the March meeting furnished a sequence to the former.

Professor Henry P. Hynson, of the department of pharmacy, University of Maryland, began with a paper on "Ethical Pharmaceutical Practice and its Recompense," in which he showed that this practice could be made to pay in dollars and cents, and that it has paid in larger proportion to the amount invested than has conventional pharmacy, and furthermore, the percentage of failures has been much smaller than with the latter.

Dr. William C. Alpers, of New York City, read a paper on "Professionalism versus Commercialism in Pharmacy," in which he said that our aim must be to elevate the commercial part of our vocation and make it subservient to professionalism.

George M. Beringer, Ph.M., read a paper on "The Evolution of Nostrum Vending and its Relation to the Practice of Pharmacy and Medicine," in which he stated that if physicians would quit prescribing nostrums, it would be a great boon to pharmacists.

Prof. Joseph P. Remington presided and announced that the prerequisite law had passed both Houses of the Pennsylvania legislature, and that there was a probability of the governor signing it.

PHI CHI'S ANNUAL BANQUET.

New York, March 25.—The annual banquet of the Phi Chi Fraternity, Gamma Chapter (N. Y. C. P.), held at the Arena, March 23, will long be remembered by the fratres in urbe. The hall was handsomely decorated for the occasion with colors and flags from all of the leading universities and each member wore a colored carnation, the Phi Chi flower.

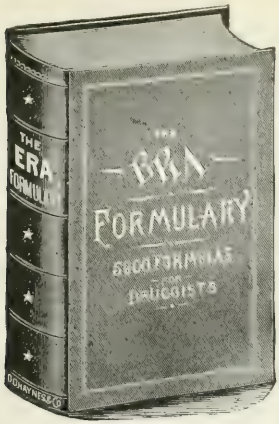
The exercises began at 10 o'clock, when sixty members marched in and took their respective places at the table, Professors George C. Diekman and Virgil Coblentz, of the N. Y. C. P., both members, leading the procession. After the dinner, Prof. George C. Diekman, as toastmaster, made the first speech on his favorite topic, "The Foundation of a Fraternity House." The following also responded to their respective toasts: Daniel B. Dwyer, "Welcome"; Prof. Geo. Ferguson, "Retort"; H. D. Swain, "Recollections"; Dr. H. B. Ferguson, "Reunion"; Prof. Virgil Coblentz, "Pharmaceutical Chemists"; W. L. Sabine, "Prospects of 1906"; Willard J. Hull, "The Mysterious Diamond"; H. T. Blake, of Eta Chapter, Boston, "Prospects of Eta Chapter"; Frank W. Pond, "Prospects of Phi Chi." Some fine talent was also furnished for the evening, which could be heard when the yells of the boys had ceased.

PURDUE UNIVERSITY.

Indianapolis, March 29.—The graduating class of the school of pharmacy, Purdue University, Lafayette, is the largest in the history of the school. The graduates are E. H. Bailey, Sharpsville; J. F. Bruner, Kokomo; C. G. Carpenter, Terre Haute; J. K. Crandall, Paris, Ill.; Miss Daisy M. Emshwiller, Montpelier; H. B. Fox, Bicknell; D. P. Griffon, Corydon; Clifford Hammersly, Clinton; W. P. Hanna, Lafayette; P. E. Hood, Shelbyville; J. P. Jay, Kokomo; W. E. Jolly, Scipio; G. C. Kohl, Burlington; F. V. McCullough, Scottsburg; J. P. McMillan, Medora; A. R. McGee, Greensburg; Frederic Marrs, Dudley, Ill.; C. H. Miller, Ft. Wayne; A. O. Osborn, Sullivan; R. T. Raymond, Henryville; R. B. Reeder, Rockville; S. P. Roush, Bluffton; W. H. Schulte, Evansville; W. W. Schertzer, Bloomfield; A. J. Schurte, Wanatah; R. M. Skinner, Albion; A. E. Smith, Logansport; J. H. Weaver, Marion. One thing is particularly noticeable in this list: that many of the graduates come from the small towns in the State, showing that Indiana pharmacy laws are making it necessary that even in out of the way communities those who prepare medicines shall be educated and equipped for their work.

A PROCTOR FEATURE.

The "news" views still hold forth on the Proctor circuits during the last week in the form of pictures of the "L" and subway strike. If you want to see correct pictures of a "news" happening of any consequence, go to Proctor's, as arrangements have been made to secure such pictures on the day of the happening and exhibit them at the different Proctor houses. Next week will be shown pictures of the New York baseball players at practice in the southern clime, and which will no doubt be of interest to all.



The Chemist Of The Workshop.

The druggist is not living up to his opportunities if it is not known in all the small workshops and industries of his neighborhood that he is a chemist and able to give pointers on many technical and industrial processes. He already has a good foundation for such knowledge, and there is a wealth of working formulas at his command in

THE

ERA FORMULARY

WITH THIS BOOK AS HIS GUIDE, HE CAN FURNISH:

The Machinist with Metal Polishes, Processes, etc.
The Laundryman with Special Starches, Glosses, Blues, etc.
The Undertaker with Embalming Fluids.
The Dyer with Dyes and Processes.
The Photographer with Chemicals and Processes.
The Leather Worker with Dressings, Polishes and Processes.
The Tailor and Hatter with Cleaning Preparations, Special Soaps, etc.
The Painter with Special Colors, Varnishes, Stains, etc.
The Cabinet Maker with Polishes, Glues, Varnishes, etc.
The Cigar Maker with Flavors and Colors.
Every Industry with Cements, Glues, etc., for every purpose.

There are over 1,500 formulas in the book for technical and industrial processes, domestic and household preparations, miscellaneous articles, etc., and any druggist with this collection can easily work up a profitable trade in a line of articles which his training as a chemist makes him proficient to engage in.

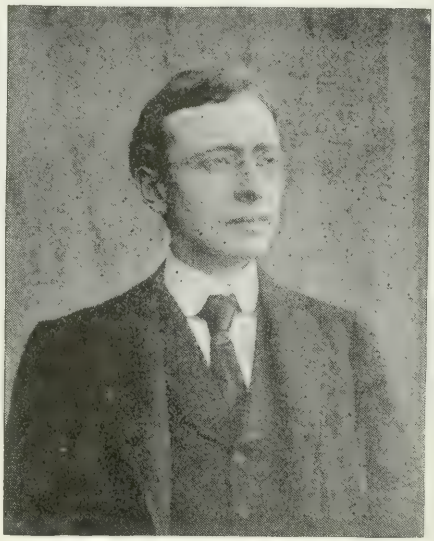
Price, $5.00 per copy, delivered.

D. O. HAYNES & CO., PUBLISHERS,

(S. P. 5.)

HOW ONE DRUGGIST REGARDS "PRINTERS' INK."

EST. 1888.



MR. HARRY F. RUHL, DRUGGIST, MANHEIM, PA.

MANHEIM, PA., March 21, 1905.

MR. CHAS. J. ZINGG,
Editor *Printers' Ink*, New York.

DEAR SIR: I wish to tell you how valuable *Printers' Ink* has been to me. The first copy I saw led me to ask myself, "How can a busy druggist wade through so much matter every week?" The difficulty was soon overcome when I learned to discriminate, and the fact that *Printers' Ink* is of such a convenient size, so it can be carried in the pocket and be read at odd moments. Even if *Printers' Ink* were of no direct value to a druggist, the wealth of general information it contains makes it worth the present subscription price of only $2.00. But there is much help that is of direct value to a druggist. Some of the sample ads and ideas have been very valuable to me. Many ideas, taken from other lines, I have adapted to my business with profit.

Strange, as it may seem, one of the first things I read is Printers' Ink Jonson's ad. Any student of advertising can find how it is possible to treat one subject with only a few talking points—"selling cheaper, selling only for cash and transportation charges and money back if goods are not satisfactory." Mr. Jonson tells his story in a new way each week. Any druggist who thinks a drug store hard to advertise can get inspiration for his ads, by reading Mr. Jonson's ads.

Even by reading articles, that at first thought would seem of no use to a druggist, like Mr. Rowell's "Forty Years an Advertising Agent," I have learned some things of real value to me. Take, for instance, the eleventh paper where, in the history of the advertising of different proprietary remedies, is described. Here any druggist, who has ambitions to advertise his own remedies on a large scale, be they ever so meritorious, finds what he is up against.

I have been reading *Printers' Ink* for about four years and it has always been worth the former price ($5.00) to me. At the present price no up-to-date druggist should be without it. I am a reader of a number of advertising journals, but shall stick to *Printers' Ink* last of all.

Very truly yours, H. F. RUHL.

The above letter is written by an intelligent, up-to-date druggist—one who thoroughly believes in advertising. Mr. Ruhl has been a reader of *Printers' Ink* for four years, and twice has he been the winner of cash prizes awarded for excellently written advertisements.

There must be many thousands of druggists like Mr. Ruhl in this country. Men who believe in modern methods, who believe that advertising will pay if it is made to promote an honest business, an honest service, and if it is done properly and judiciously. There's the point where *Printers' Ink* comes in.

I should like to bring the message of *Printers' Ink* to every druggist in the land—many receive it already, but I want to see many more on its subscription list.

Printers' Ink is a weekly journal for advertisers, the oldest and best of them all. The druggist who believes in advertising must have *Printers' Ink* and once a reader—always a reader.

And why? Because its weekly pages tell in plain, logical English everything about advertising that is really worth knowing. It does not relieve you of your thinking cap—but it awakens enthusiasm and faith in your business. Its department for retailers, appearing every week, contains advertisements and suggestions applicable to any business and ready for immediate use. The whole paper is permeated with push, pluck, perseverance and power. Each weekly copy is a volume of concentrated usefulness. Its timely hints, helpful suggestions, bright thoughts, all pointing to one great object—how to advertise judiciously—have proved to be *indispensable* to retailers, wholesalers and professional men alike. The student of human nature finds in its pages conclusions of surprisingly correct judgment.

Quantity and quality—especially quality—of the contents are the best criterion of the merits of a publication. *Printers' Ink* is the representative journal of the American industry of advertising, and its qualities of excellence have won it the position as the standard publication of its kind in the world. Valuable essays and hints by practical advertisers and specialists of business publicity are some of the leading features every week. They inspire you with their importance and keep you abreast with the growing art of advertising.

Printers' Ink is an exponent of advertising principles, discusses advertising topics in an intelligent, impartial and instructive manner. It is independent, well informed and truthful. It teaches you HOW TO DO IT.

If you want better and more results from your money invested in advertising, subscribe for and read *Printers' Ink*.

If you want to acquire a thorough knowledge of advertising and wish to become more proficient in the writing of advertisements, and want to be well posted what others are doing in this field, subscribe for and read *Printers' Ink*—it costs you less than 5 cents a week.

The yearly subscription price is $2.00, payable in advance. If you send me a dollar, I will send the paper on trial for six months. DO IT NOW.

Address, CHAS. J. ZINGG, Manager, Printers' Ink Publishing Co., 10 Spruce St. (up-stairs), NEW YORK.

TRADE SECTION

SHOW WINDOWS & FEATURES.

One-Idea Windows Predominate Everywhere.

"OWN MAKES" DISPLAYED.—SOME BEAUTIFUL COLOR HARMONIES, UNUSUAL IN THEIR SIMPLICITY AND GOOD TASTE.—BROOKLYN WINDOWS BEST THIS WEEK.—A POKER TERM SIGN.

The J. W. Ferrier Pharmacy, Forty-third street and Seventh avenue, devotes its avenue window to a rheumatism remedy which is featured in an ingenious manner. Occupying the center is a life-sized wax figure of a man offering a package of the remedy in his outstretched hand. He is dressed tastefully in a gray checked cutaway suit. Were his expression less inane, the impression left on the observer would be more convincing, but such is always the case with a lay figure. The general effect of the window is good, however. Four large display boards flank the gray gentleman, two each side, and they are covered with sample envelopes of the rheumatism cure. Reaching to the figure's knees is another large sign, and on each side lower down are display boxes supporting samples of the remedy.

The central, lower sign runs as follows, real playing cards being inserted where the words in capital letters in this reproduction indicate:

APPEALS TO CARD PLAYERS.

"If you suffer with rheumatism like the DEUCE (deuce of diamonds) and it has been troubling you for FOUR (four of diamonds) or FIVE days, we want to give you a STRAIGHT (ace, king, queen, jack, ten) tip that will cure you, and you do not have to be FLUSH (five clubs) to get it; it only costs a ONE (ace) spot, or we will sell you SIX for FIVE. This would please a KING or QUEEN and you would not suffer with rheumatism for THREE or FOUR times the price it costs; especially if you had a FULL HOUSE (three nines and two fives) and wanted to enjoy yourself."

The Bolton Drug Co.'s Fulton and Clinton streets store, Brooklyn, devotes a window to the Riker Antiseptis. The harmony of colors in the display is striking. On the floor of the window, and as a background, is textile fabric of delicate pink, against which the yellow fluid of the Antiseptis contrasts, or rather harmonizes beautifully. On the bottles, the white labels add a high light to the other color tones, producing a cumulative effect of a blending of tints and tones. Save an unobtrusive sign explaining Antiseptis, the delicacy of conception of the whole display is unmarred.

COLOR HARMONIES.

In the next window, Riker Violet Toilet Water is exhibited with the same artistic motive. Here the background is white and the green tint of the liquid is thereby set off pleasingly. A modest sign declares, "Will please you if you like the odor of violets. 25c., 50c., $1.00."

The third window of this store is given up to Riker Toilet Benzoin. Here the eye enjoys a harmony of a white cloth background, the dark brown of the liquid in the glass bottles and the green of the labels. The accompanying showcard is of the usual moderate tone: "Makes the skin firm, clear and smooth. No oil or grease. A luxury for your toilet. Not injurious and thoroughly reliable."

A more complicated display appears in the next window. Two columns rise on either side, composed of tooth paste cartons and springing from one to the other is an arch bearing the legend, "Riker's Tooth Preparations." It is the key to the whole idea. Under the arch stands a cylinder show bottle filled with an "own make" tooth wash and round its base curve upward sloping piles of the regular bottles holding it. In the foreground are tooth brushes by the hundred, and tooth powder in cans. Some signs exclaim, "Our tooth powder should be used every morning. The teeth are priceless pearls; too much care cannot be lavished on them." Again, "Our tooth wash is such an ideal preparation for the teeth, so pleasant and effective, that a trial makes a permanent user."

GREEN AND WHITE.

At the Bolton Drug Co.'s store at 456 Fulton street, Brooklyn, the same artistic sense dominates the windows. The keynote is green and white. A cloth background of the former sets off the white liquid in the glass containers and white lace covers glass standards and hanging shelves. The labels on the bottles are also white. The merchandise shown is a Riker glycerin lotion, 25c. "For chapped hands, lips and face." A card announces "Just the thing for curing coarse, red skin." The back of the whole window is a large mirror. Mirrors are always good backgrounds in show windows. They give the impression of large space and gazers are always pleased to see themselves reflected. In the middle center, rear, of this display rises a large show bottle of the cylinder type filled with the crystal white glycerin lotion. Bright red ribbons decorate both this and the hanging glass shelves.

ATOMIZERS.

Another window plays up the atomizer. Against the mirror background are fastened parallel wooden strips vertically at regular intervals of about six inches. On the strips hang the pasteboard boxes for the atomizers, with an atomizer itself standing calmly on top of the lid. On the floor of the window is a shiny white cloth of satiny texture, in the center of which rises a pyramid draped with the same fabric. Surmounting this is a glass show standard holding numerous atomizers. The color scheme is white (cloth), silver (the mirror), blue (boxes), and light blue (tops of boxes). They all harmonize finely.

The last window of the same store features a foot balm for 25c. A sign explains, "Will make the feet happy." The colors here are green cloth background, the gray powder and white bottle labels.

The designer of all these displays has a soul attuned to color harmony, and indeed, in Mr. A. C. Field, the concern possesses a window feature man of unusual discrimination.

J. Maxwell Pringle, Jr., at 977 Eighth avenue, gives one window to the "Turkish Hair Promoter" made by a company of the same name. No address of said company appears on bottle labels. Inquiry reveals it is really an "own make." Why Turkish? But never mind. This disguising of an "own make" may be useful, but its expediency is problematical. The display itself consists of rising tiers of the containing bottles with the yellow labels. More labels are pasted to the window glass in a row. Show cards state, "Special introductory sale, at 50c."

MECHANICAL DEVICE.

The other Pringle window contains a mechanical feature, ever dear to American crowds. Here appears an electric brush. Front center is a clock-work device holding one of the brushes, bristles downward. Right under the brush is held a wooden case containing twenty-four small compasses in rows. The machinery moves the brush over the compasses and back in an arch and the needles move more or less with the brush. Certainly they move. A sign on the end of the brush handle shows a female figure, supposedly Electricity herself, and a notice reading, "The electricity in the brush moves the compasses." Regular prices of goods, $1.00, $1.50, $2.00, $2.50 and $3.00. Special sale prices, 97c., $1.44, $1.93, $2.41 and $2.89.

ANALYTICAL POINTS.

The Hegeman Corporation, 200 Broadway, follows its usual window idea of one thing at a time. The window is filled, but not to overflowing, with a codliver oil preparation. Cartons, bottles and cartons. A large sign holds the center of the stage with this incendiary proclamation: "Does it pay to deceive the public? Decidedly not. There is no easier way of deceiving the public than in the manufacture of codliver oil preparations. In the interest of the public we have carefully examined several makes of so-called codliver oil mixtures. The results are as follows: One contained no codliver oil, the second linseed oil, the third 30 per cent. pure codliver oil, the fourth 20 per cent. codliver oil, and ours 50 per cent. pure Norwegian codliver oil. We therefore confidently recommend this as the best on the market."

The Kansas State Ph. A. will hold its annual meeting at Junction City, May 23, 24 and 25.

THE HEGEMAN CORPORATION FOUNTAIN

Enormous Business and Titanic Apparatus

System Absolutely Necessary—The Soda Department Manager, Frank A. Murray, Gives Facts and Figures—Extent of the Soda Habit in the Heart of New York's Downtown Business District

In my opinion, system is the first necessity in a soda business. My experience as manager of the soda department of the Hegeman fountain makes me certain of this. All our duties in running this fountain are scheduled and systematized, and it results in our ability to handle the large trade we enjoy. Even the smallest details are placed on a definite basis. For instance, have installed a time card which shows at a glance which dispensers are on duty and for how long, or, if they are absent, the reason and the length of their leave.

REGULATING THE SHIFTS.

On this card are two sections for our two reliefs of dispensers. A brief explanation is necessary. Our business here is strictly a day trade, situated as we are on lower Broadway, in the heart of the wholesale business district. The store closes at 7.15 p. m. Each of our soda men is on duty for ten and a half hours. Now, as the establishment opens at 7 a. m., it is plain that all our men are not at work at the same time. We employ six dispensers, one syrup man, two boys, and a department manager. The dispensers are divided into two shifts. The first of these goes on duty at 7 a. m., and works until 6.15 p. m.; the second begins at 8 a. m., and leaves at 7.15 p. m. Thus those who come earliest go first, and the later starters leave work last. Each man is allowed forty-five minutes for lunch, but, of course, no two go out at the same time. With these points in mind, the necessity of our time card is clear. Each shift is scored separately. In the first column, labelled "On," is entered the time of beginning work for each dispenser. The next column reads, "Lunch Out," the following "Lunch In," and the last "Night Off." Every man must certainly handle this card several times each day, so it is hung just at the back of the fountain, where the door opens on the narrow passage leading to the ice tanks. On the side of the card I have written some simple rules which our dispensers bear in mind. By placing them in this most conspicuous place, I ensure a recollection of them daily by each man.

RULES FOR DISPENSERS.

Here are the rules, short, easily remembered, and of vital importance in a soda business:

1. Use nothing but a clean, dry glass for drawing soda.
2. Give checks with each drink.
3. Each dispenser must be careful to keep hands and nails clean.
4. Dispensers must not handle glasses at the rim; take hold at middle.
5. Dispensers must not serve employes; they will refer them to the head soda man.
6. Laughing and talking by dispensers on duty at the fountain are not allowed.
7. Dispensers are not to entertain friends at the counter.
8. Dispensers are not to leave the counter without permission.

These rules may seem trivial, and at some fountains they certainly would be unnecessary, but at the Hegeman Corporation's fountain they are required. For here is handled probably the largest soda business in Greater New York.

AN ENORMOUS TRADE.

All day long the crowds pile in, and space at the counter is often at a premium. In the homeward rush hour of the late afternoon, customers are often lined up two and three deep before the counter—consequently we reserve a large open floor space there. Even in the early morning it is surprising how many people apparently begin the day with a soda or tonic drink. As for the noon lunch hour, the crowd must be seen to be understood. It is a fact that many take no other lunch than an egg drink of some kind. Economy prompts some to this, but most who do so have the saving of a few minutes of precious time as an object. Of course, our hot weather trade is far larger.

Some idea of the size of the soda business at this fountain may be obtained from a few statistics. We buy our sugar in 100,000-pound lots, and a lot lasts but two months. In summer we use seventy-five dozen eggs per day and four hundred quarts of ice cream. Our daily consumption of chocolate syrup alone is thirty gallons.

THE FOUNTAIN ITSELF.

Suiting the size of the business, is the size of the fountain. The counter is 32 feet 6 inches long, and its height is 42½ inches. The back portion of the fountain rises about fourteen feet. No wood is used in any part of the construction. The base is brown marble and the rear superstructure onyx. To add to the imposing beauty of its effect, four large bronze panels are set in the wall portion, high up, above the line of the syrup containers. The designs are by the noted Italian artist Tosjetti, and represent the four seasons. In each, small cherubs are depicted, grouped in a manner characteristic of some season of the year. Each of these bronze panels weighs 850 pounds. Besides these, there are three smaller panels of the same material, ornamented with a conventionalized flower pattern. The weight of these is 250 pounds.

It is evident from these details, that the whole fountain must weigh a good deal. It does. The total weight, including the brick foundations, is about forty tons.

The manufacturers of this apparatus were the Liquid Carbonic Company. Its cost was $25,000.

LIGHTS AND DECORATIONS.

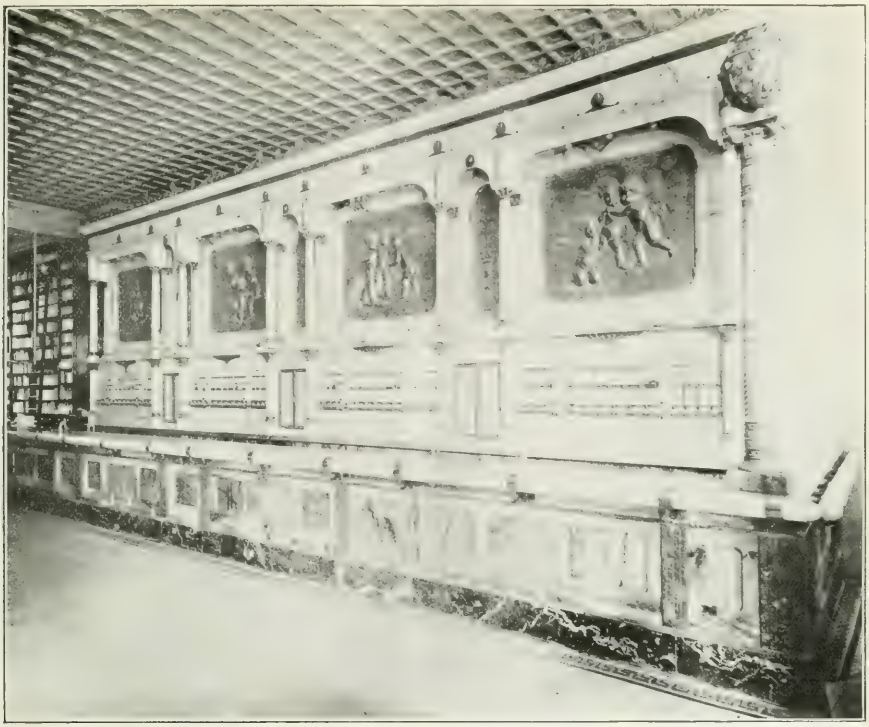
Of course, one of the prime requisites of any fountain is bright illumination. This we have to a marked degree here. In the back portion of the fountain proper are twenty-three electric lights, and in the ceiling above you will observe three groups of six lights each, enclosed in a glass case. These might be called sunbursts. They throw down upon the counter proper, the dispensers and the customers, mellow light, which does not disturb and yet clearly displays everything. At the ends of the counter are two large onyx columns, which rise to something over ten feet above the counter and carry at the top six lights each. These are exceedingly handsome ornaments and serve the double purpose of decoration and utility. Their cost was considerable, being $1,000, or $500 apiece, but the outlay was justified in the handsome effect produced. Turning from decoration to practical details, you will notice that the fountain proper possesses eight soda and eight mineral draught arms. Five men can easily dispense at one time, and sometimes we employ six when there is a rush of custom.

Our fountain differs very widely from others of the wall type in that it is iced from the back. This feature was, of course, planned for at the time the fountain was erected, and room was left in a rear compartment, running from one end of the fountain to the other. It is not very wide, but it is sufficiently so to allow a man to enter easily and insert in the fountain the largest cake of ice necessary. Opening on this alley to the rear of the fountain are three single and four double metal doors of large size. Below these is another row of the metal doors, which lead to the compartment of the cold air refrigerator. The total of all these metal doors is twenty.

ICING FROM THE BACK BEST.

We find this feature of icing from the rear is not only convenient, but desirable in many other ways. There is no interference with the dispenser in the front and the usual drip from the ice is confined to a special compartment, where it cannot mar the general appearance of the business. In short, the fountain can be completely iced and a customer who is standing in the front will know nothing whatever about it. Another advantage arises from the fact that the iceman is of necessity not of a pleasing appearance, dressed, as he must be, in his working clothes, so that his concealment from the customer adds not a little to the general appearance of things.

Returning to the front of the fountain, it will be seen that there are really four sections to it. In each section are fourteen syrup tanks six two-gallon tanks and eight one-gallon tanks. Those syrups which are not frequently called for are, of course, held in the two-gallon tanks. Besides these, there are three compartments for tonics, and below you will see a row of four double shallow recesses for the purpose of containing mineral water in



THE HEGEMAN CORPORATION'S FOUNTAIN.
Located in Heart of New York's Business District, Doing an Enormous Business. A Liquid Carbonic Apparatus. Length of Counter, Thirty-two Feet Six Inches. Noted Also For Its Artistic Beauty, Particularly the Bronze Panels Representing the Four Seasons.

original bottles. In the dispensing counter proper are four two-gallon ice cream holders, placed at regular intervals along its length. This enables every dispenser to secure the necessary cream without interfering with his neighboring co-worker.

Our variety of syrups is very large. We probably dispense every sort of syrup which any customer would ever ask for. On a list, which we have framed at the side of the fountain, hanging on the wall, are thirty-two such syrups, but we carry many more. Besides these, you will observe listed nine special health drinks, five kinds of egg drinks, eleven kinds of hot soda, seven special sundaes and seven varieties of phosphate. This sign in itself cost $125, and, as can be seen, is a really handsome piece of work, composed of enamels and colored glass.

ACCESSORIES AND PRICES.

On the dispensing counter itself are our hot water draught arms for serving hot soda; there are four of these. All the smaller accessories, such as a garbage chute, and a dumb waiter, which runs to the floor below, will be found in their usual places.

The use of crushed fruits, while a development of the last few years in regard to its present great popularity, is an old story with us. We have four crushed fruit bowls on the counter and in the season we prepare our own crushed fruit preparations from the best fresh fruit we can buy on the open market.

A word about prices would seem to be in place. Our schedule is this: We charge five cents for plain soda drinks, eight cents for tonics, ten cents for ice cream soda, fifteen cents for egg drinks, saving that we ask but eight cents for egg phosphate. While these prices may seem peculiarly graded to some dispensers who do not understand the local conditions, they are really justified by the class of our trade. The saving of three cents or two cents to a customer on a certain class of drinks is perhaps infinitesimal, and many might say that we would do just as well to charge ten cents for such and make the extra two cents profit, but our customers buy in such large numbers that it pays us to make this special inducement, in order to attract trade. Besides, we do not believe in making an exorbitant profit on anything. To make large sales and small profit is a rather trite saying, but nevertheless, we find it true and useful as a motto in our own business.

MAKING ICE CREAM AND SYRUPS.

On the floor below, directly beneath the fountain, will be found all our extensive plant for manufacturing the soda proper, the ice cream and our syrups. Our ice cream we make ourselves, and to supply the exceedingly heavy demand for it, we are compelled to make it in very considerable quantities at a time. It takes us but twelve minutes to make ten gallons of ice cream. We make the American style of ice cream, for this is the kind preferred by our trade. Our ice cream machine is made by the Roger Williams Company, and is run by electricity. We always keep 130 quarts of cream stored on ice, in order to make it of the best quality and to be able to meet any unusual demand which might suddenly develop.

A great many of our syrups we make ourselves, especially when the ripe fruit can be had in season, but during the winter we find that the preparations of the J. Hungerford Smith Company prove entirely satisfactory. We also use their crushed fruit preparations, except when it is possible to obtain fresh fruit in the open market. Our special syrup-making tank is so large that it will hold fifty gallons, and we make these syrups of our own in such large quantities that we carry on a profitable side-line business in marketing them, put up in quart bottles. Of course, we use the most of chocolate syrup

and we have our own formula for preparing this staple preparation. The material that we use is Phillips' chocolate and Phillips' cocoa. Next to chocolate we sell the most of orange syrup, and the third in order is coffee, while vanilla possibly holds the fourth place. We make our orange syrup in large quantities and always keep twenty gallons stored on ice as a reserve supply.

Our way for making coffee is the percolation process and we make it in twenty pound lots at a time. We have a special machine for the preparation of this beverage, but it is really no more than an enlargement of the usual well-known French drip process. Steam does the work, and there is very little waste in the manufacturing, for, by the mechanism in use, the steam recondenses underneath, performing this process over and over again.

THE CARBONATING.

Our carbonator was supplied by the Liquid Carbonic Manufacturing Co., and is called a Perfection Electric No. 1. We usually keep the pressure at 150 to 160 pounds, claiming that the more thoroughly soda is charged with gas, the better it is, and that to produce such a result, it is necessary to keep the pressure at a high gauge. Our water first passes through a Brunnings filter, where it is thoroughly clarified and made completely sanitary; next it enters a reservoir, where it is cooled, and finally goes through the carbonator. We use the Crescent gas, which comes in the ordinary steel tanks. The fourth step is the entrance of the noncarbonated water or soda into the large storage tank, which is made of copper, and is capable of holding three hundred gallons. This may seem a large quantity, but it is not any too large for our needs, for we use from 400 to 500 gallons of plain soda daily, and it may be interesting to add in the same connection that our consumption of vichy is daily, eighty gallons; of seltzer, 20, and of coffee, 60. Our process for making mineral water is practically the same in use in many fountains, except that we make it in very much larger quantities. As an example, I may say that we manufacture thirty gallons of vichy at one time.

Of course, we sell a prodigious amount of special drinks, and Coca Cola easily leads the list. Next comes Kumyss and Malted Milk. We sell five pounds of Horlick's Malted Milk daily, and the consumption of the others is somewhat larger.

AN INGENIOUS BEATER.

In our experience of many years, we have devised a number of small contrivances which are of great assistance in the dispensing of soda. Perhaps the most useful of these is an egg beater, with which the dispenser can thoroughly stir up an egg drink before serving. It is exceedingly thorough and expeditious in its work, and simple in construction. Its construction is that of an ordinary style of beater, but it works on a spring, with a worm inside a long metal handle; the whole device having some resemblance to a patent spring ice pick. Inserting this in the glass, the dispenser presses down a number of times sharply on the handle and the blades of the beater revolve very rapidly inside the glass, performing their work in an incredibly short time, without causing the loss of a drop of the liquid.

There is profit in soda, but only by systematic, hard work.

DIRECT ADVERTISING*

Best Ways of Promoting Publicity in Drug Stores

Interesting Address on Use of Window Displays, Wall Signs, Counter Placards and Slips, Envelopes, Handbills, Circulars and Booklets—Mr. M. P. Gould's Talk Before the College of Pharmacy, University of Buffalo

How much do you suppose was spent last year in America for the purpose of advertising? I ask this question, not to show any of you how little you know, or to give myself or anybody else an opportunity to laugh at you, providing you do not know. I ask it for the purpose of shaping my remarks so that they will be of more practical value to all of you. Do not be afraid to make a guess for no harm will be done if you do shoot wide of the mark.

You guess $100,000,000, and you guess $50,000,000, and you guess $25,000,000. Are you afraid to go the other way and guess over $100,000,000?

Well, it is estimated that during the year 1904, there was expended in America alone $1,000,000,000. I bring this fact out at the very start, in order that, if possible.

Only a few moments ago, one of your citizens told me with great admiration that one of the Buffalo stores spent $80,000 per year in advertising. It nearly took him off his feet when I replied that to my knowledge there were at least two other concerns in Buffalo spending upwards of $200,000 per year in advertising.

The very fact that the members of this audience have been such poor guessers as to the extent of the advertising business, only goes to emphasize the lack of general knowledge regarding the scope and importance of advertising.

A SAFE INVESTMENT.

Many people look upon advertising as a gamble, as a joke, as a game of "perhaps," as something to be taken up by a man who has more money than he knows what to do with, and who can therefore afford to lose some of it. They do not look upon advertising as a vital factor in the building up and maintenance of business. Of course, there are fewer and fewer of such people each year. There is a much lesser number of people who look upon advertising as a luxury, as the first expense to be cut off in hard times, as something not necessary to their business.

No one can know accurately about advertising, its possibilities and its power, without believing in it. It can stand the truth being known about it. It is not afraid of being stripped of all the mystery gathered around it. It can step right out into the open sunlight and let anybody of even moderate discernment study it from tip to toe without fear of being discredited. It does not need anybody to advocate its merit. It has established, and is more and more firmly establishing the proof of its power to increase trade for anything worthy of patronage.

EVERY DRUGGIST ADVERTISES.

But, many druggists say that they cannot afford to advertise. They are mistaken. I have yet to know of the first druggist who did not advertise in one way or another. It might be in a small way, but it was advertising. My constant aim is to assist druggists in knowing more about advertising, and in using to better advantage what money they do spend in advertising. I do not necessarily ask them to spend any more money than they are now spending. I simply ask them to use it more carefully and effectively. If they will do that, they will not only have more money to spend, but they will spend it gladly, knowing that it will build up their trade to an ever-increasing degree, for advertising is accumulative in its effects. The most fraudulent kind of advertising usually brings the quickest immediate returns, but in the end is the most costly kind of advertising, since it wears itself out. The most economical kind of advertising is that which is honest and advertises worthy goods. Such advertising must not necessarily be conservative, but it must bear the stamp of character—honesty, reliability, trustworthiness—and in addition to that, it must be clever, new and persistent. Let us begin at the very beginning of direct advertising for druggists.

WALL SIGN ADVERTISING.

Go into any drug store and study the signs on the wall. Under the same head come the little counter signs and other notices posted about the store. A proper use of these signs greatly increases trade. A druggist in Manchester, N. H., had up a sign for a corn cure, simply giving the name and guaranteeing it to cure corns permanently. He had a small demand for this article. Then, at our suggestion, he took that sign down and put up this one: "Corns Cured Forever by ——'s Corn Salve. They Won't Come Back. Price 15c." This sign was well displayed so that it could be seen all over the store. It was no bigger than the old sign. He said that that sign alone more than doubled the sale of his corn cure. Most wall and store signs are too old and threadbare. You always see, "Pure Drugs Skillfully Compounded." You expect to see that sign in every drug store, hence its advertising value for any one particular drug store is very small.

WINDOW DISPLAY ADVERTISING.

Window displays are a most important feature of drug store advertising. Motion displays are the best. Any American ought to have enough Yankee ingenuity about him to invent or copy some motion display. The trade journals are full of them, if you will only make use of those that you hear of. All Americans like funny things. Anything in your window to draw and amuse a crowd should be good advertising, hence little puppies, chickens, rabbits and all such things are usually good advertising. Just now there is going the rounds a glass globe with a hollow center. It is really two globes in one. Air is supplied to the center globe from beneath. In it is placed a beautiful little bird, who sings and enjoys life like any other happy bird. The outer globe is filled with water and goldfish are swimming around in it. Wherever this display has been put in a window, hundreds of people have been puzzled as to how that bird could live in the water, because the interior globe could not be seen, it being transparent glass. This illustrates the value of novelties in the window. Some druggists make their window novel by merely putting in a great cargo of all kinds of drug store goods, with a tag on each one. The whole purpose of window displays should be gone into thoroughly by every druggist. It is the least expensive and the most effective way of advertising, especially in localties where a great many people are passing the store constantly.

COUNTER SLIP ADVERTISING.

Counter slips to wrap in packages are a very inexpensive and effective mode of advertising. I am disgusted with the silly

*Address by Mr. M. P. Gould before College of Pharmacy, University of Buffalo.

talk that some druggists make about their not being able to get their clerks to enclose such advertising slips in packages. I have observed that druggists who put them in themselves without fail, and do not excuse a clerk if he forgets or neglects to put them in has no trouble at all in this respect. I know one druggist who has the cashier take charge of such slips. She puts out a certain number of slips each day, and gathers them up at night. If the number given out does not correspond with the number of sales for that day, she reports to the proprietor, and if he can locate the trouble, he comes down on the offending clerk like a ton of brick. Clerks will not neglect this method of advertising if they see their employer always enclose them in the packages of the customers he waits on, and if they see that he insists on their enclosing them. I know a great many druggists who will discharge the best clerk in their store if he continues to neglect this method of building up trade. Lots of clerks are stupid, but the great majority of them are open to reason and want to make their services more valuable to their employer. If the employer will take each one of them and have a good talk with him about the value of this kind of advertising, the clerks will help to increase trade in that way. Besides, it is a pretty poor stick of a druggist who lets his employes run over him, and do as they please. Jawing and blowing up does very little good. Work with your clerks, not against them, for if you are antagonistic to them, they will work against you. As to what to advertise on these little enclosures—it is best not to try to say too much on any one; simply have them clever sayings, particularly interesting about one thing, or one department. They are so inexpensive, anywhere from seventy-five cents to $1.50 per 1,000, and they do so much to develop trade, that any druggist who neglects them, does not care much whether his business grows or not.

CIRCULAR ADVERTISING.

Circulars are merely large counter slips. They can cover all phases of the store. Each one can be devoted entirely to a department, or entirely to one article, or can attempt to cover five or six different articles, or different phases of store trade. They can be large or small. They can advertise special events, or they can be filled with straight talk for the building up of the reputation of the store. They can be price-lists, or they can be catchy. As far as possible, each circular should contain something out of the usual run, some new view, some unusual presentation of the subject. Some of these circulars can be left on the counter, where some will be picked up by waiting customers. Most of them can be distributed from house to house throughout the community. Some can be wrapped in packages like counter slips. Others can be enclosed in daily or Sunday newspapers. Still others can be tacked up about the store, pasted on card board, or on the windowpane in front, while others can be sent to the regular mailing list.

ENVELOPE ADVERTISING.

Speaking of mailing lists, a form of advertising which really costs almost nothing, and is exceedingly effective, is to have envelopes with some special wording on the outside. If you have this printed on when the envelopes are made, there is really no extra expense. Even if you take a regular envelope, and have something else printed on it, it costs only a trifle per thousand. Sometimes an envelope with a very catchy expression on the outside, will double the interest in its contents and greatly increase the effectiveness of the advertising. Do not overdo the matter and make your envelope look like some cheap liver pill sample.

LETTER ADVERTISING.

As to what shall go in these envelopes—there are four kinds of them. I will hold up the four and ask you gentlemen on the front seat to tell me what kind of letters they are. Of course, this handwritten one anyone can guess. Now, what are the other three? You think that one is typewritten and this is a mimeographed letter, and this one a printed script letter. You think the same, and you. Very well, this one which you think is typewritten is mimeographed, and the name and address filled in on the typewriter. The ribbon being carefully selected to exactly match the ink of the mimeograph. With a little practice and great care you can make a mimeographed letter look almost exactly like a typewritten letter. The main fault with most mimeographed letters is that they are so poorly done that they look botchy. This letter which you thought was mimeographed is a printed letter, made by writing a letter on the typewriter, and photographing it on a zinc plate, costing about seventy-five cents, and then printing from the zinc plate. It is a very cheap way of getting out a letter, but it always looks cheap. It is the way testimonial letters are reproduced. You are right about this third letter being printed script. A zinc plate is made in the same way as for the letter mentioned above and the letter is printed in two inks, the script in black and the druggist's name and address, etc., in green. A regular typewritten letter is better than any other kind of a letter, since you can make it personal for each person to whom it is written. You can put in something which appeals specially to each person, or you can cut out something for one person, which will not be good enough for that person. The main fault with the personal typewritten letter is that it costs so much—the stenographer's wages running up into money, and the work being slower. Whatever kind of a letter you send out, make it neat and attractive. No matter how poor the people may be who receive it, everybody appreciates attention and nice things.

BOOKLET ADVERTISING.

Booklets are only an enlarged form of circulars. They are very effective for advertising specialties such as toilet articles of all kinds and remedies. A booklet costs more than a circular and is worth more. It can be made more beautiful. It can be illustrated better. It is more effective on a nice thing, or an important thing. It carries more weight. It costs more money. It brings more returns. It is distributed in the same way as a circular. It should never be made to look cheap or dirty. If possible, it should have something in it, or about it, to make the people to whom it is addressed want to keep it.

ONE-TIME ADVERTISING UNPROFITABLE.

A very common error among druggists is to use direct advertising spasmodically. They use newspapers a little better because they have been educated up to that, and besides they get a very much lower rate if they will sign a year's contract to use the weekly paper every week, or the daily papers at stated periods, such as twice a week, or three times a week, or every day. But, when it comes to books, lists and circulars, some druggists will simply get out one booklet or circular, and then wait six months before they get out another. The best returns cannot be gotten that way. The druggists throughout the country, who are making the most money out of their direct advertising, are those who get out a circular every month or every two weeks, or issue a series of booklets. In other words, they keep at that form of advertising until it makes an impression. Never forget that advertising returns increase the longer you advertise, provided you do good advertising. A firm ten years old which has dealt honestly and satisfactorily with its customers will get ten times as many replies from its advertising, provided it has done and continues to do good advertising, as a beginner will get. Down at the Philadelphia College of Pharmacy, they laughed heartily at me when I said in the early stages of our career, we put one advertisement which cost us $375 at one crack, and all the returns we could ever trace directly to it was a $9.75 order. Yet, we kept right on advertising, knowing that we had something to sell druggists which was useful to them, and which in time they would appreciate the value of. We kept on spending more and more in advertising every year, until last year we spent in advertising our own business, upwards of $12,000, and it all brought back, not only enough business directly and almost immediately to more than pay for its entire cost, but indirectly it brought back many times its cost. That illustrates the accumulative effect of advertising. If you do a little advertising now, and then stop and wait a long time and then do a little more, and stop again, you never will accomplish anything very large through advertising, no more than you could build up a large business by opening your store one day and closing it the next, and then when you felt like it, opening it up again for a week, and then closing it for a week. You realize the folly of that when you apply it to opening and closing a store. To an experienced advertiser the folly seems just as great when you apply the same tactics to advertising.

ADVERTISING IS REGULAR STOCK.

If the time ever comes, and I hope it will speedily come, when you men of this university own your own drug stores, I hope that you will then know enough about advertising, and appreciate its value well enough so that as you plan your new store, you will not spend all of your money in the fixtures and stocks, but will set aside a liberal sum for the advertising of your store. I have seen many a young man start out in business for himself, fully equipped to do splendid work, but few people knew about his store, or cared anything about it. There he would sit or pace back and forth in his store, every day getting more discouraged and further behind on his investment, until finally he would lose the store. I have seen other young druggists start in for themselves and spend enough money right at the start to make an ordinary druggist sick, but by that means they made an impression upon their locality and started off with a good business at once. I recall one clerk in a town in Illinois, who had been working for an old-established drug store. The store was not in the best of condition, nor did the druggist believe in advertising. This clerk studied advertising for about two years. Then he opened up a store for himself and spent between $150 and $200 on the initial advertising for his store, with the result that within three weeks after his store was opened, he was doing a bigger business than the old store. He made such an impression at the very start that he had the people with him. He realized that it was far better to take the bull by the horns, and look upon that advertising as stock in trade, as an investment pure and simple, as a means of getting trade at once, which by less radical results would take him probably two years to obtain. So he made the investment and at once became the leading drug store in his locality. He did not accomplish this altogether by newspaper advertising, or altogether by circular advertising. He did it largely by the very appealing method which he employed to get people into his store, win their good-will and secure them as regular customers.

I do not come before you students and druggists to plead the cause of advertising. It does not need my plea, or your plea. I come primarily to point out to you the need everyone of you will have for advertising. I hope that I have pointed it out in a way that will make you appreciate the power that advertising has for building up a retail drug store trade. As apprentices, as clerks, as proprietors, the more you study advertising and put what you learn into practice, the more successful you will be as retail druggists.

SPONGE EXHIBIT.

Smith, Kline & French's annual sponge exhibit, which is in New York at present, will open at the United States Hotel, in Boston, Monday, April 3d.

This exhibit is worthy of the attention of every druggist. It shows many rare specimens in sponges that are seldom seen, and one cannot fail to get many good points on how to make money on his sponge trade.

Mr. E. Bensinger will be in charge of the Boston exhibit and will be glad to have the druggists call upon him.

Mary had a little dog,
Its feet were white as snow,
And everywhere that Mary went
The dog did H_2O.

THE TIE THAT BINDS.

Packages must be tied up. Why not use something that not only holds secure, but also has a meaning?

Give Reis' Advertising Tape a trial. Your store's name and address are printed successively its entire length. It both advertises your business and adds a distinctive touch to the packages leaving your establishment.

The accompanying cut shows what a neat appearance such a package makes.

The tape can be had one-sixteenth or one-fourth inch wide, in any tint or color you wish. It won't break easily or stretch, being superior to string in both particulars.

G. Reis & Bro., Dept. P, 640 Broadway, New York City, will send you free samples of the tape upon request, if you mention The Era. It is well worth a trial. Better write for a sample.

OUR PRAGUE CONSUL ACTIVE.

Urbain J. Sedons, American Consul at Prague, Bohemia, Austria, has put in operation a system to promote the sale of American goods in that market. He requests exporters and importers to supply that consulate with the following commercial data about their business: Name of firm, street, city and cable address, codes used, export discounts and terms, languages of correspondence, references or commercial rating, nature of exports and imports, list of their foreign branches and agents.

Catalogues, price-current, discount sheets, circulars, photographs, small samples, etc., are also desired. All this information is entered on cards of an index system and the catalogues are filed in folders, numerically indexed.

Mr. Sedons tersely describes the working of the system thus: "Mr. Buyer addresses himself to this consulate; we have complete commercial data. He wants information immediately; we can furnish it immediately. We simply direct him to our merchandise file which indicates to him the dealers, introduces the record cards, which in turn bring in their respective folders, and drive in immediate sales. The information is most complete; he can cable an order immediately."

All firms interested in business to Bohemia and Austria should file such information with Mr. Sedons.

TO MOVE WITCH HAZEL MILL.

The Dickinson witch hazel plant at East Hampton, Conn., will receive no more brush. It has on hand about 175 tons and when all the brush is cut up, the mill here will be dismantled and moved elsewhere, three different places being considered.

BUSINESS RECORD.

ALABAMA.

Opp.—Opp Drug Co., damaged by fire.
Tuscaloosa.—Oak City Pharmacy, new store.

ARKANSAS.

Pine Bluff.—Sawyer & Austin, new store.

CALIFORNIA.

Etna Mills.—Palfrey & Johnson, succeeds Edgar Bridgewater and J. A. Diggles.
San Francisco.—International Phcy., 1232 Stockton St., new store.
Lion Phcy., 852 Market St., sold out, no successor.
Santa Barbara.—Crane & Fairbanks, new firm.
Santa Rosa.—C. F. Keller, succeeds J. W. Warboys.

COLORADO.

Pueblo.—H. C. Mehrlich, 402 Northern Ave., succeeds Allard & Mehrlich, 325 Northern Ave.

GEORGIA.

Atlanta.—H. S. Simpson, succeeds S. S. Brunson, Jr.

IDAHO.

St. Anthony.—Chas. S. Watson, damaged by fire.

ILLINOIS.

Aledo.—Craig Drug Store, new store.
Chicago.—Chas. Golden, succeeds Schiller Phcy. Co., 562 N. Clark St.

INDIANA.

Bryant.—E. L. Shull, succeeds W. H. Elberson.
Ft. Wayne.—Weibe & Kaiser, 133 E. Berry, damaged by fire.
Gas City.—Rothinghouse Bros., burned out.
Hudson.—A. B. Davis, succeeds J. H. Wagner.
Linton.—B. M. Moss, succeeds B. M. Sherwood.
Osgood.—E. D. Bower, new store.
Royal Centre.—Tousley & Hazelby, succeeds J. L. Thomas.

INDIAN TERRITORY.

Pauls Valley.—Gault & Johnson, succeeds W. G. Kimberlin & Co.
Tishomingo.—L. D. Moss, burned out.

IOWA.

Des Moines.—E. E. Draper, succeeds P. E. Stroud.
Dubuque.—Torbert Drug Co., succeeds W. H. Torbert.
Gilman.—Gould Drug Co., succeeds Dunkle & Son.
Newton.—Iowa Merc. Co., new store.
Rock Valley.—H. H. Pember, succeeds Koenig & Son.
Victor.—N. R. Ross, succeeds J. F. Schulte.

KANSAS.

Assaria.—Scanlon & Co., succeeds Ekstrand Drug, Book & Stationery Co.
Attica.—M. F. House, succeeds Cristler & House.
Norcatur.—Norcatur Phcy., new firm.
Seneca.—E. J. Clark, succeeds A. Snyder.

KENTUCKY.

Bloomfield.—Ernest May, succeeds M. Lynch.
Midway.—Starke & Co., damaged by fire.
Owensboro.—T. W. Mills & Co., succeeds W. M. Terry.

MARYLAND.

Cumberland.—C. W. Stark, succeeds A. M. Lichtenstein, 179 N. Centre.

MASSACHUSETTS.

Holyoke.—Menard Pharmacy Co., succeeds A. S. Menard.
Medway.—W. W. Clough, damaged by fire.
New Bedford.—J. M. Kelleher, County and Kempton Sts., new store.

MICHIGAN.

Coloma.—Fred Scott, succeeds Lewis Muth.
Newberry.—Bohn & Perry, succeeds F. W. Neal.

MINNESOTA.

Duluth.—St. Louis Pharmacy, new store.
Granite Falls.—Johnson & Lennon, sold out.
Mankato.—Edw. L. Lamm succeeds H. I. Parry, 307 S. Front St.
Osakis.—G. H. Haywood, succeeds Marles Drug Co.

MISSISSIPPI.

Isola.—W. P. Turnipseed, succeeds Turnipseed & Gunter.

MISSOURI.

Braymer.—Braymer Drug Co., new firm.
Liberty.—J. H. Barnes, succeeds T. T. Allen.
Memphis.—G. D. Dawson, succeeds Dawson & Williams.
Newtown.—G. W. Bowers, succeeds M. Williamson & Co.
Vienna.—B. F. Pinnell, sold out.
Warrensburg.—J. C. Vernay, succeeds Melter & Vernay.

MONTANA.

Boulder.—E. W. Burdick, succeeds Reidell & Burdick.
Bridger.—Gates Drug Co., succeeds Bridger Drug Co.

NEBRASKA.

Ashland.—C. M. Headrick, sold out.
Central City.—T. J. Locke & Son, new firm.
Holbrook.—Guy Butler, succeeds J. S. Bolibaugh.
Seward.—Fallen & Murphy, succeeds A. H. Totten.

NEW HAMPSHIRE.

Manchester.—Walsh & Cummings, 955 Elm St., new firm.

NEW JERSEY.

Millville.—Ion E. Terry, sold out, no successor.

NEW YORK.

Cortland.—Perkins & Quick, burned out.
Newburgh.—Clinton E. Turner, succeeds Fred'k Wallace, 226 Grand St.

NORTH DAKOTA.

Binford.—Geo. W. Lockett, new store.
Dickinson.—David M. Benzie, succeeds White & Co.

OHIO.

Defiance.—Jennings & McCaulley, succeeds H. Jennings.
Delta.—N. F. Carnum, destroyed by fire.
Lorain.—Flooding & Jameson, succeeds Frank Flooding & Co.
Massillon.—Fribley & Gordin, succeeds T. E. Seaman.

PENNSYLVANIA.

Blue Ridge Summit.—H. J. Mentzer, new firm.
Elizabethtown.—Chas. B. Dierolf, succeeds J. H. Balmer.
Hamburg.—Wm. Harris, M.D., dead.
Philadelphia.—Glenn E. Jelliff, Seventeenth St. and Susquehanna Ave., burned out.
Pittsburg.—W. Sawhill & Son, to 645 Fifth Ave., from 801 Fifth Ave.
Waynesboro.—Clarence Croft, succeeds Mentzer & Clugston.

RHODE ISLAND.

Woonsocket.—Desrochers Bros., Sayles and River Sts., new store.

SOUTH DAKOTA.

Fort Pierre.—Watson-Fletcher Medicine Co., succeeds M. Dunning.

TEXAS.

Mexia.—Parlor Drug Store, new store.
Park City.—Rosevear Phcy. Co., succeeds E. J. Rosevear.
Salt Lake City.—Red Cross Drug Co., First, South and State St., new store.

VIRGINIA.

Portsmouth.—Jerome P. Carr, damaged by fire.

WASHINGTON.

Quincy.—H. D. Vail, new store.

WEST VIRGINIA.

McMechen.—S. B. West, dead.
Wheeling.—Dankworth Bros. Co., succeeds M. H. Hague, 117 Sixteenth St.

WISCONSIN.

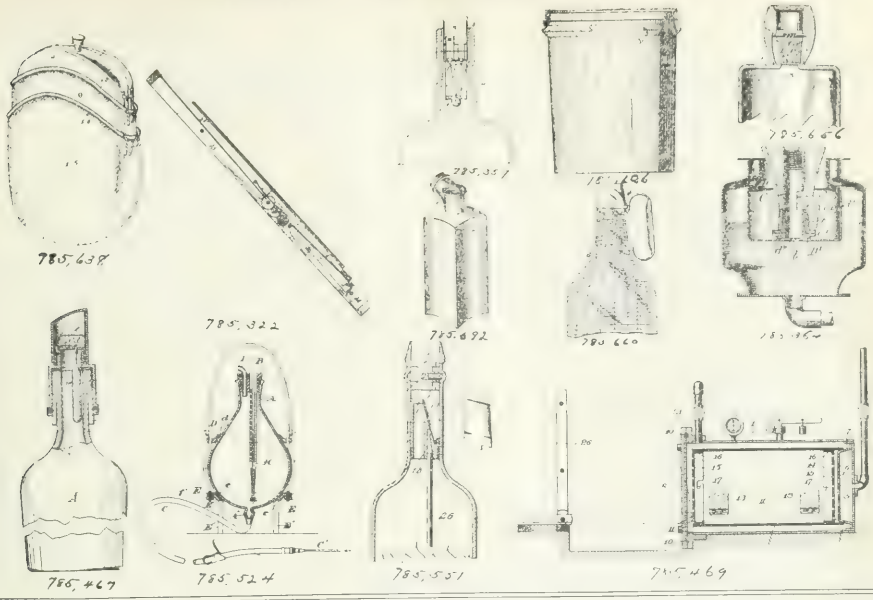
Melrose.—Ward Gilbert, succeeds M. B. Olson.

PHOSPHORIC ACID FREE.

The Treasury Department has notified its officials that the government will take no further proceedings in the case of the recent decision of the United States Circuit Court for the eastern district of Louisiana, which was adverse to the government. It was the case of the Mississippi Valley Transportation Company vs. the United States.

The merchandise in suit consisted of phosphoric acid, which was assessed for duty as syrup of phosphoric acid. The importers protested, claiming the merchandise to be phosphoric acid, and not a medicinal preparation or syrup, and properly entitled to free entry under paragraph 464 of the free list of the act of July 24, 1897, which claim has been sustained by the United States Circuit Court.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued March 21, 1905.

785,106—William H. W. Jones, Waverly, N. Y. Jar or bottle closure.

785,161—Adolph Frank, Charlottenburg, and Nikodem Caro, Berlin, Germany. Process of making nitrogen compounds.

785,322—Harry W. McMillan, Stafford, Kans. Automatic label affixer.

785,357—Meredith R. Green, Kensington Park, South Australia, Australia. Bottle for preventing the fraudulent refilling of same.

785,364—Frank G. Kammerer, Chicago, Ill. Valved bottle-stopper.

785,467—Carel Bell, Hoboken, N. J. Non-refillable attachment for bottles.

785,469—Joseph Bennor, Macon, Ga. Turpentine-still.

785,524—John J. Shea, Beverly, Mass. Surgical saline-infusion apparatus.

785,551—Edward Hoeriche, Baltimore, Md., assignor of two-thirds to Thomas A. Bryan and Charles H. Boone, Baltimore, Md. Stopper for bottle.

785,592—Ruth E. Core, Boulder, Colo.

785,638—Amos J. Scritchfield, Janesville, Wis. Hot-water bottle.

785,656—Nathaniel E. Booth, Southold, N. Y. Bottle.

785,660—William E. Brown, Los Angeles, Cal., assignor of one-half to James H. Brennan, Los Angeles, Cal. Handle for demijohns, etc.

TRADE MARKS.

Registered March 21, 1905.

44,331—Remedy for indigestion, dyspepsia and similar complaints. The Grove Co., Salem, Ohio. The word "Jumbo," associated with the illustration of an elephant.

44,332—Rheumatic tonic. John F. Finke, St. Louis, Mo. The representation of a serrated seal in red having a central circular background in black and crossed by a panel bearing a fac-simile of the signature of the registrant in the possesive form.

44,333—Tonic. Carl Reinschild, New York, N. Y. The compound word "Bromo-Mangan."

LABELS.

Registered March 21, 1905.

11,958—Title: "Schive's Rheumatic Remedy." (For medicine.) George W. Schive, Scranton, Pa.

11,965—Title: "Ka-Be." (For stomach-bitters.) Crysco Drug Company, Harrisburg, Pa.

11,966—Title: "Paramel." (For medicine.) Anton V. Kouba, Boulder, Colo.

11,967—Title: "Fitzpatrick's Rheumatic Cure." (For medicine.) Lawrence L. Fitz Patrick, Milwaukee, Wis.

11,968—Title: "Heal-Quick." (For an external remedy.) Fidelity Co., Philadelphia, Pa.

PURGEN—A NEW PURGATIVE.

Lehn & Fink are putting on the market a new synthetic purgative, "Purgen," which will be extensively advertised to the medical profession, and for which a big demand may be looked. Purgen is supplied in tablet form in boxes of 20 and bottles of one hundred. This new purgative has aroused the greatest interest among the profession wherever it has been introduced. Purgen is entirely harmless, as it is not absorbed by the system and leaves the body with the faeces. It is useful in graduated doses for children as well as adults, and no general depression follows its use. Purgen tablets are pleasant to take, being sweetened with saccharine and flavored with vanilla. Druggists desiring information should address Lehn & Fink, 120 William street, New York.

SUICIDE OF A DRUGGIST.

Denver, March 27.—Thomas Craig Reeds, a druggist, committed suicide, recently, because of his physical condition and inability to get employment at his profession.

Reeds came to Denver six years ago from the East, with his wife. He had only one leg. His physical disability caused him continual annoyance and worry.

MARKET REPORT

STEADY AND QUIET.

Several Unimportant Declines, But Little Feature.

NO SPECULATION AND CONSUMPTIVE DEMAND SMALLER CONDITIONS, HOWEVER, FAIRLY SATISFACTORY. BROMIDES CONTINUE PRACTICALLY UNOBTAINABLE AT NEW PRICES FROM MANUFACTURERS AND JOBBERS SELLING AT FORMER LEVEL. UNION SALAD OIL AND MENTHOL EASIER CARNAUBA WAX AGAIN ADVANCES.

New York, March 27.—A lack of new features characterizes the market. During the week prices have held very steady on most lines and few fluctuations in either direction have occurred. The bromides remain in the same paradoxical position of low wholesale prices of a merely nominal significance to most buyers and of a jobbing level of practically the old higher figures. The leading commodities are unchanged, but show little life. A few changes in more unimportant articles have taken place and these are mostly of a downward course, but their significance is not great.

The demand on jobbers cannot be termed more than moderate. But although quiet conditions generally prevail, it is thought that the total sales for the month will reach average proportions. As a result of the lack of speculative operations, all actual transactions may be considered as direct movement into consumption and in such light, business appears healthy. In bromides there would be much speculative buying if manufacturers were able and willing to fill such orders at the reduced figures recently established.

During the week the most important changes are declines in menthol and union salad oil and another advance in carnauba wax.

OPIUM.—Interest has lessened considerably and less anxiety regarding the damage to the crop seems to be experienced by consumers. This is largely because of the size of stocks carried by first hands, both domestic and foreign. The stock in Smyrna on March 1 was reported to be 4,414 cases. Nevertheless the market continues steady, because of the severe damage inflicted by frost on the new crop. Local demand is moderate and jobbers quote the unchanged prices of $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered, $4.00@4.25 for thirteen per cent., and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE.—A moderate routine demand continues, but little interest is shown. Prices are unaltered and steady, jobbers still asking $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials and $2.30@2.40 in 5-oz. cans, according to brand or quality.

QUININE SULPHATE.—The movement of supplies from first hands to jobbers and from them to retailers continues routine. There seems to be an absolute lack of speculative interest. The result of the London bark sale on March 21 was a slightly lower unit, 1¼d. being the average figure. The offerings at the next Amsterdam auction, which is to be held March 30, will be only 7,022 packages and many dealers expect an advance in prices as a result. Local jobbers still quote 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

MENTHOL.—The spot stocks here are very large and in excess of consumers' needs, resulting in some selling pressure. Prices have consequently declined in some quarters. Other holders, however, profess to see firmer conditions. Jobbing prices can be fairly quoted at a range of $2.75@3.35 per pound, according to quantity and seller.

CARNAUBA WAX.—The scarcity is more pronounced and offerings from Brazil are hard to secure at a reasonable figure. All primary markets are strong. Consequently, jobbing prices are now on the higher basis of 46@50c. for No. 1, 43@48c. for No. 2, and 39@43c. for No. 3, all per pound.

CAMPHOR, MONOBROMATED.—Owing to competition, the market has eased somewhat. New jobbing prices are $1.40@1.50 per pound and 16@20c. per ounce, while powdered is $1.50@1.60 per pound and 17@20c. per ounce.

SABADILLA SEED.—Free offerings by holders create an easy market on the lower jobbing basis of 24@29c. for the whole, per pound, and 29@34c. for powdered, per pound.

UNION SALAD OIL.—Manufacturers have announced a two cent decline during the week, owing to the lower cost of raw material. New, proportionately lower, jobbing prices are 35@37c. per gallon, in barrels, and 45@53c. per gallon for less.

SANDARAC.—In sympathy with the London market, which is overstocked and easy, local values are lower, jobbers now quoting 29@34c. per pound.

CANTHARIDES.—There is keen local competition in the marketing of Chinese flies, although prices here are lower than those in foreign markets, and it is hard to obtain supplies in China. As a result, jobbers in this market have reduced prices to 73@83c for whole and 83@93c. for the powdered, per pound. The Russian flies are unchanged at $1.55@1.70 per pound, for sifted.

ALETRIS ROOT.—Because of the expected receipt of consignments of the new crop, the true has declined, and jobbers have lowered prices to 52@57c. for the whole and 57@62c. for powdered.

JALAP ROOT.—The market is weak. The new crop is arriving freely. New jobbing quotations are 17@22c. for whole, and 22@28c. per pound, for powdered.

SAFFRON.—Further strength is shown by the American. The light stocks have been closely controlled for months and the jobbing demand is quite good. Higher prices are asked by jobbers on the basis of $1.62@1.72 per pound, for whole, and 29@34c. per pound, for powdered. The Spanish varieties are unchanged.

JABORANDI LEAVES.—Very scarce. The true is practically unobtainable in the spot market. New and higher jobbing prices are as follows: Whole, 29@34c.; ground, 32@37c., and powdered, 34@39c., all per pound.

STRAMONIUM LEAVES.—Foreign markets are strong, as supplies are very light and no relief can be seen until the arrival of the new crop in September or October. Prices in the wholesale market here have risen, but are not yet on a parity with foreign quotations. However, local jobbing prices remain unchanged at 15@20c. per pound, for the whole.

NUX VOMICA.—Is in better supply, and wholesale prices are a trifle lower, but not sufficiently so to change jobbing figures, which hold at 11@16c. per pound.

BAYBERRY BARK.—The near approach of the date when the new crop will be received depresses values at first hands, but as yet, jobbers have made no change from 17@22c. per pound.

ELM BARK.—All varieties have eased at wholesale, owing to the lateness of the season. The new crop will soon arrive. Jobbing prices unchanged at, say, 27@32c. per pound.

PRICKLY ASH BARK.—New crop due soon. Prices lower at wholesale, but jobbers still quote 26@31c.

CORIANDER SEED.—Some scarcity is felt and the market is firm, but no real change. Jobbing values remain 11@14c. per pound.

CHAMOMILE FLOWERS, ROMAN.—Another advance has occurred in the wholesale market, because of the diminishing stocks of old crop. Moreover, these are concentrated in a few hands. The advance is too small to affect jobbers, who still quote 30@40c. per pound.

HALL & LYON IN PAWTUCKET.

With the issue of the month Hall & Lyon, the well-known druggists of Providence, opened a large, well-equipped store in Pawtucket. The new establishment is in the Edith block, Main street.

The opening was marked by a reception to the public to allow inspection, and music, both afternoon and evening, rendered the occasion the more auspicious. The firm gave every visitor a small box of chocolates and a study of a girl's head, on cardboard, suitable for passe-partout. 5,000 boxes and 5,000 pictures were thus distributed.

The furnishings of the new store are white and mahogany. The ceiling is white and dotted with incandescent lamps. To the left of the entrance is the large soda fountain. Just beyond the fountain is the cigar counter. The rear of the store is devoted principally to the regular drug goods and the prescription department. On the right of the entrance is the candy and perfumery counter, and also the patent medicine department.

E. E. Earnshaw, the manager, says the store will be conducted exactly on the same lines as the Providence stores.

Drug dispensaries are the scenes of many humorous dialogues. Hypochondriacs are too numerous. An Irish woman confides to the druggist: "Sure, that new doctor is on the bum. It's the pink and white mixture that does me good. I don't want this brown stuff," and she stalks out to come on a clinic day, when the other doctor is on duty.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, APRIL 6, 1905. Number 14.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Sanitation and Red Tape.—Prof. Wm. C. Anderson. Friday Question Answered.—Dr. Barnett Does Not Disapprove of All He Finds in Pharmaceutical Journals. Why the Giants Held Aloof.—Dr. Barnett Explains His Paper on Pharmaceutical Journals.—American Selling Co.'s Coupon Plan.—Dr. Geo. F. Payne on the Title of Doctor.—Where Uncle Sam's Drugs Are Tested.—Theory and Practice.—Question Box.

NEWS.—Thos. P. Cook Praises Retailers at Wellcome Luncheon.—Drug Clerks in Wordy War.—Pratt Bill Hits Druggists. More Insurance Delay Americans in England. — Tabard Inn Corporation in Hands of Receivers.—Druggists Form R. A. Council.—Wisconsin Puts Tuberculosis in Category With Smallpox.—Benzoate Bill to Become a Law. —Colleges Begin the Commencement Season.

TRADE.—Salient Features of the New Trade Mark Law.—The Fountain and Soda Business of Gilchrist & Company, Boston, With the Remarks of its Manager, W. F. Dey. Some Recent Appraisers' Decisions.—Arrangement in Certain Druggists' Show Windows.—Business Record.—Patents.—Market Report: Santonine, Wood Alcohol, Bayberry Wax and Acetanilid Advance.

EDITORIAL COMMENT

Sanitation and Red Tape.

The report upon the sanitary condition of the Panama Canal Zone by Dr. Charles A. S. Reed, chairman of the legislative committee of the American Medical Association, has caused something approaching a sensation in some of the Government departments at Washington. It was recognized in the beginning that the sanitary conditions surrounding those who were to dig the canal would be of paramount importance in carrying that big undertaking to a successful issue, and arrangements for this preliminary work were early made. Now Dr. Reed announces that sanitation on the Isthmus is in a bad way when it should have been well on the way toward perfection.

No one is accused of incompetence or neglect. The trouble is traced to the paralyzing influence of circumlocution and red tape. As an illustration of the ridiculous methods employed, the rigmarole which a surgeon must go through in order to obtain supplies which could be secured in an ordinary drug store is described. The surgeon in charge of the hospital makes a requisition for the supplies needed; this document goes to the Chief Sanitary Officer for approval, then to the Governor of the Zone, then to the Chief Disbursing Officer, and thence to the commission at Washington. There it must wait for bids, and when the award is made, the requisition is filled under the direction of a purchasing agent who is not in every case qualified to select medical supplies. The drugs, or whatever the material happens to be, are then shipped to the Isthmus, the disbursing officer is notified, he notifies the Governor, and he in turn must notify the surgeon who has been waiting all this time for the supplies, he applies to a quartermaster for transportation, and finally as much of the material as in the judgment of several superior officers ought to be allowed, the hospital receives its supplies.

How much of the routine is unnecessary we are not prepared to say, but we may trust the President to reduce it to its lowest terms.

President Wm. C. Anderson.

The choice of Prof. Wm. C. Anderson to fill the office of president of the newly formed branch of the N. A. R. D. in this city calls for congratulations to everybody concerned. Dr. Anderson is not only pre-eminently fitted for the duties of a presiding officer, but he understands better than any other living man the principles of the national association and their application to the peculiar conditions in the city, and —most important of all—he has the confidence of every member of the trade. No one will even think of accusing him of ulterior motives, of being influenced by thoughts of personal aggrandizement or salaried office. Nothing could be said in praise of the new president more convincing than "everybody trusts him."

It is also appropriate that this honor should be conferred upon him. He may be said to have been the pioneer in the direct contract movement for the control of prices. He fought for the recognition of the contract principle through several conventions, and now that the perfected plan promises to lead the retail druggist to a complete victory, it is only fitting that he should be chosen to head the most important division of the forces.

The N. A. R. D. owes Dr. Anderson all the honors which it is able to bestow for another reason. But for him the alienation of New York from the national body would have been complete, and without his aid the campaign just brought to a successful close would have been much more prolonged and difficult, to say the least.

President Anderson is the man for the place. His magnetic personality and his cool judgment render him a natural leader of men, and his wide experience and his integrity will save him from the fate of degenerating into a subservient tool of any faction.

Why the "Giants" Hold Aloof.

The failure of the members of the Drug Merchants' Association to join the N. A. R. D. movement as a body may not be so serious as it at first sight appears. The promised individual cooperation is probably all that will be necessary to ensure a measure of success in the protection of prices. The

"giants" said in effect to the leaders of the local association, "We are with you as long as you behave properly, but we will not make ourselves responsible for your good behavior."

Apparently the drug merchants have been frightened away. Heavy investments of capital and large business interests are apt to develop a dread of entangling alliances. We suspect that sundry remarks, for which the N. A. R. D. leaders are responsible, and which, in the light of later events, seem to have been a bit injudicious, may have had something to do with the reluctance of the "giants."

As long as the avowed object of the movement was the maintenance of fair prices, the big druggists were interested and willing to promise hearty support. But when statements began to circulate in effect that price protection was only a minor purpose of the N. A. R. D., their sympathy began to cool a little. What are those other purposes, and can a member of the trade whose interests are not all parallel to those of the small druggist safely endorse them? That is a question which may have caused doubts. A remark from Chicago brought out by the Sherman anti-trust law suit was, under the circumstances, also highly suggestive. As our readers will remember, a representative of the N. A. R. D. declared that New York was the chief retail outlet for a gigantic drug trust backed by Standard Oil millions. Now, that was a direct challenge to certain retail interests in this city, and may well have caused additional doubts. "Notes" has also asserted from time to time that the small dealers are the chief beneficiaries of the N. A. R. D. movement. A large dealer cannot be blamed for hesitating to join a propaganda which is expected to flourish at his expense.

Not that any of these queer statements is even partially true—better prices are certain to benefit all branches of the trade alike—but everybody is not in a position to scrutinize all sides of all questions and propositions.

The Friday Question Answered.

Mr. Field's wonder about the habit of changing window displays on Friday has had the desired effect. Mr. J. Albert Kiedaisch, in a letter which appears elsewhere in this issue, gives a very acceptable reason for the furbishing up of drug store windows on that particular day. He says it is because Saturday is the great show day, and that no self-respecting window-dresser wants to be outdone in the matter of freshness and interest.

That seems very reasonable, yet it is not very flattering to the enterprise and ingenuity of the average trimmer. It implies that the prime impulse which prompts the choice of that day is a dread of being outdone, or a willingness to follow. In choosing Monday, instead of Friday, Mr. Kiedaisch shows not only originality, but also confidence in his own judgment, both of which qualities make for success in any line of work.

Does He Figure Correctly?

A friend of ours was criticized severely for the extravagance of giving away a fifty-cent box of candy with all purchases amounting to a dollar and over on a certain day during the holidays. "Oh, I don't know," he said, "It was not so foolish. On that one day I did more business than during an entire week ordinarily. Now, figure the running expense of one day in comparison with that of a week, rent, fuel, heat, light and all extras. The difference would pay for a good many boxes of candy. You can't figure on any individual sale, but must take all things into consideration. I have no definite data, but believe that the venture was far from foolish."

Not All Disapproval.

A few weeks ago we referred in these columns to sundry remarks made by Dr. Barnett before the pharmaceutical journal club of Baltimore about current drug journals. The remarks were not at all complimentary, and although we admitted the justice of the criticism, we suggested that there might be another side which the doctor had overlooked. In a letter which appears elsewhere in the present issue, Dr. Barnett explains that he did actually consider the other side, but that only the disagreeable portion of his remarks had found its way to our attention.

That is an unpleasant way that criticism has of traveling at different speeds. The striking remarks outstrip the less remarkable portions, and disagreeable things are somehow always the most striking. Say something nice and something less pleasing about a person, and the unpleasant portions invariably go straight to the mark, while those likely to have an opposite effect, linger by the wayside and often get lost entirely. It seems that Dr. Barnett approves heartily of drug journals except in the particulars which happened to attract so much attention. He agrees heartily with a friend who lately remarked that if druggists would spend more time reading drug journals and less in scanning the pages of newspapers, they would be better off.

There we are again unable to follow him. Some drug journals are not half as interesting and instructive even to druggists, as a good daily newspaper. Several of our contemporaries are still traveling the old grass-grown road, deserted by sensible people twenty years ago. Besides in touch with the world is quite as necessary for the pharmacist as extending his knowledge of incompatibilities.

Demand for Libraries Falling Off.

The suggestion printed in these columns a few weeks ago to the effect that Mr. Carnegie may found an independent college of pharmacy is not so impossibly visionary after all. It seems that the library market is dull, and that the benevolent builder who is working heroically not to die rich, can no longer find suitable locations in which to place collections of books and is looking elsewhere for an outlet for surplus capital. He has now turned his attention to the small colleges, apparently reasoning that the larger institutions provided with persuasive presidents are able to look after themselves. It is not at all improbable that this practical giver would be interested if the needs of pharmacy schools were plainly and attractively set before him.

The latest reports of Mr. Carnegie's plans are more stimulating to the imagination than the story of Monte Cristo. The library business, which is considered practically played out, still represents a daily disbursement of $20,000, but the mere humdrum of founding one library a day has ceased to be amusing, hence the search for needy but worthy small colleges. Arrangements have already been completed to give away some 17 millions to institutions of learning, but the demand has not yet been properly worked up. No doubt, with a little additional advertising and a few more detail men, trade in the new line will be brisk.

Boundaries of the Drug Business.

Mr. Diner, in declaring at the meeting of the Manhattan association the other night that jewelry is not a legitimate side line for the drug store, and that members who had reason to regret little ventures in that branch of commerce should not be entitled to legal aid from a body of druggists, established a precedent which possesses many interesting possibilities. Are we to accept this as one of the boundary stones which will eventually set the limits about the drug business?

If jewelry is not a legitimate side line, what is? There are many pharmacists who believe that even the soda fountain has no proper place in a drug store.

A retail druggist, writing to N. A. R. D. Notes, reports that on a basis of $11,437.79 he makes an annual profit of $3,587.16, and he devotes only part of his time to the business at that. Thirty per cent. besides a good salary for a fraction of one's time is not half bad. And yet they say that there is nothing but hard work in the drug business.

The Drug Trade Press

For the purpose of bringing the subject to the attention of our regular readers, we reprint in another part of this issue a circular on our drug and pharmaceutical journals, which is now being distributed by our business office to druggists who are not subscribers to this publication.

Our trade journals are filled with reports of retail druggists who are organizing for their mutual advantage; the wholesalers have had their strong national association for many years, together with their local organizations; the proprietors protect their interests through a parent body which is strongly supported; the chemical houses work more or less closely together; the pharmaceutical houses have had a better understanding among themselves ever since the Spanish war; even the perfumers have their national organization for correcting trade abuses; while the drug trade journals continue to plod along single-handed, facing competition which is as severe as that in any other branch of the drug trade, and in many respects more unfair and unjust.

But now, after all the other branches have their fences repaired, perhaps, we are not too presumptive in suggesting that the journalistic branch of the drug trade may receive a small share of attention from those whose interests it endeavors to serve.

Before proceeding further, we will explain that this is no scheme to consolidate all the drug journals into a gigantic trust. Such a combination would not be advisable, but would be prejudicial to the best interests of the drug trade. We simply propose to call attention to some conditions which exist, and to point out some changes that must be made if this branch of the drug business is to be placed on a basis where it can render the grade of service that the other branches of the trade and profession demand, and have a right to expect.

Many other trades are better served with their trade publications. Some of out esteemed contemporaries may not like this statement, but they can stand it if we can. In the drug trade we have no such recognized authorities as the "Iron Age," the "Electrical World," the "Dry Goods Economist," the "Engineering & Mining Journal," "Machinery," and others which we could mention.

After spending twenty years in the business of making drug journals, we confess that it is not a pleasant duty to write such a confession; but it is true, nevertheless, as everyone knows who is at all informed regarding the merits of the various trade publications.

Naturally, the reader will ask, Why is it?

Is it because the drug trade does not offer equal opportunities for the enterprising trade publisher?

Yes and no. The opportunities are there in abundance if conditions can be changed, and if the trade can be awakened to its responsibilities.

To analyze the present situation, there are too many drug journals. The patronage in subscription and advertising is so scattered that no one publisher can afford to employ the number and the grade of men necessary to produce a thoroughly first class authoritative publication.

There are more than forty so-called drug and pharmaceutical journals in this country; practically one journal for every one thousand druggists.

The curse of the business is the great number of "house organs" put out by the manufacturers and jobbers, and the druggists receive so much of this free copy stuff that many of them have "no time for any more journals."

It's no great trick for such houses as Parke, Davis & Co., the Meyer Brothers' Drug Co. and Merck & Co. to put out a so-called "journal" and through their commercial machinery to give it a comparatively large circulation; neither is there any law against their doing so, if they so elect.

Their audacity can be excused on the ground that it is "business," and everything goes under that heading with some people. One might think that their sense of propriety would suggest that they stick to their legitimate lines and pay their own postage bills instead of asking other manufacturers to contribute, and one could almost imagine that such representative concerns would have enough business of their own to attend to without trying to usurp all the lines. With some thirty such "blood suckers" in the drug journal field, do you wonder that there is not enough "blood" left to enable the independent publishers to give the trade first class journals?

These firms mentioned are the leading offenders and their principals are all personal friends of ours. There is nothing personal in these remarks and we hope they will be so accepted. It is possible that the present managers having inherited them from their predecessors. Nevertheless, they are responsible for their continuance, and if they insist on flying over the fence into our garden and scratching up our flower beds, they must expect us to throw stones.

It is to the advantage of every trade to have its strong independent trade organs. The more independent, the greater their influence. It is absolutely impossible for a "house organ" to occupy such a position, but it can spoil the business for the independent journal. We do not accuse the house organ publishers of any wilful intention to injure the trade from which they receive their profit. They have, no doubt, been influenced by minor reasons, such as saving postage, having an organ, and getting their advertising at the other fellow's expense.

It is time now that the evil be stopped, for evil it is. The drug trade, most of all, surrounded as it is with legal restrictions, excessive competition and technicalities, should have the ablest of protectors in its trade publications. The retailer, upon whom we all depend, is small in himself, but large in the aggregate, and the first duty of a pharmaceutical journal is to protect his interests. He must have an independent and reliable source for securing his information, aside from that through interested parties. He cannot afford to encourage the house organ even by reading it, and we shall see that his eyes are opened to the dangers and to his responsibilities in the matter.

The publishers of the independent journals are not entirely without blame for the existing conditions. They have paid too much atention to pushing their advertising and not enough to their editorial departments. The field is an unlimited one for original research and special articles, but it requires men of brains and education to do such work and the profits from the business have not justified the expense. This can be remedied if the monies expended for subscriptions and advertisements be concentrated among a half dozen good journals instead of being scattered over forty weaker ones.

This is a matter of importance to every branch of the drug trade, and we are not prompted by selfish motives alone in this discussion. Our appeal is in behalf of no one publication, but for the independent drug press as a whole. It is not right that influential manufacturers and jobbers should demoralize this branch of the business. On the contrary, they should lend their influence for helping to establish a line of influential independent publications. If they insist upon putting themselves in the position of competitors they must expect that these journals will take such action as is necessary to meet their competition.

Give the independent papers a fair chance. Put them all on their merits and insist upon their giving you the grade of service the drug trade should have, and a "square deal" to every individual or firm and to all branches of the trade. There is plenty of competition to prevent these journals from taking advantage of their opportunities. With proper support the independent press can be a wonderful power for good, and the results correspondingly beneficial to all who are connected with this trade.

OUR LETTER BOX

WHY CHANGED ON FRIDAY.

Keokuk, Iowa, March 28, 1905.

Editor The Pharmaceutical Era:

It is with much interest that I noticed in the current Era the statement that most druggists change their window on Friday, and asking for the reasons why this is. In our stores the windows are changed on Monday and from the results of the past few years, we find this the most satisfactory time. On Monday we find the clerks and everyone concerned to be in a much more willing mood, and since every employe is called upon for a little extra work while the window trimming is being done, we find this time the best. After having been away from the store the previous day, it is only natural that each one lends a more willing hand than at the end of the week, especiany since few clerks take to this work with the willingness that they should. There are many reasons for making window changes on Friday, and the most probable one is that each trimmer wishes his window to be seen by the greatest number of people while it is new. Saturday being the big day, especially in cities of 100,000 population or under, it is only natural that the windows be changed on Friday. Yours truly, J. ALBERT KIEDAISCH,

Adv. Mgr.

AMERICAN SELLING CO. EXPLAINS.

New York, March 29, 1905.

Editor The Pharmaceutical Era:

Dear Sir:—Knowing that the Pharmaceutical Era is always glad to right a wrong, we wish to explain away a false impression that some druggists have regarding our coupon plan. The N. A. R. D. notes of March 4 contained an account of the resolutions passed by the Middletown (N. Y.) D. A. not to handle "Mystico Liniment," or our coupons, and compared our coupon plan to a trading stamp scheme. We wrote Mr. H. C. Ogden, secretary of the association the following letter:

We note in the March 4 N. A. R. D. Notes the resolutions passed by your association regarding "Mystico Liniment" and our coupon plan. It is very evident from the comments made by yourself that you do not understand the object of the coupon given with our preparation, and we therefore, enclose herewith a brief explanation of our plan. Let us emphasize to you that our coupon is by us accepted the same as cash for all goods we sell. We should be very glad to hear from you on any other points which you may wish to know. We are sorry you knew so little of our plan as to compare it to a trading stamp scheme, for the plan was purposely originated to counteract that unbusinesslike method and it in no way shows partiality to any one class of druggists. We solicit the investigation of all fair and impartial druggists.

We also wrote Mr. Thomas V. Wooten as below:

Dear Sir:—We have read your article in the March 4 N. A. R. D. Notes, and we are a little surprised at your conclusions regarding our coupon plan in connection with the sale of "Mystico Liniment."

Feeling that you have not been properly informed of our desire to co-operate with druggists we herewith enclose an outline of our system. It is very evident from the resolutions passed by the Middletown (N. Y.) D. A. not to handle "Mystico Liniment" or to redeem our coupons that the members were not properly informed. We feel sure that after due investigation you will inform the readers of "Notes" as to our explanation. Our coupon plan should certainly not be connected with any trading stamp scheme for its object is directly the opposite.

Trusting that you will give this matter your very careful consideration, etc.

It certainly would seem as though both of these gentlemen have not been properly informed regarding our plan, for it will stop, rather than encourage, the cutting of prices, and it does not appeal to any one class of druggists. The plan can in no way be compared to a trading stamp scheme, for we redeem our coupons at their face value with our preparation.

Yours very truly,

AMERICAN SELLING COMPANY,
W. B. Wisenfield, Sec'y.

DRUGGISTS SHOULD ADVERTISE.

Brooklyn, N. Y., March 31, 1905.

Editor The Pharmaceutical Era:

A copy of your long-named journal came into my hands last week. It seems to me to be a good way to reach the retail druggist.

The spring is here, and amateur artists and camera fiends, like myself, who are employed during the week and have to themselves only a half-holiday Saturday and Sunday, are often put to great inconvenience to secure artists' materials and camera supplies. It seems to me these goods come under the heading of "drugs," as their bases are largely chemical.

Will you not call the attention of the druggists of the City of New York and elsewhere to our wants. I am sure, as soon as we learn where we can find these articles without a trip to the special stores, we should give them a good trade.

Very truly yours, ANITA MUNOZ,
(Amateur artist.)

[In many parts of the country druggists do carry in stock artists' materials, such as tube paints, brushes, oils, canvas, drawing boards, colors, etc. The request of our correspondent, however, seems to emphasize the necessity of the druggist letting people know that he has these goods; in other words, he should advertise the fact.—Editor.]

THE TITLE OF DOCTOR.

Atlanta, Ga., March 21, 1905.

Editor The Pharmaceutical Era:

There has appeared recently in several of the drug journals a plea from one of our most progressive and able pharmacists in behalf of the title of "Doctor" being given to pharmacists and also some good-natured editorials upon the article. It would give us pleasure to see this title accorded all worthy pharmacists. In the discussion of titles at the meeting of the American Ph. A. in Philadelphia in 1902, we opposed the use of the title of "professor" upon the floor and stated that outside of such assemblies it was our custom to address all pharmacists as "doctor." We further stated that whenever we were uncertain as to a man's title in Georgia, we called him "Colonel." At the present writing the Governor of our State has over one hundred real Georgia colonels on his staff. Where a man is a graduate in pharmacy, we usually attach his degree if we know he possesses one. In other words, it has been our earnest desire to secure better professional recognition for pharmacy and we are much pleased to see the matter taken up. The pharmacist is the chemist of the physician and the public; he is also an expert on disinfectants and general sanitary matters. The veterinary surgeon is given the title of "Doctor," the dentist is given a similar title and the man who is much nearer the physician than either is certainly entitled to the same designation.

We do not feel sure whether it would be best to change any of the present degrees in pharmacy, but the action recently taken by the State of New York in regard to allowing only graduates in pharmacy to go into the drug business in the future and to give all men who are already licensed the same standing as graduates in pharmacy, if followed by other States will do much towards accomplishing very practical results in the general recognition of pharmacy as a profession. If such legislation were adopted very generally throughout the country, it will make the designation of "Doctor" quite general in a short while. The use of the title, as applied to pharmacists in Georgia, is on the increase, and is due to those who are awake to the benefits of better professional recognition by the public.

The United States probably accords less to pharmacists professionally than any other civilized country. Great Britain does not give commissions to pharmacists in her public service, but she does give the legal title of "chemist" to pharmacists and with it the privilege to practice medicine under certain restrictions.

Our own Government, at an early date, will probably accord commissions to pharmacists in one or more branches of the public service. In the army, however, veterinary surgeons and dentists are accorded better recognition than pharmacists. In the Japanese army the pharmacist is a second lieutenant and the medical service fully recognizes his ability as a pharmacist and as a chemist. Unfortunately in the army of the United States, the medical department instead of depending upon its own pharmacists, employs ready made prescriptions prepared by enterprising manufacturers. The success of the medical service in the Japanese army should cause our medical service to bestir itself and put the handling of medical supplies, dispensing, testing, chemical examinations, etc., into the hands of competent pharmacists. The practice of enlisting men who know absolutely nothing of pharmacy and training them under men who have never had any systematic instruction in pharmacy is narrow, behind the times and is not permitted in business life by any State, nor by any other civilized country. The awful death lists from sickness during the Spanish-American war could have been materially lessened by better medical and pharmaceutical service. The so-called half-civilized Japan is now illustrating the marvellous value of modern methods in medicine and pharmacy. There is not a State nor a territory that will tolerate the present requirements of pharmacists in our army.

Our army medical service does not seem

to realize what constitutes modern pharmacy. It clings to the idea of the country doctor, compelled by circumstances to do his own pharmaceutical and chemical work, and in feeling that it can teach anyone to become a competent pharmacist, it loses sight of the fact that modern pharmacy involves a far better knowledge of chemistry and materia medica than does the practice of medicine. The up-to-date medical officer has had his hands too full with therapeutics and surgery to devote himself to pharmacy or chemistry. It would be wise and true economy for our army to have only the very best medical men who require and demand competent pharmacists. Yours sincerely,

GEORGE F. PAYNE.

PHARMACEUTICAL JOURNAL CLUB.

Baltimore, Md., March 19, 1905.

Editor The Pharmaceutical Era:

I was much surprised to notice in a recent issue of the Era a criticism of an unimportant article read at the last meeting of the Pharmaceutical Journal Club of this city. I enclose you the aforesaid, with the regret that I have been misunderstood.

In explanation let me say that these remarks were intended only for members of the Journal Club, and not for publication. But in justice to you and myself, I think it only fair to send you the article. If you see fit to put it in print, I will ask that this letter accompany it.

Respectfully, J. J. BARNETT.

Following is Mr. Barnett's paper.

SOME CRITICISM OF THE JOURNALS.

As I understand the object and purpose of this club to be the discussion of current pharmaceutical literature, I feel that I am keeping within bounds in presenting some impressions gained in reading the different journals.

In offering these criticisms of the journals, I do not wish to be understood as depreciating their value as educational mediums for the pharmacist, for I am fully aware of the fact that in this day and time they are a necessity, and the regret is that they are not read and studied more.

But it is in reference to what may be termed inert matter that I wish to bring before you, and in doing this I hope I will not tread on the toes of any present, but if I do, remember the adage—"If the cap fits, just wear it a bit."

In so many of our journals, presented under so many different titles and by so many different writers, do we see the same old "Cautions in Dispensing," "Notes from the Prescription Counter," or "Some Don'ts in Pharmacy," as termed by some. Now not for one moment do I claim that caution, care and cleanliness are not necessary, but is it necessary to give them every week, or having given them, are they heeded, and the cautions given, are they not those with which every pharmacist is familiar and practices, and might not this space be devoted to matter more interesting? As an illustration, one writer says "never allow a bottle to go out of the store with sugar crystallized around the cork, lip and sides of the bottle;" furthermore, the writer advises, that the bottle be thoroughly cleaned before it is used. In another article we are cautioned against soiling the prescription counter with such substances as fixed oils, copaiba balsam, and the like. This we are told can be prevented by placing on your counter pieces of paper large enough to cover it, also all vessels used for oils should be washed inside and outside with soap and hot water. Of course, we are always warned against pasting one label over another, especially if they describe different preparations; likewise never send out a soiled box, jar or bottle.

These are only a few of the "Don'ts" so often seen in print. Certainly they are worth knowing and practicing, and I hope you understand me, that I do not in any way underestimate their value, but as stated above, do they furnish us with new information? For, which of you pharmacists here would send out a dirty box or bottle, or would wilfully soil your prescription counter? I daresay you all know how to wash a graduate or mortar, and not one of you would be guilty of pasting one label over another.

In defense of these articles, the argument advanced is that as all classes and conditions of men go to make up the rank and file of the profession, it is necessary to reach and preach to those who hold these facts in ignorance. This, it is claimed, can be done through the medium of the journals. Well and good if the result be accomplished—but is it? In my humble opinion the pharmacist who is so ignorant as to commit the errors mentioned, is not the kind who will read the journals, or who, having read them, will practice what is preached. So, instead of devoting this space to those whom it will not benefit, might it not be given over to information more useful?

Having indulged in these criticisms of the journals, you naturally ask—in what do I approve them? This I answer briefly and broadly by saying—in all things, save those faults just named. As evidence of my friendship for the journals, I would like to emphasize a recent article of Mr. ————, in which he tells us if we would give the same time and thought to the reading of the journals as we do to the daily paper, we would be wiser and better pharmacists.

In conclusion I want to say that these are my humble opinions expressed to the members of the club, and as a club, I do not think that we could better help ourselves or each other than to carry out literally that section of our constitution, that calls for "the report and discussion of current pharmaceutical literature and topics," and thus be enabled to more effectually "separate the wheat from the chaff."

Dr. Osler's Welcome.

Dr. Osler has received a welcome from a publication of the university in which he will serve as professor, which he should appreciate. According to the Chemist and Druggist, the Oxford Magazine prints the following pathetic epigram, which was found inscribed in blood on the walls of the old Clarendon building:

"Brothers, I am sixty-one.
So my work on earth is done
Calm should follow after storm,
Reach me down the chloroform."

TESTING IMPORTED DRUGS.

Work in Laboratory of U. S. Customs Appraisers' Office, N. Y.

ANALYSIS OF IMPORTS REQUIRES LARGE FORCE OF CHEMISTS.—MANY MATERIALS BESIDES DRUGS EXAMINED.—OPIUM SUBJECT OF MOST IMPORTANT EXAMINATION.

On the top floor of the United States Appraisers' Stores building, at Christopher and Greenwich streets, our government maintains a laboratory in which materials imported into this country are examined as to purity and chemical properties. Here the fitness of a foreign drug to enter our markets is determined, and here the customs officials obtain the chemical data upon which to base their decisions as to the amount and kind of duty to be levied. The examination of drugs forms only a small, although important part, of the work of the laboratory force, polariscopic tests of sugar, an article which yields the government an immense revenue and the analysis of dye-stuffs, tanning materials, heavy chemicals and a great number of other substances occupying a large share of the attention of the force of chemists.

The laboratory has been fully described by Mr. Russell W. Moore, the chemist in charge, in papers read before the New York Section of the Society of Chemical Industry. It is divided into an office and six working rooms, which are arranged to accommodate different classes of work. Assays and metals, alcohol determinations, general analysis, sugar and glucose, organic work, and polariscope testing are divisions of the work assigned to the different rooms. Besides Mr. Moore there are eight chemists and four polariscopists, who with clerks and assistants make a force of twenty-three, representing a salary list of $22,980 a year.

DIVERSITY OF THE TESTS.

The great variety of samples to be examined necessitates a division of the analyses among a number of chemists and a specialist in some particular branch. The work upon one sample cannot be divided among several men, because in matters of this kind one individual must be held responsible for the report. The report may at times be used as evidence in a suit in the courts when the chemist may be called as a witness. There are two chemists who test ores of metals, and metallurgical products, one who devotes his attention exclusively to materials containing alcohol; another who examines miscellaneous articles, including chemicals, fats, oils, paints and drugs; and another who determines the quantity of sugar in confectionery, preserved fruit, etc.; and two who examine organic articles.

DRUGS AND MEDICINES.

With the exception of opium, which is subject to a duty of one dollar a pound, crude drugs which have not been increased in value by manipulation, are admitted free, provided that they are of the proper quality and strength. No adulterated or misbranded goods are admitted, and the more important barks, roots, gums, resins, etc., must conform to a standard established by law. Thus, if opium contains less than the standard per cent. of mor-

UNITED STATES LABORATORY

phine, a prohibitive duty is levied, which amounts to exclusion.

The customs chemist has not the power to condemn or exclude goods. He occupies only an advisory capacity to the appraisers' department, which also acts only in an advisory capacity to the collector of customs. His function is to supply the necessary information to enable customs officials to act correctly in cases of doubt or incomplete evidence. Yet, since the laboratory is the only means of determining facts which are of the greatest importance, his position is one of great responsibility. Often judicial decisions are based directly upon the chemist's report.

IMPORTER'S INTEREST PROTECTED.

If the importer is not satisfied with the treatment received by his goods at the hands of the customs officials, he can obtain a reconsideration of his case by the Board of General Appraisers. Samples are again analyzed if necessary and all chemical data are again carefully considered. The previous report is examined, and any error found is taken into consideration. From the general Board an appeal may be taken to the United States courts. At every step the importer has ample opportunity to present his side of the case.

SOME OF THE TESTS APPLIED.

The following list of classes of articles and the determinations made will give some idea of the great variety of work performed at the United States Customs Laboratory: Drugs, assays and tests for purity, medicinal alcoholic preparations, determination of alcohol by volume, chemicals, determination of potassium bitartrate in argols and baking powder and of boracic acid in borax and borate mixtures, estimation of cyanide of sodium in commercial cyanide, identification of unmarked chemicals and comparison of various grades of the same salt, coal tar preparations, if medicinal or not; coal tar colors, identification and methods of manufacture with occasional quantitative estimation in diluted dyes, albumen and gelatin, identification and nature of material from which albumen is made, fruit juices, determination of alcohol, spirits, determination of alcohol, oils, fats and waxes, identification and quantitative results in oils of know composition, metals and alloys, estimation of compound parts.

THEORY AND PRACTICE

Definition of "Poison."

Victor C. Vaughan, in an address before the Pathological Society of Philadelphia, defined the word "poison" as follows: "A poison may be defined as a substance that destroys or impairs cell function by virtue of its chemical constitution." The explanation is given that the bodies of animals, including man, are made up of cells which are alive and perform duties, the proper performance of which is necessary to the well-being of the whole of the individual. These cells are essentially chemical compounds and those substances which combine with these cells chemically in such a way as to cause their destruction or to render the performance of their normal functions impossible are poisons. The cells of the different organs vary more or less in chemical composition, and, consequently, a compound may react with a liver cell more readily than it does with a muscle, bone or nerve cell. In this way, poisons are to a certain extent selective in their effects, their selective action being dependent on the readiness with which they react with the chemical constituent of different cells. A substance which combines with, and, consequently, interrupts the function of the respiratory center in the brain causes the speedy death of the individual, while those substances that destroy blood, liver or kidney cells are slow poisons, inasmuch as the life of the individual may survive the destruction of a large number of these cells, but those of one class are just as truly poisons as those of the other.

Oxygen as a Food Preservative.

Von Foregger (American Inventor) recommends the use of magnesium dioxide which, upon decomposition, furnishes nascent oxygen, which in turn prevents the development of bacteria. Magnesium dioxide, or peroxide, is a white powder, odorless and tasteless, insoluble in water, but readily soluble in dilute acids. With carbonic acid it reacts to form magnesium carbonate and oxygen. The oxygen is in its nascent state and in this form is said to be especially effective in arresting fermentation. A number of experiments with this substance have been conducted in the New York Board of Health laboratory, first upon water contaminated with typhoid bacilli, and second, upon fruit juices to which the same disease germs had been added. To orange juice containing 2,160 bacteria to the cubic centimeter, was added enough typhoid culture to make 4,380 micro-organisms in an equal volume. Magnesium dioxide was then added in the proportion of 2 grams, 1 gram and .50 gram per liter. One cubic centimeter of each of these mixtures was placed in agar plate. Broth and agar plate cultures made from the orange juice treated with 1 gram magnesium dioxide per liter were, after twenty-four hours, both sterile.

Mercuric Chloride, Volatile.

A. Minozzi (Boll. Chim. Farm.) finds that on distilling 300 cc. of a 1 per cent. solution of mercuric chloride in steam, under conditions which yield ½ of the total amount of a liquid in forty to forty-five minutes, the distillate contains up to .022 gram of mercuric chloride. The quantity of mercuric salt carried over increases with the concentration of the solution, and the error introduced in the analysis under these conditions may amount to .2 per cent. Similar results were obtained with mercuric chloride solutions in the presence of phosphoric acid, hydrochloric acid and certain chlorides, but in the presence of phosphoric acid alone the volatility would not seem to increase with the concentration of the solution

Another Alkaloid in Calibar Beans.

Ogiu (Apoth. Zeit.) has examined isophysostigmine, which was found with physostigmine and Calibar beans some time ago. The two bases have the same chemical composition. Physostigmine is soluble in ether and gives no precipitation when a 1 per cent. aqueous solution of sulphate was treated with platinum chloride. The iso-compound, on the other hand, is insoluble in ether and forms a crystalline chloro-platinate, when ½ to 1 per cent. solution of its sulphate is treated with platinum chloride. The sulphate of the iso-compound melts at 202° C., while that of physostigmine fuses at 140 to 142° C. The physiological action of the two bases is the same in character, only the iso variety is slightly more powerful.

Fluorescent Antiseptic.

Fluorescein resorcinol-phthalein is said to have been patented in France as a fluorescent antiseptic. It may be mixed with perfumes, dentifrice and other products to render them antiseptic, and, if desired, they may be rendered alkaline to increase the fluorescent properties.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Detection of Fibers.

(Clerk.)—Tests for cotton and wool were published in The Era for March 31, 1904, page 305. For most practical purposes, however, material which is to be examined for different fibers, is simply boiled with a solution of caustic soda (sodium hydrate), the remainder is washed, dried and weighed. This weight is then compared with the original weight of the sample. The difference is all estimated as animal fiber, whether silk, wool or hair; the sample remaining is estimated as vegetable fiber whether cotton, linen or jute. If it is desired to know the silk present, the silk is first destroyed by subjecting the sample to a concentrated solution of zinc chloride. The sample is then well washed, dried and weighed, and the loss in weight from the original, estimated as silk. Before testing a sample for the different fibers, it must be thoroughly cleansed, which is accomplished by immersing it for about twenty minutes, in a weak scouring solution at 140° F. The sample is then dried and weighed carefully, this weight being taken as the original weight before testing. Of course, in colored fabrics the dyestuff has some influence on the weight of the material, but it is very slight.

Other tests can be used for the detection of fibers, besides those based on chemistry. For instance, the microscope frequently reveals the different fibers and they can often be distinguished by burning. Silk and wool burn with a peculiarly disagreeable odor, leaving a gray ash, while cotton and linen burn actively, being entirely consumed.

To separate wool from cotton, and estimate the percentage of each present, take a mixed sample of cotton and woolen goods, entirely free from grease and weighing 10 grams. Boil it for thirty minutes in a solution of caustic soda containing 100 grams of sodium hydrate in 1,000 c.c. water, a proportion of about 4 ounces to the quart. After boiling, the sample is thoroughly washed, dried and again weighed. It now weighs 4.8 grams; figuring from the original weight it is found to be 48 per cent. As the wool is now entirely destroyed this must be the amount of cotton, the difference (52 per cent.) is the wool; with so large an amount of cotton present this test is simple. It still leaves a perfect fabric and there is no danger of losing any of the cotton fiber.

With samples containing small amounts of cotton, and especially in some kinds of yarns, testing is more difficult. In such cases, after boiling the sample of yarn with caustic soda, the whole solution is filtered through a clean, closely woven cotton cloth, and the fibers being afterwards thoroughly washed, without taking from the filter; it is then dried on the piece of cotton cloth and after drying, carefully picked off and weighed, or the cloth can be weighed before the solution is passed through it, and then weighed again with the fibers on it. The difference in weight is then estimated, and the percentage of cotton and wool determined. Of course, colored fabrics in this treatment very frequently lose their tints, which causes the solution to become so colored that the fibers cannot be seen. In such instances great care must be exercised in filtering and washing.

Cleaning Microscopic Slides.

(J. F. R.) New slides for the microscope may be cleaned by a thorough rinsing in water and afterward wiping with a soft towel, followed by a wiping with an old soft handkerchief. If the slides are not satisfactorily cleaned in this way, soak them a short time in dilute alcohol, drain for a few minutes on a clean towel or on blotting paper, and then wipe with a soft cloth.

For used slides, if only water, glycerin or glycerin jelly has been used on them, they may be cleaned with water, or preferably, warm water and then with alcohol, if necessary. Balsams may be removed from the slides by soaking the latter for a week or more in a small quantity of the "battery fluid" of the National Formulary. A mixture of nitric and sulphuric acids is also employed in a similar manner, the proportions being two of the former to three of the latter. This solution acts more rapidly than the dichromate mixture, but on account of the fumes it is not so well adapted for general laboratories. To shorten the cleansing operation it is sometimes desirable to soak the slides in solvents like xylene, benzine or turpentine to dissolve the balsam, which softens the resins or balsams and allows the cover glasses to be removed without breaking them.

Baking Powder.

(F. M. B.) Here are formulas for three kinds of baking powder:

(1.)

Tartaric acid	1	pound
Bicarbonate of soda	1	pound
Starch (powdered)	½	pound

(2.)

Cream of tartar	2	pounds
Bicarbonate of soda	1	pound
Starch (powdered)	¾	pound

(3.)

Acid phosphate of lime	1½	pounds
Bicarbonate of soda	1	pound
Starch (powdered)	1¼	pounds

The ingredients, all finely powdered, should be first sifted separately, to get rid of all lumps, then the bicarbonate of soda and starch mixed together, and finally the acid ingredients should be added, and all thoroughly incorporated, either by rubbing together in a mortar or by sifting at least three times. Flour can be used in place of starch, and is considerably cheaper. In order to insure their keeping well, each ingredient should be first thoroughly dried by a gentle heat, and the resulting powders should be kept securely closed in dry fruit jars, corked bottles, or sealed cans.

The amount of starch can be increased in any of the formulas, the other ingredients being left the same, and in this way be made at almost any price desired. The starch is simply used to keep the chemicals in a powder form and from acting upon each other as much as possible, and, being cheap, is used very liberally in the low priced baking powders.

Flour and Dextrin Pastes.

(W. H. H. R.)—Here are three formulas presented by Leo Eliel to the A. Ph. A. some years ago:

(1.)

Rye flour	4	ounces
Powdered acacia	½	ounce

Rub to a smooth paste with 8 ounces of cold water, strain through a cheese cloth, and pour into one pint of boiling water. Continue the heat until thickened to suit. When nearly cold add:

Glycerin	1 ounce
Oil of cloves	20 drops

This is suitable for tin or wooden boxes or bottles, and keeps sweet for a long time.

(2.)

Rye flour	4 ounces
Water	1 pint
Nitric acid	1 dram
Carbolic acid	10 minims
Oil of cloves	10 minims
Glycerin	1 ounce

Mix the flour with the water, strain through a cheese cloth, and add nitric acid. Apply heat until thickened to suit, and add the other ingredients when cooling. This paste is suitable for bottles, tin or wooden boxes, and will not spoil.

(3.)

Dextrin	8 parts
Acetic acid	2 parts
Alcohol	2 parts
Water	10 parts

Mix the dextrin, water and acetic acid to a smooth paste, then add the alcohol. This makes a thin paste, and is well suited for labeling bottles and wooden boxes, but is not suitable for tin boxes.

The following is a good paper-hangers' paste: Take ½ quartern flour, put it into a pail with a small portion of alum broken up small. Mix it up into a stiff batter with warm water. Have ready a large saucepan of boiling water and pour it over the paste, stirring well all the time or it will be lumpy. If properly done it will thicken as the boiling water is poured over it; if it does not thicken set it over the fire a few minutes, but be sure to stir it or it will burn. When well thickened throw a dash of cold water over it to prevent it from "skinning." Use rather thin.

Irish Slate.

(W. A. S.)—"What is 'Irish slade or slate,' not 'Irish stew?' It is said to be used for kidney trouble."

Irish slate or Hibernicus lapis, according to Dunglison ("Medical Dictionary"), is a "Kind of slate or very hard stone, found in different parts of Ireland, in masses of a bluish-black color, which stains the hands. It has been taken, powdered, in spruce-beer, against inward contusions."

50 Per Cent. Emulsion.

(Gum.) "Can you inform me what will prevent separation in a 50 per cent. emulsion of cod liver oil, using acacia in the formation of the nucleus? I have been following the Continental method and get a beautiful emulsion, using Hunter's emulsifier, but separation has taken place as soon as two days after making the emulsion. Any information will be appreciated."

The permanence of an emulsion depends upon two things; first, to get both the oil and the water into very minute globules, and second, to prevent these globules from coalescing on standing. Of course, we do not know just how much acacia you employed, but if you used the proper proportions and thoroughly emulsified the nucleus you should have experienced no difficulty in obtaining a permanent emulsion.

Either dry acacia or mucilage of acacia can be used for emulsion. Both have their advocates, but according to Prof. W. L. Scoville, from whose "Art of Compounding" we take the following rules for emulsion making, who has had a wide experience with young men learning to make emulsions, dry acacia has proved itself a quicker and more certain agent to use, at least in the hands of novices. This is probably due to the fact that dry acacia must always be used in definite proportions, as must also the water added.

Two rules are in common use for making emulsions with dry acacia:

(1.) For one part of gum, use three or four parts of fixed oil (two or three parts of volatile oil) and once and a half as much water as gum.

(2.) This rule varies only in using twice as much water as gum. The proportions of oil to gum vary with different oils; most fixed oils being emulsified well in proportion of four of oil to one of gum, while most volatile oils require one of gum to two of oil.

Suppose we wish to make a pint of 50 per cent. (by volume) emulsion of cod liver oil.

This will require 8 fluid ounces of oil, and by the rules, every four parts of oil will require one part of gum; then the 8 fluid ounces of oil require 2 ounces of gum. Carefully weigh, then, the 2 ounces of powdered acacia, place it in a *dry* mortar having a capacity of three or four pints, pour upon it the 8 fluid ounces of cod liver oil. Triturate lightly until the acacia is diffused even through the oil, which will be accomplished in about a minute if both acacia and mortar were dry.

Now lift the pestle, and having carefully measured 3 fluid ounces of water (rule 1), pour it all upon the oil in the center of the mortar, then triturate rapidly until a perfectly white, creamy mixture results, showing no globules or color of oil. This is called a primary emulsion. Then add to this slowly, with constant trituration, water enough to make a pint of emulsion. This emulsion is of the color and consistence of thick cream, and is permanent.

In using mucilage of acacia, the mucilage is placed in a dry mortar, and the oil added in small portions, each portion being thoroughly triturated before adding the next. One ounce of mucilage will easily emulsify two ounces of cod liver oil, with the addition of a little water near the end of the emulsification.

Often a failure is made in this through the breaking of the emulsion while adding the last portions of oil. A little calculation will show the cause. One ounce of mucilage having a specific gravity of 1.25 will weigh an ounce and a quarter, and contain 34 per cent. of gum, or about 200 grains. This amount of gum will emulsify, according to the rule, about 13 drams of the oil, then after adding thirteen drams of oil to the mucilage, the remainder of the oil should be alternated with portions of water, as in making the 50 per cent. emulsion.

Blacking for Shoes.

(G. W. R.)—Here are several formulas; you can take your choice:

Bone black	10 ounces
Fish oil	1 ounce
Simple syrup	4 ounces
Water	25 ounces
Sulphuric acid, commercial.	1 ounce
Hydrochloric acid, commercial	7 drams
Ferrous sulphate	150 grains

Mix the bone black, oil, syrup and 20 fluid ounces of water, gradually, and with constant stirring; add the sulphuric and hydrochloric acids and the ferrous sulphate previously dissolved, in the remainder of the water.—Hager.

French Blacking.

Ivory black	12 ounces
Porto Rico molasses	6 ounces
Olive oil	½ ounce
Balsam of copaiba	¼ ounce
Sulphuric acid	1 ounce
Vinegar, Q. S. to make the proper consistence.	

Mix the oil and balsam of copaiba with the ivory black; add the acid to the molasses and mix with the oil, etc. Allow the mixture to stand for three days, then add enough vinegar to make the proper consistence.

Liquid Dressing For Shoes.

Gum arabic, 4 ounces; molasses, 1½ ounces; good black ink, ½ pint; strong vinegar, 2 ounces; alcohol, 1 ounce; sweet oil, 1 ounce; dissolve the gum in the ink, add the oil and rub all in a mortar until thoroughly mixed; then add the vinegar and lastly, the alcohol.

Elixir of Salol, Acetanilid, Etc.

(D. C. A.)—"Kindly inform me how an acceptable preparation may be made from the following formula:"

Salol	2 drams
Acetanilid	2 drams
Phenacetin	2 drams
Caffein citrate	1 dram
Tartaric acid	1 dram
Sodium bicarbonate	6 drams
Aromatic elixir, to	1 pint

Owing to the comparative insolubility of some of the substances in a weak alcoholic liquid like aromatic elixir, a satisfactory preparation cannot be made from this formula. Tartaric acid with sodium bicarbonate forms sodium tartrate, but in the quantities here present there is a large excess of sodium bicarbonate, one dram of the acid only requiring about 1⅓ drams of the bicarbonate for neutralization. This excess is readily soluble in water (1:11.3) but insoluble in alcohol. Sodium tartrate, the salt formed, is also insoluble in alcohol. The addition of acacia to hold the synthetics in suspension is not recommended. A better plan would be to get the physician to prescribe the remedies in dry form.

Ink for Rubber Stamps.

(T. M.)—Rubber is easily destroyed by oil, and hence only anilin colors, rubbed to a smooth mass with glycerin, can be used. A German technical exchange gives the following as a model formula, with the statement that anilin colors, whether for ink or stamps, are all the better for a little acid:

Anilin blue	3 parts
Water	10 parts
Pyroligneous acid	10 parts
Pyroligneous acid	10 parts
Alcohol	10 parts
Glycerin	70 parts

Other formulas have been published in The Era. Consult the indexes.

SODA WATER FORMULAS.

Curacoa Syrup.

Curacoa essence	½ ounce
Lime juice	½ ounce
Syrup of orange to make	1 quart
Color to suit.	

Kola Fizz.

Fluid extract of kola	2 drams
Grape juice	8 ounces
Pineapple syrup	6 ounces
Fruit acid	1½ ounces
Syrup, sufficient to make	1 quart

Orangeade Syrup.

Orange syrup	1 pint
Pineapple syrup	1 pint
Peach syrup	1 pint
Fruit acid	2 ounces

This syrup may also be used as a punch by adding water and serving from a punch bowl. Keep thoroughly cold with ice.

Pistachio Syrup.

Essence of almond	1 ounce
Orange flower water, distilled	2 ounces
Maple syrup	1 ounce
Syrup, to make	½ gallon
Color green.	

Dewey Flip.

Fresh eggs	5
Lemon juice	2 fl. ounces
Peppermint cordial	1 fl. dram
Lemon syrup	10 fl. ounces

Trim with fresh mint and berry.

Pepto Malt Phosphate.

Extract of malt	8 ounces
Essence of pepsin	2 ounces
Essence of cinnamon	1 dram
Orange flower water	1 ounce
Syrup of raspberry	8 ounces
Acid phosphate	2 ounces
Syrup, to make	2 pints

Orange Frappe.

Fine ice	½ glass
Powdered sugar	1 tablespoonful

Juice of one orange.

Lemon juice	2 dashes
Raspberry syrup	1 dash

Fill with soda and stir well, strain into a mineral glass, and serve.

Peaches and Cream.

Shaven ice	½ tumblerful
Ice cream	1 tablespoonful
Fresh cream	1 ounce
Extract of peach	1 dash

REMOVAL NOTICE

Our constantly increasing business compels us to secure larger quarters. We shall therefore remove on May 1st, to

42-44 LAKE STREET

where, with more space and improved facilities, we shall be able to serve the trade even better than in the past.

We take this opportunity to thank our numerous friends for the cordial support which has so materially contributed to our success.

ROBERT STEVENSON & CO.
(INCORPORATED)
WHOLESALE DRUGGISTS

92 and 94 Lake St., Cor. Dearborn — CHICAGO, ILL.

Send in your name

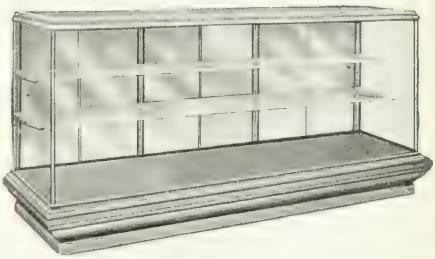
for the new Handsomely Illustrated Catalogue of

Pitkin Paint Products

Just Issued

GEO. W. PITKIN CO.
Station C — CHICAGO

QUICK SALES ASSURED



A certain indication of solid progress and keen business foresight is to send us an order to equip your store with our celebrated

ILLUMINATED *"Quick Sales"* SHOW CASES.
(JOHN PETZ, PATENTEE.)

We manufacture the best cases on the market of the world. We do not make a single claim for them that cannot be fully substantiated by many pleased customers in every section of the country. When we say that the use of our Illuminated "Quick Sales" Show Cases will result in "More Sales and Quicker Sales," we mean exactly what we say.

Don't be satisfied with old style antiquated fixtures. They actually harm your business and keep people out of your store. Be progressive. Write us to-day for more information about "Store Improvements."

DETROIT SHOW CASE CO.
"Show Case Builders to Progressive Merchants"
482-490 Fort St., West, DETROIT, U.S.A.

JOHN PETZ, Pres. and Supt.
HERBERT MALOTT, Sec. and Treas.

Canadian Branch,
WINDSOR, ONT.

Steady Profits *vs.* Frequent Losses

Any retailer who is in business purely for his health will not be interested in our contracts. But every retailer in the United States who is in business for all he can honestly make will be interested.

Our contracts which are now in effect simply mean the difference between big, steady, certain profits on our goods and the frequent losses owing to the demoralized conditions that did exist.

Two-thirds of the legitimate retailers have voted for the big, certain profits by signing our contracts.

If you have not signed, how do you want to vote?

30 Cents Net Profit Per Bottle

That is what our contracts mean on Paine's Celery Compound to the retailer who is trying to do business in the cut-price demoralized districts.

40 Cents Net Profit Per Bottle

That is what our contracts mean on Paine's Celery Compound to the retailers in the full-price territories who must be protected from any invasion to maintain full prices.

THE WELLS & RICHARDSON COMPANY, Burlington, Vermont

"M.C.W."

When ordering COCAINE HYDROCHLORATE from your jobber, kindly attach the above letters and you will receive an article that is CHEMICALLY PURE. The brand preferred by physicians.

SPECIFY "M. C. W."

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS :: :: :: :: NEW YORK

(S. P. 2)

News Section

BILL HITS DRUGGISTS.

Pratt Amendment Would Force Out "Own Make" Preparations.

The Pratt bill, introduced into the New York Legislature, requiring the formula for every patent medicine to be printed on the label, has been amended so as to require the registration of the formula with the State Board of Health and the payment of $50 for every such registration. The ingenuity of this amendment, Dr. William Muir points out, lies in the fact that pharmacists will practically be forced to stop the manufacture and sale of "own make" preparations, as no druggist could stand the expense of paying $50 for the registration of each one of his mixtures.

The big patent medicine manufacturers, who have heretofore opposed the bill, are now in favor of it. The Yale wood alcohol bill has been referred back to committee.

MORE 'PHONE REDUCTIONS.

Still further reductions in tolls have been made by the New York Telephone Company, to take effect May 1. These reductions affect residences and business party lines. Regarding the latter the company makes this announcement:

"Party line business subscribers in Manhattan will be billed from May 1, 1905, at the new schedule of rates for direct line business telephones, announced March 21, and as soon as practicable after May 1 each of such subscribers will be provided with direct line service. This will improve the working of the system as a whole, provide a higher grade of service to the subscribers directly affected, and reduce rates to those in this class who send more than the minimum allowance of messages, as follows:

No. of Messages.	Old Rate.	New Rate.
800	$ 75	$ 69
1000	87	78
1200	99	87
1500	117	99
1800	135	111
2100	153	123

"These subscribers will also be relieved of charges for certain extras heretofore made, and in all respects will be put on the same basis as direct line subscribers."

MORE INSURANCE DELAY.

Inter-insurance for druggists is likely to be delayed indefinitely, according to information received by Emil Roller, chairman of the G. A. S. committee on the subject. Mr. Roller is waiting for a test case to be decided at Albany, and through his counsel, Edward Hassett, has just received word from the attorney-general that the case will not be tried until some time during the summer.

Mr. Roller's committee received a communication from Frank H. Freericks, of Cincinnati, on the question of co-operating to form a national druggists' fire insurance company, but decided not to accept the offer and to play a lone hand instead. Having begun the work, the committee felt that they should carry it through without any assistance.

N. W. D. A. COMMITTEES.

President M. Carey Peter, of the N. W. D. A., has announced the various committees to serve during the current year. The following are the chairmen of these committees: Adulterations, Carl Brucker, New York; Arrangements and Entertainment, Thomas P. Cook, New York; Commercial Travelers, C. F. Michaels, San Francisco; Credits and Collections, W. A. Hover, Denver, Col.; Drug Market, E. W. Fitch, New York; Fire Insurance, Thos. F. Van Natta, St. Joseph, Mo.; Fraternal Relations, J. B. Riley, Macon, Ga.; Legislation, M. N. Kline, Philadelphia; Membership, Chas. F. Cutler, Boston; Memorials of Deceased Members, Charles H. Pettet, Louisville, Ky.; Paints, Oils and Glass, Walter V. Smith, Philadelphia; Passenger Rates and Routes, Romaine Pierson, Chicago; Proprietary Goods, John N. Carey, Indianapolis, Ind.; Relations With Local Associations, City and Interstate, Charles A. Jerman, Milwaukee, Wis.; Trade Marks, A. J. Horlick, Racine, Wis.; Transportation, Courtney H. West, St. Louis, Mo. Special committees, chairmen: Box and Cartage, J. C. Eliel, Minneapolis, Minn.; Commercial Travelers, B. F. Van Alen, Chicago; Paris Green, Alanson S. Brooks, Detroit, Mich.; Pharmaceuticals and Plasters, William J. Walding, Toledo, O.; Suits Against Members, M. N. Kline, Philadelphia.

FORM THEIR OWN COUNCIL.

After only a few weeks' work, a number of druggists and physicians of this city have succeeded in forming a new Council of the Royal Arcanum. Those who started the idea were George H. Hitchcock, George E. Schweinfurth, A. J. Reeder, B. R. Dauscha and others. Last Thursday they saw the reward of their labors when a Council of fully a hundred members was instituted at a big jollification meeting. For the present the Council has been named "Chevron," but many members are not satisfied with this, and will probably change it.

W. S. BOYDEN QUITS.

W. S. Boyden, who was the manager of the New York branch of Rosengarten & Sons, before the consolidation with Powers & Weightman, severed his connection with the firm on April 1. He will continue to make his headquarters at 133 William street, the old office of the Rosengarten Co., for a short time.

TRIBUTE TO RETAILERS.

T. P. Cook Praises Their Work at Wellcome Luncheon.

Good fellowship was the all-pervading spirit which made the complimentary luncheon to Mr. Henry S. Wellcome, of Burroughs, Wellcome & Co., of London, at the Drug Trade Club, on March 30, as enjoyable and interesting event as has taken place in some time in trade circles.

Forty of the most representative members of the Drug Trade Section of the Board of Trade and Transportation gathered about a long U-shaped table to greet the distinguished American who has achieved such an admirable success in the European pharmaceutical field and who has done much to uplift the American trade abroad.

After the well-selected menu had been disposed of, Mr. I. Frank Stone, who acted as chairman, delivered a speech of welcome, in which he assured the guest of the day that his rise from the ranks to be commander-in-chief of practically the whole field of his trade, would ever be an inspiration to American pharmacy.

After expressing his appreciation of the compliments showered upon him, Mr. Wellcome, in replying, paid a high tribute to the great good accomplished for the trade through the efforts of the Drug Section of the Board of Trade and Transportation and declared that there was great need for a similar organization in London. Mr. Wellcome's concluding remark that the best of heritages was the necessity of one's setting hands to the plow at an early age, was cordially applauded.

President McCarroll told of the aims and efforts of the Board of Trade and Transportation and Mr. Albert Plaut lauded Mr. Wellcome for his consistent support and financial backing of scientific research in Europe.

Mr. Thomas P. Cook's characterization of the retail pharmacists as "a body of patient, studious, conscientious, hard-working men, whose co-operation we should be deeply grateful for," came in for much applause.

Messrs. Thomas F. Main, John M. Peters and C. A. Mayo also spoke.

Present, in addition to the above, were Messrs. S. W. Fairchild, B. T. Fairchild, Schieffelin, Hopkins, Good, Fraser, Joseph Plaut, Velsor, Ladd, Stilwell, Ritchey, Brucker, Coffin, Gray, Metz, Du Bois, Woodward, McClain, Rowley, Black, Levi, Planten, Tilden, C. G. Stone, Carragan, Page, Moneypenny, Lovis, Gardner, Haynes and Earle.

Mr. Wellcome sails for London on the Celtic, to-morrow.

A. D. Carpenter, Williamsburg, Mich., is dead. He was a veteran of the Civil War and a prominent Mason. Mr. Carpenter was sixty-three years old.

AMERICANS IN ENGLAND.

British Conservatism is Against Their Chances of Success.

"Where one American succeeds in London, many fail, the majority of them chiefly because of their failure to appreciate the fact that the Englishman does not and will not do business along certain American lines."

This is one of the interesting points made by Mr. Henry S. Wellcome, ex-president of the American Society in London, to an Era interviewer, in what, because of the subjects discussed and the press of engagements of the interviewed, might be termed a "tabloid talk."

"Novelty and change from older methods —which are so characteristic of success here in America—count for absolutely nothing in presenting a proposition to the average Englishman," continued Mr. Wellcome. "Here in New York a project entailing an enormous amount of money may be—many have been—finally determined within an hour. Not so on the other side of the ocean. Conservatism reigns to-day in English methods as it has for centuries. The wonderful success of such men as Morse with the cable, the McCormicks with their harvesters, Howe and Singer with their sewing machines, Yerkes with his underground railways in London, Edison and his inventions, and the others whose results brought about the so-called American invasion of commercial Europe, have effected no change in the temperament. This is especially so in Great Britain, where studious conservatism is one of the nation's great elements of strength. 'Don't hurry, we have all the time there is,' seems to be the business motto over there. That is why the American, bubbling over with an excess of electric energy, often fails. Your average Englishman takes weeks to thoroughly master a project, where the Yankee takes but a day. But once you have convinced our English friend, you will find it easy to continue your business relations as long as you care to. When you do win him you have his confidence for life. Integrity and the spirit of fair play characterize English business men.

"The influence of Americans and their methods over there has been very beneficial, and the direct and indirect influence of American women abroad is a thing to reckon with. There are comparatively few self-made men in England.

"There is a great contrast between the English and the American drug trade methods, both wholesale and retail. Over there it is not always the hustling youngster, out to make a record as a salesman, who gets the best results. On the contrary, often the older a traveling salesman is and the longer his dealings with a house, the larger his business. That is another instance of conservatism. In both the wholesale and retail trade, long credits prevail.

"I believe that the American has a better opportunity for quick, successful results here in his own country to-day than he or anyone has abroad."

The Prince Medicine Co., of Cambridge, Mass., has been incorporated with a capital of $15,000. Albert E. Lynch is president and the other officers are J. Edwin Kimball, Warren W. Akers, and Thos. H. Shea.

CLERKS IN WORDY WAR.

Starting with speeches on the elevation of pharmacy, the condition of the drug clerk and things in general, the members of the Drug Clerks' Circle, at their "open meeting" last Wednesday evening, drifted into a wordy war that almost assumed serious proportions. At times several members were on their feet at once, in spite of the fact that the hall was crowded with visitors and friends, mostly of the other sex.

It all began because Vice-President Karlin, in speaking of the object for which the D. C. C. is organized—the enforcement of the pharmacy laws and the reform of the Board of Pharmacy—saw fit to refer to the election last June and the action of three members in going over to the N. Y. R. D. A. This desertion, Mr. Karlin spoke of as cowardly. Louis Epstein resented this and wanted the floor, but was suppressed.

Then Dr. Joseph Kahn, as editor of the Circle's journal, read an article on the advancement of pharmacy. In education and organization, he said, lies the future salvation of the drug clerk. He was vigorously applauded. President J. Gollobin then took up the thread of Mr. Karlin's discourse, stating that the reason he did not support Dr. Kahn last year was because the latter had one point against him—he was an instructor in the Brooklyn College of Pharmacy. Hence, Dr. Kahn could not carry out the main object of the organization, the reform of the Board of Pharmacy, owing to this affiliation.

Dr. Kahn rose, pale but calm. "I positively object to such statements," he said.

Several other members jumped up and also objected, all demanding the floor at the same time. Mr. Gollobin refused to yield it, claiming that all he wanted to do was to clear Dr. Kahn.

"We want a drug clerk to represent us," he said, "not an instructor in a college."

This precipitated the uproar afresh, the audience took sides, and for a time it looked as though things were going to happen. But at the height of the excitement some cool-headed clerk moved to adjourn, and so saved the situation. The floor was cleared, dancing was begun, and all proceeded to drown their differences.

A letter from Mayor McClellan was read, regretting that he was unable to accept the Circle's invitation to be present. In the course of the evening musical selections were rendered by Miss Ida Weinstein, daughter of Joseph Weinstein, and the Misses Rosenthal.

A. B. C. ON WHEELS

When the Apothecaries' Bicycle Club resumes its weekly runs, it's a sure sign of spring. Last Thursday, several members of the club, under the leadership of President George Leinecker, set out to wheel to Yonkers, but turned back when they struck the semi-liquid roads at the end of Boulevard Lafayette. The other members who participated in the run were Mr. and Mrs. George Stoltzenberg, Sidney Faber and Herman Ramsperger. To-day's trip will be to Werthmuller's hotel, at Grand City, S. I. Runs will be held every Thursday.

AGAINST SOUVENIR GIVING.

R. D. A. Will Wrestle With Problem Through the Local Press.

After a prolonged discussion on the question of souvenir-giving, on March 24, the New York Retail Druggists' Association decided to impress upon the public, by means of the local press, the fact that as a rule the druggist who gives a two-cent present with a five-cent purchase is the one who is found to be a substituter. The matter was left in the hands of the Grievance Committee. Only fourteen members were present at the meeting.

Mr. Weinstein gave a full report of the N. A. R. D. work, urging the members to be loyal and not to be pessimistic, as the outlook is bright. That the annual ball was financially successful was reported by A. Bakst.

Legislative matters then came up. On the subject of the cocaine bill, Mr. Marmor moved to send a letter to the legislature, urging it to pass the measure, and stating that the organization, of six hundred members, goes on record as favoring the bill in the interest of the public health, although in some respects it will hurt the druggist. This was carried.

Mr. Marmor also announced that a new trading-stamp scheme had appeared on the scene, by which the customer was to receive life insurance instead of the customary merchandise. This proposition, Mr. Marmor thought, would be very attractive to the public and dangerous to the druggist, and at his suggestion he was instructed to embody a warning against the scheme in the notice of the next meeting.

WILSON CASE DECIDED.

Referee Wilbur Larremore has just rendered a decision to the Supreme Court of New York, giving judgment for $8,504.38 against William Wilson in favor of Harry S. Boisnot, who was the manager of the Wilson drug store from December, 1889, to November, 1903. Boisnot took charge of the store with the understanding that he was to receive one-third of the profits in addition to a salary of $30 per week. The profits during the period amounted to $76,878.96. The judgment just granted is Boisnot's share, after the deduction of the sums already paid.

During the period of Boisnot's employment the stock in trade was increased by the sum of $17,187.20. The referee rules that the plaintiff is not entitled to any part of, or any interest in the said increase of stock.

AMERICAN CHEMICAL SOCIETY.

The seventh regular meeting of the New York Section of the American Chemical Society will be held to-morrow evening, April 7, at 8.15 o'clock, in the assembly hall of the Chemists' Club, 108 West Fifty-fifth street. The programme for the evening is as follows:

F. D. Dodge, "Polarimetric Analysis"; Victor J. Chambers and M. T. Bogert, "Quinazolines from 2 Nitro 6 Aminobenzoic Acid; A. Hoffman and M. T. Bogert, "Homo-anthranilic-nitril and some of its Derivatives: 7 Methylquinazolines"; Graham Lusk, "Theories of Metabolism."

DAGGETT & RAMSDELL IN WALDORF.

Druggists to Open Prescription and Toilet Departments in Hotel.

Daggett & Ramsdell will open two branch departments in the Waldorf Astoria Hotel, Fifth avenue, between Thirty-fourth and Thirty-third streets, New York, on May 1.

This is a radical and important innovation in the retail drug business of this city. No other hotel in this city literally houses a drug store, although there are several which boast pharmacies in the corner stores rented out by them.

The firm intends erecting a booth for the handling of perfumes, toilet goods and sundries at the Astor Court end of the northern corridor in the Astoria proper, in the space now occupied by the package room.

A Parisian effect is contemplated in the architecture of this department.

On the floor below will be a dispensing prescription department in a room eighteen feet square. This is adjoining the Waldorf Importation Company. No expense will be spared in fitting this up in a style suited to the situation. A glass front extending the length of the department and reaching fifteen or sixteen feet in height will provide an adequate show window space.

Other features of the plan are a corps of uniformed messengers employed by the firm to call for and deliver prescriptions, etc., particularly to guests of the hotel, and a pneumatic tube service, as well as telephone between the two hotel departments and the main store of the firm on Thirty-fourth street.

The location in the Waldorf will open up a wide field to Daggett & Ramsdell, for the class and number of the hotel's guests make this assured. Moreover, it should eventually bring the firm a national reputation.

The only other business houses having branches actually in the hotel proper are three stock brokerage houses, one banking firm, a florist, the Waldorf Importation Co., the American Audit Co., and Huyler's.

The new department will be named The Waldorf-Astoria Pharmacy, Daggett & Ramsdell.

TATUM COMPANY ABSORBS MEINECKE.

The Whitall-Tatum Company have made the following announcement to the trade, under date of April 1:

"We have this day purchased from Meinecke & Co., of New York City, all of their merchandise, stock, fixtures, trade marks, patents and the good will of their business.

"We shall add to our line, and continue to manufacture all of Meinecke & Company's patented specialties for the sick room and hospital, and many of their leading articles of high grade druggists' sundries.

"Mr. C. Wm. Meinecke is now connected with our company, and will superintend the manufacture of our druggists' sundry and hospital supply goods. Respectfully,

"WHITALL TATUM COMPANY."

OLD DRUGGIST RETIRES.

Rochester, March 28.—The Gustav Mannel Pharmacy, of Clinton avenue, N., established in this city in 1864, and one of the oldest drug stores in Rochester, will be moved to Buffalo within a short time. Gustav Mannel, who established the business is one of the oldest practicing druggists in Rochester. He first opened a store at 51 Front street, where he remained for twenty-one years. In 1885 he removed to Clinton avenue, N., where he has been located since. On account of advanced age, Mr. Mannel wishes to retire, and has placed the store in the hands of his son, Henry Mannel, who has been in the drug business for twenty-seven years. Henry Mannel was until recently with George Schaefer, 895 Genesee street, Buffalo, but decided to purchase his father's business and open a store at 958 Genesee street, Buffalo.

DRUGGISTS' THEATRE PARTY.

A number of the members of the German Apothecaries' Society organized a theatre party, last week, and spent a very enjoyable evening at Weber's Music Hall, listening to "Higgledy-Piggledy," the "College Widower" and "Dudu." After the performance, the party adjourned to Mouquin's, for supper. Those who took part were: President and Mrs. Henry Imhof, Vice-President and Mrs. Charles F. Klippert, Miss Klippert, Mr. and Mrs. R. Eschmann, Mr. and Mrs. Geo. Leinecker, Mrs. P. Gauss, Mr. and Mrs. C. F. Hatterman, Mr. and Mrs. Paul F. Gebicke, Robt. S. Lehman and mother, Mr. and Mrs. Geo. T. Riefflin, Miss Riefflin, Herman Reaske, Mr. and Mrs. Henry F. Albert, Mr. and Mrs. Hugo Kantrowitz.

FIRE VISITS CORTLAND DRUGGIST.

Syracuse, March 27.—Fire which broke out in the cellar of Perkins & Quick's drug store, at Cortland, destroyed at least 95 per cent. of the stock and fixtures. The fire was started in a pile of rubbish, the cause being unknown. Mr. Quick had locked up the store at 11 o'clock, and the fire broke out about 3 o'clock. An insurance of $8,500 was carried on the stock and $1,500 on the fixtures. The stock is practically worthless, on account of the heat and smoke.

NEW YORK NOTES.

—L. F. Weissmann, formerly of 114 Nassau street, has opened at One Hundred and Fifteenth street and Third avenue.

—Fire which started in the acetic acid department of the General Chemical Co., Shadyside (N. J.), did $2,000 damage.

—John Oehler and William Moakley, both old employes in the city department of McKesson & Robbins, have severed their connection with that firm.

—The marriage is announced of Howard McK. Kirkland, superintendent of McKesson & Robbins, to Miss Elizabeth B. Swift, on April 25, at the Madison Avenue Reformed Church.

—Oscar Goldmann has at last found a drug store. He has purchased Fred. E. Tower's store, at Richmond Hill, L. I. The Record, the local paper, gave Mr. Goldmann a great send-off.

NO SCHEDULE WANTED.

M. A. R. D. Members Will Support the Contract Plan and Nothing Else.

A strong feeling has already developed in New York City against the adoption of a schedule. While there is at present no definite indication that a schedule is contemplated, members of the newly organized Metropolitan Association of Retail Druggists intend to be on the safe side and to protest vigorously at the slightest indication of any such attempt. "The contract plan only," is the cry. On this question, Dr. William C. Anderson, president of the M. A. R. D., said:

"I believe it would be disastrous to establish a schedule now. At any time a Schedule is dangerous, but while our organization is still weak, it would be folly to adopt one. So much of our strength would be spent in maintaining it that we would have none left for anything else.

"In the contract plan we have something solid in back of us, something that has already stood the test of the courts. So long as we stick to that we are absolutely safe. I believe that we should devote more attention to getting more signatures to the contracts than to getting new members in our association. It would help us considerably.

"Possibly, when we have a strong organization perfected, we may be able to think of a schedule. But even at the best a schedule is not satisfactory."

Dr. Anderson did not believe that the Executive Board would even be able to fix a date when the contracts are to go into effect. His opinion is that the time should be deferred until so many signatures have been secured that there will be an absolute certainty of being able to hold everybody to strict account. The Executive Board meets to-morrow afternoon.

Already several branch associations have adopted schedules similar to that of the Murray Hill R. D. A., which was actually organized before its official designation as a district. These schedules, however, are purely local and the association at large does not stand back of them.

DR. PIERCE'S REMEDIES.

Dr. Pierce has sent to us for publication the following information concerning the composition of his two specialties—"Favorite Prescription" and "Golden Medical Discovery." For the sake of comparison, Dr. Pierce's statements regarding each remedy are followed by the names of the drugs reported by Dr. Hager, whose analyses were published some years ago:

Favorite Prescription, according to Dr. Pierce, contains golden seal, ladies' slipper, black cohosh, false unicorn root, blue cohosh; according to Dr. Hager, savin, cinchona, agaric, opium, digitalis.

Golden Medical Discovery.—Dr. Pierce says golden seal, queen's root, cherry bark, mandrake root, stone root, blood root, According to Hager, lactucarium, tincture of opium, water, honey.

Dr. Pierce says the above is the first authoritative statement relating to the composition of his remedies ever given out.

TABARD INN CORPORATION.

Receivers Named for Its Eight Companies—Book Stations in Drug Stores.

Philadelphia, March 31.—Considerable surprise was expressed among the many who had known and had carried on business with the Tabard Inn Corporation, when it was announced that five of the subsidiary companies of the corporation had been placed in the hands of receivers. The Tabard Inn Corporation controls eight companies in all and those for which receivers have been appointed and their liabilities are as follows: Tabard Inn shops and studios, the furniture business, liabilities, $14,000; assets, $15,000; Tabard Inn Press, liabilities, $58,000; assets, stock and machinery, $40,000 cash, and credits, $56,000; Tabard Inn Druggists' Specialty Company, liabilities, $20,000; assets, stock and fixtures, $10,000; cash and credits, $11,000; Tabard Inn Food Company, liabilities, $10,705; assets, stock and fixtures, $12,000; Tabard Inn Bookstore Company, liabilities, $43,000; assets, merchandise, $30,000, cash and credit, $37,625.

The appointing of receivers does not mean, in the words of the officers of the corporation, that anyone is going to lose any money. The step was deemed advisable so that any unfriendly creditor could not step in and sell the property out at sheriff's sale, thereby causing a heavy loss. The business of the library will not be affected by the receivership.

At the food store on Chestnut street above Eleventh, teas, coffees and cereals were the principal lines of goods. Only jobbers are dealt with at the drug store. No stock is carried and the retailers and consumers can buy nothing. Whether the proprietary articles with the right to manufacture and sell them, will be sold in a lump or disposed of separately, is a matter that rests with the receivers. Many of the 1,500 stations for the distribution of literature, in the country, are located in drug stores.

POISONED AT AUTOPSY.

Philadelphia, April 3.—Harvey E. Kendig, assistant professor of theory and practice in the department of pharmacy at the Medico-Chirurgical College, is recovering from an attack of blood poisoning, incurred at an autopsy. Although Mr. Kendig's hands were free of cuts or abrasion, he became infected from handling the body.

DRUG ATHLETIC ASS'N SMOKER

Philadelphia, April 1.—In order "that they could meet their friends away from business," the members of the Philadelphia Drug Athletic Association and their friends to the number of 500, on Tuesday evening attended a "smoker" at Tagg's Maennerchor Hall. The programme included instrumental music, topical songs, vaudeville sketches, boxing bouts and minstrel work by a team of clever "black-face" comedians. Refreshments were served.

The association's officers are as follows: President, W. F. Steinmetz; vice-presidents, F. E. Miller and Charles Willis; secretary, E. T. Hahn; treasurer, A. T. Pollard; board of directors, J. F. Hauck; J. Duffy, Dr. E. K. Boltz, J. J. Kelly, William Dewees, Dr. H. P. Leuf and W. D. Mann.

The association was organized on May 13, 1902, for the purpose of promoting a feeling of sociability and comradeship among druggists, physicians and those allied in any way with the drug trade.

BENZOATE BILL TO BECOME LAW?

Philadelphia, April 1.—The House on Friday last passed the Senate bill regulating the manufacture and sale of fruit syrups, prepared fruits and fruit products for use in beverages and ice cream, and permitting the use of certain maximum proportions of sodium benzoate and of harmless vegetable coloring matter therein. As this bill has already passed the Senate, it is now awaiting the signature of Governor Pennypacker. This bill was vetoed by the Governor, because it was said it was misleading in its title and in the governor's opinion admitted the possibility of a "snake." All misunderstandings, it is said, have been now explained away, and those who are working for the bill have received the assurance that it will become a law.

PHILADELPHIA NOTES.

—C. L. Bonta, proprietor of the Oak Lane Pharmacy, who had been seriously ill at his home, is able to be about again.

—The annual meeting of the Philadelphia Drug Athletic Association will be held at Tagg's Maennerchor Hall, on the evening of April 7.

—Fire in the basement of the drug store of George B. Evans, at the corner of Eighth and Arch streets, on Thursday, caused a trifling loss.

—Charles Z. Ball, proprietor of the pharmacy at Nineteenth and York streets, died on Monday, after a short illness. He had been a member of the P. A. R. D. since its organization.

—As the result of the crusade against the practice of distributing samples of medicines among school children and along the street, the police of Camden in one day seized and destroyed 20,000 samples.

—William Monteith, aged twenty-three years, assistant pharmacist at the Jefferson Hospital, died on Saturday, after a short illness of pneumonia. He had been in the employ of the hospital for ten years.

—William L. Cliffe, who has been seriously ill in the Episcopal Hospital, suffering from appendicitis, is convalescent, although still unable to leave the hospital.

—Friends of William J. Heim, proprietor of the pharmacy at Tenth and Jefferson streets, wondered at his absence from the smoker of the Drug Athletic Association on Tuesday evening. The mystery was explained when it was learned that he had been quietly married on that evening.

NEXT KENTUCKY EXAM.

Louisville, March 24.—The Kentucky State Board of Pharmacy will hold its annual examinations here on Tuesday, April 11, in the council chambers. Applications should be sent to J. W. Gayle, Frankfort.

DRUGGISTS' ORGANIZATIONS MEET.

Baltimore, April 1.—The Wedgewood Club held its monthly dinner and business session at the Hotel Raleigh, the newest of the hostelries here, on last Thursday evening, and spent several hours in the most enjoyable manner. Ephraim Bacon, the new State Pharmacy Commissioner, presided, and the fun proved infectious, everybody contributing to the enjoyments of the evening. The attendance was fairly large.

On the same night the Pharmaceutical Journal Club held a session at the Hotel Belvedere, where Dr. H. A. Brown Dunning read a paper on the combination of peptones and albuminates with metals, while Dr. E. Frank Kelly, Dr. H. P. Hynson and Dr. Frank L. McCartney reported on journals. Others present were Dr. Joel J. Barnett and Dr. W. J. Lowrey. The meeting proved to be highly instructive and much interest was shown in the proceedings.

WOULD DECLARE COMPANY BANKRUPT.

Baltimore, April 1.—The Crown Chemical Company, which manufactured medicinal and chemical preparations at an establishment on South Sharp street, is in difficulties. Recently receivers were appointed by consent of the corporation in the City Circuit Court, and last Thursday Edward M. Hammond and William H. Lawrence were named in a similar capacity by Judge Morris, in the United States District Court, pending the appointment of a trustee in bankruptcy. The receivers who bonded in the sum of $4,000 each, were named on the petition of certain creditors, who also applied to have the company adjudicated a bankrupt.

BALTIMORE NOTES.

—The Habliston Pharmacy, A. O. Brickman, manager, is now settled in its old location, Baltimore and Gay streets.

—The northwestern section of the city has an all-night drug store, this stroke of enterprise being attributable to F. W. Schanze. The experiment is said to be successful and may encourage emulation.

—Owing to delay in the completion of the warehouse and the torn-up condition of the adjoining streets, the local branch of Parke, Davis & Co. did not move this last week, but will endeavor to get through with the task this week.

—The firm of Muth Bros. & Co. is now installed in its new building, 23 and 25 South Charles street, and during the past few days hundreds of persons have called to go over the place. Among the visitors were Mayor Timanus and a number of out-of-town manufacturers of pharmaceuticals and chemicals, some of whom came from as far as Boston.

—Someone recently secured a lot of Dr. J. F. Hempel's prescription blanks, and for a time afterward these blanks, calling for quantities of cocaine, turned up in various drug stores. Dr. Hempel, who has an office at 1106 Valley street, thinks that the thief, who evidently has some knowledge of medicine, was prompted by a craving for the drug to adopt this means of getting it, when the stringent police regulations forced druggists to stop promiscuous sales.

NEW ASSOCIATION.

Louisville Druggists Agree on Schedule of Prices and Elect Officers.

Louisville, Ky., March 31. One hundred and thirty druggists met March 23 and formed the Louisville Retail Druggists' Association, which includes all but two druggists in the city. The organization was formed by W. J. Hatfield, agent of the N. A. R. D. He presented a schedule of prices for proprietary medicines, which is on a basis of nineteen cents for twenty-five cent articles and which was reached by means of an average of all of the prices set by the 130 druggists who are members of the association. According to the rules, nineteen cents is the minimum, but any druggist can charge as much more as desired. The scale will be sent to the various manufacturers and if agreed upon will be adopted by the local druggists. There is also a provision that any druggist violating the prices shall be subject to the refusal of goods by the manufacturer. Dr. J. W. Fowler was elected president and W. P. Overstreet, secretary. The president was empowered to appoint a committee on rules and by-laws and also a committee on grievances. The objects of the association are to protect the public against incompetency and adulteration, and will be a means of putting into use a better class of medicines.

GEORGIA BOARD OF PHARMACY.

Atlanta, Ga., March 30.—The next meeting of the Georgia Board of Pharmacy for the examination of applicants for licenses will take place in Atlanta, Monday, April 10. Applicants for examination are requested to note the following:

1. Under a recent Act of the Legislature all applicants must pay $15 upon applying for examination unless they have previously paid their examination fee. This gives a permanent license.
2. Anyone who has failed in a previous examination is not eligible for another examination until six months have elapsed.
3. Anyone applying for examination on account of three years' experience in a drug store, shall present a certificate or certificates from his employer or employers, countersigned by the ordinary of the county in which he resided during the three years. The said certificates shall state that the applicant has had three years' practical experience in the manufacturing, compounding and vending of drugs and poisons. The law requires that such experience must have been under a licensed apothecary.
4. The Board recognizes the diplomas of such schools as require a course of two years or more, of not less than six months each, and not more than one course to be given within one year. Diplomas of institutions other than colleges of pharmacy are not recognized by the Board.

KENTUCKY NOTES.

—The drug store of R. S. Starks & Co., at Midway, was destroyed by fire last week, causing a loss of $11,000; insurance, $8,000.

—The drug store of J. O. Jones & Co., in Paducah, was robbed of several thousand dollars' worth of goods and a small amount of money. The burglars forced the safe

—Mrs. Lena Donahue was denied damages in her suit against Dr. Henry Heuser, a local druggist, for $5,000 for alleged injury suffered at the hands of Dr. Heuser, who owns a house in which Mrs. Donahue lived. Dr. Heuser called to collect rent which was in arrears $23, and being unable to collect, seized a quantity of household furniture and is alleged to have removed twelve plants from a flower bed and to have captured several chickens after a rather exciting chase. The jury considered Dr. Heuser entitled to all he got.

—Frank J. Kaye, a pioneer druggist of Louisville, who died in St. Louis last week, was buried in Cave Hill Cemetery, in Louisville, Tuesday. Mr. Kaye was seventy-five years old and until a short time ago lived here. He was connected with the drug business here from early youth and was a member of the old Botanical Club, now the Retail Druggists' Association.

LONG CAREER OF A. T. BROWN.

Boston, March 31.- Atherton Thayer Brown, whose death was briefly referred to in last week's Pharmaceutical Era, not only had a long career in the drug trade, but his family has been closely associated with the business for more than a century. Mr. Brown had been identified with the line since his boyhood days. His father was the originator of Brown's "bronchial troches."

Mr. Brown was born in Boston. He was the son of John I. Brown, and his mother was Rebecca Thayer, whose father, Stephen Thayer, founded the drug business about 1792, with which subsequent generations of the family became connected. Mr. Brown was educated in the Chauncey Hall School, and upon graduating began his business career with his father. He was made a partner in 1850. Up to that time the firm of John I. Brown & Son had engaged in the wholesale and retail business, but then the former line was given up.

It is interesting, as illustrating what a wide association the family had with the drug trade, that Mr. Brown had three uncles in the business.

TO ENTERTAIN DRUGGISTS.

Gloucester, Mass., April 1.—Preparations have been begun for the annual convention of the Massachusetts State Pharmaceutical Association, which takes place here June 22, 23 and 24. Headquarters will be at the Hawthorne Inn, at East Gloucester, and an attendance of not less than 1,200 is expected. A big programme has been laid out by the committee in charge. Sight seeing will comprise one of the pleasures enjoyed and the beauty of Cape Ann will be seen in its grandest. A full list of sports will occupy one of the days. A banquet will end the affair, which promises to eclipse any held by the association for years.

HOAGLAND TRIES AGAIN.

Boston, Mass., April 1.—Ralph P. Hoagland has formed a co-partnership with Henry K. Mansfield, of Salem, to carry on a wholesale drug business there, under the name of Hoagland & Mansfield. Mr. Hoagland was formerly president and treasurer of the Ralph P. Hoagland Drug Co., which assigned last November.

Adolph W. Johnson, with Halsey Bros. Co., St. Paul, Minn., has been made instructor of homeopathic pharmacology at the University of Minnesota.

DRUGGISTS CAUGHT NAPPING.

Give Money for Periodical Agencies to Mythical News Company.

MANY VICTIMS OF THE SWINDLE IN SOUTHERN STATES. — TEN THOUSAND DOLLAR SURETY BOND IS FLOURISHED AT THE HESITATING DRUGGIST—AN ATTRACTIVE OFFER.

An outrageous swindle of huge proportions and wonderful ingenuity is reported from Virginia, North and South Carolina and other Southern States, of which a large and increasing number of druggists are the victims. The scheme is one by which the druggist is to be supplied with periodicals at such a low figure that he can make an excellent profit out of them. The affable stranger who makes the offer and collects the money claims to represent the "Federal News Co., Union Square, New York." There is no such company.

According to information thus far obtainable, it appears that the so-called agent makes a very attractive offer to the druggist to establish a depot for the sale of a long list of periodicals. A still further attraction lies in the fact that should any periodicals remain unsold they may be returned at their cost price. The careful druggist who even then is doubtful about engaging in this venture, is reassured by a ten thousand dollar surety bond, which the "agent" produces as proof of his responsibility.

The list of periodicals is said to contain about 180 names. The druggist makes his selection and pays his subscription in advance for such periodicals as he may select. By this method the swindler has been deriving a considerable revenue and his task grows easier as he goes along, because of the list of names he can show of druggists who have already placed orders with him. All that the victim has to show for the transaction, besides an empty pocket book, is a periodical stand, which the stranger promises and has the decency to deliver.

ALABAMA PH. ASSOCIATION.

Tuscaloosa, Ala., April 3.—The twenty-fourth annual meeting of the Alabama Pharmaceutical Association will be held at Blount's Springs, beginning June 7.

THE ORIGINAL SUBSTITUTER.

On the front cover of a little booklet issued by the Denver Chemical Co., and over the legend "the original substituter," appears a picture of him with the cloven hoof—his Satanic Majesty—who without doubt personifies all of the attributes of his modern successor—the present day substituter. This illustration, however, is not all that one may find in this booklet. On the left hand pages are quotations from the classics and on the right hand pages are little sermons on "Vocations," "Reputation and Character," "Imitations Unreliable," "A Home Thrust," etc., etc., all leading up, of course, to the central theme, "Prescribe Antiphlogistine." As a specimen of trade literature, the Denver Chemical Co., in the publication of this booklet has marked a distinct advance in specialty advertising.

CARBOLIC ACID TROUBLES.

Cincinnati, O., March 31. The members of the Ohio Valley D. A. will at the next quarterly meeting prepare a resolution, again asking the City Council to pass an ordinance restricting the sale of carbolic acid. Several weeks ago a resolution was presented requesting that the pure acid be sold only on a physician's prescription, and when the purchaser had two adult witnesses with him. The Council turned the resolution over to the Board of Health Committee for investigation. The city solicitor decided that the city could not restrict the sale of carbolic acid or any other poison unless the health officer thought it necessary, and he stated that there was a State law which covered the case, but was seldom enforced. The Council then turned the resolution back to the druggists, and recommended that it be prepared in milder form. In the first resolution there was a clause asking that the alleged wholesaling of the acid be restricted. This has aroused some ill-feeling in certain quarters.

SLOT MACHINES BANISHED.

Cincinnati, March 31.—Penny slot machines have been removed from all places of business in this city and in the suburbs of Madisonville, Norwood, Bellevue and Newport, Ky., upon the orders of the authorities. For some time a quiet crusade had been going on. It is estimated that in drug stores there were more than 400 of the devices, but no complaint was uttered when the edict to banish the machines was received. On the contrary there was general rejoicing. It is reported that the cigarists and saloonists intend to fight to secure reinstallment of the machines. Druggists have not been asked to support the proposed movement, inasmuch as they have been trying for a long time to have them put out of business.

CINCINNATI NOTES.

—Several cases of patent medicines said to have contained ninety per cent. of alcohol, were stolen from a supply house last week by a gang of thieves. Later the police found the men, all intoxicated from the effects. The authorities are investigating.

—Harry Stanley, a well-known young druggist, was murderously attacked by two unknown men, last Saturday night, while going home from his place of business on Broadway. An attempt was made to cut his throat. He was taken to the hospital with two bad cuts in the neck. His condition is precarious.

—Joseph Hovercamp, a veteran druggist, has succumbed after a lengthy illness. For more than thirty years he conducted a business at Laurel and Baymiller streets.

—The Ohio Confectioners' Association will in all probability erect a co-operative chewing gum factory, in this city. The members claim that the so-called trust is charging exorbitant prices.

—The Oklahoma Pharmaceutical Association will meet at Shawnee, Okla., May 10 and 11, 1905. Headquarters, Hotel Burt; local secretary, Wallace Mann.

ANOTHER FORMULA BILL.

Grand Rapids, Mich., April 1.—Representative Adam W. Walker, of Bay County, has introduced a bill to regulate the sale of patent and proprietary medicines in the State. Its chief provision is that all such medicines shall have the formulas plainly printed in English upon the labels. Little attention has been given the measure as yet and it is still in committee. Three members of the House Committee on Public Health, however, are physicians, and they may insist on reporting the bill out. It is essentially a measure in the interests of the physicians, though not fathered by the State Medical Association.

MICHIGAN NOTES.

—The New Troy drug store of J. A. Sibley, of Benton Harbor, was destroyed by fire; loss, $2,000.

—John Strachan, druggist of Muir, fractured his leg below the knee recently, in a runaway accident.

—Lee M. Hutchins, secretary of the Hazeltine & Perkins Drug Co., Grand Rapids, is ill with typhoid fever.

—O. A. Fanckboner, of The Hill Drug Store, Grand Rapids, is with a party on a business and pleasure trip to Texas.

—Lee M. Knill, druggist of Port Huron, was very ill for a few hours, of ptomaine poisoning. He ate potted ham for supper.

—C. H. Frantz, the well-known Bay City druggist, has taken possession of his new store, one of the finest pharmacies in Michigan.

—The establishment of the International Drug Co., at 68-70 Miami avenue, Detroit, was damaged $4,000 by fire caused by defective electric wiring.

—F. J. Poole has sold his drug business on Oakland avenue, Pontiac, to Seymour E. and Cassius B. Voorheis, who will continue the business under the name of Voorheis Bros.

—M. E. Butts, proprietor of the Elk Rapids Pharmacy, has bought the stock of the Corner Drug Store, until recently conducted by H. A. Mix & Co.

—Manager Whitehead, in charge of Haggart's store, at Owosso for the past two years, has added another registered pharmacist to the force, the new man being A. A. Mack, graduate of the Ontario College of Pharmacy.

—W. W. Munger, of Three Rivers, has sold his drug store in that city, to W. R. Gibbs, of Howard City. Mr. Munger will remove to Seattle, Wash., where he will embark in the drug business.

—An aquarium of glass an inch thick, in the window of G. W. Milner's drug store, Big Rapids, burst with the pressure of 900 pounds of water and the flying pieces crashed through a plate glass window. The damage reached $100.

—C. E. White, for the past year pharmacist at E. D. Hawley Co.'s store, Stanton, has purchased J. L. Congdon's drug store at Pentwater, and has engaged in business there. Mr. Congdon had been in the drug business at Pentwater for thirteen years.

—Burglars entered the Crescent Drug Store, at Pentwater, taking about $20 in cash, several dollars' worth of stamps, about $15 worth of cigars and two $5 pieces of French china. Two plate glass windows were ruined in an attempt to cut them.

REMOVAL OF SLOT MACHINES.

Milwaukee, Wis., April 1.—Druggists of this city are to be made the innocent victims of a quarrel among the saloonkeepers and gamblers. The city is notoriously wide open, gambling flourishing as publicly as a drug store and saloons never closing unless the proprietors see fit. From the penny-in-the-slot chewing gum vender the slot machine craze grew until it became a worse gambling device than the faro table. Every saloon and some groceries and drug stores installed machines for purely gambling purposes. From a nickel in the slot with a possibility of winning a dollar, they increased to quarters and halves, with stakes as high as $10. Parents complained that children lost money, wives complained that husbands' weekly wages went into the "devil machines." Then the sheriff acted. He confiscated all the gambling machines. Then the owners of the machines threatened to close the gambling houses. The gamblers threatened to close the saloons at midnight. It was a merry row and fast and furiously waged. The only visible result, however, has been the removal of all slot machines, down to the innocent little dispensers of perfumery.

TUBERCULOSIS CONTAGIOUS.

Madison, Wis., April 1.—A bill that is of some interest to the druggists of Wisconsin has just passed both houses of the legislature. It places pulmonary tuberculosis in the same category of diseases as smallpox, scarlet fever, diphtheria and other infectious or contagious diseases. In fact, consumption is made infectious and contagious by law, whether or not doctors agree on this proposition. Hereafter physicians must report all cases of tuberculosis and all houses containing patients suffering with the "great white plague" must be carded. The State legislature is considering a bill that proposes to establish a State tuberculosis sanitarium.

ARTISTIC POST CARDS.

Souvenir Post Cards have become a fad all over the country, and many enterprising druggists have found them a paying specialty.

The Rotograph Company, 754 East 164th St., New York City, employs a new photographic process, with much success. This company carries stock subjects, and makes plain and colored post cards to order from photographs of local views, and it invites enterprising druggists to write for special wholesale offer and samples.

PERKINS' OIL SOAP.

Perkins' Oil Soap is one of the biggest trade winners on the market. One sale means a dozen more every time. Put up in neat collapsible tubes—retail price, only ten cents—it is the favorite with travelers, tourists, actors and for general toilet and bath purposes.

The first druggist to handle this line will find it a big trade winner. Used by the United States government and leading hospitals, its purity is unquestioned. Its cleansing power is unequalled. Send today for full particulars for this big money maker, to Perkins' Soap Co., 136 Liberty street, New York, N. Y., U. S. A.

OFFICERS DETROIT DRUG BOWLING LEAGUE.

Reading from left to right they are: H. E. Perry, president; H. J. Lawrence, vice-president; A. H. Ludwig, Secretary; C. G. Willits, treasurer, and J. N. MacDonald, chairman of Arrangement Committee.

P. D. INTER-CITY MATCH.

Detroit, April 4.—The inter-city games between the Parke, Davis & Co. team of Detroit and those of the firms' branches in New York, Chicago, Kansas City and New Orleans, last Saturday night, for the bowling championship, drew a throng estimated at nearly 1,000. The Detroit team was composed wholly of heads of departments, and was the same as played on the regular No. 1 team in the Drug League all season, with the exception of Dr. Aldrich.

In the first game the boys found it hard work to down the new pins, the result being only an ordinary score. At its conclusion a telegram was received from Prof. Ryan, of the firm, who had gone to New York to see the games there and place a barrel of money on the Detroit boys, saying that the New Yorkers were "leary"—and no money in sight. The home team then got busy and rolled up a score of 924 in the second game. They followed this with 903 in the third, 836 in the fourth, and 919 in the last, making a total of 4,414 for the five games.

Lawrence bowled in hard luck most of the evening. Although most of his balls were perfectly bowled, the pins wouldn't tumble, and he only succeeded in making an average of 170⅔ for the series. Smith was in great form, his average for the five games being 197. Snyder and Macdonald also bowled in splendid form.

Great enthusiasm was displayed throughout the entire evening, but some disappointment was manifested at the slowness with which the results were received from the other cities. The only returns posted on the board to midnight were those of the first two games in New York, which showed that that team had made a total of 1,600 in the first two games. As the Detroit boys had 156 more than that for the same number of games, they felt confident that they would retain the championship. Here are the results at the Detroit end of the contest:

	Games.					
	1	2	3	4	5	Tot'ls
Snyder	167	160	192	191	183	893
Macdonald ..	170	203	185	131	222	911
Aldrich	177	144	156	131	165	773
Lawrence ...	160	208	157	179	148	852
Smith	158	209	213	204	201	985
	832	924	903	836	919	4414

A. G. THOMPSON'S RETURN.

A. G. Thompson has announced his return to active manufacturing. Some years ago Mr. Thompson retired from business, having sold out his interest in Thompson's Wild Cherry Phosphate. That article had a wide sale in those days. Mr. Thompson's object in again taking up manufacturing is to put on the market his "Phosferine," a preparation of the highest grade and quality. It will be put up in three sizes, 10c., 25c. and 50c. bottles, making four quarts, sixteen quarts and forty quarts respectively. Old friends of the former success will undoubtedly be interested in this new venture and those druggists who intend stocking it can obtain literature, price list and a description of a $5 combination case by mentioning The Era, and writing to the Thompson Mfg. Co., 22-24 River street, Chicago. A notice of this firm will be found on another page of this issue. It is worth reading. We publish Mr. Thompson's portrait, so his old friends may recognize him

A. G. THOMPSON

PASSED IN VIRGINIA.

Richmond, March 30.—The Virginia Board of Pharmacy to-night gave out the list of those passing a successful examination. Among the applicants were five negroes and one negress—all of whom failed. Those who passed were:

Registered Pharmacists—L. B. Whitehouse, C. E. Walton, C. M. Showalter, L. R. Swimley, H. M. Harper, A. C. Swimley, C. A. Johnston, W. D. Crockett, J. M. Jones, Eugene R. Wight, S. P. Fletcher, J. D. Pruitt, Sidney E. Bray, Russell Stiff, C. M. Fisher, Arthur Richards.

Registered Assistants—Loring Hammer, E. W. Addison, W. T. Hammer, W. R. Heinestine, Thos. W. Hauback, J. T. Wallace, Charles G. Parker, George J. Hatcher, J. B. Nicholson, Frank C. Larrabee, Howard Whitehead.

QUININE AND OPIUM LOWER.

A Two Cent Decline in Quinine Unexpectedly Announced.—Salts Proportionately Reduced.

Manufacturers of quinine sulphate announced a two cent decline in that staple rather unexpectedly on Tuesday morning, just too late to allow its inclusion in our regular market report. Following this cut, jobbers have reduced their quotations to 21@21½c. for bulk in 100-oz. tins, 21½@22c. in 50-oz. tins, 22@22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

This reduction is undoubtedly the result of the quiet demand, the lower unit at the recent Amsterdam auction, and the increased bark shipments from Java. It is now announced that the total shipments for March were 1,450,000 pounds, and not 1,000,000 pounds, as previously reported. All the quinine salts are correspondingly lower.

Opium is also lower. As noted in our market report, the demand has been but moderate for some time. Stocks in primary centers are fairly heavy and there has been considerable competition in powdered. Jobbers have therefore shaded prices and the new figures may be given as $3.05@3.20 for nine per cent., and $3.15@3.30 for eleven per cent.; powdered, $3.85@4.10 for thirteen per cent., and $4.60@4.85 for sixteen per cent.

MINNESOTA PH. A.

St. Paul, Minn., April 3.—The Minnesota Ph. A. will hold its annual meeting at Duluth, July 18-20. It has been decided to eliminate the usual athletic sports and give some other form of entertainment, such as a tally-ho, boat ride, etc. The committee in charge of arrangements resolved to ask for financial aid in lieu of prizes from manufacturers and jobbers. The committee will publish the names of donors in the annual report of the association, without giving the amounts. For the entertainment of the women of the convention special provision will be made. A carriage drive over Duluth's famous boulevard will be one item. This boulevard, which is circular in form and rises about a thousand feet above the waters of Lake Superior, is said to have but one rival in the world, and that is at Monaco, on the Mediterranean.

AMONG THE COLLEGES

UNIVERSITY OF IOWA.

Iowa City, Ia., March 31.—At the last meeting of the Mortar and Pestle Society, the following new officers were elected: B. E. Manley, president; F. C. Schadt, vice-president; George E. Weaver, treasurer, and B. C. Cochrane, secretary. After the election the following programme was rendered: Paper, "Pepsin," F. C. Schadt; recitation, R. E. Humphrey; music, Henry Siebka; paper, "Opium," R. C. Cochrane; local news, M. R. Dickson; discussion, Prof. W. J. Teeters; reading, J. F. Machacek.

Track work has begun in the new gymnasium with several pharmacy students as candidates for honors. The boys have recently organized a base ball team, with A. Johnson as captain and B. E. Manley as manager.

The junior class held its second regular meeting and re-elected all of the old officers for the remainder of the school year. The members of the class are progressing rapidly in analytical chemistry.

W. T. Coffman, '04, now employed in Salt Lake City, recently passed the examination of the Utah Board of Pharmacy.

HOWARD COLLEGE OF PHARMACY.

Washington, D. C., March 25.—The senior class of the Howard College of Pharmacy has reorganized, and the following have been made class officers: President, J. B. Darden, N. C.; vice-president, C. Green, N. C.; recording secretary, H. H. Kingslow, N. J.; corresponding secretary, L. D. Evans, Ga.; assistant corresponding secretary, A. W. Edwards, Va.; treasurer, P. D. Lee, Wash.; chaplain, G. V. Stovel, N. Y.; sergeant-at-arms, A. T. Moore, Va.; chairman executive committee, W. B. Gray, Penn.

Dr. J. Herve Purdy, vice-dean, has been instrumental in securing the services of several competent pharmacists, who have given the senior class special lectures on commercial pharmacy, drug store bookkeeping, etc.

The seniors had their final examination in botany on Friday last; the rest of the finals will begin in about a month.

We regret to note the illness of Miss A. L. Jackson, the only woman in the senior class.

KANSAS CITY COLLEGE OF PHARMACY.

Kansas City, Mo., March 30.—At the twenty-first annual commencement exercises of Kansas City College of Pharmacy, held at the Academy of Music, last night, Prof. J. M. Love presided and Dr. W. F. Kuhn conferred the degrees on the following graduates: Wilfred Bottomley, Claude L. Cowdery, Frank C. Duigenan, B. Eugene Eoff, George B. Fugitt, John E. Hershner, Milo E. Harrah, David S. Long, Joseph B. Massman, Wm. Deming Laney, Milton C. Moore, Bertha M. Norman, Ray T. Prettyman, Robert Ragsdale, Charles E. Reed, G. C. Turner, John J. Schmid, James P. Withrow.

The gold medal for highest general average by a member of the senior class was awarded to Ray Thomas Prettyman, and honorable mention to Milo E. Harrau. The junior class medal was awarded to Glaxier Williams and honorable mention to Paul S. Lane, W. H. Stone and C. S. Ryan. The gold medal offered by the Alumni Association for best general work in microscopy was also won by Mr. Prettyman, and life membership in the Alumni Association for the next best grade was won by Miss Bertha Norman.

The annual reception to the graduating class by the Alumni Association was a very successful affair, more than a hundred couples were in attendance. Dancing and cards were enjoyed and refreshments were served informally all evening. Charles Hassing, Amoret, Mo.; Earl E. Drown, Logan, Kan.; C. C. Prather, Lonneirs, Mo., and Lottie Kelly, Topeka, Kans., were among out-of-town graduates there.

At the annual meeting for election of officers of the Association on March 27, the members of the graduating class were admitted to membership. The officers elected are: President, R. D. Irland; first vice-president, Nick Hunter; second vice-president, Earl E. Drown, Logan, Kans.; secretary and treasurer, Mrs. D. V. Whitney.

FERRIS INSTITUTE.

Big Rapids, Mich., March 31.—Thirty six students from the Ferris Institute went to Grand Rapids to attend the State Board of Pharmacy examinations. They left in good spirits, each wearing a carnation, and repeatedly gave appropriate yells for their class and instructors. Before leaving, they presented the school with an elegant class picture, beautifully framed, and also honored their instructor in pharmacy with an elegant present. The entire pharmacy department accompanied them to the railway station, showing their colors and wishing them success.

BOOK REVIEWS

GENERAL INDEX to Volumes One to Fifty of the Proceedings of the American Pharmaceutical Association from 1852 to 1902, inclusive. 8vo, 592 pages; cloth. $5. Baltimore, Md. Published by the American Pharmaceutical Association.

The Index Society of England has defined the meaning of the word "index" to be "an indicator of required information," and the very first rule of that society insists that every work should have one index to the whole set, and not an index to each volume. That the A. Ph. A. has gone further than this is obvious when it is recalled that not only has it published this collective index, but it has indexed each volume of its Proceedings for many years. As a time-saving medium, this volume furnishes the key to the best of the pharmaceutical literature for fifty years, and makes the Proceedings not only more accessible, but more valuable to the pharmacist.

As a matter of history the publication of the Index was determined upon at the fiftieth anniversary of the organization of the association, and was made possible by the assistance of the publishers of five leading pharmaceutical journals, The Era being one of them, the idea being that such a work was thought to be desirable for the use of all interested in the progress of pharmacy and cognate sciences. The result of that effort is now apparent. The Index contains over 55,000 titles and nearly 70,000 references, and so far as we have been able to test the book, we believe the compilers have included most of the title-words that are likely to occur to the searcher after information. At any rate, we believe it can be safely said that this book covers more pharmaceutical literature of direct interest to the American pharmacist than any other work ever published, and as such, it is a fitting milestone to mark the completion of the first fifty years of the association's existence.

A TEXT BOOK OF QUANTITATIVE CHEMICAL ANALYSIS by gravimetric, electrolytic, volumetric and Gasometric methods. With seventy-two laboratory exercises giving the analysis of pure salts, alloys, minerals and technical products. By J. C. Olsen, A.M., Ph.D., professor of analytical chemistry in the Polytechnic Institute of Brooklyn, formerly Fellow of Johns Hopkins University. 8vo, 513 pages; cloth. $4 net. New York: D. Van Nostrand Company.

This is a book primarily adapted to the wants of the American student, though experienced analysts will find it most valuable as a reference work. According to the author, the order in which the various general methods are taken up is that used by him in instructing his classes. The instruction on the manipulation of the balance and general operations is first given; then the determination of metals and acids in pure salts is taken up, each student making one determination under each of the general methods given. This is followed by instruction in the separation of the elements in connection with the analysis of alloys and minerals, chapters on electrolytic and volumetric methods, oxidation and reduction and precipitation methods, and chapters on technical analysis, covering iron, steel and coal, water analysis, oils and fats, gas analysis, and a chapter on stoichiometry. In an appendix of twenty-two pages is presented much valuable reference matter relating to reagents, tables of international atomic weights, chemical factors and their logarithms, logarithms, antilogarithms, specific gravities of ammonia solutions and acids, vapor tension and density of water, etc. The pharmacist in need of a book which shall contain a clear exposition of useful and well-accredited quantitative methods will find "Olsen" to answer his every requirement.

DIAMOND DYES.

How is your stock of Diamond Dyes? Do you know that Diamond Dyes are the only dyes sold on the price protective basis, which absolutely protects you in your profit and assures you that no other dealer can sell the goods at a better price?

Diamond Dyes have been on the market for twenty years and are the recognized standard of the world. Every retail druggist should have a well-stocked Diamond Dye cabinet. If you are not fully posted as to assortment and prices, write to the Wells-Richardson Co., Burlington, Vt., and they will promptly send you fully descriptive circulars.

LANOLIN

Our Price 30 Cents Lb.

We prefer that you order from your **jobber,** but if he will not supply you, **write to us** and we will see that you get our goods. On an order for **10 pounds** or more we will **deliver** freight paid.

Specify "BRITISH" and take no other if you want the BEST at the RIGHT PRICE.

"BRITISH"

Adeps Lanae, U. S. P., GUARANTEED

Grand Prize, Louisiana Exposition, St. Louis, 1904

EVANS & SONS, Lim.,
133 William St., New York

LONDON, LIVERPOOL, ENG. MONTREAL, TORONTO, CAN.

We Publish it for You.

The Puzzler

Your Own Store Paper.

Newest Kind of Drug Store Advertising

The "PUZZLER" isn't like anything else published. It's a Monthly Illustrated Store Paper, to be sure, but examine it, and you at once recognize its unique, trade-bringing, entirely new features. It is only 12 months old, but **225,000** copies per month tell the story of its tremendous success with the shrewdest advertising druggists in America—one only in a locality. You never before could buy such effective drug store advertising at so small a price. It pays for itself over and over every month. Its effectiveness is doubled by a novel plan which carries the interest of all ages and classes of readers over from one month to another. Get exclusive control of the "Puzzler" for your locality and the profits on your increased trade will more than pay the costs—and besides, it will be the best general advertising that you can get for your drug store. **Write at Once for Free Sample Copy.**

Drug Store Advertisers M. P. Gould Company Bennett Bldg. New York

Cut off on this dotted line

First Month FREE

As a SPECIAL OFFER to Druggists sending in this Coupon from the PHARMACEUTICAL ERA we will mail a Sample Copy of the "Puzzler" and fully describe the Proposition; and if after examining it thoroughly you contract for the "Puzzler" for one year we will credit you with enough to pay for the entire first Month. Send 25 on this Coupon does not obligate you to contract for the "Puzzler" APRIL 6th.

M. P. Gould Company New York

WM. F. JOBBINS

Successor to JOBBINS & VAN RUYMBEKE

Refiners Chemically Pure **GLYCERINE**

and Glycerine for Nitro-Glycerine and other purposes. Glauber Salts for Dyes and other purposes.

Patentees of J. Van Ruymbeke's NEW PROCESS GLYCERINE DISTILLATION.

Patents protected by Patent Title and Guarantee Co. (Inc.)

Works and Principal Office: AURORA, Kane County, ILLINOIS.

San Francisco, 17th and Rhode Island Streets. NEW YORK, 81 Fulton Street

Regd. Cable Addresses, A. B. C. Code (4th Edition) used: "EHRENTOD," Aurora, Ill., New York.

THIS TOOTH BRUSH

was shown in a recent copy of the Pharmaceutical Era in connection with a special introductory offer, and it brought us a great many orders for gross lots.

We had several highly complimentary letters from those who ordered the brushes on the strength of this illustration without seeing the goods. In fact, the brush was more than they had anticipated it should be. One druggist said, "The brushes are fully equal to the illustration."

This brush is one we have made with especial care to sell as an extra high-grade 25 cent brush. You will find this is a much better brush than we describe it.

We believe many druggists would order if they were positive the brush would equal the cut here shown.

We want to say that we not only stamp our trade-mark upon it, but guarantee the brush, and you may return the shipment if it doesn't meet your expectation.

WE REPEAT THIS OFFER

For $21.00—ship you an assorted gross of these guaranteed Tooth Brushes, H. & A. trade-mark, and include with the shipment a handsome polished wood rack in which to display 24 brushes.

For $42.00—ship you two gross of these same brushes, stamp *your* name on front of brushes, and send the display rack. We will furnish the die for stamping.

Express prepaid east of the Mississippi River—beyond that we will pay one-half expressage on all mail orders.

Failing to interest you in either of these very good offers, we will send samples for your inspection.

These brushes are the very best 25 cent retail values in all our line. Get acquainted with us through one of the above orders, and we will put you in touch with our constantly changing and ever new line of Brushes and Toilet Specialties.

HOLTON & ADAMS, Importers of TOILET BRUSHES

54 BEEKMAN STREET, NEW YORK.

SAL HEPATICA

Is the best effervescent saline laxative, uric acid solvent and eliminator. Stimulates liver, tones intestinal glands, purifies alimentary tract and improves digestion, assimilation and metabolism.

Practically specific in rheumatism, gout, bilious attacks, constipation. Has no equal for eliminating toxic products from intestinal tract or blood, and correcting vicious or clogged conditions.

THREE SIZES

$2.00, $4.80 and $10.20 per dozen

All Jobbers

BRISTOL-MYERS CO.

MANUFACTURING CHEMISTS

NEW YORK

Laboratories: 277-279 Greene Ave., Borough of Brooklyn

$50

$50

As an Up-to-date Druggist

can you afford to scribble your correspondence ?

¶ The American Typewriter at $50 should place a machine in every drug store. It will not only turn out a letter that for beauty of work cannot be excelled, but will write labels without special attachments of any kind.

¶ Why not take advantage of our Easy Payment Plan to get your correspondence on a businesslike basis ?

¶ If you want $100 typewriter value for $50 write to-day for "The American Way"—mention the ERA.

AMERICAN TYPEWRITER CO.

Established Fourteen Years

271 Broadway, - - - - New York

TRADE SECTION

THE NEW TRADE MARK LAW

Operative April 1, So Owners Should Re-Register Trade Marks.

RE REGISTRATION NOT ABSOLUTELY NECESSARY, BUT ONLY BY THAT MEANS CAN ALL PRIVILEGES ALLOWED BY NEW LAW BE OBTAINED.—FEE TEN DOLLARS.

The new trade mark law which became operative April 1, renders it advisable that all owners of trade marks re-register them under the new act. But re-registration is not compulsory and trade marks registered under previous acts retain all their effectiveness and rights. The point is that registration under the new act obtains additional privileges.

Mr. Arthur P. Greeley, who was a member of the Commission to Revise the Patent and Trade Mark Laws, created by Congress in 1898, has had more to do with the creation of the new act than any other one man. His opinions on its meaning and workings are therefore of great value.

Mr. Greeley has recently written a pamphlet dealing with registration of trade marks under the new act, which is exhaustive and very valuable to everyone contemplating registration, or indeed, to every trade mark owner. Some of the salient facts featured in this booklet, which is published by John Byrne & Co., Washington, D. C., are here given.

PURPOSES OF NEW LAW.

The new act supercedes all previous legislation relating to the registration and protection of trade marks, without, however, in any way affecting existing rights acquired under common law or acquired by registration under the act of 1881.

One purpose of the act is to so far facilitate and encourage registration that the register of trade marks may be made as complete as possible, so that the public may know what marks are in use and who claims the exclusive right in them.

The registration fee is reduced to ten dollars from twenty-five.

Registration of all marks which under the common law can be considered trade marks, and marks used in interstate commerce, may be secured, as well as those used in foreign commerce or commerce with the Indian tribes. The new law gives registrants advantages over those given by the common law in respect to the extent of damages; in respect to the delivery up for destruction of copies, of infringing marks; in respect to the enforcement of an injunction granted in any one of the circuit courts; in respect to the jurisdiction of the United States courts in controversies respecting the use of registered trade marks in interstate commerce; and in respect to the exclusion from entry at custom houses of merchandise falsely bearing a registered trade mark.

COMMON LAW RIGHTS HOLD.

The new act does not make any change in the common law of trade marks or in the doctrine of unfair competition, section 23 of the act expressly providing, "That nothing in this act shall prevent, lessen, impeach or avoid any remedy at law or in equity which any party aggrieved by any wrongful use of any trade mark might have had if the provisions of this act had not been passed."

The new act permits the registration of trade marks used in domestic commerce, provided that their use is not wholly within a single State.

The final decision as to the registration of a mark offered for registration rests, not with the Commissioner of Patents, but with the Court of Appeals of the District of Columbia, a court composed of three judges.

IN FORM OF COMMERCIAL USE.

The new act permits trade marks to be registered in the form in which they are actually used, and the Patent Office will not only require specimens of the mark as actually used to be filed, but will require the drawing of the mark to correspond with the specimens.

Under the act of 1881, applicants for registration have been required by the Patent Office to eliminate from the drawing of the mark, all but the features which were considered the essential features of the mark, with the result that in many cases the trade mark as registered would not readily be recognized as the trade mark actually used.

The new act provides that where, in a suit either at law or in equity, for infringement of a trade mark registered under the act, a verdict has been rendered in favor of the plaintiff or an injunction issued, the court may, according to the circumstances of the case, enter judgment for increased damages to the extent of not more than three times the actual damages found, thus making it possible to compel the infringer to pay a penalty for his infringement, as well as to pay such damages as can be proved.

ADVANTAGES OF RE REGISTRATION.

Those having rights to a trade mark should register before someone anticipates them and registers the very same mark. This often happens and many more cases will appear with the operation of the new law. While there are remedies in such cases for the rightful owners, they are slow and expensive. Obviously, it will be less expensive for owners to register their marks than to be compelled to oppose the registration of their marks by others, or to otherwise defend their rights against those who, by reason of having secured registration, have a *prima facie* right to the marks.

The new act requires the registrant of a trade mark to give notice to the public of the fact of registration by affixing the words, "Registered in U. S. Patent Office," or "Reg. U. S. Pat. Off." on the trade mark or where that cannot be done, by affixing a label containing a like notice on the package. Failure to give this notice does not affect the right of ownership or the right to bring suit, but does prevent the recovery of damages, unless it is proved that the defendant was duly notified of infringement and continued to infringe after notice.

FORM OF NOTICE ON ARTICLE.

The form of notice described should be followed strictly, as it is possible that no notice of registration given in any form other than that prescribed would be held by the courts to be sufficient to permit of the recovery of damages.

Trade marks owned by residents of Porto Rico and the Philippines are entitled to the full privileges of registration.

Foreign trade marks may be registered if first registered in their own countries.

Applications for registration of a trade mark pending at the date of the passage of the new act may be amended to bring it within the provisions of the act and may be proceeded with and registration secured without the payment of a further fee. This applies also to applications which have been refused under the old law. They are, so to speak, permitted a second trial without additional expense.

ENGLISH EYES ON OUR SULPHUR.

At the annual meeting of the Anglo-Sicilian Sulphur Company, which controls the Sicilian sulphur output, signs of decided anxiety over the growth of the American sulphur mining industry in Louisiana were manifested. The speech of the chairman, Mr. William T. Brand, is of interest as a commentary on the sulphur situation which was fully described in The Era of January 19. Mr. Brand said:

"Sicily has been until now virtually the sulphur producer of the world and there has been practically no serious competition from other sources, but we are threatened this year with some further competition from certain mines in Louisiana, where it is claimed that a considerable quantity of sulphur can be produced. Whether these mines will produce all that is claimed for them remains to be seen and we are, of course, meanwhile carefully watching their position.

"The Board has made inquiries as to what the Louisiana mines were doing, but it was difficult to obtain information, as the owners had taken every precaution to prevent inquirers from finding it out. They had ascertained, however, that in 1902-3 the mines produced about 8,000 tons of sulphur, and there were no figures published as to what they produced in 1903-4. The directors were naturally anxious to ascertain all they could on the subject."

—The Wisconsin University alumni of Winnebago county, has formed an association to create more interest in the school of pharmacy.

BOSTON SODA METHODS

The Gilchrist Fountain's Good Results

William F. Dey, the Manager, Believes in Liberality to Customers, in Floral Decorations and in Quality of Supplies—Unusual Features of Fountain—Fifty Feet of Counter

Although the handsome "Constellation" soda fountain recently installed in the store of Gilchrist Company, Washington and Winter streets, Boston, occupies comparatively little space, it has become one of the busiest and most profitable of the many in the city. It well demonstrates that much can be done under even limited conditions as regards room, if this can be done properly by people understanding their work. This handsome fountain, designed and built by The Puffer Manufacturing Company, Boston, is in itself so attractive that it compels admiration, and few patrons of the store go anywhere near it without pausing to admire it. From that to tasting its delicious things is an easy step.

William F. Dey is the manager in charge of this fountain department, and he has as assistants just the right sort of young men required to invite patronage, in the first instance, and to retain it and make permanent friends of these customers as a result. Mr. Dey, in speaking of the success which has been attained, recalled that only about four years ago the introduction of a fountain and of serving soda had a modest beginning. "It was an experiment," said Mr. Dey, "and, of course, its popularity and success were problems which we had to study. This we have done steadily from the very start, learning something new right along which we could apply profitably to ourselves, noting carefully seemingly unimportant details, which, however, proved of material benefit. We began to study customers and their ways and requirements, learning little by little their tastes and preferences, likes and dislikes, and much else which served to guide us.

DIPLOMATIC ATTENTIONS.

"I first determined to give all our customers the very best value possible for their money and to make them realize it, moreover, and also, when our new 'Constellation' was installed, to occasionally give them something without charge, of course, using careful judgment in this matter. Take two or three women shopping together, for instance. I would size them up, now and then, as people fully able to appreciate a good thing and also as susceptible to a little more than the expected attention. After they had been served and finished their drink, ice or whatever they enjoyed, I would quietly suggest something from our own specialties, usually quite new among the things I have introduced from time to time, and invite them to try it. It is human nature to be eager to get something for nothing, and women are never slow to avail themselves of an opportunity. By giving them a fairly good sample, less of course than would be served for payment, and asking their opinion of its merits, I appeal to their taste and criticism, and they invariably feel a bit flattered that their opinion has been asked regarding this or that. The actual cost of what is given them free, after they have previously

WILLIAM F. DEY.

bought a drink or ice cream, is very small, comparatively, and it makes them friends and steady patrons. They tell their friends, moreover, how delicious things are and by this means send their friends to the store. It is a good investment every time.

"I have been in this business long enough to see the changes which time has brought about. You cannot fool the public now, as you could years ago, by serving syrups, flavors, creams and the like which are not strictly first class. Taste is generally far better cultivated in these matters than it used to be and people are wise.

SYRUPS AND ICE CREAM.

"I searched a long time to get syrups and fruits which satisfied us in all ways. This was no easy matter, but having succeeded in solving this problem, I have kept the strictest watch over it to prevent any falling off in quality of what we use. We selected after several experiments, an ice cream which satisfied us and which has since given like satisfaction to our patrons when adopted. In serving this, we gave just as liberal portions as we possibly could; that is a great point which many dispensers do not realize is bound to work for their benefit. Customers are greatly impressed, favorably or otherwise, by the large or small amount of ice cream served them. To seem to be stingy on this point is most unwise and you certainly drive customers away if you give them small portions of cream; you as certainly win them permanently by liberal allowances of the frozen delicacy. I am sure this plan has done much toward building up our trade, for remarks along this line frequently are overheard by my assistants.

"We found that we must have a fountain which not only was of greater capacity, but which would make possible greater expedition in the work of dispensing, and it seemed to the company that the Puffer 'Constellation' exactly met and filled our requirements. One essential point about it which appealed to us was its sanitary plumbing, and the fact that in its construction only marble, slate and onyx were used, combined with nickel and white metal, heavily plated. Besides there are glass and block tin syrup receptacles and like hygienic features to recommend it. Wood is entirely eliminated, for with a material of that absorbent character, absolute cleanliness is impossible in my opinion. A fountain simply cannot smell sweet where there is wood to be kept clean. That is a fact that many who think they know all about a fountain have never yet learned.

COUNTER SERVICE; SYRUP PUMPS.

"Just look under here," said Mr. Dey, to The Era's representative, "and see if anything could be finer, cleaner or more satisfactory generally than our fountain. See these receptacles for my syrups and how appropriate they are for such purposes. No germs, of which we hear so much, can possibly come in contact with these syrups. See how easy it is to serve them, too, by these patented dispensing lifts. Isn't that ingenious? You see it supplies exactly the right quantity of syrup which ought to be served, without any resort to mere guessing on the part of the clerk serving the drink. And it does the trick so quickly, you notice, that no time is lost, which is a point to be considered when there is a crowd around, all eager to be served as soon as possible.

"These syrup containers can be taken out easily, to be cleaned or for other purposes, but it is not at all necessary to remove them if you want to refill them. All I have to do to draw the syrup is to pull down this ball and forth it comes, and when I release the ball it moves back automatically to its usual position. It's a great idea and it makes me wonder how we all stood for the old fashioned style of fountain all the years we did without somebody inventing something to replace it earlier than was done.

"You see we have fifty of these syrup lifts, and see how cleverly planned the cooling idea is, with economy of ice and yet insuring the required chill of the drinks. Our ice creams are kept cold in the same way, and there is entire freedom from the old-time sloppiness and untidiness which used to be found under and behind all soda fountain counters. Our dispensers always face customers, since this is a counter style apparatus, and this I consider a great advantage. The customers can see plainly what you are doing and they like to watch what is done in

A WELL-KNOWN BOSTON FOUNTAIN.

In the Store of Gilchrist & Co., Washington and Winter Streets. A Puffer "Constellation." Marble and Onyx. Fifty Feet of Counter. This is Notable Also For Its Unique Shape, Taking a Minimum of Floor Space For a Maximum of Counter.

their behalf. It adds a certain zest to the enjoyment of a drink.

HAVE NEAT DISPENSERS.

"I think one great thing which has helped us to build up our present big soda trade is the fact that everyone connected with the fountain seems to invite confidence in what is served there. All our clerks were chosen from a large number of applicants and the selection was made by giving preference to those of good personal appearance. A man who was neat and well dressed and clean shaven, and whose hands were in good trim, and whose hair showed careful attention, so it seemed to me, would be pretty likely to keep as neat in all ways at the fountain and see that his portion of the work was done in a cleanly, neat manner. I don't mean that my assistants had to be finely dressed or beautifully manicured, but if they had self respect enough to be thoughtful as to their personal appearance, doesn't it follow naturally that they will have some pride regarding the fountain? My men are always clean-shaven, for I insist on this point. Their hair is always in order, too, and they would not dare go too long without having it cut, or I should get after them. It does not mean much expense to them, anyway, any more than it does to have on clean linen. Little of this, as to clothing, shows, except their collars, which must be clean and fresh always. Their white coats and aprons have to be as immaculate as possible and frequent changes of these do much to keep things up to the proper standard. They have to be agreeable in manners, attentive to customers, naturally, without any familiarity at all and in every way where politeness tells, they must be right there.

DISPENSERS' DEPARTMENT.

"I will allow no quarreling or bickering among the assistants. A first offence means a reprimand which is effective, usually, and they are given to understand that a like offense will mean discharge. My men, however, get along very well together. If I can engage men who are what might be termed fine looking, I, of course, like to do so; tall, athletic-looking and straight, for a stooping, slouchy man does little credit to your fountain staff. I don't mean by this that I require them to be like Adonis, but merely not cross or repelling in appearance, nor do we want those who have a 'weary' look. All these things tell far more than you would believe possible. Of course, they must understand fully their duties and the proper drawing of drinks and correct way of serving ices, etc. I have certain simple rules which must be remembered and followed, and I will not tolerate carelessness. A glass of soda properly drawn and neatly served, or an ice cream rightly offered does much to make a good impression upon customers and the reverse rule also holds good, for indifference on the part of the clerk as to the appearance of what he is serving will go far toward creating an unfavorable impression. Too great care cannot be used in these matters. I believe thoroughly that a good impression is a lasting one with customers, causing them not only to return, but also to bring friends with them or send them into a place where they have been well treated and have found things satisfactory.

"Another point by which business may be increased is to offer a variety. We have a list of nearly two hundred different refreshments to offer the tired and thirsty, including our drinks of various kinds, college ices and sundaes, ice creams, etc. It affords a wide range for a choice of something delicious. If a person, by chance, inquires for something I never have heard of and I chance to be near, I become interested, and manage to get them to tell about it and what it is like. This flatters them and they become pleased. I suggest that it would be a good thing for me to add it, and if it really is worth while, I try to do this; but usually it is practically just the same as something we already have under some other name.

A SPECIALTY OF FLOWERS.

"We have fifty feet or so in length of fountain space and to relieve this great length I try to keep fresh flowers prettily arranged, and also potted plants on the fountain, as decorations. The bright bits of coloring and the freshness of the flowers, as well as the greenery do much to liven up and make attractive any fountain, large or small. Women constantly speak of the flowers they see here and this shows they notice the decorations and are favorably impressed. In the right seasons I think it is an excellent idea to keep fresh

fruits about, for oranges, lemons, pineapples, bananas, bunches of grapes, especially with some of the foliage attached, possible of course in the grape season, and sometimes a pretty hamper filled with strawberries or raspberries, or a basket of peaches well placed all offer suggestions of the good things we serve. A bowl of eggs also is not new, by any means, but if you have a handsome bowl, say of the rich Chinese medallion ware, the eggs take on an inviting look far above the usual. All these details, small perhaps in themselves, really tell in the long run, in my opinion. I have eight soda clerks to keep the fountain clean and attractive in appearance, to decorate it and to attend to all customers expeditiously without interfering with one another behind the fountain counter."

THIS CONSTELLATION.

Briefly described this great fountain at the Gilchrist store has its body-work of Paronaxia white marble, from Italy, which is wonderfully beautiful in its veining and it contrasts finely with the base of Genoese marble, in its coloring known usually as "Alps green." Just above the base, Mexican onyx has been used effectively, as it also is under the frieze, giving a distinctive look of richness to the structure. Highly polished dark Tennessee marble forms the top of the serving counter, from which rise pilasters of Mexican onyx to form the draught stands. These bear electric lights on the top. The trimmings of white metal are finished like old silver, dull and substantial looking. It occupies a square directly in the center of the big store, opposite the Washington street entrance. One side faces several elevators, a point of vantage, as it is seen by people entering and leaving the cars or waiting to take them. Not infrequently such waiting begets thirst which only a drink at the fountain will satisfy, and undoubtedly some trade is promoted from this fact alone.

JAVA CINCHONA.

A correspondent in the "Straits Times" writes that the cinchona estates in the Preanger Regencies are going on very well, says the Chemist & Druggist. The soil in West Java, especially in the Preanger, seems to be much better for cinchona than in the other parts of Java. Many of these estates have paid big dividends. The cinchona-estate Lodaya has just paid a dividend of 5 per cent., and the Passir Malang, Passir Nangka, and Thertamanee estates more than 30 per cent. These estates are all working with a large capital, and they market cinchona of a high class. The estates which have only cinchona of low quality are doing well at present, owing to the high market prices. The government cinchona-estate has made a big profit every year. Last year it was about 350,000 guilders, and this year probably it will be even more. The managers of the tea-estates have nothing to complain of, too, as most of the tea companies have paid dividends of over 7 per cent. The news from the coffee estates is bad, as only few coffee estates in Java have been able to pay a dividend. There are many estates in Java which are working with English capital.

SPONGE TRADE CONDITIONS.

Mr. Albert Hart, of the Smith, Kline & French Co. on Scarcity and Prices

"General business conditions are only moderately satisfactory," said Mr. Albert Hart, when seen at the Broadway Central Hotel. "Business in the drug trade is far from active. But in sponges it has been good. Last spring was rather dull for transactions in sponges, but last fall brought activity. This spring so far has not seen results above the average, but I expect such will develop. I have great faith, too, in the outlook for generally prosperous conditions."

Mr. Hart has been at the Broadway Central Hotel the past week, having come over to New York from Philadelphia to present to the trade the large lines of sponges carried by the Smith, Kline & French Company. This week the same exhibit will be in Boston.

The lines shown by the firm were very comprehensive, including sheepwool, grass, Turkish bath, silk cups, mandruka, West Indian and Florida sponges in bales, and many other varieties. There was also a line of chamois, domestic and imported.

Speaking of sponge conditions, Mr. Hart said: "The supply of good sponges is steadily diminishing and the consumptive demand rapidly increasing. The sponge fishers in Grecian and Turkish waters have for years cut the beds too exhaustively. Beds should be harvested but once in three years to allow full maturity of size and quality in the product, but often they are cut every six months. The recent regulation of the Turkish government prohibiting the use of diving bells in the fishing will aid a correction of these evils materially, and it is hoped that in time the quality of sponges will improve. At present it is hard to get good sponges, and many of those offered by gatherers are heavily sophisticated with sand or other substances. Prices have really advanced more than appears on the surface. To-day when we buy from gatherers we may pay apparently old prices, but in reality we are getting part of our weight in sand, so net cost is decidedly higher. If retailers would realize these conditions, they would not be so apt to complain of any advances asked by reputable wholesalers."

ATTRACTIVE SUNDRIES.

Many druggists claim that the sale of sundries is the most profitable part of a druggist's business. Certainly all druggists carry them. Therefore, it is well worth everyone's while to read the special notices appearing weekly in The Era of attractive offerings of sundries by the well-known firm of Holton & Adams, 54 Beekman street, New York. Last week they quoted special prices on bath mitts; this week they offer tooth brushes. Their offer is good and a consideration of their notice in another part of this issue is useful. Retailers' sales of tooth brushes are increasing, for the general standard of care of the person is constantly rising and the population of our country is growing by leaps and bounds. Especially attractive, aside from price and quality, is the offer to stamp a purchasing druggist's name on the handle of the brushes.

APPRAISERS' DECISIONS.

Rubber Sponges.

The Board of General Appraisers has decided that rubber sponges are dutiable as manufactures of rubber at the rate of 30 per cent. ad valorem and not at 20 per cent. as sponges. The Alfred H. Smith Company imported the merchandise at New York, where it was assessed at 30 per cent. as a manufacture of rubber. The importers protested, claiming 20 per cent. only was the duty on the merchandise as sponges.

The Board stated its position as follows:

"An examination of the exhibit in the case shows it to be a porous substance, oval in form, about 4 inches in length and 1½ inches thick, composed of india rubber colored a reddish brown. The cellular formations resembling those of a sponge, and render the articles excellent substitutes for bath sponges.

"At the hearing in the case, the only witnessed examined was the importer, who testified that the merchandise had been introduced into the United States subsequent to the passage of the tariff act of 1897, and that it was dealt in exclusively under the name of sponges, more specifically as 'kleanwell sponges.'

"Counsel for the importers, in support of the protests, directed the Board's attention to the dictionary meaning of the word 'sponges,' and contends that, inasmuch as the merchandise is dealt in as sponges and is used only in the bath, it is included in the provisions of paragraph 82. In this conclusion we do not concur. Turning to the lexicographers, we find the following definitions of sponge:

"Century:

"'1. A fixed aquatic organism of a low order. * * * 3. Any spongelike substance: (*a*) In baking, dough before it is kneaded. * * * (*b*) A metal when obtained in a finely divided condition. * * * 4. A tool for cleaning a cannon. * * *'

"Webster:

"'1. Any one of numerous species of *spongioe*, or *porifera*. 2. The elastic, fibrous skeletons of many species of horny *spongioe*. The most valuable sponges are found in the Mediterranean and the Red Sea, and on the coasts of Florida and the West Indies. 4. Any spongelike substance.' "Under the caption of 'bath sponge,' glove sponge is described as a variety of *commercial sponge*.

"From these numerous definitions it becomes reasonably manifest that Congress was dealing with merchandise usually imported, and not with mere figures of speech, and intended to include in paragraph 82 only *commercial sponges*, the clause providing for manufactures of sponges being indicative of this intent. Manufactures of dough (bread) would hardly fall under paragraph 82, nor would manufactures of metal in any shape. Within the trade understanding the word 'sponge' does not differ from the recog-

nized authentic definition of commercial sponge, which includes only a fixed aquatic organism of a low order.

"In G. A. 2923 (T. D. 15823), the Board held that 'chamois sponges' made from clippings, or waste of chamois skins, sewed together on a string or twine, and having the same uses as sponges, were dutiable as a manufacture of leather. Loofah—a spongelike vegetable substance, also used in the bath—has been decided by the Board to be free of duty as a crude vegetable substance, G. A. 5559 (T. D. 24962), and not as sponges. These and scores of other articles, as well as the merchandise in dispute, would be included in the provisions of paragraph 82 unless its application is limited to the substance referred to in Webster as commercial sponges.

"The merchandise in question had not been imported up to the date of passage of the act of 1897; hence commercial designation has not been invoked by the importers in support of their contention, nor would such commercial designation render a manufacture of rubber dutiable as sponges, a product of nature. Goldberg *v.* United States (61 Fed. Rep., 91).

"We find the merchandise to be a manufacture of india rubber, not sponges. The protest is overruled and the collector's decision affirmed.

Soluble Potato Starch.

The Board has decided in the case of the protest of the importers, Stein, Hirsh & Co., that "so-called soluble or thin boiling starch, consisting of potato starch somewhat modified by the action of acids or alkalies to increase its solubility, the starch granules not having been essentially altered by the treatment, and which is bought and sold as soluble starch, is dutiable as 'starch' under paragraph 285, tariff act of 1897, and not by similitude at the rate applicable to 'dextrine' under paragraph 286."

Testimony showed the following proximate composition as shown by analysis:

	Per cent.
Moisture	10.45
Dextrin, dextrose and starch, soluble in cold water	9.50
Starch forming an opalescent liquid with water at 70° C.	62.45
Ditto at 98° C.	11.05
Starch nonsoluble in water at 98° C.	6.15
Mineral residue	.40

This upheld the protest of the importers, who had claimed the merchandise dutiable as starch at 1½ cents per pound, rather than as dextrine at 2 cents per pound. The collector had held it dutiable as dextrine by similitude.

Some interesting facts were developed. It appears that potato starch is one of the best known starches, a decision of the Supreme Court stating that "wheat and corn and potato starches are the starches commonly used in the United States." The uses of soluble potato starch are not clearly brought out. One of the importers stated it was used in laundries. The appraiser reported that it is like dextrin in the commercial application. It is used largely in the filling and finishing of textiles and the manufacture of adhesives.

Alexander W. Martin, one of the pioneer druggists of Chelsea, Mass., is dead, after a long illness, at the age of sixty-four. He went to Chelsea as a young man.

SHOW WINDOWS AND FEATURES.

The Souvenir Idea A Good One With Candy.

HOW ONE DRUGGIST OVERCAME SMALL WINDOW SPACE. CREPE PAPER AS A BACKGROUND MORE POPULAR THAN EVER.—PERMANENT, PATENT DISPLAY RODS UNDESIRABLE.—WESTERN AND SOUTHERN DISPLAYS.

The Japanese duck seems to be the best seller among the Easter novelties displayed by druggists all over Greater New York.

Arthur W. Porter, 1691 Broadway, Brooklyn, has an attractive window of a line of proprietary goods. The background is a dull red drapery. The base or ground is light green crepe paper. The goods are in white boxes with black lettering and are in broken piles in the form of a semi-circle. The concave space is filled in with the crude drugs that enter into these remedies. The meaning conveyed to the observer is that the goods are purely vegetable.

OVERCOMING SMALL SPACE.

Wilson's Pharmacy, Broadway and Wall street, not discouraged by the smallness of the show windows in that historic building, which are only 6x7x10 feet, has prepared an effective display. A sign, "12 for 25c," attracts the eye of the pedestrian. This dominates a window featuring a brand of cigars. The floor of the window and the sides are covered with white crepe paper, upon which the U. S. shield and gilt stars appear frequently. In order to admit sufficient light into the store, the background remains undraped, but to offset this, cardboard boxes of cigars, of a buff color, are arranged obliquely at the sides and back in a way which gives the appearance of depth to the window. This is done by having three tiers each standing about six inches back from the one in front and also arranged obliquely with open spaces between the boxes. In the center of this boxed frame appears the large oval card sign, "Golden Eagle Cigars." Around the picture sign is a green mat draped with apple blossoms. On the top appears our national bird in gilt with outspread wings. A crepe tissue United States flag is attached to the sides of this picture sign in such a manner that the folds form a drapery. Beneath the sign is the large price card reading "12 for 25c."

A GEOMETRICAL DESIGN.

The Broadway window tells the story of a well-known headache powder. The labels only are used, being pasted on the pane in geometrical designs. In the center the brown labels and glass form a checkerboard. Beneath this are checkered half pyramids. The altitude is formed by the sides of the window; the hypothenuse starting from the center of the base of the window and leading up to the dome.

ONE IDEA.

F. K. James, Eighth avenue and Forty-fourth street, New York, features Oxzyn preparations, particularly the balm. The usual and well-known sign with the beautiful lady predominates, occupying the back center. On either side are smaller signs. The body of the window is filled with hundreds of the various preparations in original containers. Three circular paper signs on the glass of the window announce, "Balm, 50c. size, cut to 31c.; 25c. size cut to 16c.," and, lastly, "$1.00 size cut to 60c." Two of the "beauty books" published by the remedy company mark the corners of the window. This one idea display, the various lines of which naturally lead the eye to the central sign with the lady, is marred by the introduction of a huge sign rising nearly the whole height of the window, proclaiming an expectorant, an "own make" of the store. Better far, one thing at a time.

F. W. Kinsman & Co., at the Eighth avenue and Thirty-ninth street store, have two bulk displays, one a malt extract and the other Mellin's Food and Horlick's Malted Milk. The only special feature is a series of flying buttresses in the first window, composed of the bottle wrappers or protectors used to prevent breakage in original shipment.

GOOD AND BAD POINTS.

Kneuper's City Hall Pharmacy, 264 Broadway, displays tooth brushes held in metal clips on parallel horizontal metal rods at regular intervals. There are five of the rods. The top three support brushes, the next one rubber sponges, and the last brushes again. On the floor in foreground are boxes of the brushes, rubber gloves and rubber sponges. This rod idea is good in that it utilizes the entire height of the window, but it destroys unity of display, especially when without a background and the heavy metal frame work which permanently fills the window to support these rods grieves the eye.

In the second Kneuper window is a line of "own make" perfumes in five rows corresponding to the same five metal bars. But here we see shelves and the effect is much better.

SOUVENIR PICTURES.

The Knickerbocker Drug Co., 648 Broadway, recently presented two effective windows featuring candy. The first stood out on a background of white cheese cloth which was carried up the side walls of the window in puffing, while two portierres of the same material were draped from the top. The floor was covered with champagne colored crepe de chine. Holding the center of the display was a wooden arch, rising about twelve feet, which was covered with white crepe paper. On this were fastened peanut brittle boxes in a continuous line. Six side wall glass shelves supported various kinds of candy in boxes, three shelves to a side. In the rear floor of the window, behind the arch was a row of paper roses of six different colors, and others were distributed throughout the foreground. These really were candy boxes of the familiar cotillion type. The goods featured were chocolates and bonbons in pound and half-pound boxes.

The other window carried the same white cheese cloth background, portierres and side wall puffing. On the floor were sixteen round trays, holding chocolate chips and puffs, while two large cut glass punch bowls as flankers at the front, were heaped to overflowing with the same confectionery. The feature of the whole dis-

play was a card announcing a price of nineteen cents on half a pound of the chips and carrying a bonus of a handsome study of a Fisher or Christie girl's head, or a heavy cardboard sheet, with each half pound purchased. There were five types of beauty in the assortment of pictures to choose from. As might be expected, sales were heavy.

ST. LOUIS FEATURES.

Rabateau & Co., St. Charles street and North Broadway, St. Louis, are making a run on tooth paste. A window display offers Euthymol, Sheffield, Sanitol, Sozodont and others at fifteen cents the twenty-five cent tube, or two for a quarter. Rubber gloves were offered for sixty-nine cents.

Johnson & Bro., Franklin avenue and North Broadway, St. Louis, offered last week, William Waltke & Co.'s Witch Hazel Soap, the ten cents a bar kind, at forty cents the dozen. The three cakes to the box sort of Waltke soaps were offered at fifteen cents or two boxes for twenty-five cents.

The Enderle stores, Chestnut and Sixth streets, and Market street and Broadway, made a week's leader of Prophylactic tooth brushes at nineteen cents, and pushed the sale of razor strops at bargain prices, by offering Colgate's bar soap at four cents and the tube soap at fourteen cents.

"MYSTICO" LINIMENT.

The coupon given by the American Selling Company is enclosed in wrapper of each bottle. Every customer buying a bottle of Mystico Liniment will obtain a coupon, and that coupon should be received as 10 cents in trade at any drug store. The coupons are then accepted from the druggist by the American Selling Company as cash in part or full payment for any and all of its preparations. This plan should afford the druggist a very handsome additional profit, and at the same time please his customers greatly, bringing them back to trade again. Mystico Liniment coupon plan should give the druggist a profit far in excess to that on many goods on his shelves. When you get the coupons you can buy Mystico Liniment with them. Mystico Liniment is being extensively advertised throughout the United States.

Mystico Liniment is a 50c article, and sells for $3.60 per doz. to the druggist; with the extra profit derived from the coupon it nets a profit of over 100 per cent.

A Bathing Luxury.

The pleasure of the morning bath may become a delightful luxury by the addition to the bowl or bath-tub, of a small quantity of Bathasweet, a preparation which softens and imparts a delicate and refreshing fragrance to the water. Bathasweet is a rapid seller and the manufacturers, Batcheller Importing Co., 343 Broadway, New York, are making to the retail druggists a special offer for April only, that should meet with a ready response, the purchaser of three dozen Bathasweet at $2 a dozen, receiving a bonus of one dozen Bathasweet Rice Powder and one hundred samples of each, affording a net profit of 100 per cent.

This offer will be accepted through your jobber, the goods to be shipped April 29.

BUSINESS RECORD.

ALABAMA.

Birmingham.—Jas. Brown, 125th St. and Sylvan Ave., new store.

ARIZONA.

Clifton.—Barrett & Beauchamp, succeed C. P. Dunn.

ARKANSAS.

Argenta.—Sta. Robbins & Co., succeed Robbins-Moseley Drug Co.

Black Rock.—William & Smith, new firm.

Clinton.—John K. Hatchett, succeeds Pate & Hatchett.

Fort Smith.—J. F. Stuart, 400 Garrison Ave., new store.

Mulberry.—Campbell & Wigley, succeed Qusenbery & Counts.

CALIFORNIA.

Colton.—Mission Drug Store, Eighth St., new store.

Oroville.—J. E. Saugster, succeeds Mrs. L. McG. Bennett.

San Francisco.—Mrs. L. McG. Bennett, Devisadero and Page Sts., new store.

COLORADO.

Trinidad.—R. A. Greenfield, dead.

FLORIDA.

Punta Gorda.—W. A. Roberts, damaged by fire.

IDAHO.

Genesee.—J. H. Greaves & Son, new store.

ILLINOIS.

De Pue.—Thompson Bros., new store.

Hettick.—Oren Brandon, new store.

Kewanee.—N. S. Parsons, damaged by fire.

Williamsville.—H. Braun, succeeds Lloyd & Peree.

INDIANA.

Brazil.—West End Pharmacy, succeeds Burns & Shaffer.

Converse.—L. A. Schreck, new store.

English.—Harry Roberts, new store.

Fairland.—Hugh T. Graham, succeeds Ira B. Totten.

Farmland.—R. E. Innis, succeeds Fred. C. West.

Greensburg.—A. A. Magee, succeeds C. H. Alexander.

Monroe—Shelby Ray, burned out.

Muncie.—D. P. Campbell & Bros., 420 S. Walnut St., damaged by fire.

INDIAN TERRITORY.

Whitefield.—J. D. Morgan, succeeds Hess & Morgan.

Wilburton.—Brown & Williams, succeed J. R. Williams of Harleyville, Indian Ter'y.

IOWA.

Audobon.—J. L. Rippey & Co., succeeds J. E. Griffith & Co.

Boxholm.—Lundvall & Steen, new firm.

Fremont.—F. L. Stolte, succeeds John R. Dale & Co.

Marshalltown.—Mr. W. S. McBride of McBride & Will Drug Co., dead.

Missouri Valley.—Alex. Lutes, succeeds B. A. McKay.

Ottumwa.—A. L. Orr, dead.

Pacific Junction.—Kelly & Co., new firm.

Perry.—Fred. Jacobs, succeeds Wood Drug Co.

Princeton.—D. W. Hill, succeeds E. A. Clarke.

Shannon City.—W. D. Christy, damaged by fire.

Shannon City.—Ger. W. Logan, burned out.

Shellsburg.—Penrose & Bergen, succeed J. L. Welch.

KANSAS.

Leonardville.—Chas. Johnston, succeeds S. Thompson.

Washington.—Vincent & Smith, succeeds E. B. Fox Drug Co.

MARYLAND.

Brookeville.—Henry Howard, new store.

MASSACHUSETTS.

(West) Quincy.—Geo. A. Berry & Co., new store.

Thorndike.—A. P. Adams, dead.

MICHIGAN.

Elk Rapids.—H. A. Mix, sold out, no successor.

MINNESOTA.

Duluth.—F. W. Palmer, succeeds D. C. & I. Carson.

MISSOURI.

Belle.—Belle Drug Co., succeeds C. S. Branson.

Buckner.—H. G. Roebkin, succeeds J. S. Wilson.

Eagleville.—E. Ping & Sons, succeed J. R. Whitsitt.

Everton.—L. A. Mason Drug Co., succeeds J. M. Colter.

Laredo.—W. S. Nichols, succeeds C. S. Thomas.

Princeton.—J. T. Snelling, succeeds W. H. Laws.

St. Louis.—Swift Drug Co., succeeds Fred. H. Swift, 3862 Olive St.

Vienna.—B. F. Pinnell, sold out to Vienna Drug Store.

Vienna.—Drug Store, succeeds Vienna Phcy.

MONTANA.

Joliet.—Dr. L. A. Gates, succeeds Dr. A. C. Wolt.

Kendall.—Kendall Drug Co., succeeds L. C. Wilson.

NEBRASKA.

Beaver City.—Horton & Axtell, succeed W. E. Horton.

Graf.—B. Somberg, succeeds Lintz Bros.

Memphis.—Memphis Drug Store, new store.

Nehama.—M. T. Hill, burned out.

New Castle.—J. A. Davison, succeeds W. A. Clingan.

Omaha.—J. E. Busch, succeeds M. A. Dillon.

Seward.—Fallen & Murphy, damaged by fire.

Tilden.—Dr. Hugo Nelson, succeeds W. H. Stocker.

NEW YORK.

Black River.—W. A. Wright, succeeds P. V. Poor.

Frankfort.—Mrs. E. Steele, dead.

Brooklyn.—Chas. Goerrig, succeeds Frank J. Haynes, 1432 Broadway.

Brooklyn.—Frank J. Haynes, succeeds Chas. Dyna, 336 Quincy St.

Troy.—Jas. T. O'Sullivan, 696 Fifth Ave., from 777 Burden Ave.

Whitesboro.—H. R. Perrie, succeeds Jas. H. Ecret.

NORTH CAROLINA.

Duke.—E. R. Thomas Drug Co., succeeds E. R. Thomas.

Wilmington.—Percy Hall, Fourth and Harnett, new store.

OHIO.

Elyria.—H. J. Eady Drug Store, succeeds H. J. Eady.

Haviland.—Felix Smith, new store.

New Philadelphia.—Edw. Sehl, succeeds J. L. Wallace.

OKLAHOMA.

Earlsboro.—G. F. Day, dead.

OREGON.

Roseburg.—Red Cross Pharmacy, new firm.

PENNSYLVANIA.

Girardville.—C. T. Trout, of Trout Bros., dead.

Lancaster.—Snyder Drug Co., succeed H. N. Snyder, 146 N. Queen St.

Norwood.—Manning & Edgeworth, damaged by fire.

Philadelphia.—W. H. Sauer, succeeds P. C. McLaughlin & Co., 1724 Poplar St.

Tioga.—Wells' Modern Drug Store, succeeds Philo Tuller.

Watsontown.—Dr. J. Oram Mikle, succeeds W. A. Bright.

RHODE ISLAND.

Thornton.—Almond O. Smith, damaged by fire.

SOUTH DAKOTA.

Alexandria.—John Momsen, succeeds J. Laidlow.

Castlewood.—W. H. Bennett, succeeds Richards & Bennett.

VALLEY SPRINGS.

Burghardt & Legel, succeed F. L. Skillman & Son.

TEXAS.

Leonard.—Umbarger & Edwards, succeed C. R. Umbarger.

Sabinal.—Merton Swift & Co., succeed Merton Swift.

Savoy.—P. M. Inzer & Son, succeed P. M. Inzer.

UTAH.

American Fork.—American Fork Drug Co., succeeds Thos. E. Steel.

VERMONT.

Pawlet.—Thos. Weeks, succeeds Nelson M. Jones.

VIRGINIA.

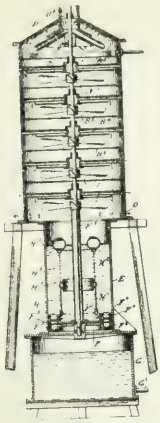
Richmond.—Blanks Prescription Co., succeeds Eaton Phcy., Twenty-eighth and N. Sts.

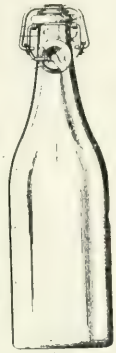
WASHINGTON.

Goran.—Fred. M. Jenks, new store.

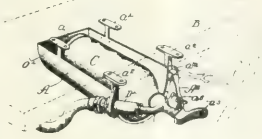
Summer.—Geo. Michael, succeeds Hodge & Michael.

PATENTS, TRADE MARKS, ETC

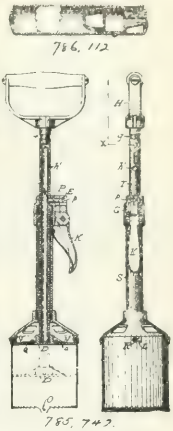

786,113


786,134

785,951


785,946

785,722


786,112

785,964

785,747

PATENTS.

Issued March 28, 1905.

785,722—Herbert H. Dunn, Dayton, Ohio. Cork-extractor.

785,742—Louis P. Lipps, Cleveland, Ohio. Graduated measure.

785,791—Anson G. Betts, Troy, N. Y. Process of making lead dithionate.

785,946—Peter P. Gorski, Chicago, Ill., assignor of one-half to John Cedarstrom, Chicago, Ill. Device for filling valved receptacles with charged liquids.

785,951—Nellie R. Hull, Asheville, N. C. Powder-puff.

785,964—Florian J. Martin, Milwaukee, Wis. Numbering machine.

786,004—Max Cohn, Berlin, Germany. Method of preparing dressings for bandages.

786,112—Milton D. Good, Kansas City, Mo. Inhaler.

786,113—Charles Grohman, Carteret, N. J. Apparatus for cooling liquids.

786,134—Robert J. Modespacher, Hoboken, N. J. Bottle.

TRADE MARKS.

Registered March 28, 1905.

44,346—Certain named preparations for the teeth. Dr. J. A. Deane Company, Kingston, N. Y. The word-symbol "Kremo."

44,347—Remedies for certain named diseases. Dr. T. W. Wood Medicine Company, Des Moines, Iowa. The name "Wood's" associated with the portrait of T. W. Wood, deceased.

44,348—Certain named internal remedies. Fritz Jacobson, Brooklyn, N. Y. The word "Salusol."

44,349—Soluble sulphur and sulphur in liquid form for certain named purposes. Sol Sul Chemical Co., New York, N. Y. A diamond-shaped figure bearing the compound word "Sol-Sul," which is surrounded by double border lines of diamond form.

44,351—Certain named extracts for tanning and dyeing. Clinton A. Spencer, Boston, Mass. The word "Quermos."

LABELS.

Registered March 28, 1905.

11,990—Title: "Genii Oil." (For medicinal oil.) Harry W. Heiner, Chicago, Ill.

11,991—Title: "American Hair Grower." (For hair grower.) J. H. Magee, Chicago, Ill.

11,992—Title: "Scalpine, Nature's Own Cure." (For medicine.) Burton H. Warren, Chicago, Ill.

11,993—Title: "Shell Heel." (For medicine.) Fred Klepser, Buffalo, N. Y.

11,994—Title: "Japanese Rheumatism Cure, Kapsang." (For medical preparations.) Edward F. Pangburn, Battle Creek, Mich.

11,995—Title: "German Hog Remedy." (For hog remedies.) Edwin H. Allison and Hugh L. Marshall, Stronghurst, Ill.

R. S. & CO.'S REMOVAL.

Robert Stevenson & Co., the well-known wholesale druggists of Chicago, will move on May 1 to more commodious quarters at 42-44 Lake street, near State, that city, in the building formerly occupied by Burley & Tyrrell. Constantly increasing business and need of larger warehouse facilities have made this change imperative. The excellent reputation and straightforward business methods of this house are well known to all druggists.

CHANGE IN DRUG FIRM.

Terre Haute, Ind., March 18. The partnership existing in the Buntin Drug Company, between W. C. Buntin and S. S. Anderson has been dissolved. The interest in the company heretofore held by Anderson will be assumed by John L. Butsch.

A SIGNIFICANT CHOICE.

On page 9 of this issue of The Era is a picture of Paragon Park, the great amusement enterprise of New England, located on Nantucket Beach near Boston.

The 20th Century Sanitary Soda Fountain again takes the honors and is the choice against all competitors for exclusive use in the park. Five 20th Century Sanitary Fountains will dispense absolutely pure soda water at convenient points in the park.

The exclusive choice of the 20th Century Sanitary for the World's Fair at St. Louis is still fresh in mind. In summing up the possibilities of a soda fountain enterprise, large or small, the vital and all important question is, "Will it make money?"

The L. A. Becker Company, the manufacturers of the 20th Century Sanitary point to such evidence as this order for Paragon Park, as the most convincing testimony that could be desired. They say that if this is not sufficient they will take pleasure in showing actual results as high as 300 per cent. increase of business, in proof of the claim that "the 20th Century is the fountain that makes the money."

Their immense new factory at Chicago gives the L. A. Becker Company unequaled facilities for filling orders at short notice. Write to the general office and factory, Halsted St., Chicago, or to nearest branch office, as follows: New York, 27 E. Twenty-second street; Philadelphia, 504 Arch street; Denver, Thirteenth and Lawrence streets; Boston, 36 Portland street; Seattle, 207 Third avenue; South Los Angeles, 372 South Los Angeles street; Atlanta, 82 Marietta street; Baltimore, 19 North Liberty street.

In a recent case the Board of General Appraisers decided that the shamrock is a species of clover and that shamrock seed should be classed as clover seed rather than wood sorrel.

MARKET REPORT

ROUTINE BUSINESS.

A Steady and Featureless Situation.

SANTONINE, ACETANILID AND BAYBERRY WAX ADVANCE: THE FIRST AND LAST SHARPLY.—DISAPPOINTING CONDITIONS IN QUININE AND OPIUM. — FEW DECLINES THIS WEEK.—WOOD ALCOHOL AGAIN HIGHER.

New York, April 3.—Although the volume of business transacted is not large and this disappointing lack of demand naturally works toward the lowering of prices, the general market tone remains steady. Indeed, a glance at the week's price fluctuations shows more advances than declines. Conditions are routine. No feature of interest has developed since last week and no indications of any radical changes in the near future can be discovered. The two most important movements for the week are advances in santonine, acetanilid and bayberry wax.

OPIUM.—The market remains unaltered in any particular. Very little attention is given to it by speculators and large operators among first hands. The demand on jobbers holds to about the same proportions, but is strictly routine and for immediate requirements. New crop statistics are bullish, but stocks are large. Further competition in powdered has developed. Jobbers quote the unchanged prices of $3.15@3.30 for nine per cent., and $3.25@3.40 for eleven per cent.; powdered, $4.00@4.25 for thirteen per cent., and $4.75@5.00 for sixteen per cent.

MORPHINE SULPHATE.—This week finds the same conditions as last. A moderate demand keeps up, but nothing new of interest has occurred. Jobbing quotations remain $2.60@2.70 for eighths, in ounce boxes, $2.55@2.65 in 2½-oz. boxes, $2.35@2.45 in ounce vials, and $2.30@2.40 in 5-oz. cans, according to brand or quality.

QUININE SULPHATE.—Hopes of any advance have been dampened by the unfavorable results of the Amsterdam bark sale where the lower unit of 6.30 Dutch cents was averaged in prices. This compared with 6.55 at the February sale and 6.15 in January. However, nearly all the bark offered was purchased. The next Amsterdam sale will occur on May 4, but there will be an auction in London on April 18. Shipments of bark from Java for March were 1,000,000 against 506,000 lbs. last year and for the first three months of this year they amounted to 2,497,000 lbs. against 2,423,000 in the same period of 1904. The jobbing market remains steady, quiet and unchanged at 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins, and 30@31½c. in ounce vials, according to brand and amount.

ACETANILID.—Manufacturers have advanced prices one cent, because of the increased cost of raw material. Jobbers have accordingly raised their figures to 29@36c. per pound.

SANTONINE.—An advance of 20 cents per pound has been announced by manufacturers. It is justified as caused by the continued scarcity of raw material, but as the article is controlled by a Russian monopoly, the actual cause may be of a wholly different character, and there is no certainty that prices may not be forced much higher. Local jobbers have raised prices to the following: Whole, $9.50@9.75 per pound, and 70@75c. per ounce; powdered, $10.00@10.25 per pound, and 75@80c. per ounce.

ACETIC ACID.—Stocks are very moderate and prices have again risen. Jobbers now quote the following: No. 8, 30°, carboys, 6½@7c. per pound and 10@14c. for less; 36°, U. S. P., carboys, 7@8c. per pound and 12@16c. for less.

WOOD ALCOHOL.—As is usual at this season, the demand is good and in sympathy with the advance recently inaugurated by manufacturers, jobbers, have raised quotations to 76@77c. per gallon in barrels and 88c.@$1.00 per gallon in smaller quantities.

BAYBERRY WAX.—The scarcity of spot stocks is acute. One holder controls the bulk of supplies tenaciously. Moreover, there is a lack of offerings from producing markets. Prices have been forced to a fictitious level, and to this the urgent needs of a large manufacturing house contributed, as supplies had to be secured. Production was curtailed in the growing regions by an early winter. In view of all this, jobbers have advanced prices to 65@75c. per pound.

JAPAN WAX.—A slight decline has occurred in this commodity and new jobbing prices are 17@19c. per pound.

BERBERIS AQUIFOLIUM.—As previously noted in these reports, prices have been rising for some time, because of a scarcity of supplies. New jobbing quotations are 31@36c. per pound.

CUMIN SEED.—As a result of the unsettled political conditions in Morocco, prices here have risen, jobbers now asking 15@20c. for the whole, and 18@22c. for powdered, per pound.

FLAXSEED.—Owing to the smallness of supplies as compared with normal, and a fair consuming demand, jobbing prices have been raised to the following: Clean, barrels, $7.25@7.50 each, and less 5@6c. per pound; ground, barrels, 3@4c. per pound, and less, 5@6c.

GOLDEN SEAL ROOT.—As predicted, prices continue to advance, because of the shortage of the production and a good demand. New, higher jobbing quotations are $2.00@2.25 per pound for the whole, and $2.10@2.35 for the powdered.

IRON PREPARATIONS.—In sympathy with the recent rise established by manufacturers, because of higher cost of raw materials, jobbers have readjusted some prices to a higher level. Iron citrate soluble is now 55@60c., iron phosphate scales, 55@60c., and iron pyrophosphate also 55@60c., all per pound.

LINSEED OIL.—In sympathy with recent advances in the wholesale market for flaxseed, linseed oil has been raised by jobbers to the following level: Raw, in barrels, 47@48c. per gallon and 55@60c. for less; boiled, in barrels, 49@50c. per gallon and 60@65c. for less, per gallon.

PINK ROOT.—The advance in the wholesale market reported last week has caused a similar movement in jobbing prices, which now are 45@50c. per pound for the whole, and 50@55c. for the powdered, per pound.

POTASSIUM CITRATE.—The strength in all the citrates induces another increase in the price of this article and jobbers are now asking 48@53c. per pound.

SAFFRON AMERICAN.—The close control of the small visible supply continues unabated. Besides, the prevalence of measles increases the demand. Higher jobbing quotations are $1.65@1.75 for the whole and $1.75@1.80 for powdered, per pound.

SILVER NITRATE.—The recent declines in the metal now cause a lowering of jobbing values to 43@46c. per ounce for the crystals and 45@48c. for fused, per ounce.

SODIUM CITRATE.—Another citrate up because of recent advances by manufacturers. Jobbers are now asking 49@54c. per pound.

SPIRITS TURPENTINE.—The unchecked upward movement in wholesale prices has forced up jobbing prices. Unusually heavy shipments from producing centers have reduced stocks to the lowest point during the present season. Moreover, there is a speculative bull clique in control of the Savannah market. New jobbing quotations are 61½@62c. per gallon, in barrels, and 70@75c. for less, per gallon.

SUNFLOWER SEED.—Some scarcity has prevailed at first hands for some time. Jobbers have now advanced prices to 8@10c. per pound.

OREGON BALSAM.—A further weakening of values accompanies a falling off in demand. Lower jobbing prices are $1.35@1.60 per pound. Canada is unchanged.

JALAP ROOT.—The new crop is now available at wholesale, but as jobbers have none yet, their prices remain unchanged at 17@22c. per pound.

SASSAFRAS BARK.—Select bark is exceedingly scarce, but plenty of very ordinary grades are obtainable.

COCA LEAVES, TRUXILLO.—Primary markets are quite bare of supplies, but no change has occurred in jobbing prices.

CITRIC ACID.—An upward tendency is evident and an active demand continues. Jobbing quotations, however, remain unchanged at 38@45c. per pound, for crystals.

OIL WINTERGREEN.—Some slight easiness has developed at wholesale for the natural, but jobbing prices still are $2.35@2.45 per pound.

MERCURY.—Supplies are larger and a decline of one cent at wholesale has occurred. Jobbers still quote 60@65c. per pound.

OIL PETIT GRAIN.—Prices at wholesale have eased, but the jobbing market is unaltered.

MENTHOL.—At the London drug auction, March 16, thirty-five cases sold at a decline of 10d per pound, compared with similar prices a month before. No further change here. Jobbers quote $2.75@3.35 per pound.

NUTGALLS.—Blue Aleppo are somewhat easier at first hands. Jobbing price still 38@42c. per pound.

William Lowrie, Pacific Coast Manager Dearborn Drug and Chemical Works, was killed in a railroad wreck at Santa Barbara, Cal.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, APRIL 13, 1905. Number 15.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Less Cocaine Consumed.—Lower Telephone Bills.—The Decline in Quinine.—Blazing a Trail.—Cosmopolitanism in Science. A Curious Law.—Proprietary Medicines.—Era Course Graduates.—Wells & Richardson Contracts.—Original Baking Powder.—Ethical Reason for Joining the A. Ph. A.—Professionalism Versus Commercialism in Pharmacy.—Theory and Practice.—Question Box.

NEWS.—M. C. Dows Seeks to Enjoin Manufacturers, Wholesalers and N. A. R. D.—German Apothecaries Start Campaign.—Formula Bill Advanced.—P. A. R. D. Monthly Meeting.—Western Pa. Druggists Interested in Bill Relating to Alcohol in Proprietaries.—Greensburg, Pa., Druggists Discuss Munyon Proposition and Similar Plans.—Wisconsin Formula Bill.—Among the Colleges.

TRADE.—"Just Outs" in the Drug Store and Their Prevention.—Mr. L. A. Becker on Drug Trade Conditions Throughout the Country.—The Soda Business and Fountain of the Knickerbocker Drug Co., New York.—Appraisers' Decisions.—Business Record.—Show Windows and Features.—Patents.—Trade Marks.—Market Report; Quinine, Opium, Morphine Sulphate, Menthol, Camphor Lower.—Some Advances.

EDITORIAL COMMENT

Less Cocaine Consumed.

Reports which come from different parts of the country that the consumption of cocaine has fallen off to a marked extent during the past year show that much may be done to control the misuse of this alkaloid. There are druggists who still try to excuse their own sales of the drug with the argument that if the victim does not secure a supply in one store he is bound to get it elsewhere. The statement that in the city of Baltimore the quantity sold has fallen off fully 50 per cent. proves that this is not by any means invariably the case.

An intelligent co-operation on the part of the community which stands for morals and the police authorities can accomplish much to control the very great evil. And pharmacists should be the first to propose restrictive measures, because alkaloidal debauchery carries with it an odium which will inevitably descend upon the drug stores if the knowledge that they pander to a vice vastly more degrading than drunkenness is allowed to go abroad. Members of the trade who oppose all anti-narcotic legislation do so at the peril of the good name, not only of themselves, but also of their calling.

Lower Telephone Tolls.

The reduction of the telephone rates after only a mild campaign of agitation should encourage the druggists who act as agents for the company to begin a movement to obtain better terms for themselves.

It is remarkable how sensitive these corporations are to a little public prodding. At the beginning of the campaign just closed the telephone people declared dolefully that expenses were so high and dividends so low that a reduction in rates would be ruinous. Yet in response to a bill merely proposing to investigate all these things, the tolls come tumbling down of their own accord. Whether this prompt action will result in calling off the investigation remains to be seen. The apparent eagerness to dodge the inquiry raises a suspicion that there is something worth investigating.

Delay Is Dangerous.

The action of the Executive Board of the Metropolitan Association of Retail Druggists in deciding not to fix a date for putting the proprietary medicine contracts into effect was not unexpected, in view of the prevailing sentiment of the trade in this city. President Anderson, we believe, expressed this sentiment very accurately when he declared that for some time, at least, greater effort should be devoted toward getting signatures to the various contracts than to securing more members in the association.

There is no doubt that the Executive Board has acted wisely in not being in too great haste. At the same time, the men who are at the head of the new organization should remember that prolonged delay is dangerous. It will be up to the proprietors to enforce the contracts just as soon as the signal is given; and the quicker this is done the better.

Druggists within a radius of fifty miles around New York are waiting for contract prices to be inaugurated in this city. Let us not have too much delay. Place the matter as soon as possible squarely before the proprietors and give them a chance to show their mettle.

The Pennsylvania Prerequisite Law.

Pennsylvania is, after all, the second State in the Union to enact a law requiring candidates for registration in pharmacy to produce evidence of graduation from recognized pharmaceutical colleges. For some time it seemed likely that the State, which contains within its borders the Philadelphia C. P., would be outstripped by Minnesota in the race for prerequisite legislation, but the signature of Governor Pennypacker, affixed more than a week ago, secures to Pennsylvania that honor.

Before affixing his signature, Governor Pennypacker expressed an opinion which may be used with advantage to influence other persons occupying

high places. He said that he considered the prerequisite bill as one of the best pieces of legislation brought before him in years.

Blazing a Trail.

An event of decided novelty was the announcement last week that a firm of New York retail druggists will open two branch departments in the Waldorf-Astoria Hotel. It is a new departure, for, although several hotels rent out corner street stores to pharmacies, no other druggists are actually incorporated in any local hostelry. If this experiment proves profitable both to the druggists and the hotel management, it would be but natural to see other pharmacies in others of our large inns.

There seems but little possibility of lack of success to the enterprising pioneers, for it is believed that there is a real need of a prescription department in an establishment which entertains as many guests daily as the Waldorf. Many of these are strangers to the city, who dislike personally seeking a pharmacy when in need, and the use of messengers of the hotel to secure the filling of a doctor's prescription entails not only a scheduled fee to the hotel management, but a tip to the messenger himself, often doubling the original price of a prescription.

On the other hand, the hotel is benefited by this augmentation of its complexity and completeness of service to its patrons.

Undoubtedly it was the consideration of these facts which favored the entrance of pharmacy into the Waldorf. As for the druggists, the move means a monopoly of a large trade, not only in prescriptions, but also in profitable toilet sundries, a department for the sale of which will be inaugurated. It is an opportunity for a national reputation.

The Decline in Quinine.

It has been generally conceded that for some time past the demand on manufacturers of quinine was small. It was also known that the margin of profit under such conditions was not large. It was, therefore, something of a surprise when, on April 3, all the leading domestic producers announced a decline of two cents on quinine sulphate, with a corresponding cut in the salts. Foreign markets are similarly lower.

The reduction was not generally expected, for while demand was slack, the market tone was steady, and five foreign bark auctions with varying units, which, on the whole, averaged lower, had passed without a slump. The cumulative effect of these was, however, enhanced recently by the announcement that the March bark shipments from Java were unusually heavy, being 1,450,000 pounds. It is very probable that this was the last straw which induced manufacturers to declare a price reduction in quinine sulphate.

While consumers will undoubtedly be stimulated to buy more freely for a time, small hopes can be entertained for a healthy absorption of present sizable stocks until competition grows less keen and primary statistics more bullish. But the recognition of conditions as indicated by the cut is a proof of wisdom on the part of manufacturers. A dogged holding to an arbitrary price level by artificial means frequently results eventually in a break more severe than circumstances really require.

Why Not Examine Legislators?

An Ohio man once told us that one hundred and fifty legislators at $1,600 a year would do better work than three hundred at $800; in other words, one could not get good things at cut rates. Judging by some of the legislation that The Era has been recording this year, either the legislators' salaries should be raised, or candidates for seats in the various legislatures should be subjected to a competitive examination. An examination for pharmacists who are required to know the laws and none for those who make the laws looks like an anomaly. If prospective "Honorables" were compelled to answer such questions as are asked of those who wish to become registered pharmacists, there might be something like a reform in legislation.

A Curious Measure.

A bill which is manifestly absurd and still shows the direction in which the wind blows upon proprietary remedies, is claiming the attention of Illinois druggists. It provides that every druggist must analyze the contents of each package or bottle of patent or proprietary medicine before offering it for sale, and must furnish each purchaser with a minute analysis of the ingredients sold.

Needless to say, the bill will never become a law. The interests most concerned will see to that. Besides, the law cannot demand impossibilities. Few druggists are sufficiently expert in chemical analysis to test all their pharmacopoeial drugs; how, then, can every salesman of proprietary remedies make an exhaustive investigation of mixtures which in many cases would defeat the most refined efforts of analytical science. American proprietary remedies are largely made up of little-known field plants which contain neither alkaloids nor glucosides for identification, and a host of gums, resins and extractive matters which would tax the ingenuity of an expert for months.

Cosmopolitanism of Science.

News dispatches of the last few days convey the intelligence that Professor Wilhelm Ostwald, the eminent physical chemist of Leipzig, will again this year take part in the work of the summer school of the University of California. It is also stated that Harvard University has invited the distinguished chemist to serve as lecturer during the first half of the coming academic year under the arrangement for an exchange of professors agreed upon by Harvard University and the German Government.

The performance of these duties by Professor Ostwald is certainly a triumph of cosmopolitanism, and in these days the cosmopolitan spirit in regard to science has become a feature of every thoughtful mind. There are those who would look upon this tendency as a cause for lamentation, but have we as Americans any reason to tremble for the integrity and intellectual entity of our country? We believe not. As they have done in the past, American scientists will continue to assimilate and turn to account the best knowledge of other lands, and will amplify without destroying that individuality which has characterized the development of our national existence. It has been said that science knows no barriers of race or language, but all the same, men for long years to come will remain citizens of a country in the first place, and be cosmopolites in the second. American pharmacy, as a branch of applied science, will never lose its individuality by contact with foreign teachers, nor will its followers blindly seek to imitate them; on the other hand, they will continue to make use of the best teachings of the masters of whatever nationality or language they may speak.

Here is a job for those who are abnormally fond of reading. The night telephone operator at Bellevue Hospital is said to have read 5,685 books of fiction, to say nothing of magazines and papers during the thirty-five years that he has spent at his post. He says, moreover, that he might have read more if he had not run out of material. Telephone calls after midnight are rare, which leaves him seven hours of practically uninterrupted reading.

It doesn't cost anything to say "Good morning" to your clerks, even if the weather is likely to keep trade away from your store.

Proprietary Medicines.

If Edward Bok were experienced in the prescribing or dispensing of medicines he never would have written that article on "Why Patent Medicines Are Dangerous."

He builds his story on an ethical platform which does not exist in practice; he attributes abuses to the use of these products which are largely imaginary; he accuses the manufacturers of motives which are ridiculously far from the truth, and, taken as a whole, the article shows that his knowledge of the subject is based upon theory and imagination, and not upon any real knowledge as to the conditions or practices which prevail in the proprietary medicine business.

The name "patent medicine" had its origin when it was the custom to patent these compounds. To-day, patented articles are mostly confined to such chemical compounds as phenacetine and the more correct term "proprietary medicines" is coming into more general use in the trade. Probably four-fifths, if not more, of the medicine business of to-day is proprietary. Competition is largely responsible for this, as the manufacturer is compelled to adopt this form for marketing his preparation in order to protect his investment and trade. The competition on standard, open market drugs and medicines is fully as sharp as in any other line of business. Another reason why medicines seek protection in the trade mark instead of the patent is because of the physician's prejudice against any preparation which is patented.

A recent examination of the prescription files in two drug stores showed, in one case, some sixty per cent., and the other case that nearly eighty per cent. of the prescriptions called for proprietary preparations. In fact, so universal has the custom become of putting new preparations into the proprietary form, that the physician finds it impossible to take advantage of the latest developments in remedial agents without prescribing these proprietary goods. This custom, however, is not without its advantages. The physician knows who is responsible for the quality of the goods, and, like merchandise in other lines, one has more confidence in their quality when the manufacturer is willing to print his name on the package.

But it is not with these "ethical proprietaries," intended for physicians, that Mr. Bok deals. He refers more particularly to those remedies advertised direct to the laity and popularly known as "patent" medicines. He badly mixes the quack doctor with the medicine manufacturer, and ethics with business, but his evident desire is to condemn all patent medicines as dangerous to health.

It is a fact, easily demonstrated, that the patent medicine business, as a whole, is in a healthier and better condition to-day than ever before, so far as the protection to the consumers is concerned. By far the greatest number of these preparations are put out by the retail druggists over their own labels, and made from formulas which they supply or which are known to them. Out of the 43,000 druggists in the United States, surely three-fourths of them, if not more, have from one to a dozen or more of their so-called "own preparations."

As to the big selling patents, or those which are largely advertised to the public and have a general sale, they are, with few exceptions, put out by large corporations that for strictly business reasons dare not make any but meritorious goods.

Now and then a purely fake remedy or compound comes to the front with its spread-eagle advertisements, but they are soon found out and their careers are short lived. Then, too, there is the quack doctor with his wise ways and big charges, always humbugging the people, but the legitimate, long-lived, standard patent medicines should not be confounded with either of these. It's the rule with these latter to use the best of materials and the latest improved machinery and processes for making their preparations. They cannot afford to do otherwise. They know that their goods must have merit and that they must be uniform in quality and appearance. They have too much at stake to even risk a change in color, or taste, or smell.

With these large houses the making of patent medicines is strictly a business and not a profession. They supply ready-made medicines as your shoe manufacturer does shoes or your clothing man clothes. The people are not running to the doctor for every little ache and pain. Self-medication always was and always will be a matter of personal privilege, and these business men are supplying the goods. They work on the imagination of their customers in their advertisements the same as does the department store manager, the shoe manufacturer or any other tradesman. The physician may not like it any more than the custom tailor wants the people to buy ready-made clothing, but, nevertheless, it will continue, and with the increasing knowledge of the laity about medicines and medical topics, self-medication will probably increase proportionately.

All this talk and nonsense about the dangers of patent medicines is amusing to those who know. Not one patent medicine in a thousand is dangerous to health. Here and there we find some potent drug in dangerous proportions, but the sensible manufacturer starts out with a rule that his remedy shall not be capable of doing harm, even if it does no good. He realizes the danger to his business and he takes no such chances. A novice may occasionally be found who takes such risks, but his race is soon run.

Those unfortunate creatures, too well known to druggists, who are addicted to the morphine, opium, cocaine or chloral habits, do not acquire these habits from the use of patent medicines. Ninety-nine out of every hundred get their start through the advice of a physician, who, no doubt, feels at the time that he is doing his duty, but often realizes when too late that the curse is upon them. Few people know how many physicians themselves succumb to the influence of these drugs. If statistics could be published some of our law-makers would see the necessity for a law to protect the doctors against their own prescriptions.

The patent medicine man is not without his faults, but he is not the black-hearted villain that some people try to picture him. When he is successful you will generally find him a level-headed business man, a good reader of human nature, and willing to take a chance. He believes in the merit of his goods, and has untold testimonials from those who have benefited from their use. He takes conditions and human nature as he finds them. He knows that of all the ills of humanity, real and imaginary, that the doctor is asked to prescribe but for a few. That every adult person feels more or less competent to prescribe for his minor ailments, and that every mother insists on dosing her children to scare away disease.

He has a good formula or employs a competent chemist to prepare one, and then starts out in a small way to see how it works. If successful he pushes the business according to the limits of his means and his ability. If he had any doubts as to the efficacy of his remedy, that is soon removed by the testimonials he receives, and he soon begins to realize that he is more or less of a public benefactor. To accuse him of wilfully trying to injure people or of getting them into debased habits from which they cannot escape, is as untrue as it is unjust.

Any reputable publication which tries to make capital out of such erroneous accusations is either woefully ignorant of the real conditions, or is trying to create a sensation by work-

ing on the minds of supersensitive females with a lot of rubbish which is farther from the truth than the most imaginative of patent medicine writers could produce.

If such would-be reformers as Mr. Bok would confine their efforts against the two great evils in the medicine business, they would be doing the people a real service. We refer to the quack doctors, of which there are many who should be in the penitentiary, and to the fake medicines, of which there are always some in existence. No fair-minded physician or druggist has any sympathy for these enemies of society and would welcome their extinction; on the other hand, the practical physician or druggist knows that there is a perfectly legitimate demand for ready-made medicines, which must be supplied, and they know, too, that this branch of the business is in good hands, and the people are being better served today than ever before, with these proprietary medicines.

The New Treatment of Leprosy.

The new remedy for leprosy, discovered by Captain E. R. Rost, of Rangon, and the method of preparation, is described in a British medical journal of February 11. The remedy is a serum and one of the author's principal difficulties was in obtaining a medium in which bacillus of leprosy would grow. He found that the presence of salt in culture media retards the growth of this bacillus, as also that of tuberculosis. After numerous experiments, he adopted distilled beef-tea, and in this he grew the bacillus for six weeks, sterilizing the culture, filtering through a Pasteur filter, concentrating the filtrate to one-tenth its bulk, and filtering again. The final filtrate is called leprolin. The first result of an injection of leprolin is similar to that of tuberculosis. The temperature rises and the pulse and respiration increase. Four cases of leprosy have been reported cured, and others show improvement, although the treatment is still in an experimental stage.

ERA COURSE IN PHARMACY.

Graduates for March, 1905, Whose Grades are Above 90 Per Cent.

Number.		Per Cent.
4050	Lawrence G. Peck, Eau Gallie, Fla.	96
4132	Raymond Hauser, Danville, Pa.	96
4141	George Noetzel, Detroit, Mich.	96

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it, for the sum of $2. Those who desire the latter should forward the necessary fee at once to The Pharmaceutical Era.

OUR LETTER BOX

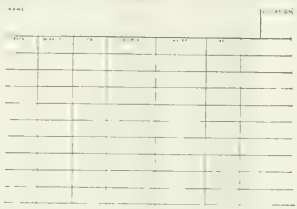
A CARD INDEX.

Sharon, Pa., March 16, 1905.

Editor The Pharmaceutical Era:

I have read with interest the article in your issue of March 9, describing Mr. Dow's card index system.

The enclosed card is one I have used for the past two years. It is less comprehensive than Mr. Dow's and at the same time it gives all the information ordinarily required. A card is filled for each item. When goods are to be reordered the appropriate card is taken from the file and placed in a compartment set apart for the purpose. This bunch of



cards takes the place of a want book, and in ordering, one has before him a record of previous purchase for a guide. The cards are kept together and the new entries made from the invoice. The cards are then ready to return to the file. The record on a card is of value when considering a special offer or quantity proposition.

This card is of my own design and can be used by anyone who should care to do so. Very truly yours,

C. G. Carver.

HISTORY OF BAKING POWDER.

New York, April 7, 1905.

Editor The Pharmaceutical Era:

I was attracted in reading your issue of April 6 to some receipts for baking powder in that number. An hour or so before reading it I was introduced to the son-in-law of the inventor of baking powder by one of our proprietors. This gentleman, whose name is William Henry Haworth, who is yet as hale and hearty as a man of thirty-five, is, of course, well into life. In the period of a couple of hours he gave me quite a history of the invention, introduction and general use of baking powder. His father-in-law, the inventor of baking powder, was Henry Bishoprick, a resident of Montreal, Canada, and a clerk in a wholesale house (drugs). From his early education in England he evolved the idea of mixing ingredients together in dry state that would take the place of the usages of that period (1840) in bread or biscuit making. The inventor then moved to Cincinnati, Ohio, where he opened a drug store. Finally he entered the manufacture of "Bishoprick's Infallible Baking Powder," which he carried on, doing the first and largest baking powder business of those times, up to 1880. Therefore, he was not only the original baking powder man, but the one that gave the name "baking powder" to the commercial world. Mr. Haworth was the first man who ever sold baking powder on the road, having begun it himself in 1856, and after Mr. Bishoprick's death, manufactured it for thirty-nine years. I thought this might interest you, and so give you the result of my introduction. Yours, a pharmaceutical slave,

Seventy Years Old.

THE W., R. & CO.'S CONTRACTS.

DuBois, Pa., March 25, 1905.

Editor The Pharmaceutical Era:

In The Era a few weeks since you asked for views of druggists in regard to the Wells, Richardson & Co. contract, to which Mr. F. B. Little, of Guthrie, Okla., takes exception.

The W., R. & Co., in attempting to enforce their contract, are at quite an expense doing what the retail druggists of this country for the last ten years have been praying for, and now that the manufacturers have seen fit to answer that prayer, why should we doubt their honesty and sincerity and refuse to co-operate with them?

At one time Paine's Celery Compound and other dollar preparations sold for sixty-seven and seventy-five cents in this town, but now we receive full price for a few and ninety cents for the rest. It may be a little extra work to stamp one's name on every bottle or carton, but note the difference between 67-75c. and 90c.-$1, and are we not protected by the manufacturer's contract?

Mr. Lillie says he does not care to assume the responsibility of seeing that every package that goes out of his store is stamped. Does he not assume responsibility when a ten-cent bottle of laudanum goes out, and on which he makes about three cents? The law says the bottle must be labeled and the W., R. Co. says their goods must bear the dealer's name either stamped or written on the package with ink. Both requirements are for our protection.

As to placing our names on proprietary or patent medicines, I don't see anything objectionable in this, any more than I do in wrapping a proprietary in a paper bearing my business card, or in allowing a proprietary or patent medicine company to place my business card on "almanacs" or matter which advertises its goods.

Every druggist should sign W., R. & Co.'s contract and see that each package of their goods is properly stamped; then when his competitor sells a package for less than contract price, he can refuse to meet that price and his interests will be taken care of by the manufacturers. By all means, sign the contract. Respectfully,

A. P. Holland,
R. A. Hoover, Manager.

TOOTH POWDER DISPLAY.

Alpena, Mich., April 4, 1905.

Editor The Pharmaceutical Era:

A very attractive window display is to get a pine stump from the woods and set it in the center of the window, placing around it colored green excelsior representing grass; driven into the stump is an ax, with a sign hanging on the handle, reading: "A stump for them all on Toilet Articles." Then get from the electric light people some small electric lights, arranged with a Hylo attachment, so that the lights will blink, and set them in the excelsior to represent "lightning bugs."

In front of the stump place some plaster of paris on a paper, with an Easter chick on it. Above have a sign reading: "Never scratched yet. This tooth powder doesn't scratch." Toilet articles should be spread around on the bottom of window. This will prove to be an attractive window display. Yours respectfully,

GEORGE H. WILSON.

THE AIM OF THE A. PH. A.

Andrew J. Eckstein, New Ulm, Minn., of the General Committee on Membership, sends to the Letter Box the following communication, a copy of which he is sending to those he thinks should be interested in the American Pharmaceutical Association:

The Ethical Reason.

"If you can interest a pharmacist to join the American Pharmaceutical Association on ethical grounds, he is much more likely to stick to the association than though he were won by an appeal to his commercial interests."

A fellow pharmacist in an eastern city wrote these words to me and they have suggested a new line of thought and action; a new set of arguments to present to the druggist in behalf of the A. Ph. A.

I am going to lay aside the dollar-part entirely, for the time being. I am not going to let the coin of the realm enter into our discussion. This, perhaps, is a difficult matter to do, because we have fallen into a rut that permits of no reason, no logic, that does not begin with the graceful curves of the dollar sign.

Pharmacy is just as much a "calling" as is the ministry. We have as our basic principle the good of man. We aim toward purity, toward honesty, toward progress. We seek to correct evils regarding drugs and the manner in which they are dispensed. We work sometimes into the night over a problem involving not our selfish interests, but something broader and better—something that concerns the entire human race.

So far as I am concerned I could shut myself off from every other pharmacist on earth and still make money. I could crawl so far back into my shell that no one could find me except the man who came to settle a bill. I might refuse to contribute one solitary penny toward the "cause." I could exist. I could have a larger bank account than I might otherwise have. But—and right at that knotty "but" I find the stumbling block.

To whom am I indebted for the drugs I sell? Who found out for what they were good? Who told me how to read the queer little signs which signify or indicate that some dying man has a hope in the drugs I dispense? Who taught me how to use care and judgment in the preparation of some remedy that may keep a mother's infant from the grave?

Do I owe nothing to society? Do I owe nothing to that branch of human progress that we call "pharmacy?" "Am I my brother's keeper?" cried Cain, and through the silence of the night a still, small voice answered, "Yes."

That voice speaks to everyone of us. Pharmacists have a mission. But do they always heed that voice? Do they always pay attention to that "ethical" calling.

I am indebted to someone, some Supreme Cause for life. I am indebted to society for the condition of my life. Had my forebears seen nothing ethical to live for I might to-day be a cave-man with low brow; with no knowledge of civilization, with only a lurking desire to kill and devastate.

But my ancestors, *our* ancestors, recognized this obligation that bound them to each other, and out of chaos came order; out of darkness came light; out of confusion came method.

As I compound the drugs which, if combined in righ proportions, make medicines for the cure of human ills, there comes before me a picture, and it stays with me until my work is accomplished. It is the picture of a patient old man bending over his tubes and bottles in his laboratory. The light of his night lamp flickers and I can see that the hours are far advanced. I watch this old man with his high brow, his purposeful eye, struggling on—for an ethical purpose. He is solving a problem that will assist suffering humanity for ages to come—that will aid in the solution of problems by far too complex to forecast at present.

That picture tells me that I am living not for myself alone; but for a cause.

Had the soldiers of the colonies seen nothing ethical to fight for, we would still be a colony. But they saw; they understood; they acted. It is not enough that we admit a principle; we must investigate and act—we must live it.

In pharmacy, nothing represents the ethical principle more fully than the American Pharmaceutical Association.

There is a reason for every pharmacist in this country to belong to it. That reason does not have the metallic jingle of money. It is simple, beyond dispute, convincing, complete. It is the ethical reason that binds us together for a purpose.

We owe a debt, an ethical debt, and the one way in which we can pay it is to join forces with our brother pharmacists in the ceaseless cause; the eternal *progress* that admits of no perfection, but continued endeavor. Respectfully submitted,

ANDREW J. ECKSTEIN.

To Prevent Poisoning by Mercury Vapor.

N. Jarugi (Gazetta) has devised an inhaler which will prevent the vapor and particles of mercury from passing into the lungs. The device is to be worn over the nose and mouth of those employed in working with mercury. The air which is inhaled is made to pass through a mass of finely divided aluminum. The power of aluminum to absorb mercury, even when highly diluted with air, is so great that in its passage every trace of the metal is absorbed, the action being so complete that the heavy vapor evolved by heating mercuric chloride may be breathed with impunity.

Linim.

Linim is not the active principle of linum catharticum, according to the investigations of J. Stuart Hills and Prof. Wynne (Pharm. Journ.). The authors have isolated that body and found that it is not the active principle of the plant, but a decomposition product of a glucoside, which is the real active principle.

THEORY AND PRACTICE

Hydrogen Peroxide in Ordinary Combustion.

In an address before the London Chemical Society, A. G. Solomon stated incidentally that H_2O_2 is an intermediate product of combustion. The author gave a brief historical sketch of the revolution which the conception of combustion has undergone during the last few decades, more particularly since the research of Dixon, who in 1884 proved the incombustibility of carbon monoxide and of Brereton Baker, who showed that hydrogen, even when wet, will not burn in oxygen, if every trace of electrolyte is excluded. Water is only formed as a result of an electrolytic change. An electrolyte must be present and in all ordinary experiments this is supplied in the form of traces of acid impurity from the reagents or of alkaline salt of the vessel used.

Toxicity of Adrenalin.

Lesage (Soc. Biol.) gives the results of a series of experiments with different doses of adrenalin in intravenous injections. In the dog the fatal dose when administered in this way lies between .0001 and .0002 gram per kilogram. The cat is more resistant to the action of the drug than the dog, the rabbit or the guinea pig. The fatal dose varies from .005 to .00087 gram per kilogram. In the dog anesthesia has no influence upon the progress of the poisoning, while in the cat anesthesia aids in rendering the body accustomed to the action of adrenalin. Death does not occur in the same way in the two animals; the dog apparently suffers a cessation of the heart beat, while the cat succumbs by reason of failure of respiration.

Validol.

Validol or valerianate and menthol is the menthol ether of valerianic acid with the addition of 30 per cent. of free menthol. It is a chemical combination, having neither the odor nor the disagreeable taste of its contituents; while possessing in a high degree the therapeutic properties of its two components. If a drop of the substance is placed in the hollow of the hand and rubbed briskly, it develops an odor of valerian, which gradually passes into the refreshing odor of menthol. Validol is an oily, colorless liquid. It is used as an antiseptic and in hysteria and hypochondria.

Formic Acid and Formate of Soda.

This preparation, according to Huchard (L'Union Pharm.), increases muscular force and resistance to fatigue, as experiments with the ergograph have shown. Instead of prescribing formic acid with bicarbonate of soda, which does not form an agreeable combination, the author recommends the use of a formate of sodium in doses of 2 to 3 grams per day. The formula suggested is as follows: Formate of sodium, 15 grams; syrup of orange, 300 grams; a tablespoonful three times a day in a little water.

PROFESSIONALISM VS. COMMERCIALISM*

Difficult to End Old Conflict in Pharmacy

Dr. William C. Alpers Says Conditions Have Reached a Crisis—Commercialism Must Give Way to Professionalism, Which Means Progress and Reform—Education is the Keystone to Success

The conflict between commercialism and professionalism in pharmacy is an old one—as old as pharmacy itself. While in many European countries it has long been settled in favor of professionalism, it is far from being solved in our country. During the last ten years pharmaceutical conditions in the United States have reached what may justly be called a crisis. A revolution almost is taking place, and nobody can foresee the outcome. Of late years the tendency has been to push commercialism to the front, direct all efforts to reform on strictly commercial lines and let professionalism take care of itself. There are even many voices heard condemning professionalism as the source of our difficulties, and advocating its total abolishment from pharmacy. Luckily, in all extreme measures a reaction is bound to set in, and the signs are numerous that professionalism will soon get the upper hand in pharmacy.

PHARMACY DEFINED.

In order to compare the two sides of pharmacy, and try to find a harmonious and satisfactory link between them, let us first clearly understand what we mean by the two terms, professionalism and commercialism. Professionalism, according to our dictionaries, is a vocation that involves a special education and mental, rather than manual labor. Commercialism, however, is the spirit of commerce, an exchange of goods. If, therefore, we speak of the profession of pharmacy, we thereby imply a special training of the mind, an education beginning at the lowest step and gradually leading up to what is collectively called pharmacy. For it must not be forgotten that pharmacy as a profession is not a science in itself, but rather the combination or chaining together of certain branches of different sciences. A scientific pharmacist, in the widest sense of the word, would have to possess a much broader education than a chemist, a botanist, a physician, or a microscopist. But even if we restrict the word to our daily vocation, a wide range of knowledge is necessary, which by its very nature must at once raise its possessor above the ordinary commercial man.

THE COMMERCIAL MAN.

The commercial man has little to do with education. It is practical experience and a keen perception and exact knowledge of goods that make him successful. He may be able to determine at a glance whether a bale of drugs, like sarsaparilla or ipecac, is of good or poor quality. He does not bother his mind with the question whether the drugs under consideration contain an alkaloid, an oil, or a resin; whether they are poisonous or salubrious. His experience tells him that they are good objects for commercial enterprise, and in this sense alone he is interested in them. The pharmacist looks upon his goods from a different standpoint. The questions that are uppermost in his mind in handling the same articles cannot be solved by practical experience. Their answers are based on knowledge, on education.

VALUE OF EDUCATION.

To say, therefore, that education in pharmacy is an unnecessary thing, means retrogression. The advancement of the human race is based on education, on enlightenment, and the repudiation of any established science by its disciples, is indirectly a step toward barbarism. To wipe out the educational part of pharmacy would be to wipe out pharmacy itself. It would mean to divest a growing and beautiful plant of its leaves and flowers, leaving the bare stem as a monument of folly and destructiveness.

We arrive at the same result if we commence our argument from the opposite end. What is a pharmacist? The answer is: A person skilled in the art and science of compounding and preparing medicines. He is not simply a thoughtless mixer of different materials, and the compounding of medicines can in no way be compared to the mixing of mortar, or the mixing of oils and paints. The very definition of the word implies education. But to the public and in law it implies more. It is the established principle in all civilized communities, that the pharmacist is responsible for the quality of his goods, and that he is, and must be, a judge of what is good or injurious to the health of his clients. Nobody expects any responsibility from the purely commercial man. If the bale of ipecac that he sells turns out to be of inferior quality, the buyer claims a proportional credit, which is generally granted—and the transaction ends. But if the pharmacist dispenses a preparation of ipecac that by inferiority or faulty compounding causes injurious results, he is held responsible in every direction, and he may not only be sued for damages, but also held criminally. In our own ranks, the men who for the last five years have worked very faithfully for the elevation of the commercial side of pharmacy, almost to the exclusion of all professionalism, have yet unconsciously acknowledged that professionalism is, and must be, the foundation of pharmacy; for the profit that they claim and try to obtain on certain goods far exceeds the just rewards of commercial enterprise and can only be explained and maintained from a professional standpoint.

STRENGTH OF PROFESSIONALISM.

The public finally give proof every day that they look upon pharmacists as men of higher education, and apply to them for information in many instances where knowledge of chemistry, hygiene, botany or materia medica is presupposed. That these demands of the public are sometimes carried too far and may become sources of annoyance is probably true—but we should not forget that this confidence put in our knowledge and judgment, if properly answered and encouraged, will, by the very nature of our dual position, give us more than mere mental gratification, and lead to increased activity in prescriptions and other professional work.

Thus, whichever way we look, professionalism is the very backbone of pharmacy, and should therefore have the first consideration in all our doings and enterprises.

In carrying out this principle, we must not forget, however, that a drug store is a poor place for mere hypothetical speculation; nor can a strict carrying out of a theory, however beautiful, be a successful vocation. The claim that we study pharmacy and conduct pharmacies, for the sole purpose of advancing science or gratifying our desire for higher education may justly be called an absurdity. We are in business for the sake of profit. We must make a living and feed our families. But this merging of the prosaic demands of stern reality with the higher ideal of a professional calling is not restricted to pharmacy alone. Every professional man has to face the same dispute, and must find a way to harmonize the ideal with the real. Nor must we forget that this is not an age of abstract speculation, and that the tendency of the times points toward an immediate and quick application of all scientific discoveries.

LEGITIMATE SIDE LINES.

Whatever new is invented or discovered in any science, and particularly so in medicine and chemistry, does not long remain the property of some scientists, who keep it like a jewel in a forbidden shrine. No, it becomes at once the common property of the whole world; every man of intelligence reads about it, and commercial enterprise at once takes possession of it. Thus science, or professionalism and commercialism, or practical application, run together, and it is almost impossible to draw or find the line of demarkation.

Let us apply this general observation to medicine and pharmacy. The principal aim of medicine of to-day is not directed to combat disease by ordering remedies; the tendency is rather to prevent disease, and hygiene and sanitation have become such important branches that they form almost a science by themselves. And here arises at once the demand for an innumerable number of articles and apparatus tending to promote hygiene and sanitation, and it is natural that the pharmacist should supply them. It is, for instance, quite natural that where antiseptics and prophylactics that are used and ordered for the purpose of sanitation, as mouth washes and other dental preparations, are

*Read before the pharmaceutical meeting of the Philadelphia College of Pharmacy, and reprinted from the "American Journal of Pharmacy."

sold, also the articles for their application, as tooth-brushes, etc., are kept, or to step from dermatological preparations to brushes, combs and similar implements. Aromatic liniments may, without strain of argument, lead to perfumery, and new methods in practical medicine to a large number of sundries, as electro-batteries and various glassware. All these appear like natural and legitimate side-lines, and even the strongest advocate of professionalism cannot exclude them entirely from his pharmacy. But they should remain what they are—side-lines, not principal lines—and their handling, as well as the whole arrangement of the store, should be managed accordingly.

ONWARD AND UPWARDS.

The history of civilization shows us that wherever it became necessary that people of different degrees of civilization lived together, the inferior race must yield to the more enlightened one. Superior education will enforce its demands in every instance, if necessary, even by brute force, in order to elevate the lower race. When the opposite takes place and higher civilization succumbs, we have a retrogression to barbarism. Applying this general observation to our little sphere of pharmacy, we must let professionalism take the lead. We can never consent to arrange our professional calling as a mere commercial practice. Our aim must rather be to elevate the commercial part of our vocation and make it subservient to professionalism. And it can be done and has been done. It is a fact that since the time of the present pharmaceutical crisis the complaints about unbearable conditions have come mostly from the so-called commercial pharmacists, while the professional man has complained little, if at all. He is not blind to existing conditions—as is so often claimed—but rather by prudent foresight and keen perception he recognized the fact that pharmacy based on commercialism cannot prosper, and his aim has been to elevate the desirable side-line and strengthen his position with the medical profession as well as the laity.

A METAPHORICAL CASE.

Let me use a metaphor. A strong and vigorous man enjoys the freshness of the water of the Niagara River above the Falls. He is a good swimmer, he knows his surroundings, no idea of danger ever enters his mind. He has done the same for years. Then, one morning, venturing out further toward the Falls, he discovers that he is gently carried off by the current. "I must turn around," he says to himself, and he does. But has he become weaker than in former years, or is the current stronger? for he is slowly, but surely, being dragged toward the Falls. His feeling of safety leaves him. For the first time in his life he feels that he has made a mistake, that he cannot depend on his own resources. He looks around for assistance, but there is none. The banks of the river are far from him on both sides. The rushing of water drowns his voice, and there he is, in the midst of the irresistible, constant current. His apprehension turns to fear. How can he save himself? Already his strength is leaving him. In a few minutes he will be beyond the hope of rescue. In this state of mind he sees not far from him a raft. With the last remaining strength he swims toward it, he climbs on it. "I am saved," he shouts, and lays on it exhausted, but in the ecstacy of joy. And more than this, on the raft he discovers many treasures, precious stones and bags of gold. "What a find," he cries, "how lucky I did not reach the shore in time."

After the first fulness of his joy, he again looks around. Is he really safe? He discovers, to his dismay, that his rescue is only seeming, for the raft and treasures and rider are still in the current, and slowly moving toward the Falls. But there is help from another quarter. On the bank he discovers some friends. They motion to him; they show him a rope. At a favorable point they throw it to him. "Now I am safe," he cries. Eagerly he grasps the rope. He pulls at it in his excitement; but, alas, it is too thin and weak to stop the momentum of the raft; it breaks and leaves him helpless again. His fright approaches despair. What shall he do? Again his friends motion to him. Now he understands. The rope is thrown again, but this time, instead of trying to carry the heavy raft with him, he ties the rope around his waist, takes a few of the treasures that are not too heavy, then bravely plunges into the water, and with his own great exertions and the help of his friends, he reaches the bank in safety.

PROFESSIONALISM TO THE RESCUE.

Here we have the pharmacist who some day discovers that the quiet enjoyment of his business has been interrupted and that he is carried to financial ruin. His own efforts of former days fail. He climbs on the raft of commercialism that seems to give him safety and promises golden treasures; but he discovers that still he is in the deadly current. Then his friends throw him the line of professionalism. It is not strong enough to pull the clumsy raft, but it is strong enough with proper guidance to save him alone, if he will add his own efforts; yea, he may even carry some of the treasures along. Shall we stubbornly stick to the heavy raft of commercialism and be carried down the falls? or shall we bravely plunge again in the river of pharmacy, use our own efforts strenuously and with the gentle guidance of professionalism be saved?

The advocate of professional pharmacy is often called an idealist, a visionary who shoots far beyond the mark and fails to recognize the cold facts of the world around him. In reality it is the idealist who sees clearly beyond the narrow circle to which he is confined. It is the very keenness of his vision that makes him attack and reject conditions around him which others deem unalterable, and while he may sometimes underrate the difficulties of reform, he yet points a way in the right direction. There never was a great man without an ideal! It is necessary to have higher inspiration in order to rise above the ordinary, and this inspiration is generally transposed from the leader to his followers and is able to carry a whole nation to nobler aims. Without an ideal there would be no progress, no reform. Without an ideal there would be no art, no music, no greatness. Let me put before you the often-cited instance of the artist who looks in ecstacy at a block of snow-white marble. "How wonderful," he exclaimed. "See the grandeur of perception, the beauty of the face, the harmonious lines of the whole figure." "What are you talking about?" asked his neighbor, "I see nothing but a mass of stone." "Yes," replied the artist, "there is some stone about the statue, but give me hammer and chisel, so I can cut it away, that the whole world may see the statue in all its beauty."

Let us in the same way look at pharmacy as an accomplished piece of art. Do not cut up the block of marble for commercial paving stone. Let us take hammer and chisel and work faithfully from morning till night until professional pharmacy stands before us perfected in all its glory.

Straw Charcoal Dressings.

The Journal of the American Medical Association describes an ingenious method of making inexpensive absorbent surgical dressing employed by the Japanese. The aseptic absorbent material is the charcoal of recently burnt straw. Any straw will answer, either fresh or old, soiled or clean, but rice straw is generally used there, because it is most common. The straw is placed in an iron vessel or on the stone or dirt floor of a room, and set on fire, the vessel being covered or the doors and windows of the room being closed to diminish the supply of oxygen. The straw charcoal thus made is aseptic and very absorbent, and may be obtained without expense anywhere. It is applied to wounds, in a linen bag of the proper size and the bags are the only part of the bandage which it is necessary to provide or transport, as the straw can be obtained anywhere. The dressing is the invention of Surgeon-General Kikuzi, it is said, and has been used for several years.

SODA WATER FORMULAS.

Alaska Snowball.

White and yolk of ...	1	egg
Lemon syrup, No. 2 ..	½	ounce
Orange syrup, No. 2..	½	ounce
Raspberry syrup, No. 2	½	ounce
Fresh cream	½	ounce
Shaven ice	1	tumblerful

Shake well in milk shaker, then add:

Plain soda	1	tumblerful

Stir and serve with straws.

Scorchers' Delight.

Shaven ice	½	tumblerful
Liquid phosphate	5	dashes
Compound tincture of cardamom	3	dashes
Vanilla syrup, No. 2..	1½	ounces
Plain soda	8	ounces

Stir, strain and serve with straws.

Imperial Cream.

Cream soda syrup	1	ounce
Extract of vanilla	1	dash
Pure cream	1	ounce
Shaven ice	½	tumblerful
White of	1	egg

Shake well, strain, then add:

Plain soda	1	tumblerful

Serve with nutmeg.

SHORTER HOURS FOR CLERKS.

Marysville, Cal., April 10. The governor has signed the bill making the day's work of drug clerks not more than ten hours. Any proprietor of a drug store who makes his employes work over ten hours is guilty of a misdemeanor.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Cement for Mending Pestles.

(C. G.)—

(1.) Plaster of Paris is ordinarily used for fastening loose handles. It is made into a moderately thick paste with water, run into the hole in the head of the pestle, the handle inserted and held in place till the cement hardens. Some add sand to the paste, and claim to get better results.

(2.) Boil together 1 part caustic soda, 3 parts resin and 5 parts water till homogeneous and add 4 parts plaster of Paris. The paste sets in half an hour and is but little affected by water.

(3.) The Era Formulary gives this one: Equal quantities of gutta percha and shellac are melted together and well stirred. This is best done in an iron capsule placed on a sand-bath and heated either over a gas furnace or on the top of a stove. It is a combination possessing both hardness and toughness, qualities that make it particularly desirable in mending mortars and pestles. In using, the articles to be cemented should be warmed to about the melting point of the mixture and retained in proper position until cool, when they are ready for use.

(4.) Some years ago, Paul L. McConomy, of Philadelphia, contributed the following formula for a cement for pestle handles, which he says he has used for many years, with satisfaction: Make a smooth, moderately soft paste with litharge and glycerin; fill the hole in the pestle with the cement and firmly press the handle in place. The pestle should then be wedged under a shelf or other convenient place for three or four days until dry.

Ink Erasers.

(J. A. K.) We do not know the composition of the particular ink eraser in stick or paste form that you have in mind. However, the following are typical formulas for preparations for removing ink from paper and it should not be very difficult to put some one of them into the particular form you desire:

(1.)

Immerse blotting-paper or a similar material in a hot concentrated solution of citric acid, roll it into a pencil, and coat the larger portion of it with paper or lacquer. Moisten the eraser with water, and rub over the ink to be removed. Drop upon the ink spot a drop of water containing chloride of lime. The ink immediately disappears.

(2.)

Mix equal parts of oxalic and tartaric acids in powder. When to be used, dissolve a little in water. The solution is poisonous.

(3.)

Use equal parts of cream of tartar and citric acid in solution with water.

(4.)

Thick blotting-paper is soaked in a concentrated solution of oxalic acid and dried. Laid immediately on a blot, it takes it out without leaving a trace behind.

(5.)

Tin chloride, 2 parts; water, 4 parts. To be applied with a soft brush, after which the paper must be passed through cold water.

(6.)

A weak solution of chloride of zinc.

Manufacture of Formaldehyde.

(W. D. Co.)—Formaldehyde gas for purposes of disinfection may be derived from the following sources:

(1.)

From a commercial product known as formalin, said to be a 40 per cent. solution of formaldehyde gas in water. It is said to be manufactured technically from methyl alcohol by a method not well known.

(2.)

From the combination of the above solution and chloride of calcium placed in a closed receptacle. By the application of heat the gas contained in the receptacle is given off in a dry state and conducted through a fine tube to the room to be disinfected.

(3.)

The generation of formaldehyde gas by the oxidation of methyl or wood alcohol in a specially constructed lamp, of which there are several forms on the market.

(4.)

By the heating of paraformaldehyde in the form of tablets.

Oil for Floors.

(C. J. H. & Co.)—

(1.)

Neatsfoot oil	1 part
Cottonseed oil	1 part
Petroleum oil	1 part

(2.)

Beeswax	8 parts
Water	56 parts
Potassium carbonate	4 parts

Dissolve the potash in 12 parts of water, heat together the wax and the remaining water till the wax is liquefied; then mix the two and boil together until a perfect emulsion is effected. Color, if desired, with solution of annatto.

(3.)

Some time ago a writer in a contemporary proposed a formula for an emulsion containing paraffin oil, 8 parts; kerosene, 1 part; lime water, 1 part. A coat of the mixture is applied to the floor with a mop.

"Spirit of Swallows."

(J. J. H.)—We must confess our ignorance of the identity of "spirit of swallows." However, we think your customer probably had in mind the mediæval preparation known as "oil of swallows," which was made by pounding and boiling sixteen young swallows with a handful each of plantain and bay leaves, chamomile, rue, dill, sage, hyssop, rosemary, hypericum and costmary in 4 pounds of oil and 1 pound of Spanish vine, and straining. There are other old-time formulas. In a paper read before the A. Ph. A. some years ago, by L. F. Kebler and G. R. Pancoast, on "Curious Oils," the statement was made "that some bird oil is usually supplied" on calls for "swallow oil."

Elixir of Glycerophosphates.

(J. McI.)—The following formula for elixir of glycerophosphate of lime and soda was contributed to the American Pharmaceutical Association, at the meeting last year, by Wm. C. Kirchgessner, of Grand Rapids, Mich.:

Sodium glycerophosphate	128 grains
Calcium glycerophosphate	64 grains
Hydrochloric acid	1 fl. dram
Simple syrup	4 fl. ounces.
Compound syrup of orange	1 fl. dram
Prune juice, q. s. for fluid pint.	

Dissolve the sodium and calcium glycerophosphate in the prune juice with the hydrochloric acid previously added. Mix the syrup and spirit of orange. Filter if necessary.

Chlorophyll may be employed for coloring elixirs green.

Registered Trade Marks.

(L. S.)—We suppose you can register a trade mark without the assistance of a patent lawyer. First write to the Commissioner of Patents, Washington, D. C., for a blank form which must be filled out by you, requesting such registration. The commissioner will also send you certain rules to be observed by applicants. Under the new trade mark law which became operative on April 1 of the present year, the fee for registration is $10; under the old law the fee was $25. Some information regarding the provisions of the new law were published in The Era of last week, page 409.

To Clean a White Plume.

(S. T. D.)—The following process, recommended for cleaning white ostrich feathers, will presumably answer your purpose for cleaning a white plume: Four ounces of white curd soap, cut small, dissolved in four pints of water, rather hot, in a basin. Make the solution into a lather by beating it with birch rods or wires. Introduce the feathers and rub well with the hands for five or six minutes. After the soaping, wash in clean water, as hot as the hand can bear. Shake until dry.

Hyoscyamus Muticus from India.

The bulletin of the Imperial Institute contains a description of hyoscyamus muticus from India. One obtained from the Punjab was found to contain .36 per cent. of hyoscyamine in the dry stems and .38 per cent. in the dry leaves. The second from Larkana contained .28 per cent. of hyoscyamine. No other alkaloids were found in either of the plants. These results seem to show that the Indian plant is much less rich in alkaloids than the Egyptian variety.

If you want Quick Returns and Big Profits, Sell

Evans' Ale

and

Stout

Known from Ocean to Ocean

BEST BREWED
BEST BOTTLED
BEST ADVERTISED

Ale in the World

Get Posted

C. H. EVANS & SONS,

Established 1786. HUDSON, N. Y

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

We Publish it for You.

The Puzzler

Your Own Store Paper.

Newest Kind of Drug Store Advertising

The "PUZZLER" isn't like anything else published. It's a Monthly Illustrated Store Paper, to be sure, but examine it, and you at once recognize its unique, trade-bringing, entirely new features. It is only 12 months old, but **225,000** copies per month tell the story of its tremendous success with the shrewdest advertising druggists in America—one only in a locality. You never before could buy such effective drug store advertising at so small a price. It pays for itself over and over every month. Its effectiveness is doubled by a novel plan which carries the interest of all ages and classes of readers over from one month to another. Get exclusive control of the "Puzzler" for your locality and the profits on your increased trade will more than pay the costs—and besides, it will be the best general advertising that you can get for your drug store. **Write at Once for Free Sample Copy.**

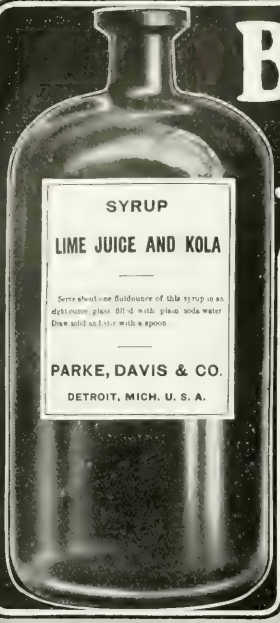
Drug Store Advertisers *M. P. Gould Company* Bennett Bldg. New York

Cut off on this dotted line.

First Month FREE

As a SPECIAL OFFER to Druggists sending in this coupon from the PHARMACEUTICAL ERA we will mail a Sample Copy of the "Puzzler" and fully describe the Proposition; and if after examining it thoroughly you contract for the "Puzzler" for one year we will credit you with enough to pay for the entire First Month. Sending in this Coupon does not obligate you "contract for the "Puzzler." APRIL 15th.

M. P. Gould Company New York



Brisk Business *for the* Fountain

SYRUP

LIME JUICE AND KOLA

INSURES IT.

From the day of its inception *Syrup Lime Juice and Kola* has grown steadily in popular favor. The secret of its success is told in a single sentence—it makes a delightful beverage, cooling, refreshing, invigorating.

IT WILL PUT MONEY IN YOUR CASH DRAWER.

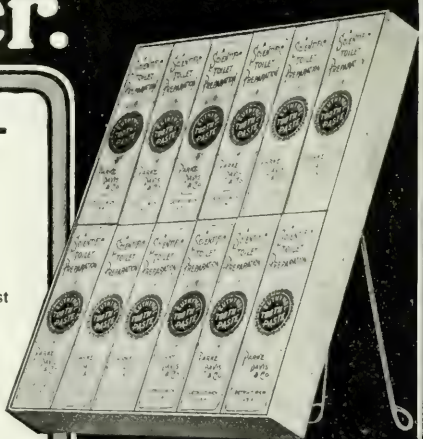
Make it your leader for the coming season. And send us an order for a supply at once, so as to be ready for the spring business.

NET PRICES.

Gallon bottles, each, $1.75; 5-gallon bottles, per gallon, $1.60; 10-gallon bottles, per gallon, $1.50.

WE SUPPLY ATTRACTIVE LITERATURE, ALSO FREE TICKETS, WHICH HELP TO CREATE A DEMAND. WRITE US ABOUT THEM.

Good Money *in this* Fine Seller.



100 PER CENT. PROFIT

if you take advantage of our special offer—

ONE DOZEN TUBES FREE
WITH EVERY ORDER
FOR SIX DOZEN.

Euthymol Tooth Paste is a good specialty to push. A first sale usually insures a permanent customer.

PRICE PER DOZEN TUBES, NET, $1.75

(direct from us or through your jobber).

PARKE, DAVIS & CO.

HOME OFFICES AND LABORATORIES, DETROIT, MICH.

News Section

G. A. S. STARTS CAMPAIGN.

Committee to Recommend Candidate for Board of Pharmacy.

THERE MAY BE THREE CANDIDATES AT JUNE ELECTION, NOMINATED BY ASSOCIATIONS — STEAMER CHARTERED FOR JUNE EXCURSION. —SPLENDID LECTURE BY DR. GROSSE.

Credit for taking the first step in the annual campaign for the election of a member to the Board of Pharmacy belongs to the German Apothecaries' Society, which launched the subject at a largely-attended and interesting meeting last Thursday night. It was Felix Hinseman who suggested that the G. A. S. recommend some member of the society who would be acceptable to all his fellow members, as a candidate for election in June. While there was no reason to complain of anyone on the present Board, Mr. Hirseman said, he thought the best plan was to have a committee of three appointed to select a candidate from the G. A. S. In seconding this idea, S. V. B. Swann mentioned that there may be three candidates nominated by different associations, which latter he did not think it advisable to name. Mr. Hirseman's resolution was adopted and the following were appointed: Messrs. Felix Hirseman, C. F. Schleussner and George Leinecker.

A short report on the M. A. R. D. elections was given by Mr. Swann, who congratulated the society on being well represented among the officers of the new organization. As chairman of the Trades Committee, Mr. Swann also announced that the telephone question was being agitated throughout the city, with a demand for slot 'phones. His committee also commended the present movement in favor of pushing National Formulary preparations as one which would result in an increase in prescription business. Dr. Diekman stated that instruction in National Formulary preparations would soon be given at the College of Physicians and Surgeons.

George Kleinau reported on the various bills before the Legislature. Speaking of the bill requiring the payment of a fee for the registration of every patent medicine, Mr. Hirseman suggested that it would be a good plan for the members to write to their representatives asking them to oppose the measure.

In regard to the outing on June 8 to Karatzonyi and Kmetz's resort on Long Island Sound, R. S. Lehman, for the Entertainment Committee, reported that the steamer "Isabel," having a capacity of eight hundred, had been chartered. This will cost the society $155. Two landings will be made, one at Thirty-first street and the other at Ninety-first street, East River.

Emil Roller announced that Dr. Frederick Grosse was present and ready to give his promised lecture and that at the next meeting Dr. Abraham Jacobi, the celebrated specialist, would lecture on tuberculosis. On the question of the Schiller memorial, Mr. Roller said that there had been some difference of opinion among the committee, to which he was a delegate, in regard to what shape the memorial should take. The idea of a monument prevailed and definite action is to be taken at the next session of the committee.

At the request of President Imhof, Mr. Swann gave some information about the State Ph. A. convention at Saratoga, June 27, 28, 29 and 30. Headquarters will be at United States Hotel, rates $3.50 and $4. The one and one-third rate for railroad fare will probably be in force as usual. Mr. Swann promised to give some idea of the entertainment features at the next meeting.

Dr. Grosse's lecture on "Bacteria in the Service of Humanity" was heard with profound interest and attention. The lecture lasted about an hour and at its conclusion President Imhof conveyed the thanks of the society to Dr. Grosse, with a suggestion that he be rewarded by election to honorary membership in the society. This was unanimously agreed to by a rising vote.

President Imhof greeted E. P. Wendler, a new member, with the remark that by his membership the average weight of the society was considerably increased. An extra fine luncheon was served.

CALL FOR P. A. A. MEETING.

The Committee on Arrangements of the Proprietary Association of America has issued formal notice of the arrangements made for the meeting of the association on May 2, 3 and 4, at Hotel Astor, Times Square, this city. The first session will be held Tuesday, May 2, at 10 a. m. Comfortable quarters have been reserved for the meetings without charge to the association, in return for which the committee urge that as many members as possible stop at that hotel. The rates are as follows:

Rooms without bath, $2.50 up for one person, $3.50 up for two persons; rooms with bath, $3 up for one person, $4.50 up for two persons. Outside rooms cost more than court rooms.

In order that nothing may interfere with the important business to be considered, the committee have decided to make it a strictly business meeting, leaving the entertainment to the individual inclinations of the members. The members of the Committee on Arrangements are Clarence G. Stone, H. H. Good and J. B. Patton.

—The Cuban Medicine Co., of Minneapolis, has been incorporated by Charles A. Proctor, J. DeWitt Spencer and Fred E. Wheaton, of that city, and C. S. Bartram, of St. Paul. The captial stock is $20,000.

FILES SWEEPING SUIT.

M. C. Dow Seeks to Enjoin Manufacturers, Wholesalers and N. A. R. D.

CHARGES ILLEGAL COMBINATION TO MAINTAIN PRICES WHICH SHE SAYS ARE ARBITRARY. WANTS $50,000.—MEMBERS OF OHIO VALLEY D. A. INVOLVED.

Cincinnati, April 11.—Cora Dow Goode, who does business in this city as a retail druggist at seven stores, under the name of M. C. Dow, filed a sweeping suit in the Common Pleas Court, last Friday, against a number of wholesale druggists and manufacturers and associations of such persons, to enjoin the maintaining by them of an alleged combination which she declares is unlawful because in restraint of trade. As defendants, she named the N. A. R. D., the N. W. D. A., the Proprietary Association of America, Peruna Company, Alfred Vogeler Co., Stein Gray Co., Freeman Perfume Co., Samuel J. Hale, John J. Justis, John Uri Lloyd, N. Ashley Lloyd, W. D. Freeman, Alfred DeLang, Frank J. Cheney and the O. Val. R. D. A., as follows: President A. O. Zwick, Vice-Presidents Herman Spechthold, F. W. Kisker and A. D. Wells, Board of Control, L. P. Holzhauer, H. B. Walterman, Emil Zorn, J. H. Linneman, J. F. Kutchbauch, Otto Groenland, E. H. Theising, Chas. Willenbrink, Carl Plath, William Howe and Edward Voss, Jr.

It is asserted in the petition that the plaintiff has been in business for years and has refused to join with the defendants in maintaining prices which she says are arbitrary and the result of a combination to maintain such prices and prevent competition in the manufacture and sale of drugs. It is charged that the combination is unlawful. She declares that because of her attitude toward them they have put her on what is called a cut-off list and class her as a person with whom ordinary trade relations cannot be carried on; that they have threatened certain newspapers with a withdrawal of advertisements if they accept hers, although she has contracts with such newspapers. She asks that the defendants be enjoined from maintaining such illegal combination and from refusing to sell drugs to her and from doing all the things she charges against them. She also asks for $50,000 damages as a result of their acts.

None of the members of the O. V. D. A. would talk on the suit or as to what action the association would pursue. "It was a surprise," said Frank Freerichs, the legal advisor.

Miss Dow said she believed she had a perfect case, and was anxious for the trial to begin.

SCORE ONE IN 'PHONE FIGHT.

KINGS COUNTY GETS SLOT MACHINES, BUT IS NOT SATISFIED.

WANTS TWENTY PER CENT. COMMISSION, COMPANY SAYS IT CAN NOT AFFORD TO PAY MORE THAN TEN SOCIETY TO MEET EXPENSE OF GETTING CONTRACT SIGNATURES.

Not satisfied with obtaining from the telephone company the concession to install slot machines wherever demanded, the Kings County Pharmaceutical Society decided, at its meeting on Tuesday, to demand a higher percentage than the company has offered. When John S. Wischerth reported for the Trade Interests Committee that the telephone company had promised to install slot 'phones for any druggist who applied, on a basis of 10 per cent., Dr. Muir remarked,

"That's no concession at all. They're giving us slot machines because they know they can't help themselves. Now this committee was instructed to get 20 per cent. instead of 10, and they haven't done it. If the company is so poor that it can't give us an extra 10 per cent., let's split the difference, and make it 15. I move that the matter be referred back to the committee with instructions to demand 15 per cent." This motion prevailed.

The first business transacted was the discharge of the N. A. R. D. committee, with thanks. Treasurer Ray reported a balance in the treasury of the Society of $383.71, and in the College of $3,392.35. In his report for the Committee on Supervision, Dr. Muir stated that the end of the present session would show a surplus of about $3,000. Counting in the $7,000 paid on the mortgage, there will be a clear gain of $10,000—the most successful year the College has ever had.

Dr. Muir presented a full report of the legislative work at Albany. Regarding the excise amendments, he said it had been found that when the stamp tax went into effect the State only received $17,000 revenue from this source, while $80,000 was lost on those druggists who ceased taking out store licenses; making a loss to the State of $63,000, which went into the pockets of the druggists, and is a good indication, said Dr. Muir, of the work being done by the State Association.

The deaths of three old members were reported: Chas. Dennin, R. J. Omens and L. A. Conklin.

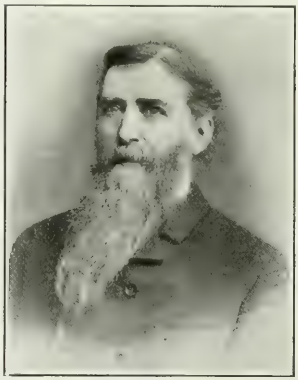
Encouraging results on the National Formulary work were reported by Mr. Wischerth. The canvassing already done showed that physicians think very favorably of the movement. Suitable bottles and labels were already secured. The chief expense was in furnishing epitomes, at 10 cents each, to be distributed to all the physicians. Dr. Muir promptly moved to appropriate an additional $30 to meet this expense, which was done.

A lengthy discussion followed on the advisability of having the committee investigate new formulas and processes. This was finaly left in the hands of the committee. After which Thomas J. Keenan gave a talk on the discovery and the nature of radium, exhibiting specimen tubes containing the substance.

On the N. A. R. D. situation, Mr. Kleine reported that the Executive Board of the M. A. R. D. had decided that to get signatures to the contracts was now the most urgent necessity. Already 1,200 had signed, said Mr. Kleine, but 600 more were needed. In order better to prosecute this work he and Mr. Heimerzheim, who were in charge of the distributing in Kings County, had decided to divide Brooklyn into 31 districts. Mr. Kleine wanted volunteers to get signatures in each district, but on motion of Dr. Muir, Messrs. Kleine and Heimerzheim were instructed to engage men to do the work, at the expense of the Kings County Society.

RICHARD JACKSON OWENS.

Richard Jackson Owens, the oldest druggist in East Brooklyn, and a charter member of the Kings County Pharmaceutical Society, died April 1, at his home, 389 Greene avenue, at the age of seventy-five. He was a native of Anglesey, North Wales, and his first important work in this country was under Dr. Squibb, at the Brooklyn



THE LATE RICHARD JACKSON OWENS

Navy Yard. In 1858 he purchased a drug store on Classon avenue and four years later bought the store at 697 Myrtle avenue, which he conducted up to the time of his death. Mr. Owens was the first treasurer of the Kings County Society, a trustee of the East Brooklyn Savings Bank and an old-style life member of the American Pharmaceutical Association.

MANHATTAN PH. ASS'N.

The annual meeting of the Manhattan Pharmaceutical Association will be held Monday evening, April 17, at 9 p. m., at the New York College of Pharmacy. Officers will be elected and annual reports of committees will be heard.

The Manhattan Association was organized to fight a movement for shorter hours for drug clerks. Reports are spreading through the trade of a revival of this movement.

FORMULA BILL ADVANCED.

Registration Fee Reduced to Five Dollars.—Other Measures.

The Platt bill, which originally required the formula for every patent medicine to be printed on the label, but which was amended by a substitute measure requiring the registration of formulas with the State Board of Health, has been placed on the order of second reading and was scheduled for another hearing at Albany, April 12 (yesterday). Five dollars is the fee proposed for registration, but it is likely that a further reduction will be made before the bill becomes a law.

Owing to the efforts of the Legislative Committee, the Yale wood alcohol bill has again been sent back to committee with the indication that it is permanently shelved. This bill required the retail dealer to turn over to the State one-third of his profits from the sale of wood alcohol. The law forbidding the sale of cocaine except on the written prescription of a physician or dentist, while not pressed by the State Association tais year, is reported in good shape and likely to pass.

The amendments to the liquor tax law, it is reported, are certain of being passed. Among other things, the special druggists' license permitting the sale of liquor in quantities not greater than one pint, without a physician's prescription, will be done away with. Strong objection, however, was made to the section providing that where a druggist or pharmacist had violated the liquor law so that his certificate was cancelled, he was allowed to forfeit his pharmacist's license and surrender it with the cancelled liquor certificates. As this would take away a man's means of livelihood, the committee recommended that the pharmacist's license be simply suspended for one year. This provision, Dr. Muir thinks, will be substituted for the drastic penalty first proposed.

George E. Thorpe, of Syracuse; George S. Ballard, of Utica, and other druggists from Central New York were present at the hearing on the liquor bill, last week.

LENOX LOCAL ORGANIZED.

Lenox Branch, Local No. 18, of the M. A. R. D., was organized last Thursday afternoon at a meeting of the druggists in the district, which embraces the territory from One Hundred and Tenth street to One Hundred and Twenty-fifth street, and from Fifth avenue to the North River. Only a handful of men was present, but J. B. Duble was on hand with Mr. DeShetley, and a great store or enthusiasm, so that the druggists got to work with a feeling of confidence, and elected the following permanent officers:

Chairman, S. Reinhardt; vice-chairman, M. Zagat; secretary, J. J. Bockar; treasurer, George Rosenson.

Peter Diamond opened the meeting as temporary chairman, with a brief description of the nature of the work to be done. Mr. Duble followed with a heart-to-heart talk as to the intimate relations which should exist between competing druggists. "Don't expect too much at the start," he urged, while telling of the crooked things which had already been made straight since organization secured a foothold in New York.

MR. WEICKER'S NEW VENTURE.

Not Connected With E. R. Squibb & Sons or Theodore Weicker Co.

Theodore Weicker has leased the five-story brick building at No. 12 Gold street, for a period of five years. "Another one of my enterprises," was Mr. Weicker's only comment. This new venture, Mr. Weicker said, had no connection with either the Squibb Co. or the Theodore Weicker Co., but he was not yet ready to tell more about it.

The building, No. 12 Gold street, is at present occupied by Charles H. Rutherford, commission merchant in drugs, who will retire from business.

P. D. INTER-CITY SCORES.

In the Parke, Davis & Co. inter-city match, the Detroit scores of which were published in last week's Era, the New York branch made the following scores for the five games:

	Games.				
	1	2	3	4	5
Bruun	145	139	198	154	177
Burgess	169	167	186	169	176
Blake	174	158	146	179	153
Tuthill	179	191	178	188	163
Carr	153	123	136	171	207
Totals	820	778	844	861	876

FREE SOAP MOVE CHECKED.

Free soap for the "Great Unwashed" was to have been distributed last Sunday through the medium of a newspaper which published in its Sunday edition a coupon "good for one cake of Babeskin soap." By some oversight, however, the druggists were not supplied with an extra quantity of soap, nor were they even notified of what was going to happen. The result was that when the rush began many druggists, seeing that they were in danger of being swamped, refused to honor the coupons and sent away the army of little boys and girls, soapless but happy.

NEW YORK NOTES.

—Fred Trau, librarian of the German Apothecaries' Society, has followed the lead of Pres. Imhof, and has had his facial appendages amputated.

—Edgar Poe Reese, the faithful and energetic manager of the sales department of the American Stopper Co., of Brooklyn, N. Y., died last Friday, after a brief illness.

—C. F. G. Meyer, president of the Meyer Bros. Drug Co., sailed with his wife last week, for Mediterranean ports. Mr. and Mrs. Meyer expect to travel extensively in Europe, returning in about five months.

—William Wilson, it is reported, will soon vacate his old store at Broadway and Wall street, to make room for another branch of the United Cigar Stores Co. Mr. Wilson will take up new quarters at Broadway and Liberty streets.

—Thomas Stoddart, vice-mayor of Buffalo, and one of the best known druggists in the State, spent a few days in New York City, last week, visiting his many friends in the trade. He recalled to some of Schieffelin & Co.'s old employes the fact that he had bought his first bill of goods from that house in 1878.

—A petition in bankruptcy has been filed against David W. Keith, manufacturing chemist at 45 Cliff street, by the following creditors: David L. Gluck, $113; George S. Relyea, $265, and Sadie Margoles, $500. It was alleged that he is insolvent and on April 6 admitted in writing his inability to pay his debts. The assets are estimated at $1,000. He did business as B. Keith & Co., and has been connected with it since 1889. The business has been established more than fifty years. He manufactures at Stamford, Conn.

—Schedules in bankruptcy of the Laxakola Company, manufacturer of patent medicines at 182 William street, show liabilities of $6,439, nominal assets of $4,181, and actual assets of $2,031, consisting of cash, $231; stock, $200; office furniture, $150; accounts and consignments, $950, and trade marks, $500. The Bates Advertising Company is the largest creditor, for $2,500.

ROCHESTER PH. A. MEETING.

Rochester, April 8.—The Rochester Ph. A. monthly meeting, held yesterday afternoon, was well attended and an enthusiastic one. Five applications for membership were received, four of which were from country towns. Morris Greisheimer was elected to membership.

Relative to the matter of establishing a course in pharmacy at the Mechanics' Institute, it was learned that the committee appointed by the directors of the institute had reported unfavorably on the proposition. This action was principally due to the fact that the institute does not possess the teachers, the necessary room, nor sufficient finances to devote to such a course. The committee regretted to make the report, but considered it best to do so, in view of present conditions. However, it is thought that a course in pharmacy may be established at the institute at some later time.

A committee, consisting of H. B. Guilford, A. C. Dempsey and W. F. Esterheld, was appointed by the pharmacists to confer with a similar committee representing the Retail Butchers' Association, relative to the recent increase in the wholesale price of ice in Rochester. A raise of five cents a hundred pounds has been levied by the local ice companies, which the pharmacists look upon as unwarranted and altogether unfair. It has been reported that Buffalo ice dealers are willing to sell to the Rochester trade at a lower cost than the local companies and it is for the purpose of investigating these reports and to decide upon some action that the committee from the pharmacists will meet and confer with that of the Retail Butchers' Association.

At the next regular meeting, which will be held the first Friday in May, nominations will be made for officers for the ensuing year. The election of officers will take place at the June meeting of the association.

—Dr. Amos Harrison Brundage, of Brooklyn, died at his home, 1073 Bushwick avenue, at the age of seventy-seven. He was one of the founders of the New York State Medical Society. Graduated in 1855 from the medical college of New York University, he served as surgeon under Gen. Sheridan, in the Civil War. He is survived by two sons, Dr. Albert H. Brundage, of Brooklyn, and the Rev. Henry E. Brundage, of Denver, Col.

DOPE FIEND DRAWS REVOLVER.

Syracuse, N. Y., April 10.—Alderman Bolton, of Watertown, who is a druggist, had an exciting experience last Wednesday. A tall stranger entered his store and asked for some laudanum. Mr. Bolton waited on him and before he had received his pay another customer entered and asked for goods. While the alderman was waiting on the second person the first man drew the cork and drank his laudanum. The man then refused to pay for the laudanum and the proprietor stepped from behind the counter and locked the front door. Then he went behind the screen to fasten the rear door and upon coming again to the main part of the store, he looked into the barrel of a revolver in the hands of the stranger who asked him if he was going to unlock the door. Mr. Bolton thought he would unlock it, and did. Thereupon the stranger left the store. Mr. Bolton followed him at a safe distance and when the man saw he was being followed, he took to his heels and disappeared.

FRENZIED FINANCE PARTY.

Syracuse, N. Y., April 10.—The members of the Syracuse Druggists' Association and their friends were entertained by President Thorpe and Secretary Marietta Harmon Greenland, at a "frenzied finance" party, in the Snow building, Friday night. The new game of "frenzied finance" was played and the druggists tried their hands at stock speculation. F. C. Joslyn won the first prize, a box of cigars, proving himself to be the most accomplished speculator. Of the women Mrs. W. H. Bissell proved herself to be the most accomplished trader and received a Haviland china dish. After the game, refreshments were served.

WANT THEIR MONEY BACK.

Syracuse, N. Y., April 10.—Some of the druggists are annoyed by the habit a few persons have of bringing back medicines and claiming the guarantees. As is well known, many manufacturers guarantee a cure and promise to return the money if a cure is not effected. There are a few people in the city who make a practice of using most of the article and then asking for their money back. They try everything offered and come back regularly. The druggists have yet to find some remedy to apply to this class of people.

NO DATE SET FOR CONTRACTS.

The Executive Committee of the M. A. R. D. met last Friday afternoon at N. A. R. D. headquarters, 100 William Street, and decided not to set a date when the contracts are to go into effect. Instead, the committee selected one man in each local district whose sole duty shall be to obtain signatures to the contracts. After this work has been done the committee will be able to set the date.

—Communications for the secretary of the Tennessee Pharmaceutical Association should be addressed to E. F. Trolinger, at 837 Second avenue, Nashville. Mr. Trolinger removed from Bell Buckle a short time ago, having purchased the Red Cross Pharmacy in Nashville.

DISCUSS TRADE CONDITIONS.

Telephones and Commissions on Advertisements Questions Before P. A. R. D.

Philadelphia, April 8.—While the holding of another meeting of those interested in the welfare of the drug trade, interfered somewhat with the attendance last evening at the quarterly meeting of the P. A. R. D., interest in the work of the organization was apparent.

Interest centered in the efforts that are being made by the association, through its Telephone and Press Committee, to secure better terms from the newspapers and from the telephone companies. The service has for a long time been far from satisfactory to all of those who receive a commission for allowing their stores to be used as branch offices for the papers and who have one or both 'phones.

Chairman F. W. Fluck stated that he had been unable to see the advertising managers of all the papers, but one to whom he had stated the desires of the druggists, viz., that they should be allowed a uniform commission on all advertisements taken in by them, of 25 per cent., had flatly refused to change from the commission now allowed, which is 10 per cent. While the chairman did not wish this to be taken as an indication of the feeling of all the papers, he gave it as a specimen of what might be expected in the way of opposition. No satisfactory arrangement, Mr. Fluck said, had been made with the telephone companies. The original idea had been to ask a commission on all telephone receipts, amounting to more than $9 a month. Then it was found that there was a large percentage of stores that did not do that much business in any one month in the year. The result would be that these proprietors would get nothing from their 'phones. The attempt to get a uniform 25 per cent. commission on all automatic 'phones, has not been received favorably by the companies, and as a result the committee has been obliged to get up a schedule covering the conditions in different parts of the city. The time intervening before the next meeting of the association promises to be a busy one for this committee, for they expect to have both questions settled by that time.

The Legislative Committee announced that the "pre-requisite bill" had passed both branches of the Legislature, had been signed by the governor and as a law would become operative on the first of January next. The new bill, permitting the use of sodium benzoate as a preservative in fruit syrups, it was announced, had also passed and awaited the signature of the governor. The bill regarding the sale of patent medicines, back of which are the members of the Woman's Christian Temperance Union, it was said, was not expected to appear at the present session of the legislature. Following this report, a resolution was unanimously adopted urging Governor Pennypacker to sign the sodium benzoate bill.

The matter of acceding to the request of the Drug Clerks' Association, that all the drug stores of the city close on Sunday afternoon, from one to six o'clock, then came up for discussion, with the result that it was decided to leave the question entirely in the hands of the individual proprietor. The question of changing the by-laws to allow a membership of fifteen in the Executive Committee was decided in the affirmative, by unanimous vote.

PHILADELPHIA DRUG CLERKS.

Philadelphia, April 7.—Members of the Drug Clerks' Association felt greatly encouraged when at the monthly meeting on Monday, it was announced that after a joint conference with a committee from the P. A. R. D., the latter announced that it would recommend favorably the request for the closing of the stores on Sunday afternoons from one to six o'clock. It was proposed that the plan be taken up in districts, starting with Southwestern Philadelphia and then extending through West Philadelphia, where it is said the feeling is very favorable for this innovation. Ten new members were elected and the members who had been working for the success of the theater benefit this week, felt amply repaid for their efforts when it was announced that the treasury had been enriched $153 as the result.

Robert J. Hunt, who has been secretary since the organization was formed, announced that in May he would return to his home in O'Neill, Neb., and for that reason he would have to retire from active membership. A committee was appointed to draw up a resolution, expressing the regret felt by all at the loss of Mr. Hunt and thanking him for his services in the past. Carl Schmit, Jr., was elected to succeed him. On account of the numerous and growing duties of George H. Grubb, it was decided to relieve him of some of his duties, and consequently Harry B. Lupin was made manager of the employment bureau and C. J. Chalfant was made collector. Mr. Grubb still retains the office of treasurer. He reported a balance of $81.47. The reports of other officers and committees indicated the growing strength and prosperity of the association.

PLANS SHOULD BE REFUSED.

Pittsburg, April 8.—At a meeting of the association held in Greensburg, Pa., recently, the "Munyon 85c." and similar propositions were discussed, and it was the unanimous opinion that all such plans which had a tendency to reduce the sellers' profits, were detrimental to the retailers' interests and should be refused. It was the sentiment of all present that the sale of 25c., 50c. and $1 goods costing more than $2, $4 and $8, should be discouraged, and no new goods costing more than these prices should be taken.

The custom of some agents of soliciting trade from others than druggists was discussed, and the advisability of issuing "Salesmen's Cards" to such agents as would agree not to call on any but druggists in sympathy with the organization was favored. Final action on this matter, however, has been deferred until the annual meeting in May, when this and many other subjects of vital interest will be discussed. Affairs in the county are apparently in a satisfactory condition.

Further notices of the annual meeting to be held in May will be sent out later by President S. C. Daugherty and Secretary Miss M. E. Tassell, and every member will be requested to make a special effort to be present.

ALCOHOL IN PROPRIETARIES.

Act Sweeping and Arouses Ire of Western Pennsylvania A. R. D.

Pittsburg, April 8.—Seldom in the history of the trade have the retail druggists in this section displayed so much interest in a State bill as is being manifested in the bill to regulate the sale of proprietary and patent medicines containing alcohol, and providing penalties for the violation of the provisions of said act.

Secretary B. E. Pritchard, accompanied by a committee, has spent the past week in Harrisburg, lobbying for the killing of the bill. It follows:

SECTION 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met, and it is hereby enacted by the authority of the same, that no person, firm, or corporation shall by himself, herself, or themselves, or by his, her or their agents, sell or offer for sale any patent, proprietary medicine or remedy which contains alcohol and which is intended for internal use or medication by any human being, except upon personal prescription of a regularly registered physician, naming specifically the particular medicine prescribed.

SEC. 2. Every person, firm or corporation, and every officer, agent, servant or employee of such person, firm or corporation who violates any of the provisions of this act shall, upon conviction thereof, be fined for the first offense not less than $50 nor more than $100, or imprisoned not exceeding 30 days, either or both at the discretion of the Court; and for the second offense shall be fined not less than $100 nor more than $500, and imprisoned not exceeding 90 days.

SEC. 3. All acts and parts of acts inconsistent with this act be and the same are hereby repealed.

The act was introduced by Senator Charles L. Brown, of Philadelphia, in the interest of the Dairy and Food Department, and was referred to the Committee on Public Health and Sanitation, was reported out of the committee favorably and is now making its way through the usual channels to the governor.

John C. Wallace, chairman of the legislative committee of the Pennsylvania Ph. A., has sent out a circular letter to the members of the trade, asking them to immediately write to the members of the legislature from their respective districts, protesting against this act.

There appears to be a difference of opinion concerning what class of articles this act will cover. It is highly probable, according to one well versed in these matters, that it is the intention of the department to restrict the output of every medicine containing alcohol, in whatever proportion, prepared and bottled, ready for sale, with accompanying directions. The act is said to be a sweeping one and has aroused the ire of the Western Pennsylvania A. R. D.

DRUG CO. ELECTS OFFICERS.

Dubuque, Ia., March 25.—The directors of the Torbert Drug Co. have elected the following officers: President, W. H. Torbert; vice-president, G. A. Griffin; secretary, Glenn Brown; treasurer, G. A. Shenkowitz; assistant treasurer, W. O. Buesch. The directors voted to lease the Bradley building on Iowa street, between Seventh and Eighth streets, to be used as a wholesale house.

ELECTS NEW OFFICERS.

Philadelphia, April 8.—The coming year promises to be an important one for the Philadelphia Drug Athletic Association, which held its annual meeting at Tagg's Maennerchor Hall. The reports of the various committees were most flattering and it was apparent to all that the coming summer is destined to be the busiest in the organization's history. The same athletic field at Twenty-fourth and Tioga streets has been secured and the out-door work will start on April 18, when a baseball game will be played between teams composed of members.

The following officers were elected: President, W. F. Steinmetz; first vice-president, W. A. Johnson; second vice-president, Charles Willis; treasurer, A. T. Pollard; secretary, E. T. Hahn. The members of the Board of Directors are J. F. Hauck, John Reynolds, John Duffy, Ralph Haus, Harvey Wertley, Frank Apple and William Dewees. Entertainment Committee, W. A. Johnson, J. H. Masholder, E. T. Hahn, Charles Willis and John Duffy. Purchasing Committee, C. G. Neely, A. B. Robinson and Charles Willis. Ground Committee, F. C. Miller, Dr. E. K. Boltz, H. J. Hackett, W. D. Mann and M. H. Dickson.

P. A. R. D. NOTES.

Philadelphia, April 10.—Members of the P. A. R. D. are being urged to look well to their fire insurance policies. An example of the advisibility of such action was shown a few weeks ago, when the store of G. E. Jeliff, at Seventeenth street and Susquehanna avenue was burned out and there was no insurance to help make up for the loss of $3,000.

An organization has been effected for the purpose of fighting the fake jewelry concerns that have been victimizing druggists. A. J. Frankeberger is chairman, T. W. Fluck, secretary and Christopher Koch, treasurer. Counsel has been employed and nearly all of the forty members who have been victimized have contributed to the fund and enrolled their names.

George H. Johnson, in business at Seventh and Brown streets, for some years, died at his home in West Philadelphia, after a short illness.

BAY STATE NOTES.

—John H. Cronin, of Lawrence, was surprised one evening by a party of friends, who presented him with a pair of Elks' cuff buttons, each of which has diamond eyes. A collation was served.

—Mistaking a graduate full of carbolic acid for one containing medicine that he was about to take, Amasa P. Adams, a Thorndike druggist, swallowed a fatal dose of the poison and died in an hour. He was sixty-three years old and had lived in Thorndyke for twenty years.

—Plans are being made for the incorporation of the Woodman-Davis Co., in Worcester, to deal in drugs, toilet articles, specialties, etc. The incorporators will be Dr. F. P. Barnard and Dr. W. E. Taft, of Worcester; Dr. H. C. Woodman, of Boston, and Attorney Morrell.

—Alexander C. Martin, one of the pioneer druggists of Chelsea, is dead, after a long illness, at the age of sixty-four. He went to Chelsea as a young man and later bought the store of his employer.

DRUG FIRMS MOVING BACK.

Baltimore, April 8.—An event of interest this week in drug circles was the opening of the Habliston-Brickman Drug Company's new store on the northeast corner of Baltimore and Gay streets, where it was located before the great fire. This building was among those laid in ruins by the flames, and the company has since then occupied quarters a few doors north on Gay street. Now it is once more on the old stand, where a handsome four-story structure has been reared. The interior is finished in light stucco, handsomely frescoed. All the cases are of mahogany, with beveled glass fronts, while the smaller cases are wholly of glass. The soda water fountain is particularly handsome, taking up a large part of one side and having all the latest appliances of such apparatus. The corner has been occupied as a drug store since 1823.

Parke, Davis & Company are slowly getting into their new warehouse, on German street, just east of Charles, where they will occupy every floor of a fine five-story structure. This week the signs were put up and some of the fixtures and goods were installed.

RETAIL DRUGGISTS TO MEET.

Baltimore, April 8.—The Baltimore R. D. A. will on next Wednesday hold its annual meeting in Sonnenburg's Hall, Baltimore and Greene streets, when the yearly reports will be read, officers elected and other business of an important character transacted. The meeting is expected to result in an interchange of views on various matters of vital moment to the trade, and it is not unlikely that some action or expression of opinion on the pending suit of the Klingel Pharmacy against various wholesale and manufacturing druggists and against the association members will be taken. Both sides profess to be ready to try the issue on its merits. The retail pharmacists affiliated with the N. A. R. D. say that they are not willing to stand in the attitude of maintaining an unlawful organization, and that if their methods of enforcing price lists are illegal they are ready to discontinue them. But if, on the other hand, the means employed are within the provisions of the statutes, this fact they also desire to be made patent and incontestable.

FOWLER CO. AGAIN SUES.

Louisville, April 8.—The J. W. Fowler Drug Company has entered suit against Lawrence and Saunders Jones, owners of the property occupied by the drug company, for damages in the sum of $100,000, alleging its business has been damaged to that extent by reason of the failure of defendants to construct a new building or to pay plaintiff $5,000 forfeit. It is alleged the Jones brothers also annoyed plaintiff greatly, tearing away part of the roof and in other ways attempting to make the drug company move.

The suit is the outcome of the case recently decided by the Court of Appeals, which gave the drug company the right to occupy the corner unless given a forfeit of $5,000.

DRUGGIST AGAIN MISSING.

Baltimore, April 8.—W. A. Pryor, a druggist who has figured several times in the public prints by reason of a disposition to vanish every now and then, is missing again. He has been conducting a pharmacy at Canton, on the eastern outskirts of the city, and disappeared last Sunday afternoon. When last seen he seemed to be in the best of spirits. After waiting on several customers, he went out, and nothing has been heard of him since.

Mrs. Pryor has no apprehension for her husband's safety. He is about forty-five years old, of medium height and build, and has an extensive acquaintance.

NORFOLK DRUGGIST ARRESTED.

Norfolk, Va., April 8.—Dr. Charles R. McKimmie, a druggist of this city, was arraigned in the police court on April 5, on the charge of selling morphine without the prescription of a physician. The law requires a prescription for every sale of the drug, and the prescription can be used only once. The charge was preferred because of the suicide of Edith Turner, a young girl, in Savannah, Ga., by taking the poison. The druggist and a clerk declared that they did not sell the drug.

BALTIMORE NOTES.

—The Ehlbert-Courtney Chemical Company has been incorporated, with a capital stock of $10,000, by Robert A. Courtney, Jr., Peter J. Campbell, Ralph Nolley, Henry B. Mentis and Richard Harry Poole, for the manufacture of chemicals.

—Jacob L. Mayer, a druggist at 1643 Pennsylvania avenue, applied on the 3d inst. for the benefit of the bankruptcy law. His liabilities are placed at $2,985.30 and his assets at $1,666.67, of which $750 is stock in trade and $750 fixtures, etc.

—D. R. Millard, of the new firm of Morgan & Millard, has gone to Boston to get ideas about drug store fixtures and other appointments, to be utilized in the equipment of the pharmacy to be opened by the firm on the old site of the Sun, southeast corner of Baltimore and South streets.

—The State Board of Pharmacy held a meeting last Thursday, to consider the applications for admission to registration as pharmacists or assistants.

O. V. R. D. A. MEMBERSHIP.

Cincinnati, April 11.—The membership of the O. Val. R. D. A. is rapidly increasing, under vigorous campaigning. Last week several local druggists joined the association, while the druggists of Harrison, three in number, also became members. "This is gratifying," said President A. O. Zwick, "and will increase our influence. There are only a handful of druggists here still outside the fold, and these are mostly of a class who could not be induced to join the association because of the business methods they pursue."

—C. M. Rawlins, the well-known druggist of 1253 Euclid avenue, Cleveland, O., has been granted a patent on a dental floss holder.

SCHEDULES IN EFFECT.

St. Louis Club Proprietors Announce New Prices on "Big Six" Goods.

New schedules on St. Louis Club goods were announced last week and were arranged to take effect April 5. Full prices are to be in force at New Orleans, Duluth and several smaller towns in Michigan, Pennsylvania and Virginia.

The so-called St. Louis Club has now reached the sixth month of its existence. Under the guidance of Dr. V. Mott Pierce. Its representatives have succeeded in bettering trade conditions in many large cities, notably Washington, with a schedule of 85 cents; Detroit, 83 cents; Cleveland, 91 cents, and Boston, 73 cents. The complete schedules are as follows:

Cleveland, O.	25	47	91
Detroit, Mich.	23	47	83
Saginaw, Mich.	23	45	85
Bay City, Mich.*	25	45 & 50	90
GrandRapids,Mich.*	25	45	90
Kilmer and Pierce goods	40	75c.*	
Petoskey, Mich.	Full prices.		
Manistee, Mich.	Full prices.		
Manchester, N. H.	25	50	85
Washington, D. C.	25	50	85
Nashville, Tenn.	25	50	85
New Orleans, La.	Full prices.		
Atlanta, Ga.	19	39	73
Birmingham, Ala.	19	39	73
Boston, Mass.	19	39	73
Lynn, Mass.	19	39	73
Salem, Mass.	19	39	73
Malden, Mass.	19	39	73
Chelsea, Mass.	19	39	73
Cambridge, Mass.	19	39	73
Dorchester, Mass.	19	39	73
JamaicaPlains,Mass	19	39	73
Chicago, Ill.*	19	37	69
Duluth, Minn.	Full prices.		
San Francisco, Cal.	20	40	80
Los Angeles, Cal.	20	40	80
Warren, Pa.	Full prices.		
Lancaster, Pa.	Full prices.		
Easton, Pa.	Full prices.		
Petersburg, Va.	Full prices.		
Lynchburg, Va.	Full prices.		
St. Paul, Minn.	25	45	85
Minneapolis, Minn.	25	45	85
St. Louis, Mo.	25	42	83
Kansas City, Mo.	19	39	79
Kansas City, Kan.	19	39	79
GrandRapids,Mich.*	Dr. Shoop, full prices		
Bay City, Mich.*	Dr. Shoop, full prices		
Chicago, Ill.*	Dr. Shoop, 83 cents.		

All schedules have been arranged in the past so that the prices on $8.50 goods range from 10 to 15 per cent higher in all instances.

These schedules have been obtained by Class "C" agents in all cases except St. Louis and Kansas City.

The proprietors in the St. Louis Club, otherwise known as the "Big Six," are: World's Dispensary Medical Association (Pierce goods), Buffalo, N. Y.; California Fig Syrup Co., San Francisco; Dr. Kilmer & Co., Binghamton, N. Y.; The Piso Co., Warren, Pa.; Dr. Shoop Family Medicine Co., Racine, Wis.; Paris Medicine Co., St. Louis, Mo.

ILLINOIS PH. A. MEETING.

The twenty-sixth annual convention of the Illinois Pharmaceutical Association will be held at Chicago, August 22, 23 and 24. As was the case last year, the entertainment features have been placed entirely in the hands of the Illinois Pharmaceutical Travelers' Association, who are soliciting contributions of cash or merchandise to help defray expenses. C. C. Lake, 195 Randolph street, Chicago, is the secretary and treasurer.

DRUGGIST NOW PUBLIC OFFICIAL.

Detroit, April 5.—Jacob J. Haarer, pharmacist at the corner of Myrtle and Fifteenth streets, this city, just named by the mayor for commissioner of public works, is a shining example of what a young man can do when he makes up his mind to it. He was born October 4, 1864, in Washtenaw county, Michigan, of German parentage. In 1883 he started out for himself, and has been paying board ever since, being a bachelor. After leaving college in Elmhurst, Ill., he went into a drug store, thence to the University of Michigan pharmacy department, and in 1886 came to Detroit. In 1893 he purchased the drug store which he now runs.

In 1897 he was elected alderman for the tenth ward. He served five years in

JACOB J. HAARER.

this position, for one term being president of the council, with signal ability, and when the administration of city affairs was changed from Democratic to Republican last fall, his friends predicted that he would be found among the leading advisers of the new administration. Their prediction has come true, and he now has an appointment for four years at a salary of $5,000 a year.

Pointing to his little pharmacy with visible pride, he remarked: "I got my friends right here, which, after all is over and done, must continue to be my source of livelihood."

MORE LIQUOR PROSECUTIONS.

Kansas City, April 6.—A campaign is being waged here against druggists who sell liquor without conforming to the license laws. By order of the police commissioners, all saloons are now closed on Sunday, and the belief exists among the city authorities that entirely too much liquor is being sold on the sly by druggists. Only one arrest has been made thus far, but the promise is held out that there will be many prosecutions. The victim under arrest is H. E. Olney, a clerk employed in Hucke's Drug Store, at Eleventh and Walnut streets. The complainant is W. H. Harrison, city license inspector. Olney is charged with selling liquor without a license.

REGISTERED IN MICHIGAN.

Cadillac, Mich., March 27.—The Michigan Board of Pharmacy held a meeting at Grand Rapids, March 21-23, and examined twenty-nine applicants for registration as registered pharmacists, and thirty-eight as assistant registered pharmacists. Of this number twenty-seven received registered pharmacist papers and twenty-six received assistant pharmacist papers, as follows:

Registered Pharmacists—Wilford O. Bourbonneis, Detroit; Charles E. Brown, Lowell; Charles Brandenburg, Benton Harbor; Wesley B. Covey, Bonor; Vern L. Correy, Allen; James C. Campbell, St. Ignace; Milford J. Daner, Saginaw; Melvin R. Doo, North Branch; Alexander Durolman, Big Rapids; Frank Fredericks, Niles; John F. Harris, Bay City; Joseph M. Huffman, Jackson; Frank D. Johnson, Muskegon; Chas. J. Kimling, Jackson; Frank M. Metcalf, Charlevoix; Herman G. Meyer, Ann Arbor; Richard J. Morley, The Soo; Alex. A. Mercer, Detroit; Geo. L. Olsson, Marquette; Frank Perrault, Detroit; Geo. Paquin, Grand Marais; Celestia Pershall, Bowell; Clon. F. Reynolds, Owosso; Mabel C. Richmond, Bear Lake; Francis Schloeder, Detroit; Edna F. Stickner, Cowen; Fred R. Skinner, Cedar Springs.

Assistant Pharmacists—Lawrence H. Ackert, Charlevoix; Harry J. Allen, Bad Ax; Grover H. Burke, Marlette; Otto L. Beyer, Detroit; Jay L. Bullock, Hadley; Gordon B. Clark, Marlette; Ernest W. Clark, Mayville; Earnest L. Chadwick, Ludington; Ned Clark, Cadillac; Jas. F. Cain, River Rouge; C. A. Drake, Yale; Peter Forkenson, Ludington; John S. Cranfin, Escanaba; H. D. Hudson, Grand Rapids; A. E. May, Grand Rapids; Albert McGeorge, Bit Rapids; Otto R. Nouman, Detroit; Arthur V. Nelliet, Cadillac; Dayton N. Surplice, Ludington; Frank B. Snell, Vermontville; Clyde F. Shirtliff, Bear Lake; Addison Souder, Brown City; Burt W. Tuttle, Metamora; Nina Vanhorn, Marlette; H. A. Wagar, Gladwin; W. J. Walker, Midland.

The next examination will be held at Star Island, June 26-28.

LICENSED IN OREGON.

Salem, Ore., March 21.—The following passed a successful examination before the State Board of Pharmacy:

Licentiates—C. W. Grover, Woodburn; E. L. Ross, Portland; C. A. Beauchamp, Stayton; Willis W. McKenzie, Lostine; Frank W. Murphy, Portland; David Grigg, Cottage Grove; John H. Greves, Portland; Conrad Stafrin, Dallas; Ross A. Farr, Oregon City; Samuel L. Dillard, Roseburg; J. W. Buster, Eugene; William Menefee, Gaston.

Assistants—W. D. Forsythe, Corvallis; A. G. Newsome, Silverton; G. A. Henderson, Portland; W. J. Miles, Salem; C. Cal Boswell, Vale, and Carl Thompson, Portland.

Election of officers of the board resulted as follows: Clyde G. Huntley, president, Oregon City; Zadoc J. Riggs, secretary, Salem; Kittie W. Harbord, treasurer, Salem; John M. A. Lane, Geo. C. Blakely, members of board.

—W. H. Wood, druggist, Jackson, Miss., died in Chicago.

WISCONSIN FORMULA BILL.

Dead Forever so far as This Session is Concerned.

Milwaukee, Wis., April 8.—Wisconsin druggists have won their principal fight before the State Legislature. In this contest they were loyally and ably seconded by the newspapers of the State and succeeded in overcoming great obstacles. They have killed the so-called Noble bill, a measure introduced by a physician, in the interests of the practicing physicians of the State, at the expense of the druggists. It provided that every patent or proprietary medicine should nave the formula printed on the outside wrapper. The Senate Committee on State Affairs has finally voted to recommend the bill for indefinite postponement, which means the bill is dead forever, so far as this session of the Legislature is concerned.

A QUESTION OF EXPENSE.

Milwaukee, April 8.—The A. Spiegel Drug Company, of this city, is up against a tough proposition on the expense question. It occupies the principal retail corner in the city, West Water street and Grand avenue, and does the largest retail drug business and also a considerable amount of wholesaling in specialties. It occupies a room about 30 by 100 feet with an "L" half as large. This, with basement, constitutes all that it gets for $7,500 a year. Now its lease is about to expire and along comes the Pennsylvania Railroad with an offer of $12,000 a year for the place. Hackett & Hoff, the owners of the building have agreed to give the Spiegel Company the refusal of the place and the company is now trying to figure out how it can increase its profits $4,500 a year to justify the increased expense.

OBJECT TO LABEL LAW.

Milwaukee, April 10.—Manufacturers of proprietary medicines in Wisconsin have cut out all business in Massachusetts and Maine. They have instructed their agents in those States to cancel all orders made with dealers for goods to be delivered after the new label laws go into effect. The objectionable feature in the new law is the same as that which caused the death of the Noble bill, in the Wisconsin Legislature —requiring the formula to be printed on the outside of packages. The Shoop Family Medicine Company, of Racine, was the first to cancel orders, instructing agents by wire. The company will call for a conference of manufacturers, at which some plan of campaign will be formed to combat such legislation in other States.

DAHL LIQUOR BILL PASSED.

Madison, Wis., April 2.—The legislature has passed the so-called Dahl liquor bill, which is aimed at unscrupulous druggists. The bill is intended to prevent druggists running liquor houses on government license. It provides that each purchaser of liquor must make affidavit that it is for medicinal purposes. He must give his name and address and the druggist must file the affidavits, together with record of sales, with the clerk of village or city. Revocation of the pharmacist's license is one penalty.

IN WISCONSIN.

—E. W. Sackstedter, of Appleton, is sojourning at Asheville, N. C.

—Harry Demock, formerly in charge of Dr. Hougen's pharmacy at Pittsville, has purchased the drug store of J. C. Webster, at Ladysmith.

—Louis F. Fischer, a traveling salesman for the Yahr & Lange Drug Company, has quit the firm, and has been succeeded by J. B. Segall.

—Oscar Echardt for ten years with the F. Dohmen Company, of Milwaukee, has gone to Minneapolis to engage in the floral wire design business.

—Henry C. Schrank, or Milwaukee, who recently retired as a member of the State Board of Pharmacy, probably will make a trip to Europe for his health.

—M. B. Olsen, of Melrose, has sold his drug store to Ward O. Gilbert, of Janesville, and has gone to North Dakota to engage in the same business.

—A front will be built to the residence at 198 Wisconsin street, Milwaukee, and the remodeled building will be occupied by W. D. Van Dyke, as a drug store.

—Herman Discher, of Manitowoc, registered pharmacist in the Meyers Drug Store, at Kaukauna, will be married shortly to Miss Anna Spinks, a Chicago school teacher.

—The Stearns Drug Store, of Shullsburg, is occupying temporary quarters while its place of business is being remodeled. Edgar Gundry has taken the management of the store.

—Edmond C. Neumann has bought the Gerlach & Haase Pharmacy, at West Bend. Mr. Gerlach is traveling for the Phoenix Surgical Dressing Company, and Mr. Haase is with Kremers & Urban, manufacturers of pharmaceutical preparations.

—O. B. Boberg, druggist of Eau Claire, has been appointed a member of the State Board of Pharmacy, to serve until 1909. Mr. Boberg will shortly move his drug store into a building he has recently purchased and which he is fitting out in a modern way.

—The building at Clintonville occupied by the drug store of John Kalmes, was partly destroyed by fire and the drug stock was practically ruined. Mr. Kalmes came immediately to Milwaukee, purchased a new stock and is dispensing temporarily in an adjoining building.

—J. E. Kopenick & Co., of North Fond du Lac, recently burned out, will have a larger and better store before the summer is over. Work has already started on a new brick block, of which the drug store will occupy the first floor. New stock and fixtures are to be purchased.

—Howard Greene, president of the Jerman, Pflueger & Kuehmsted Company, of Milwaukee, has resigned his commission as major in the Wisconsin National Guard, owing to the pressure of business. Mr. Greene was adjutant in the Fourth Regiment during the Spanish-American war, and was promoted to be a major.

—William B. Strong has taken the active management of the Jerman, Pflueger & Kuehmsted Company, Milwaukee, succeeding Charles A. Jerman, and Henry Cook, formerly with the Yahr & Lange Drug Company, of Milwaukee, and later with the Meyer Bros. Drug Company, of St. Louis, has taken charge of the sundries department for the same house.

DRUGGIST LEGISLATORS DISAGREE.

St. Paul, Minn., April 8.—In the lower house of the Legislature the other day the druggists disagreed in considering the Stock bill, which requires druggists, beginning with 1909, to be graduates of a school of pharmacy. Henry McColl, of this city, who speaks for the profession on the floor, protested that the requirement was in force in only one State and that it involved a hardship on the poor boy who got his education behind the prescription counter. W. J. Stock, the author of the bill, declared it had the indorsement of the State Ph. A., and was extremely desirable from the professional standpoint. A motion to postpone the measure indefinitely was defeated and H. B. Chamberlain's motion for the progress of the bill was accepted.

MINNESOTA MENTION.

—B. H. Larrabee, a Minneapolis druggist, has been haled before the courts on a charge of selling liquor without a license. Before this happened one of his clerks was arraigned on a similar charge and pleaded not guilty.

—D. R. Noyes, of Noyes Bros. & Cutler, the St. Paul wholesale druggists, has been appointed representative for Minnesota of the American National Red Cross Society and will undertake the formation of a branch of the organization in the Gopher State. Such a branch would provide supplies and enlist nurses and others for emergencies at home or abroad.

—C. L. Adams, president of the Adams Drug Co., St. Paul, is enlisted in the cause of the humble newsboy. The St. Paul Daily News, the paper to whose initiative the recent passage by the Legislature of the anti-cocaine bill was due, put up a plan for the free medical treatment of its newsboys. Mr. Adams announces that his company will fill the necessary prescriptions free of charge.

—Allan C. McCord, of La Crosse, Wis., has become interested with the Minneapolis wholesale drug firm of Kennedy, Suffel & Andrews. For five years Mr. McCord has been in charge of the wholesale business of the McCord Drug Co., of La Crosse. Recently, on the death of James McCord, head of the firm, it was merged with the T. H. Spence Drug Co., and A. C. McCord withdrew.

—A young colored man connected with the drug trade is in serious difficulty in Minneapolis. Henry Roberts, who had charge of the drug department of the T. M. Roberts supply house, an extensive concern, was one of a half dozen employes of the house to be arrested on the charge of having robbed their employer by the wholesale. The accused were held in $1,000 bail each.

—C. J. Haugen, a druggist doing business in the Eighth ward of Minneapolis, has been fined $100 or thirty days in the workhouse on the charge of selling liquor without a physician's prescription. O. B. Gifford, Haugen's clerk, was assessed a fine of $25 or ten days, for a like offense. The booze was sold to a policeman, who alleges he had no trouble in securing what he was after, though he had no prescription.

AMONG THE COLLEGES

CHICAGO COLLEGE OF PHARMACY.

Chicago, April 1.—The annual meeting of the Alumni Association of the Chicago College of Pharmacy, held in the Sherman House parlors on the evening of March 29, was preceded by a dinner to the members by Dr. A. W. Baer, '85. The secretary reported the loss of seven members by death during the past year and the reception of thirty-three new members. The report of the treasurer showed receipts during the year amounting to $451.83 and expenditures of $476.61, and a balance on hand of $250.60.

The election of officers resulted as follows: President, E. N. Gathercoal, '95; vice-president, V. J. Chvala, '04; secretary, Max Sobel, '98; treasurer, Paul F. A. Rudnick, '93; historian, Charlotte E. Stimson, '00. Following the installation of the new officers was a discussion of the arrangements for the annual banquet to be tendered the graduating class on the evening of Commencement Day, Thursday, April 27. The president appointed a committee on arrangements for the banquet as follows: Dr. A. W. Baer, '85; A. D. Thorburn, '94; E. D. Irvine, '93; Max Sobel, '98; Margaret M. Gray, '99; E. A. Neverman, '98. P. X. Senger, '04, and Professor W. B. Day, '92.

A course of four special lectures has been given to the senior class during March. On the 15th, Mr. A. E. Ebert spoke on "Pharmacy in Early Chicago." He urged the members of the graduating class to join the association at the earliest opportunity. On March 17, the class visited Dr. A. W. Baer's office and were shown numerous appliances for use in electro-therapeutics, among these being static and X-ray machines. On March 22 Mr. E. D. Irvine gave a talk on "Advertising a Drug Store," and on March 29 Dr. Hugh Wisdom lectured on "First Aid in Emergencies."

NORTH DAKOTA AGRICULTURAL COLLEGE.

Fargo, N. D., March 24.—Work in the department of pharmacy has ceased for this term and many of the students have gone home for a few days of rest. The seniors have finished their work in prescriptions and will take up alkaloidal drug assay next term. The juniors expect to finish their galenical preparations next term.

A number of students will try the State Board examination this spring.

Some of the short course men were recently taken on a tour of inspection through local drug stores and an opportunity was given to note and discuss the general arrangement and conveniences of each store, especial attention being paid to the facilities for prescription work and laboratory equipment. Fargo has a number of excellent stores, each managed by a competent man, and the boys obtained, during their visit much information and many useful points.

Much interest is taken by the students of this department in the proposed new chemical laboratory which we are assured will be built. One wing of this building will be entirely devoted to pharmaceutical purposes and will be fully equipped with the best of apparatus. With this equipment, this college for teaching pharmacy will offer advantages equal to any school in the Northwest.

Many of the short course men have gone home, but we expect to see them again before the examination, which takes place in May.

WASHINGTON STATE COLLEGE.

Pullman, Wash., April 2.—Governor Mead was the guest of this college for two days during his recent tour of the educational institutions of the State. He was much pleased with our high grade of work and was especially interested in the departments of pharmacy, veterinary medicine and the work of the Experiment Station.

On Monday evening the seniors were pleasantly entertained at the home of their classmate, Mrs. Ray G. Morse. "Five hundred" was the diversion.

On Thursday of last week, Prof. Watt decided that the seniors needed a taste of the "real thing" and accordingly gave them a State Board examination, on two days' notice. It was creditably passed by all, one student making 95 per cent.

Prof. S. B. Nelson, head of the department of veterinary medicine, has challenged Prof. G. H. Watt, head of the department of pharmacy, to a game of baseball, each to be represented by his respective classes. The proceeds of the game are to go to the Y. W. C. A., and the losing professor will banquet the whole aggregation of ball tossers. Prof. Nelson was not aware on issuing the challenge that the "Pharmics" have seven men on the first team. He is game, however, and the contest will be pulled off.

By act of the Legislature, the name of this institution has been changed from the Washington Agricultural College and School of Science to Washington State College.

ATLANTA COLLEGE OF PHARMACY.

Atlanta, April 3.—The commencement exercises of the Atlanta College of Pharmacy took place this evening, in the Grand Opera House. The following are members of the graduating class: Carrall E. Black, William J. Bolt, Dawson B. Burns, Archible S. Coody, William C. Cowart, Jesse G. Coleman, Frank Campbell, Jesse Davis, William O. Deans, James N. Drake, Thomas A. Dry, Francis M. Ellerbe, Reuben T. Franklin, James L. Hooper, Walter S. Humphries, Belton E. Jennings, Alexander S. Knight, Guy G. Lunsford, William M. McDonald, Bernard McLaurine, Benjamin A. McManus, Samuel L. Moye, George L. Miller, James A. Olivell, Champ H. Parkins, Holley H. Parr, Elmos C. Poole, Davis S. Porter, Walter R. Reed, Brummit K. Reeves, William B. Spain, Arthur C. Traylor, Rufus M. Werts, Preston Y. Whitman, Clarence D. Williams, Miss Nell Gwin Wright.

The class officers are: President, Francis M. Ellerbe; vice-president, A. Stinson Coody; secretary and treasurer, James N. Drake; quizmaster, Carroll E. Black, chaplain, William J. Bolt.

ST. LOUIS COLLEGE OF PHARMACY.

St. Louis, April 8.—The faculty of the St. Louis C. P. have selected Father W. Bank Rodgers, president of St. Louis University, as valedictorian for the faculty at the commencement exercises, April 28. The graduating class of sixty is now assured.

At the last meeting of the board of directors of the college, W. K. Eckhardt, Dr. J. O. Fouch and Dr. R. H. Whelpley were appointed a committee to write a history of pharmacy in St. Louis and of the college. Much of this history will be secured from the old druggists, among whom are Charles Bang, who has been in business in this city since the forties, and Enno Sander.

NEW QUARTERS FOR STUDENTS.

Students of the New York College of Pharmacy (Columbia University) are advised that in September, 1905, the trustees of the university will throw open two new dormitories on South Field, namely, Hartley Hall and Livingston Hall. Each has accommodations for 300 students, and is thoroughly modern in every way. Their proximity to the One Hundred and Sixteenth street station of the subway brings them to within eight or ten minutes of the college. The averate rate for single rooms, completely furnished, will not exceed $125 for the academic year. Assignment of rooms will be made as soon as practicable after May 1.

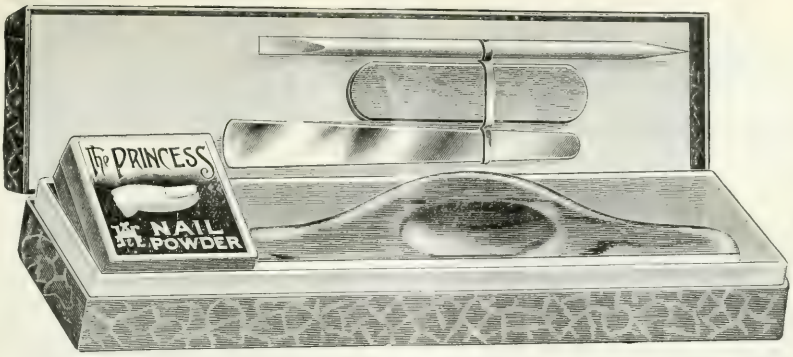
NO GOWNS FOR GRADS.

Once more the cap and gown question has appeared to vex the graduating class of the Brooklyn College of Pharmacy, with the result that these classic regalia will not be seen at this year's commencement and the occasion will be as unconstrained and entertaining as ever. The commencement exercises will be held Thursday evening, May 11, at the Baptist Temple, Third avenue and Schermerhorn street. On the same night the Alumni Association will give a dinner to the graduating class.

AN ICE CREAM DISHER.

Erie Specialty Co., Erie, Pa., are placing on the market a new ice cream disher which will appeal to those who want something better than heretofore used. They claim for it durability, it being made of copper and bronze, nickel plated, so that it will not rust or wear out; ease of operation, being easily operated with one hand; sanitary, as it is instantly cleaned without taking it apart, by placing in water. It also leaves the cream in the dish in pyramid shape which the customers so much desire. It is guaranteed and money refunded after two weeks' trial if not perfectly satisfactory.

—At Jeffersonville, Ind., Martha Atkins, in a suit brought against Charles D. Knoefel, druggist, has been awarded by a jury $2,000 damages. The plaintiff had suit for $15,000, alleging that the defendant had sold her acetanilid for phosphate of soda, and that the error had resulted in inducing a dilated heart, with which, she alleged, she had suffered greatly for two years.



We don't care how complete or how limited a line of manicure goods you carry, you will find sale for this set, which retails for 50 cents. We say this knowingly, for no other manufacturer in the United States compares with us in the volume of our manicure business.

Our development of this line pointed out to us the call for an inexpensive set of this kind, and when we put it out over a year ago, the call was immediate, and grew at a rate out of proportion to any of our other manicure specialties. This shows the practical need of such a set.

This set contains a 6⅛ inch polisher, pad of English felting, chamois covered; double pointed manicure stick; Grecian emery board and our Princess Nail Powder.

Price is $4.00 per dozen.

There is so much real value in this set that we like to send sample to anyone interested, postpaid, upon receipt of price.

Ask for sample set and look it over carefully.

HOLTON & ADAMS

IMPORTERS AND MANUFACTURERS OF

MANICURE GOODS, TOILET SPECIALTIES, BRUSHES

54 Beekman Street **NEW YORK**

GET IN BEFORE

MAY 31st.

Until Then You Can Buy

LIEBIG'S BEEF, IRON and WINE

as cheap as the biggest buyer, in any quantity you want.

Special until May 31st — Liebig's Beef, Iron and Wine, regular 50c. bottle, per gross, $27.00.

Druggist write for particulars.

We want **one** druggist in each city and town in the United States as **sole agent.**

Very interesting proposition. Write.

NEW YORK DRUG AND PERFUME CO.,

46-48 Marion St., New York.

$50

$50

Are You Scribbling Yet?

Don't. It's out of date. The American Typewriter at $50 is your opportunity to secure the first machine offered at less than $100.00, possessing all the "standard" features—universal keyboard, ball bearing carriage, interchangeable steel type bars, printing from ribbon, rapid escapement, unlimited speed.

IT WRITES LABELS, TOO

¶You can have one on easy payments.

AMERICAN TYPEWRITER CO.

Established Fourteen Years

271 Broadway, - - - - New York

LANOLIN

Our Price 30 Cents Lb.

We prefer that you order from your **jobber,** but if he will not supply you, **write to us** and we will see that you get our goods. On an order for **10 pounds** or more we will **deliver** freight paid.

Specify "BRITISH" and take no other if you want the BEST at the RIGHT PRICE.

"BRITISH"

Adeps Lanae, U. S. P., GUARANTEED

Grand Prize, Louisiana Exposition, St. Louis, 1904

EVANS & SONS, Lim.,
133 William St., New York
LONDON, LIVERPOOL, } ENG. MONTREAL, TORONTO, } CAN.

WM. F. JOBBINS

Successor to JOBBINS & VAN RUYMBEKE

Refiners Chemically Pure **GLYCERINE**

and Glycerine for Nitro-Glycerine and other purposes. Glauber Salts for Dyes and other purposes.

Patentees of J. Van Ruymbeke's NEW PROCESS GLYCERINE DISTILLATION.

Patents protected by Patent Title and Guarantee Co. (Inc.)

Works and Principal Office: AURORA, Kane County, ILLINOIS.

San Francisco, 17th and Rhode Island Streets. NEW YORK, 81 Fulton Street

Regd. Cable Addresses, A. B. C. Code (4th Edition) used: "EHRENTOD," Aurora, Ill., New York.

THIS HANDSOME OUTFIT FREE.

Made of the finest imported German stoneware and decorated in colors. Faucet connections for drawing the Rootbeer. Nothing so practical, ornamental and complete ever graced a fountain. Write for particulars and Free ticket offers, or ask your jobber.

Hires Rootbeer Pays the Largest Profit and Enjoys the Greatest Popularity of Any Fountain Drink When Served the Right Way.

The right way: Use 1 gallon Hires Fountain Rootbeer and 8 gallons of water in a 10 gallon tank, charge to 135 and attach to draft tube. Draw off some in the Rootbeer container of bowl. When serving fill the stein two thirds full from container and finish from tank. Profit $7 to $8 to the gallon of syrup.

THE CHARLES E. HIRES COMPANY, Philadelphia, U. S. A.

We won the highest award over all other fountain drinks at the World's Fair.

TRADE SECTION

"JUST OUT."

A Too Familiar Phrase in Drug Stores of To-day.

THE LAITY THINKS LACK OF CAPITAL.—THE DRUGGIST KNOWS LACK OF CARE. "WRITE IT DOWN NOW" THE SAFE RULE.—WANT BOOK ALWAYS NEARBY. — HOW ONE DRUGGIST COMBATTED THE EVIL.

If you haven't the goods, you can't sell them.

Which sums up the necessity for keeping up stock properly. How to do it is a question that is puzzling every storekeeper more or less.

The drug store, with its heterogeneous collection of goods, is bound to be continually running out of things, and it is the ambition of every proprietor, and should be the study of every employe, to keep it well stocked up on salable articles. Salable is perhaps too elastic a term. An elephant, kept long enough, could ultimately find a purchaser. "Demandable" would perhaps fit the case better.

A person enters a drug store to purchase So and So's liver tablets. A query. The druggist hunts for the seldom-called-for liver tablets and finds that he is "just out" of them—also a customer. The customer goes elsewhere. Perhaps he continues to go elsewhere for other things.

Proprietary articles are so numerous, advertising so extensive, that it is practically impossible for the small druggist to keep a complete line. It is not however, the small drug store having but one or two clerks, that suffers most from bad stock keeping; it is the medium-sized store, too large for the dominating force of the proprietor and too small for specialized stock keeping.

HIDDEN ARTICLES OFTEN OUT.

In the medium sized store, say with three or more clerks, things are often bound to be "just out." This may be best explained by saying that what is everybody's business is nobody's business. True, there is usually a personage dubbed a stock clerk. But he only superficially "sizes up" things. A space vacant here or there tells its own tale and he is not slow to replace sold articles. But when it comes to the hidden knick-knacks, such as pills and tablets and little-called-for articles, stocked in drawers and out of the way places, he is at a loss.

The laity are quick to infer; generally too quick. The fact that Jones, the druggist was out of Blank's tablets may influence him to believe that the last prescription was, maybe, shy an ounce or two of good medicine.

Whether the explanations made for being without asked-for articles are offered perfunctorily or not, the bearer is bound to assume that the druggist, employer or employe, is in fault either through carelessness or because of lack of capital. The layman does not stop to think of the many times he has procured needed articles at Jones'; he only sees the present inconvenience.

WHAT THE LAYMAN THINKS.

Many people swear by some little-heard-of article. It is perhaps a heritage in the family, and they are narrow minded enough to judge the drug store that is "just out" of their favorite panacea as a "dead one."

In these days of up-to-date wholesaling, the small dealer is on virtually the same footing with his wealthier competitor. In large cities, where daily ordering by 'phone is practiced, there should be no excuse for being long out of anything, if the article short is properly noted. There, of course, is the rub.

"I sold the last one and didn't put it down" may explain the absence of a looked-for "cure-all," but it never satisfies the man who does things. The plea, "I was too busy, or I meant to do it" is also unsatisfactory. In a busy store, where each man writes a hundred and fifty to three hundred checks a day, there is sure to be at least one man who is a poor stock keeper and who needs considerable watching in this particular.

A SAFE RULE.

There is no time like the present to note short quantities. One man, acknowledged to be a good stock keeper, has a safe rule. "If you don't see one more, put it down," says he, and coupled with this axiom is the familiar catch-word "Do-it-now." And he does it at the time. Indeed, before the article in question is passed over to the customer, it is on record in the want book, which is kept conveniently near the do-up counter, and is never allowed to stray away from its accustomed place, except when orders are being given. Even then a sub want-book is at hand.

No great matter if there is a quantity of a needed article in the cellar. Be on the safe side. The man who buys should know about what he has. The card index system in general use, is a check on overbuying, if the buyer be not too lazy or too busy to use it.

This, then, would appear to be the best way: "When in doubt, put it down."—but do it while it is in your mind.

PRESCRIPTION SPECIALTIES.

And "just outs" in the prescription department are just as frequent, and cause more annoyance than the same trouble at the proprietary counter. A man may have a prescription for four ounces of X's codein cough compound. He buys a pint bottle and is surprised to find suddenly that he is unable to fill a repeat prescription. The party who presents the renewal wonders at the delay incidental to borrowing sufficient of the mixture from a neighboring pharmacist, or perhaps, fumes inwardly at the druggist's explanations which do not explain.

"Humph!" mutters the disgruntled man. "Doctor's giving me some patent medicine stuff," and later the doctor hears of it and resolves to make sure of his druggist for the future.

"But," says a practical druggist-proprietor, "these things should not occur," and he is right. Nevertheless, they do occur, and too frequently.

Take it to yourselves. If you wanted a fourteen and a half collar, and your haberdasher was "sorry, but—" what would you think? "Ah!" say you, "but that's different." Not a whit different from the layman's standpoint. Unfortunately, to his mind, commercialism has placed the drug business on a plane with the haberdashery and the delicatessen store.

A DRUGGIST'S REMEDY.

What is the remedy when "just outs" become too prominent a feature?

"Well," said a druggist who has several stores, "this was my alterative remedy: In one of my stores I had continual complaints about being without demanded goods.

"I went on a Monday morning (contrary to my usual practice) to this store and talked with the men when they were all on duty. This was my ultimatum: 'Each man must take turns, in point of seniority, at the sales counter. I shall camp out in this store beginning to-morrow morning, and I shall watch things closely. The first sale that is lost because of being "just out' of anything that we ought to carry, will be charged up to the man who loses the customer.'

HOW IT WORKED.

"Tuesday morning I had an order from that store that made me smile grimly. It was triple the size of the record breaker when I started the branch. I said nothing, however, about it, but took my own medicine and camped out all day Tuesday and Wednesday. Had my meals brought in to me, at the store. And only two sales were lost during that time; the supplies for one had already been ordered, the other overlooked. My edict, backed up with my presence, had done the work. I have had little trouble there since.

"How did they beat me? Why, the whole force combined for the common good and their personal pocketbooks. They stayed the greater part of Monday night and with The Era blue book, wholesalers' lists and the like, whipped things into shape in shorter order than I could have done, personally, in several days."

That is the point—combination for common good; unselfishness. And the poor stock keeper should remember that, while he is not apparently a loser financially by his laxity, the time may come some day when this great fault will place him without the pall of managing positions.

An Eastern salesman who was in Chicago in February, was thoroughly chilled by seeing two young ladies drinking ice cream soda when the mercury stood at eighteen degrees below zero.

SODA ON CENTRAL BROADWAY

In New York's Upper Dry Goods Region

The Fountain of the Knickerbocker Drug Co.—A Talk by W. C. Bucher, Manager of Soda Department—Wide Work Board Saves Breakage—Study of Local Trade Conditions Factor in Success

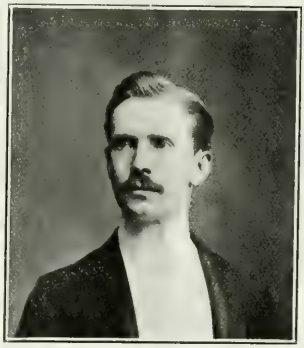
To what particular feature do we attribute the success of our, and, indeed, any soda business? First, as a matter of course, I give due credit to the fountain. Ours is an elegant structure, as can be seen, and just as easily manipulated as any to be found. The next requisite is a study of the local trade conditions. We keep careful watch on our patrons' wants, and try to serve them accordingly. A constantly observant eye for all improvements, modern features and novelties is of prime importance. I believe that these principles will sum up the major points of the source of our success. I am firm in the contention for, first of all, a beautiful fountain, one that will attract attention and draw the crowd to the counter, giving them the best soda to hold them. There will then be no trouble in keeping busy, providing, of course, you draw good soda and give good service and constant attention. One thing should always be kept in mind: soda water is a luxury, not a necessity; therefore, one must cater to his trade to keep it and to build up even better results.

We agree with Mr. Murray, of Hegeman & Co., in his rules for dispensers, and such essentials as relate to systematic work. I think with him that the soda manufacturer's labor is in the selection of material and the enforcing of courtesy in the treatment of patrons; the quality most of all needed in service and an attribute which can easily be cultivated in dispensers. Much can be condoned in a rush of business, in a misunderstanding of wants, accidents in the delivery of drinks, etc., providing that politeness is in evidence at all times. The inflexible rule here is, consideration for the customer in front of the counter.

A BOTTLE SYSTEM FOUNTAIN.

Let us begin at the beginning, or what we consider the beginning of good soda water—a first-class fountain. We are using a special design of the L. A. Becker Twentieth Century fountain, which is constructed along the latest modern lines, thereby satisfying the demands of the present day for sanitation. Sanitation prevails where everything is open and above-board to the sight of the customer. The mirrors in the back reflect a full view of the entire drain board, which is thirty-five feet long and a foot and one-half wide, made of marble, and covered with solid German silver throughout. Connected with the drain board are six ice cream packers. The work board, as well as the fountain proper, is laid out in sections, each complete in itself, yet complementing the others, which permits the men to draw with ease and rapidity and does away with the old fault of one man having to cross another. For that matter, there is ample space between the counter and the fountain in our apparatus for two men to stand abreast, with perfect comfort.

No racks are used on the floor, and it is surprising how very little care is needed to keep the pavement dry and in perfect



W. C. BUCHER.

condition. This is a strong point in favor of our particular make of fountain.

Too much cannot be said in favor of a wide work board, if for no other reason than the economy in glasses. My experience with small, narrow drain boards is that they cause more breakerage by two-thirds than the wider and more roomy ones. Our breakage here is extremely small, considering the amount of business we do.

PLAN OF REFRIGERATION.

As for the icing, our system is unsurpassed for economy of ice and general results, for the refrigerating compartment runs the full length of the fountain, and, indeed, constitutes its base. There are three ice boxes; one under each section of the fountain. Besides, there is a box for holding chopped ice, which performs the two distinct functions of giving the soda and mineral waters their first cooling and of circulating a constant flow of intensely cold air throughout the entire base. This refrigerator compartment, running throughout the bottom of the fountain, is itself divided into ten sections. A glass door is provided for each section, permitting a full view of the stock of syrups, cream, eggs, fruits, mineral water, etc., contained therein.

This system of double cooling from the fountain's base, renders our soda extremely cold at all times and does away with the extra expense of having an elaborate arrangement of cooling tanks, etc., in the cellar. The soda itself goes through a triple filtration before entering an automatic carbonator, which keeps the fountain supplied without any other care than an occasional replacing of an empty gas tank by a full one. We keep two gas tanks, connected up all the time, insuring against a complete running out of gas, even for a moment.

We have a B. & B. carbonator of a capacity of 200 gallons of soda per hour. This is supplied with water from a Buhring filter.

SUBTERRANEAN APPLIANCES.

In the same section of our cellar is installed our apparatus for the manufacture of ice cream, which is, of course, run by electric power. Indeed, electric power is applied by us to everything where it is feasible. This machine's capacity for turning out ice cream is 120 quarts per hour. Here, also, we make our own syrups, fruit juices and crushed fruits whenever we can obtain the supply of fresh fruits at reasonable prices in the general market; in other words, when they are in season. During the other months of the year we use the preparations of the J. Hungerford Smith Co.

Returning to the upstairs apparatus, a few more details regarding our fountain seem in order. As said before, it is a Becker Twentieth Century. The length of the fountain is thirty-five feet; the length of the counter is forty feet; the fountain is mahogany and onyx, and the whole apparatus is divided architecturally into three sections. There are four large plate-glass mirrors, and in front of these will be seen the syrup bottles, standing in semi-circular groups. These rest on ice, but their tops project into plain view, following the key idea of the Becker fountain. This use of mirrors we consider very effective, for most customers like to see themselves reflected, and, indeed, the decorative quality of a mirror may be almost instantly recognized by anyone. Besides the serving capacity of our fountain, we have forty small tables for the use of those customers who prefer being seated, and these are distributed further back in the store.

Our working force consists of six dispensers, in the summer season, exclusive of the manufacturing department, in which two men are constantly employed.

We handle all the specialties and patent drinks that are in demand, believing it poor judgment not to keep everything within reason that is frequently called for. First of them all is Coca-Cola, and the demand for this popular drink seems to be greatly on the increase. Among the food drinks some of the leaders are kumyss and malted milk. Very little care is needed to put them out in proper snape, if a dispenser will but take pains. To some, the serving of malted milk has for a long while been a worry, but we have solved the problem. I find that it can be proved absolutely soluble with a little attention. The call of our trade for fancy drinks is enormous. We have a list comprising about one hundred cold drinks and forty-three hot ones. Many of them are special and original with ourselves.

FOUNTAIN IN DRY GOODS DISTRICT, NEW YORK.
The Apparatus of the Knickerbocker Drug Co., 648 Broadway. A Becker Twentieth Century. Note the Style of Bottles on Back counter, length, 35 feet; counter, 40 feet. Finish, Mahogany, Onyx and Large Mirrors.

A FINE EGG SHERBET

Our leader just now is egg sherbet. The syrup for this I now mix myself, as I do all of our specialties. The basis of the flavor of the sherbet is from an extract that I make, and to that I add fruit syrups. This, when shaken up with pure cream and egg and mixed with soda, makes a most delicious beverage.

We use only pure cream in all our drinks. I find that the cost is, indeed, far in excess of the common mixture of the ordinary milk and water, but the satisfaction derived from the superior quality balances the extra expense and we know it is the best in the long run.

We endeavor to carry out this method of using the very best material obtainable for all of the drinks we serve; there is no question but that it is the best policy.

A special feature of this fountain during the winter, is our hot chocolate. We serve a finished chocolate, made entirely of milk, cocoa and sugar. This is made down stairs, brought up stairs and put in an urn made especially for this purpose. The chocolate is served in small, dainty Japanese cups, and it is a common thing to have our customers exclaim how thoroughly delicious it is. Coffee also served in the same way, made after the same style, enjoyed a similar success.

Our check system for sales at the fountain is the giving of a pasteboard check to the customer by the dispenser, which the former pays for at the cashier's desk, as he goes out. This, I believe, is the best way and finds favor with the majority of soda patrons, because many men have a strong dislike to pay for their check before the service of the desired drink.

LOCAL SITUATION.

Any business has its peculiarities, due to local environments, and ours is no exception. These conditions we noted before choosing the situation for our enterprise, and, indeed, selected our situation at No. 648 Broadway, at the corner of Bleecker street, because of the vast manufacturing enterprises centered about this vicinity and because of the absence of any drug store for several blocks on either side of us at that time.

The soda fountain as an important feature in our modern drug store, suggested alluring prospects, on account of the many thousands of women and girls employed in the nearby business houses of the millinery, wearing apparel and notion trade; and patronage from these has justified our expectations. This is our third year of the soda department, and our results are continually expanding. On May 1 we move to No. 640 Broadway, southeast corner of Bleecker street. In our new quarters we shall have one hundred feet of plate glass windows on that street, besides those on Broadway, and a nine-foot window on Crosby street. One entrance will open on Broadway, one sixty feet back from Broadway on Bleecker street, and still another at Bleecker and Crosby streets, within twenty feet of the entrance to the subway.

COLORS AND PERFUME BASES.

Among the many lines legitimately open to a druggist stands out "own make" perfume. All pharmacists feature their own creations in cough mixtures, toilet preparations, etc., but many buy all their perfumery direct from manufacturers. The Evergreen Chemical Co. points out that this field is worth trying. It can easily be successfully done by the use of the Evergreen Chemical Co.'s concentrated flower oils and colors. They state the cost will be but $1.00 to $2.25 a pint for the completed perfume, and can be sold from $4 to $8 per pint. This concern also offers a formula for a profitable violet talcum and a cold cream. Another of their lines is colors, used extensively by manufacturers of pharmaceutical preparations, soda syrups and cordials. When writing to the Evergreen Chemical Co., 130 Fulton street, New York, for a price list, please mention The Era. The firm's advertisement appears on another page.

—The Minnesota Pharmaceutical Manufacturing Co., St. Paul, will put up a building on University avenue, near Fairview, in the Midway district, easily accessible from either of the Twin Cities. The building will probably be ready for occupancy before the summer is over.

APPRAISERS' DECISIONS.

Cumarin Synthetic.

Cumarin synthetic, imported by George Lueders & Co., was held to be dutiable as a coal-tar preparation, not a color or dye, and not medicinal, under paragraph 20, tariff act of 1897. A similar decision was rendered in the case of an importation by Emil Levi.

Shan Dong Free.

Chinese medicinal roots known as shan dong were held free of duty as crude drugs, as claimed by the importers, Sue See Wo & Co., of San Francisco.

Resorcin.

Resorcin imported by Sykes & Street, at New York, invoiced as resorcin pharmaceutical, was held to have been properly classified as a medicinal preparation.

Neglect of Regulations.

Radium imported by Eimer & Amend was assessed for duty. The importers protested it was free, being imported for the use of an educational institution. The regulations of the Secretary of the Treasury not having been complied with, the protest was overruled.

Manufactures of Charcoal.

Manufactures of charcoal imported by McKesson & Robbins, at New York, were held to have been improperly classified as an article of carbon, not decorated, under paragraph 97, act of 1897, but to be dutiable as an unenumerated manufactured article, under section 6, as claimed by the importers.

Verdigris Free.

The United States Circuit Court has reversed the Board of General Appraisers in the cases of C. Bischoff & Co. and A. Klipstein & Co., who imported verdigris on which duty was assessed. The importers claimed it free as a subacetate of copper under paragraph 694 of the free list. The appraisers held it dutiable as a chemical salt. The court held that "From testimony which has not been contradicted, it appears to be subacetate of copper, and to have been admitted free of duty as such for some years past. Thus it now appears to have been entitled to free entry."

Pumpkin Seeds Dutiable.

J. L. Hopkins & Co. imported at New York, pumpkin seeds, which were assessed for duty at 30 per cent. ad valorem as seeds of all kinds not specially provided for. The importers protested that the seeds should be admitted to free entry, under paragraph 548, which exempts among other things, "drugs, such as * * * seeds aromatic and seeds of morbid growth, * * * which are drugs and not edible and are in a crude state, * * * not specially provided for."

The Board of General Appraisers overruled the protest and held the seeds dutiable on the following grounds:

"It is true that pumpkin seed is referred to in the United States Dispensatory as having medicinal properties and containing a fixed oil with an aromatic principle (U. S. Dispensatory, 8 ed., p. 1011), but it is thought the following extract from the appraiser's report, which is not controverted by anything in the evidence, correctly describes the character and uses of pumpkin seed in general:

"'The use of pumpkin seed medicinally is small in quantity and infrequent. Its consumption as a garden seed vastly preponderates. It is definitely recognized as one of the most important and most extensively cultivated vegetable seeds, and the pumpkin itself is among the commonest of our vegetables, and the slight medicinal qualities of the seed are known only in professional circles.'

"In Clay *v.* Magone (40 Fed. Rep., 230) a verdict was rendered in favor of the appellant's claim that certain celery seed, which had been assessed as 'garden seed,' under paragraph 465 of the tariff act of 1883, were free under the provisions of paragraph 636, which exempted 'drugs * * * seeds aromatic * * * which are not edible and are in a crude state,' etc. It appeared upon the trial of that case that celery seed sold to be sown or planted to raise celery to be consumed by man was sold with marks, etc., to indicate and guarantee the kind of celery it would produce, while the celery seed in controversy in the case was a very cheap article, which was always purchased without statement from the seller, or marks on the bales or the packages containing the same, to indicate what kind of celery it would produce if sold or planted, or that it would even germinate; that it could not be sold for planting purposes, but was used to a slight extent medicinally and chiefly for making celery salt and other condiments.

"No attempt has been made in this case, however, to show that the pumpkin seed in question is of any different variety from that sown to raise pumpkins, and in the absence of affirmative proof on this point we should not feel justified in finding that it fell within the category of medicinal seeds rather than that of garden or agricultural seeds."

Salts of Cinchona Bark.

The Board of General Appraisers has sustained the protest of G. W. Sheldon & Co., holding quinine bromide, quinine phosphate and cinchonidine salicylate free of duty as salts of cinchona bark, under paragraph 647, act of 1897. Quinine hydro-ferrocyanate, imported by Merck & Co., was also held free for the same reason.

Stearin Pitch.

Stearin pitch, imported by F. B. Vandegrift & Co., at Chicago, was classified and assessed as an unenumerated manufactured article, under section 6, act of 1897. The importers claimed it free of duty as soap grease, or as enfleurage grease, or if dutiable at all, at 10 per cent. ad valorem, under said section 6, as an unenumerated manufactured article. The chemical analysis showed the article to have the following composition: Hydro-carbons, 27 per cent.; calcium soap, 12.5 per cent.; saponifiable fatty acid compounds, 60.5 per cent.; the fatty acid compounds being present in about the proportion of one part free acids (stearic) to two parts glycerides (stearin). The Board held the evidence insufficient to justify a disturbance of the assessment of duty.

SHOW WINDOWS AND FEATURES.

Much Variety in the Displays in This City.

NOVEL METHODS OF ADVERTISING SARSAPARILLA. — SOME NOTABLE SHOWINGS IN BROOKLYN WINDOWS. — FEATURING CORN FILE AND SALVE.

If it be true that "variety is the spice of life," the drug store window dressers are doing their share toward driving away dull care in New York. From modest and unassuming showings to windows dressed in the most elaborate style, is a wide enough range to meet all fancies. A day's wanderings in the city will show an unlimited variety of displays, appealing to the artistic eye.

J. N. Hegeman & Co., Park Row, are attracting attention by a double demonstration. One-half of their window is given up to velvet molasses candy and a young lady demonstrator in the store gives out samples. The other half of the window is filled with Krato. At the entrance to the store stands another demonstrator, who tells customers that the goods are now reduced from fifty cents to twenty-five cents.

A LESSON IN PHARMACY.

The Hegeman Corporation, 200 Broadway, New York, gave a lesson in pharmacy by featuring a well-known make of sarsaparilla in their show windows. A large receptacle supported a correspondingly large percolator in operation. Parallel with this, one on each side, stood two walnut pedestals supporting a linear glass counter, upon which were displayed the goods in dark red cases. Standing next, on the same line, were columns built of the bottles in cases. The rear corners of the window were filled with semi-circular steps holding the red-covered goods. The hanging at the back was also of dull red.

T's made by one cased bottle placed horizontally across an upright one, covered the floor of the window. The arrangement of these T's was linear, but by standing them obliquely, a very pretty bias effect was given. In the third row they supported large unglazed plates, in which were displayed the crude herbs and roots. The bark of the sarsaparilla, as it comes to market, packed and tied in long sticks, resembling a limb of a tree, was laid crosswise over the T's between the columns and counters and the receptacle and plates.

A large card attached to the percolator read:

"Three principles are involved in the production of this sarsaparilla:

"First—Attention must be paid to the careful cultivation and curing of medicinal plants.

"Second—The scientific selection and combination of the different plants, so that each plant shall either increase the healing powers or correct some objectionable properties of the others.

"Third—The pharmaceutical skill required in the various preparations must be of the highest character.

"All these conditions have been employed in this sarsaparilla."

SOME BROOKLYN WINDOWS.

Sarsaparilla and candy seem to be the run in the show windows this second week in April. Riker's, Fulton street, Brooklyn, are featuring "own make" sarsaparilla in a unique way. The floor of the window is covered with grass (crepe), the background and side being filled in with branches of apple blossoms. In the center, lying upon an imitation rock, is an old gnome, smoking peacefully. He is attired in a green coat, with large buttons, dun-colored trousers and on his head is a tassel cap of red. In his hand he holds, as if resting between drinks, a bottle of a Riker preparation. The face of the rock is defaced by the usual patent medicine talk. It states: "Pure blood means more than we think; Riker's Sarsaparilla will make your blood pure, we guarantee. Price 75 cents."

In the corner next to the wall is the face of another rock, which says: "Get it at Riker's." The balance of the window is filled with the goods, artistically arranged, among which many miniature figures of the gentleman on the rock appear.

Riker's second window features "own make" face powder. The floor of the window is covered with grass (crepe), from which the ox-eyed daisy lifts its head. Although untrue to nature, the value of the decoration is just as good. One side has peach tree branches loaded with pink flowers, while the other side and rear are filled with branches of the apple tree in blossom. The center is occupied by a latticed arbor in green. In the arbor is the wax figure of a woman draped in black chiffon. On the floor of the window, attached to the branches and frame work of the arbor, are the neat, pale violet boxes of powder. A card tells the story: "Riker's Dresden Face Powder, 25 cents."

Rosenzweig's, 644 Fulton street, Brooklyn, is pushing the sale of a brand of slippery elm lozenges by a window display. The neat, yellow, square boxes are arranged in blocks, while a willow automobile filled with the lozenges and in charge of a Japanese, is rounding in from the side. A large white card states: "Four cents each; seven for 25 cents."

Joseph Dahlbender, Broadway and Kosciusko street, Brooklyn, is devoting his corner window to featuring a new corn file and salve. Naturally, the straight line effect is the only one that can be used in true perspective to give a good effect to a display of these goods. One dozen files with pale blue tinted handles are attached in upright position, to a white card. These cards can be folded and locked into triangles, thus making the goods visible from any viewpoint.

Three rows of the flat cards are arranged in step form in each window, having box supports, which the cards disguise. The floor of the window is also carpeted with the flat cards. The open vacant spaces are filled in with the triangular counter stands.

—Robert Williams, a pioneer pharmacist of Minneapolis, is dead, after an operation for appendicitis. At the time of death Mr. Williams was connected with the Minneapolis Pharmacy Co. He was born in Wales fifty-eight years ago, and lived in Minneapolis twenty-three years.

THE PROGRESS OF SODA.

Mr. L. A. Becker Describes Trade Conditions in all Sections.

INCREASE OF SODA SALES OVER COUNTERS IN FIVE YEARS ESTIMATED AT 500 PER CENT.—PUBLIC DRINKING MORE SODA EACH YEAR. —CONSUMPTION IN WINTER.

General trade conditions pertaining to soda water fountain apparatus, I believe, are better than formerly. Western business shows an increase of nearly 25 per cent., while in the East, transactions show a remarkable increase. The effect of this is, no doubt, cumulative.

In the South the price of cotton apparently governs, in a measure, the sale of soda water apparatus. This, of course, should not be the case, but purchasers in that section are more timid this year than last. No doubt the timidity of many merchants still interferes with their own prosperity in the purchase of fountains.

Cold seasons for the past three years have also interfered with the purchase of apparatus by timid merchants. The progressive merchant, however, realizing that the consumption of soda water no longer depends upon geographical or climatic conditions, makes his necessary changes from the old plant to the new and entices the nickels and dimes from the public's pocket into his till, of course, to his advantage in every way.

PROFITS IN SODA.

That climatic conditions do not control the consumption of soda water is perhaps best attested by numerous cases, one of which is especially noteworthy in the northern territory. Mr. C. H. Cirkler, of Minneapolis—one of the leading druggists there—installed a new modern Twentieth Century plant about eight months ago, and is doing a business at the rate of $35,000 per year. He has had virtually no actual summer to depend upon for the results.

Another instance might be cited in Boston, where Mr. Frank Norris, proprietor of the Adams House Pharmacy, installed a large fountain about six months ago, and whose winter sales since the installation of the fountain show an increase of a small percentage over his best sales during the hottest months of last season, namely, July and August. Mr. Norris further attributes an increase of over 30 per cent. in his general drug and sundry business to the publicity which the installation of this new apparatus gave his store.

A very well-known drug store in New York City, in fact, one of the most prominent in that city, has, since the installation of its fountain about six months ago, earned one-half of its large rent by the profits of this fountain. Such results, of course, are very encouraging to the proprietor, who never previously had a soda water fountain, and arouses a natural interest in the soda water business on his part. Hundreds of instances of a similar character could readily be cited. It proves conclusively statements made, and in addition proves that merchants who run soda fountains as an adjunct to their business in about the same manner as by-products were permitted to go to waste in years gone by, cannot and must not expect to be successful. It is the utilization of energy that counts, and its proper utilization brings with it the returns that make life worth living.

CONSTANT IMPROVEMENT.

The consumption of soda water is constantly on the increase; this increase, during the past five years, is said to be fully 500 per cent. Taken altogether, modern fountain plants with good fruits, syrups and carbonated waters and proper dispensing have brought the natural results such a combination would indicate. Good soda water dispensers are always in demand, and I am very glad to see the wonderful increase in their efficiency. In order to hold the best positions and earn the good salaries paid them, however, dispensers should carefully study the possibilities of the business, and, by constantly adding to their own knowledge and efficiency, they will aid materially in increasing the general consumption of soda water.

Sanitation, at the present time, is a vital consideration in soda water matters. I believe that there is nothing of such an importance as this, and as a manufacturer, I believe in constructing soda water apparatus in a manner which shall do away with the opportunity for the accumulation of dirt and filth, which naturally develop and breed bacteria and germs. My endeavor is to uphold the integrity of the syrup container, and I have found nothing better than the sterilized glass container, placed in plain public view, yet surrounded by ice.

VALUE OF A TRADE MARK.

There are a few manufacturers who do not realize the value of a trade mark, but their number is steadily decreasing. Today trade marks are more valuable than ever, under the provisions of the new law which went into effect April 1. But what of the manufacturer who registers a mark and then fails to make the fact known to the trade and the consuming public; who fails to teach the man in the street to instantly recognize that mark as standing for some particular thing? He is throwing away the fruit of his labors. He is literally hiding his light under a bushel.

Such a man, however, is often open to conviction and such conviction should come through a reading of a little pamphlet, attractively illustrated, published by Ben B. Hampton, New York. It is interesting, containing a description of the rise of Regal shoes, Victor phonographs, Royal baking powder and other well-known specialties. The article is not a dry dissertation on advertising. It is a very readable little talk, reprinted from Printers' Ink. If you write to the Ben B. Hampton Co., 7 West Twenty-second street, New York, and state that The Era suggested your doing so, that firm will send you a copy.

SPECIAL TERMS ON CASTORIA.

Castoria—"the kind you have always handled"—is made by The Centaur Co., 77 Murray street, New York, of which Charles H. Fletcher is president. Mr. Fletcher thinks that almost any druggist ought to be able to sell a dozen bottles of his specialty a month, or one gross a year, and to induce effort in that direction he authorizes jobbers to allow a discount of 5 and 2½ per cent. on gross lots.

Druggists are invited to send for counter wrappers, cartons and other advertising matter.

A REMARKABLE SHOWING.

The M. P. Gould Company, drug store advertisers, 99 Nassau street, New York City, say that their Puzzler, a monthly drug store paper which they get out and publish under the name of the retail druggist using it, has proven one of the most remarkable pieces of advertising they have ever produced, and that although their Puzzler is not yet one year old, they are now printing nearly 250,000 copies each month.

This publication, advertised elsewhere in this issue of The Era, is a unique monthly paper of puzzles so arranged with drug store advertising that they produce a great deal of interest among old and young. Anyone interested in advertising his drug store should read the advertisement carefully and correspond with M. P. Gould Company.

A special offer is attached to the advertisement, which will be worth from $7.50 up, to any druggist connecting himself with M. P. Gould Company for their Puzzler.

OPENING FOR AMERICAN TRADE.

Elsewhere in this issue of The Era appears an advertisement of Messrs. H. B. Sleeman & Co., of London, a firm established so far back as 1866 and who have devoted themselves to supplying the requirements of wholesale chemists and druggists. This firm has a very large connection in the East, South Africa and Australian Colonies and is prepared to undertake the representation of American houses having products suitable for the drug trade in those countries and to energetically bring them to the notice of Eastern and Colonial buyers. Messrs. Sleeman represent some of the best-known houses in the East, and enjoy an extensive acquaintance and an honorable reputation among the wholesale houses in this country. They will satisfy firms disposed to open correspondence with them as to their financial standing and their ability to honorably fulfil any engagements they may undertake.

PROCTOR SANITATION.

Mr. Proctor has begun lately to equip his theaters with a pneumatic method of dustless cleaning, which would almost seem to be superfluous, in view of the fact that the Proctor theaters are generally known to be clean theaters, and demonstrations of this process of cleaning can be seen at the Fifth Avenue Theater every morning, to which the public is cordially welcome. Every portion of the immense theater, every corner, the tile lobbies, the silk and plush portiers, the plush seats, the carpets, the scenery, the rugs and any part therein cleansible, is gone over with this almost Alladin-like apparatus, so that any woman, no matter how delicate the fabric of her dress, can feel assured that in sitting at a Proctor theater she runs no risk of soil.

OLIVES IN DRUG STORES.

Is there any reason why the retail druggist should not handle high grade olives? Riker's find it profitable, as well as an aid in featuring their olive oil. The druggist, by keeping to a high quality, could secure and retain a good trade.

BUSINESS RECORD.

ARKANSAS.

Hope.—O. M. Battle, succeeds R. H. Ethredge.

CALIFORNIA.

Eureka.—J. F. Stephenson, succeeds Wm. I. Moore, 327 F street.

Pasadena.—Metcalf's Pharmacy, Inc., succeeds H. F. Metcalf.

Pasadena.—Dr. Strather, succeeds J. P. Ladd, Fair Oaks and Logan streets.

San Francisco.—Peter DeLucius, succeeds A. DeLucis, 428½ Broadway.

CONNECTICUT.

So. Norwalk.—H. W. Chambers, succeeds H. F. Pierce.

Willimantic. Dennis Shea (City Drug Store.) Damaged by fire.

GEORGIA.

Jeffersonville.—W. H. McCreery, damaged by fire.

Thomaston.—Mr. Estes, succeeds T. S. Griggs.

ILLINOIS.

DeKalb.—Gus Kirchner, succeeds A. D. Kempson, 619 E. Main street.

Granite City.—John W. Mathis, new store.

INDIANA.

Marion.—Thomas & Hall, succeed Marion Drug Co., 119 W. Fourth street.

Monroeville.—People's Drug Store, new store.

INDIAN TERRITORY.

Bartlesville.—J. E. Cloyd, new store.

Grove.—H. L. Guthrie, succeeds Guthrie & Chunley.

Tishomingo.—Palace Drug Store, burned out.

IOWA.

Arnolds Park.—Dexheimer & McGrew, new store.

Cedar Falls.—Roy Metger & Co., succeed L. O. Hieber & Co.

Cedar Rapids.—B. H. McKeeby & Co., succeed McKeeby & Osincup.

Casey.—Galloway & Trumbull, succeed Jacobs Drug Co.

Hedrick.—L. D. May, new store.

Milton.—Summers & Bell, new store.

Cherryvale.—S. W. Squire, succeeds M. A. Houghton.

Greensburg.—J. L. Mathis, new store.

Lawrence.—Fred E. Hale, succeeds Hale Bros.

KENTUCKY.

Paducah.—R. S. Ballowe, succeeds Winston & Co., Tenth and Broadway.

Sullivan.—T. A. Quiry, succeeds Quiry & Nunn.

MICHIGAN.

Three Rivers.—Willis Gibbs, succeeds W. W. Munger & Co.

MINNESOTA.

Georgetown.—J. B. McArthur, new store.

Wells.—J. J. Palmer, succeeds L. W. Olds.

MISSISSIPPI.

Quitman.—W. J. McNair, burned out.

MISSOURI.

Joplin.—H. M. Deal, succeeds P. Edwards & Co.

Windsor.—W. E. Bard Drug Co., succeeds J. W. Wilson.

NEBRASKA.

Benedict.—Ryan & Tout, succeed C. F. Baughan (Klondyke Drug Co.).

Fremont.—J. G. Timmermier, succeeds Lute Fulkerson.

Ord.—Hocking Drug Co., succeeds Goodrich Drug Co.

Sumner.—Gust Heald, succeeds Joseph Ormond.

Thurston.—J. E. Shafer, new store.

NEW JERSEY.

Bayonne.—Samuel J. Weidenhamer, succeeds John N. Peterson, 202 Ave. D.

Passaic.—Post & Friedrich Drug Co., succeeds R. V. R. Post, 228 Main avenue.

NEW YORK.

Edmeston.—T. T. Vrenne, succeeds C. A. Talbot.

Elmira.—Mayo Drug Co., succeeds Edgar L. Mayo.

Hoosick Falls.—Smith & Thomas, succeed F. W. Smith.

New York City.—Bergman Drug Co., Inc., 140th street and Amsterdam avenue, new store.

Hall & Pearson, 951 Prospect avenue (Bronx), new store.

Brooklyn.—David Boyer, Atlantic and Troy avenues, new store.

C. G. Curtis, damaged by fire.

Isaiah Kepelowitz, succeeds L. A. Conklin, 158 Franklin street.

OHIO.

Cincinnati.—Fred J. Boss, succeeds Miss M. R. Hamilton.

Dayton.—Chas. C. Francisco, dead.

Edon.—M. J. Lacer, succeeds E. F. Brandon.

Marysville.—Chas. Asman, succeeds N. E. Liggett.

E. F. Brant, succeeds W. P. Roberts & Son.

Wooster.—Chas. E. Bixler, new store.

PENNSYLVANIA.

Philadelphia.—Thos. J. Sweeney, 2200 N. Franklin, from 2400 N. Franklin.

H. L. Wertley, instead of H. G. Wertley, Eighth and Parrish.

Wm. C. Wolfer, Venango street and York road, instead of Venango street and Wolfe road.

Reading.—Harry A. Adams, new store.

Sharpsburg.—W. F. Miller, succeeds S. A. Steele.

Williamsport.—J. E. Drorbaugh, damaged by fire.

Wm. M. Young, succeeds W. Harry Holmes, Fourth and Market.

SOUTH DAKOTA.

Davis.—Linch & Zellgell, succeed R. S. Crowley.

TENNESSEE.

Nashville.—Fleming & Hoge, succeed E. B. Davis Co., Inc.

Nashville.—Tucker's Pharmacy, succeeds T. H. Carney & Co.

TEXAS.

Holland.—Haeber & Numselle, succeed Mitchell & Newhunney.

Tyler.—Harris Drug Co., succeed Harris Bros.

WISCONSIN.

Marshfield.—Henry A. Schumaker, succeeds H. Horn.

Milwaukee.—Peters & Buck, succeed F. P. Roemheld, 2105 North avenue.

Clintonville.—John Kalmes, burned out.

Madison.—Geo. Paine, succeeds Maria P. Clark, E. Main St.

Shullsburg.—Dr. C. C. Gratiot, succeeds H. C. Stearns.

BRITISH COLUMBIA.

Vancouver.—McDowell, Atkins & Watson, succeed C. E. Netherby, 2444 Westminster.

WEST VIRGINIA.

Davis.—J. T. Darkey Drug Co., new firm.

Huntington.—R. A. Sample, burned out.

Parkersburg.—Lee L. Hudson, damaged by fire.

NEW BRUNSWICK.

Shediac.—W. B. Deacon, dead.

QUEBEC.

Knowlton.—Dr. H. W. MacGowan, succeeds MacGowan & Balfour.

A SIGNIFICANT CHOICE.

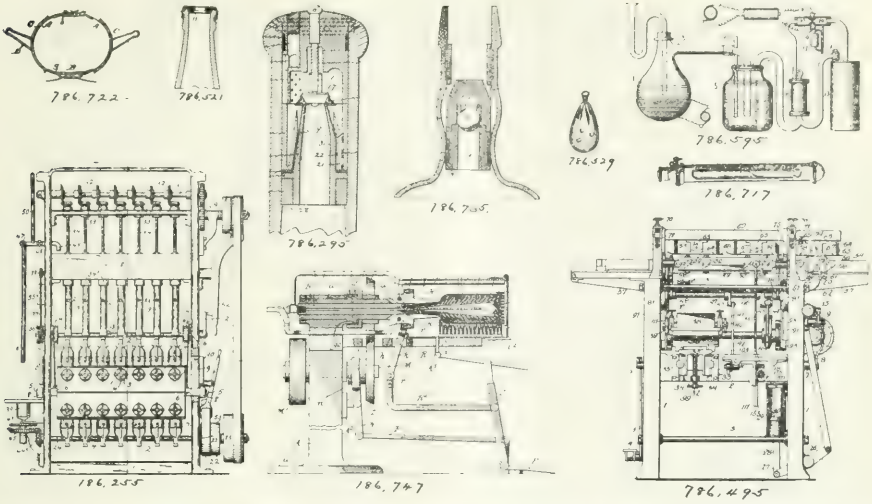
On page 11 of this issue of The Era is a picture of Paragon Park, the great amusement enterprise of New England, located on Nantucket Beach, near Boston.

The Twentieth Century Sanitary Soda Fountain again takes the honors, and, against all competitors, five Twentieth Century Sanitary Fountains have been chosen for exclusive use in the park.

The L. A. Becker Company, the manufacturers, point to such evidence as this order for Paragon Park, as the most convincing testimony that the Twentieth Century fountain will pay.

Write to the general office and factory of the L. A. Becker Company, Halsted street, Chicago, or to nearest branch office, as follows: New York, 27 E. Twenty-second street; Philadelphia, 504 Arch street; Denver, Thirteenth and Lawrence streets; Boston, 36 Portland street; Seattle, 207 Third avenue; South Los Angeles, 372 South Los Angeles street; Atlanta, 82 Marietta street; Baltimore, 19 North Liberty street.

PATENTS, TRADE MARKS, ETC



PATENTS.

Issued April 4, 1905.

786,255—Joseph Angeletti, Milwaukee, Wis. Bottle-washing machine.

786,295—Ramon G. Julien, Jerez de la Frontera, Spain, assignor to Pedro de Demecq, Jerez de la Frontera, Spain. Bottle.

786,495—Herman Haulick, William A. Walling and George J. Winkle, New York, N. Y., assignors to New York Labeling Machine Company, New York, N. Y., a corporation of New York. Labeling-machine.

786,496—August P. Horn, Hamburg, Germany. Process for making neutral soap.

786,521—Conrad Schroeder, Milwaukee, Wis. Receptacle-closure.

786,529—Heinrich Spatz, Schoneberg, Germany. Manufacture of a substitute for caoutchouc.

786,595—Edward C. Paramore, Philadelphia, Pa. Art of treating and utilizing chlorin.

786,717—Oscar G. Bell and Richard C. Stofer, Norwich, N. Y. Clinical-thermometer case.

786,722—Andrew Breslin and Joseph Lees, Summithill, Pa. Surgical appliance.

786,735—Christian Dorn, Philadelphia, Pa., assignor to Charles Rath, Philadelphia, Pa. Bottle-stopper.

786,747—Andrew Forbes, Philadelphia, Pa. Bottle-washing machine.

LABELS.

Registered April 4, 1905.

12,006—Title: "Y-Kof." (For medicine.) Alexander K. V. Reamer, Philadelphia, Pa.

12,007—Title: "Korexills." (For medicinal compound.) Josiah C. Peacock, Philadelphia, Pa.

12,008—Title: "Phospho-Ferrum." (For a medicinal preparation.) W. H. Hostelley & Co., Collingdale, Pa.

12,009—Title: "Madden Eye Medicin." (For eye-medicine.) Dr. Madden Eye Medicin Co., Fargo, N. D.

12,010—Title: "Sa-Lv-Ia." (For hair-tonic.) Schmelzel and Gallop, Boise, Idaho.

12,011—Title: "Er-Bo Tooth Powder." (For tooth powder.) Ludwig G. R. Erb, New York, N. Y.

12,012—Title: "Lemon Skin Lotion." (For skin lotion.) William Barrett Shaw, Cleveland, Ohio.

12,013—Title: "Pimplexion Skin Food." (For an ointment.) F. H. Robinson, Philadelphia, Pa.

12,020—Title: "Townsend's Latter Day Saints or Temple Brand Olive Oil." (For olive oil.) Bertram H. Townsend, Salt Lake City, Utah.

12,025—Title: "Egyptian Spray." (For chemical compound.) Egyptian Spray Manufacturing Co., Boston, Mass.

PRINTS.

Registered March 7, 1905.

1,235—Title: "Heartsease." (For medicine.) The Heartsease Remedy Co., Ashland, Ohio.

1,237—Title: "Allen's Royal Remedy, a Foot Powder." (For powder for the feet.) Joseph C. Allen, Plainfield, N. J.

A ST. PATRICK WINDOW.

One of the most striking displays made in Philadelphia on account of St. Patrick's Day was that of George B. Evans. The center window of his drug store on Chestnut street above Eleventh was a mass of color which rarely failed to catch the eye.

Green, of course, was the prevailing color, but not to color alone did the display owe its attractive features. The floor of the window was covered with dark green silk. The background was a large shamrock of wood, covered with tufted silk and outlined with green electric lights. The same designs were carried out in smaller shamrocks on all sides of the large one. The whole as seen against a ground composed of many yards of green baby ribbon made a very pleasing effect. Fastened to this ribbon were "Paddy's pipes," common white clay pipes of all sizes and filled with colored shredded cocoa in imitation of tobacco. In either of the rear corners of the window were high marble pedestals on which stood bases in keeping with the general color scheme. They each contained half a dozen small Irish flags. Small green baskets filled with candy of the same hue were scattered about the floor of the window, while from a jardiniere in the center there was growing the famous Irish shamrock. Coiled about the marble pedestals were artificial snakes. The whole was seen through candy bars that reached from top to bottom of the window, about four inches apart. These candy bars were "straws," colored a bright, shimmering green and strung on threads which were invisible. It was the most pleasing and varied window display to be seen along the streets this year. It reflected credit upon the store and upon the designer, H. Harfman, the Evans decorator.

MARKET REPORT

IMPORTANT REDUCTIONS.

Quinine, Opium, Morphine and Camphor Lower.

MENTHOL ALSO EASIER. SOME ADVANCES IN OTHER DRUGS.—TONE OF THE MARKET IS GENERALLY STEADY, HOWEVER.—DEMAND ON JOBBERS MODERATE, BUT CONTINUOUS AND FAIRLY SATISFACTORY. STATISTICAL INFLUENCES EFFECTIVE.

New York, April 10.—The leading staples eased last week, but the declines were not radical and the market tone continues steady. Owing to large Java bark shipments and an unsatisfactory demand, manufacturers announced a cut of two cents in quinine and all the salts on Tuesday, just too late to allow its mention in this report last week, although it wsa fully reported in our news columns. Because of competition, opium has also weakened, and while no actually defined decline has influenced morphine sulphate, jobbers generally are asking a smaller price. Refiners of camphor declared a reduction of four cents to-day, and while jobbers have not yet openly reduced their quotations, the market is practically down in proportion. Owing to speculation, menthol is also lower. Nevertheless, the situation is steady and since some of the reductions were somewhat expected and discounted, the atmosphere is now healthier and clearer. Trading continues routine and moderate, but is perhaps of somewhat heavier proportions than last week. Jobbers profess to be satisfied with the demand. No further important changes are anticipated. In some instances prices are higher.

OPIUM.—Prices are lower, in order to stimulate demand. Stocks in primary markets had accumulated to a considerable extent and local competition had increased in keenness, while consumers evinced little interest and speculative buying was absent. Nevertheless, foreign statistics are bullish. Recently, cables reported an advance of 3d. per pound in Smyrna, with some good American buying in that market. New jobbing prices as noted in another section of The Era, last week, are $3.05@3.20 for nine per cent., and $3.15 @3.30 for eleven per cent.; powdered, $3.85@4.10 for thirteen per cent., and $4.60@4.85 for sixteen per cent.

MORPHINE SULPHATE.—While no radical change has occurred, the weakness in opium and local competition have been gradually affecting prices for some time past, so that jobbing quotations can fairly be given as $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25 @2.35 in ounce vials, and $2.25@2.35 in 5-oz. cans, according to brand or quality.

QUININE SULPHATE.—Manufacturers announced a two cent decline on Tuesday, April 4. This move was rather unexpected, for while recent bark auctions had averaged lower and demand had not been brisk, the market tone held steady. Undoubtedly the heavy Java bark shipments for March, 1,450,000 pounds, helped to break the market. Moreover, competition had been growing from second hands and manufacturers were not getting the business. Since the break quinine has been inactive, but steadier. At the Batavia bark sale, April 3, prices were unchanged, and 112,800 oz. sold at 16½ florins. The new jobbing prices are 21@21½c. for bulk in 100-oz. tins, 21½@22c. in 50-oz. tins, 22 @22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

OTHER QUININE SALTS.—The other salts are all proportionately lower and jobbing prices may be given as follows: Alkaloid, 53@58c.; acetate, 56@61c.; arsenate, 53 @58c.; arsenite, 58@63c.; benzoate, 58@ 63c.; bimuriate, 52@57c.; benzoate with urea, 62@67c.; borate, 50@55c.; citrate, 50@55c.; ferrocyanide, 50@55c.; hydrobromate, 48@53c.; hypophosphite, 53@ 58c.; hydrochlorsulphate, 52@57c.; iodide, 63@68c.; lactate, 53@58c.; muriate, 41@ 44c.; phosphate, 49@54c.; salicylate, 48@ 53c.; sulphocarbolate, 43@46c.; tannate, 29@34c.; tartrate, 43@46c.; valerianate, 51@54c., and powdered, 53@56c., all per ounce.

CAMPHOR.—As this report is in preparation, it is reported that refiners have cut prices four cents. As yet the movement has not passed on to jobbers, some of whom are decidedly opposed to any reduction in quotations, claiming that circumstances do not justify it. In some quarters, however, new prices may be declared on the following, or even lower, basis: Barrels, 78@78½c. per pound, and less, 82@89c.; 4-oz. blocks in cases, 78½@79c., and less 82@89c. per pound; ounce cakes in cases, 80@80½c., and less, 84@89c. per pound; 24s, in cases, 82@82½c. per pound, and less, 86@91c. per pound. Ounce cakes and 24s in 1-lb. boxes, 1c. per lb. additional. In general, however, prices nominally remain on the old higher level.

MENTHOL.—Governed wholly by speculative reasons, prices have been forced lower, under liberal offerings. New jobbing quotations are $2.75@3.00 per pound. The market is weak, demand is poor, and prices may go lower still.

PYROGALLIC ACID.—The strength of nutgalls caused another advance and new jobbing prices are $2.20@2.30.

CARDAMOMS.—For a long time the tendency of prices has been lower, due to the overproduction of recent years in Ceylon. Jobbers have just announced a decline, because of lower wholesale prices and indifferent demand to the following basis: Aleppo, 75@85c.; Malabar, 80@90c.; bleached, $.90@$1.00; extra bleached, $1.00@1.10, and powdered, $.90@1.00, all per pound.

GUM THUS.—The bull campaign in turpentine in the South, engineered by the clique controlling the Savannah market, operates also on gum thus. Jobbers have raised values to the following: 280-lb. barrels, each, $7.75@8.00; per pound and less, 12@15c. per pound.

OIL ORANGE, BITTER.—This is no exception to the strength prevailing in other Messina essences, and is now higher, owing to scarcity and good consumption. Jobbers quote $2.25@2.50 per pound.

OIL WORMSEED, BALTIMORE.—The scarcity so often noted grows more acute and prices have again bounded up, jobbers asking $3.50@3.75 per pound.

SANTONINE.—As the rise in jobbing prices reported last week was not as great proportionately as the advance recently inaugurated by manufacturers, jobbers have advanced quotations to the following: Whole, $9.75@10.00 per pound and 75@ 85c. per ounce; powdered, $10.15@10.40 per pound, and 80@90c. per ounce.

BALSAM PERU.—Because of poor demand and competition between sellers, jobbers have lowered prices to $1.35@1.55 per pound.

CARNAUBA WAX.—The scarcity continues extreme. Supplies cannot be obtained from Brazil and stocks are closely controlled. Prices have risen further under a good demand and jobbers now quote 55@ 65c. for No. 1, 45@55c. for No. 2, and 39@43c. for No. 3. Supplies for No. 1 are particularly short.

CODLIVER OIL.—No changes in prices. Market steady. The total catch of cod for the whole of Norway amounted on March 22 to 11,452,000, yielding 8,055 barrels of oil against 4,873 barrels last year.

ANISE SEED, GERMAN.—The statistical position is improved. Spot stocks are small and closely controlled. A slight advance at wholesale, but no jobbing change.

LYCOPODIUM.—The approach of the summer and opening of pleasure resorts arouses expectation of an increased demand. Supplies but moderate. No price changes.

SILVER NITRATE.—As the metal has declined, manufacturers have reduced the price of the nitrate ½c. per oz. Jobbers have made no change.

GLYCERIN.—The crude is weak abroad and the refined is easy in sympathy. At wholesale there is a slight decline here, but no jobbing change.

SPERMACETI.—A poor demand causes some easiness at first hands. Too small to affect jobbers.

CHIPPED ICE FOR THE FOUNTAIN.

We have just had a peep at a real money-saver for the soda fountain user. The successful operation of a fountain depends largely upon its economical administration. Ice is wasted in many cases where it could be saved. Heretofore the making of ice chips has been laborious and attended with much loss of time. A new patented device called the Cyclone Ice Chipper has just come out. By a rotary motion, exactly like the use of a carpenter's augur, this very handy and easily worked chopper makes flake ice chips at the rate of a quart a minute. It has six steel cutters that bore a hole in the ice cake placed in any position, and can be operated by a child. You simply hold the teeth against the ice and turn the crank. The chips are carried into a covered bowl, a part of the device, and are emptied from it into any desired vessel. No more stabbing of ice boxes, no loss of ice and as cheap as it is handy. It is supplied druggists by the Montgomery Gibbs Company, 400 West Twenty-second street, New York, and the price is only 75 cents. It weighs but thirty-two ounces and is so thoroughly made that its destruction is practically impossible.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, APRIL 20, 1905. Number 16.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—More Anti-Proprietary Agitation.—Liquor Legislation. Keeping an Ear to the Ground.—The Position of the Fountain.—Milwaukee Druggists Win Suit.—An Attractive Package.—The C. P. Discourses on Base Ball.—Demand for Free Soap.—Plea for Drug Clerks' Club.—Dr. Osler's Book.—How Druggists May be Benefited.—The Golden Spike.—Dispensing Memoranda.—Theory and Practice.—Question Box.

NEWS.—One More Victory for Drug Associations.—New York College of Pharmacy Alumni Elects Officers.—Clerks to Get Day Off.—Pittsburg Druggists Fighting Ordinance to Regulate Sale of Explosives. — Michigan Drug Clerks.—Baltimore Druggists Hold Annual Meeting.—Test Case in South Dakota.—Applicants for Registration Unsuccessful in Minnesota.—Pre-requisite Bill Killed.

TRADE.—The Production of Maple Syrup, Its Extensive Adulteration, and the Remedy.—Some Novel Ideas of Management of the Weatherhead Soda Business in Cincinnati; a Fountain in the Rear of the Store.—A View of the Key West Sponge Packing Room of McKesson & Robbins.—Show Windows and Features.—Trade Jottings.—Appraisers' Decisions. — Business Record.—Patents. — Market Report.

EDITORIAL COMMENT

More Anti-Proprietary Agitation.

The propaganda against "patent medicines" has not yet run its course. In fact, it is not improbable that next legislative season will witness a campaign even more virulent than that which is now drawing to a close. The agitation for pure food and drug legislation seems as yet to have reached only an incipient stage, and nearly all pure food bills contain a clause aimed at "patents." The temperance people declared that they have not yet fairly begun their onslaught upon secret remedies containing alcohol, and no class of reformers is more persistent. Added to this, or perhaps more correctly, behind this, is a growing determination among medical men as exemplified in the more influential journals of the profession to oppose the proprietary interests in every way.

Proprietary men may scoff at all this outcry and assert that it will not affect them in the least; but the movement is bound to have some effect. Already advertisements of proprietary remedies are beginning to appear in the papers, bearing in large letters the statement, "This is not a patent medicine." If this means nothing else, it signifies that secret proprietary remedies are on the defensive. The bad ones will have to go, and in the meantime the good ones will need the friendship of the retail drug trade and that of the pharmaceutical press.

Keeping an Ear to the Ground.

It may be assumed that the real reason for the existence of any store is the convenience of the public. Of course, the storekeeper's profit is the most essential point as far as he is concerned; but, after all, it is but a result of his enterprise in furnishing what his neighborhood desires. If he does not perform a really useful duty to his customers, his profits will soon dwindle to the failure point.

These truths being so generally appreciated, indeed, so self-evident on a moment of reflection, it seems strange that many storekeepers, druggists among them, continually persist in refusing to supply the wants of buyers. It is no uncommon thing in a certain class of small pharmacy to see the proprietor losing sales because he does not carry the desired commodity in stock. It can be readily understood that some customer may occasionally ask for an article never before demanded, and, of course, in that case he cannot be accommodated; nor the second, third, or perhaps the fourth time; but when the same people repeatedly call for something not handled, it is time to put it in stock. If there is any fear that it will not be generally marketable, let the druggist secure but a very moderate quantity; experience on this will guide him for the future.

Many fail to do this, however, and persistently turn away customers who after vainly inquiring for something a few times, soon learn to go elsewhere for it, saving energy and breath. Last week a druggist talked in The Era of the "just out" evil and its serious results. The "never in" evil is almost as serious and just as annoying to patrons. With remarkable density a druggist of the type just described will bemoan his fate over a declining trade and a poor stand. If he kept everything often called for there would be a marked improvement.

Liquor Legislation.

In the Legislatures of the various States the liquor question is a source of perennial disturbance, and particularly so when it must be considered in its relations to the pharmacist and his business. In many quarters there is a tendency on the part of the temperance people, and some so-called law and order organizations, to look upon druggists as natural born lawbreakers, and, therefore, they would have our lawmakers impose such regulations that the legitimate sale of liquor for medicinal purposes is made almost impossible. In many instances there are, no doubt, regulations framed which actually tempt infractions and thereby put a premium upon wrongdoing.

Liquor legislation is a matter requiring the most careful consideration, but on general principles we hold, and have often asserted, that the legitimate use of liquors in the drug business should not be hampered by burdensome re-

strictions, while on the other hand violations of the law by druggists should be punished with the same penalties as are meted out to other violators. Certainly the druggist's responsibility is greater and his duty clearer, and why should he not observe the law? We have no sympathy for the dram selling druggist, and he is no friend of legitimate pharmacy.

In this State amendments to the present excise law have already been proposed, and it is altogether likely that some of them will pass the Legislature. It is up to the druggists of the State to consider this legislation. Those in authority are working hard for the abrogation of the stamp tax act passed two years ago on the basis that the present stamp arrangement does not yield enough income, for it has been found that the State only received $17,000 revenue from this source, while $80,000 was lost on those druggists who ceased taking out store licenses. This $63,000 loss to the State, it may be assumed, was saved to the druggists, a convincing argument, according to Dr. Muir, of the work done by the State Association, for it was through the effort of this organization that the stamp provision was secured. It is to be hoped that the druggists of New York will secure an act which will be just and satisfactory to all concerned.

An Attractive Package.

"I may be a crank on the subject," remarked the druggist, "but I can't bring myself to allow a carelessly-wrapped article to go out of my store. It is surprising how weak clerks are on this point. Every new clerk I get has to be put through a course of sprouts before he can fill my idea as to what a package ought to be.

"What is necessary to make a neat package? Good material, care and practice. Unless the paper has sufficient body, it is impossible to fold it evenly. Next in importance is the size of the sheet. It takes a practical eye to tear off just the right size. There is some knack in that, but care and practice will give it. If the paper does not meet properly, the package is ugly, and if the sheet is too large, a double fold makes the flap too bulky. And then so many clerks merely tuck the ends under. I insist that they fold them up evenly and smoothly.

Pharmacy in Rhode Island.

The annual report of the Rhode Island Board of Pharmacy has just come to hand, and from it we learn that there were in good standing within the State on January 1 last 311 registered pharmacists and 182 registered assistants. There were also 242 registered stores. What is more interesting, the Board reported that the increased requirements of the standard in proficiency have been successfully met, "thanks to the superior educational advantages now afforded." This speaks well for pharmacy and trade conditions in "Little Rhody," and at the same time is an unsolicited testimonial for colleges of pharmacy.

The Position of the Fountain.

The Cincinnati druggist, whose soda fountain is described this week in another column, has not only an originality of thought, but the courage of his convictions. He located his fountain in the rear of the store. To his mind, its business could be transacted just as successfully there, drawing with it the more boisterous class of store patronage, and leaving the light from the windows for the illumination and featuring of sundries, toilet articles and patent medicines.

Results appear to have been satisfactory, so the old theory that a fountain had to be near the front door is not maintained. Further it might be argued that the patrons of the fountain are more apt to buy other things than soda if they walk through the length of the store to reach the fountain. The fact that soda is dispensed can be featured by window signs, and, indeed, it is doubtful if the sight of a fountain through a window usually draws a considerable portion of the soda drinkers. They go to a certain fountain because they have found good soda there on past occasions.

Those pharmacists who have expressed an antipathy for the soda fountain as being an inappropriate side line for a drug store might find their objections considerably modified by the relegation of this business to the rear end of the store; while those who regard the fountain as a staunch helper towards success might find, as did the Cincinnati druggist, that the trade does not depend upon the position of the fountain. At any rate, such an arrangement surely possesses one good quality as a trade bringer, the charm of novelty.

Professor Scott, of the Chicago University, has punctured the early rising bubbles, which ought to please almost everybody and especially pharmacy students. He says that owing to improved lights and other conveniences of civilization, the quiet hours of the night are now the best for study. All modern great men, he says, achieve wonders by means of the midnight oil, or to be more strictly up-to-date, electricity. Talleyrand's famous saying about early-risers, that they brag about it all morning and yawn all afternoon, may therefore be laid aside.

Contract Plan Wins Again.

What is virtually another victory for the direct contract and serial numbering plan has just been gained in Milwaukee. Last Fall suit was brought by a department store against the N. A. R. D., N. W. D. A., P. A. of A., and the various wholesalers in the city. They were charged with conspiracy, restraint of trade, and so forth—the usual formula, which is becoming monotonous by repetition.

After all these months of battle a compromise has finally been effected, whereby all the department stores become recognized druggists and entitled to purchase goods as such. But they have agreed not to cut prices in future and will sell on a schedule of 23, 45 and 89 cents instead of 19, 39 and 75 cents, as formerly.

The department stores do not consider that they have won a victory, which we dare say no one will dispute. An agreement between the proprietor and his retail agent not to cut the prices on his goods is the essence of the direct contract plan. That one point being gained, it matters not how many "concessions" are made as matters of expediency.

The World's Trade.

The London Board of Trade last week issued a bulletin giving a summary of the world's trade for the year 1904. It shows that the import trade of the United States for that period was $1,079,070,000, while that of the United Kingdom was $2,205,200,000 and that of Germany $1,572,745,000. The value of the exports from the United States was $1,425,155,000, from the United Kingdom $1,504,080,000, and from Germany $1,293,275,000, from which it appears that while the imports of the United States were only one-half as great in value as those of the United Kingdom, the exports were nearly as valuable.

The cinematograph is now to be used in the study of botany. By exposing a plant every quarter hour for days or weeks as the case may require, it is possible to show the manner of growth, the opening of buds, the closing of blossoms at night, the increase in size of leaves and all the changes of plant life. The resulting photographs may be reproduced at any desired speed so that changes involving weeks and possibly months may be depicted as occurring in the space of a minute or two.

The latest recruit to the ranks of the proprietary manufacturers is a police captain of New York's East Side. He has just contracted with a wholesale drug firm to market a cure for skin disease, the formula of which he claims to have brought from Ireland many years ago.

Wholesale Druggists

The man who received his first impressions of the wholesale drug trade some twenty years ago is to be congratulated. Such men as James Richardson, Arthur Peter, Wm. A. Gellatly, C. F. G. Meyer, Daniel Stewart, Daniel R. Noyes, Samuel Strong, Geo. A. Kelly, Frank A. Faxon, M. N. Kline, Wm. A. Robinson, and numerous others who attended their annual meetings, were an inspiration to the young man who listened to their discussions and observed the many evidences of solidity and respectability surrounding those who participated therein.

This was before the days of rebates, cut prices and contracts, when this jobbing trade was in the hands of a comparatively few houses, and when the old-time merchant had an opportunity to show his shrewdness and use his credit to his advantage. Competition was keen; in fact, it became so excessive that the National or Western Association was started by a few leading houses for the purpose of checking the tendency toward too low prices.

With organization, all the paternal regulations have followed and individuality has to a great degree been relegated to the past. The profits on "Patents" were saved, but it is a big question if the new evils are not more injurious to the business. In fact, many of the larger houses are frank to say that the remedy is worse than the original disease. One direct result of the rebate plan has been the great increase in the number of so-called jobbers. Every crossroads town has one or more, and if the N. W. D. A. continues to recognize these small firms as it has for the past few years, then the separation of the wholesalers from the retailers will be found unnecessary.

But it is a mistake to attribute all of the trouble to the association and the rebate plan. This is so pronounced that other causes are overlooked by those who are most bitter in their declarations. Trade conditions have changed in all lines. The manufacturer has been getting closer and closer to the consumer. The department stores and mail order houses have had their influence. The general trend in merchandising has been toward the elimination of the middleman, and the drug trade could not escape from its share of these evolutions.

But this growing tendency to ignore and belittle the jobber, particularly in the drug trade, is a very grave mistake. It does not augur well for the future prosperity of this trade. The jobber is not only a great convenience for the manufacturer and the retailer, but through his frequent connections with the retailers he is able to check their extravagances in buying and keep them up in their payments; in other words, he makes them better business men and proportionately more successful.

If the entire drug business of this country were handled through the wholesale druggists there would be more successful retailers and many less bad accounts on the manufacturers' books. Again, when you find the jobbing trade prosperous, so will you find the retailer and the manufacturer; and the reverse of this statement is equally true. It behooves some of our ambitious manufacturers who are filling up their books with the names of retailers and physicians to stop and reflect what it means in the future. Competition is the life of trade; over-competition is its sure death.

Every jobber ought to say to himself: my business is like the railroad, and it is my duty to handle everything that comes, so long as it pays the freight—then he should see that every employe acts accordingly.

There are too many so-called wholesale druggists. The official list contains some 450 firms and corporations, while 250, or at most 300, are entitled to be so classified. Several of the houses in the N. W. D. A. list are rated as low as H-3 or H-3½—$3,000 to $5,000 capital! The list also contains the names of several specialty houses and manufacturers. Why not put in the barber shops and saloons—they all buy more or less drugs and patent medicines! One would think that the jobbers themselves, through their own organization, would take the initiative and be careful as to who they recognize as entitled to wholesalers' prices and discounts.

The next thing to be remedied is the growing tendency on the part of manufacturers to not protect the jobber in his legitimate profit. We wish we could have a fifteen-minutes' talk with every manufacturer on this subject. We know what he would say, and we sympathize with him in a way, but any other policy than that of protecting the jobber is suicidal to the future welfare of the trade. The jobber is a necessity, and it is your duty as a manufacturer to protect him. He may want the earth and will do nothing for you, but none the less, after you get established he will handle your goods and you must put up with some of his shortcomings until he sees the errors of the treatment he extends to you.

The jobber is a distributing agent, pure and simple. It's his business to supply what is wanted. He ought to pride himself on keeping everything, or at least he should know where to secure it. The manufacturer should protect him in his profits and against loss on his stocks, but the jobber must undertake to supply the goods, or he does not fulfil his mission.

If the larger jobbers would inaugurate a separate department for the introduction of new goods, it would add materially to their prestige and profits. We know of one jobber who does this most successfully by making each manufacturer pay something toward the expense of his salesmen, or detail men, and for advertising. It is a great convenience to the manufacturer and prevents him from working the jobber's territory for direct orders. It frequently, too, leads to exclusive agencies which are very profitable to the jobber.

Many of our large mail order houses and department stores make it a rule to supply everything a customer may want—anything from a package of pins to a house and lot. It is a convenience to the buyer and in keeping with the modern merchandising methods which make these institutions so successful. No order is too small, no trouble to please. If our wholesale druggists would adopt such up-to-date rules for conducting their businesses, it would be greatly to their profit and go a long way toward making their positions more secure.

We hope that our jobbing friends will not misinterpret our remarks. We believe in the jobber and always have. We have some appreciation of the difficulties under which he labors, but we are sure that his condition and profits can be improved if he will do his part and insist on his rights.

Each jobber should be jealous of his territory and his trade. Give the manufacturers to understand that you will work your territory for them and they must pay you for doing it. Let the retailers know that you can and will supply everything they want and at the right prices. Throw petty jealousies to the wind and work with your neighboring competitors—"Hang together or you will hang separately." Confine your organizations to houses of your own class and do not include every would-be jobber. Give the proprietors to understand that if they want your trade they must protect you and then give them a square deal.

C. P. EMANATIONS

Play Ball!!!

The druggist gave certain unmistakable signs of impatience, and the C. P. smiled in anticipation. To one with a sense of humor a man is never so funny as when he allows his irritability to show.

"Well?" inquired the old gentleman, "Spring fever?"

The druggist let off some of the pressure in a vicious kick at the cat, but that watchful animal escaped easily. "Spring fever," growled the man of drugs. "Yes, I dare say it is something like that. I can't get the boys to pay attention to a blessed thing. All I hear is, 'died on third,' 'two bagger,' 'drops,' 'ins,' 'pop-up-flies,' and things like that. Jimmy walks around in a half dazed sort of way—instead of washing the glass he will look through the window at the sky and make passes at imaginary balls in the air. The clerk is calling up some other daffy idiot like himself every few minutes trying to get up a drug clerks' team, and my paper which I used to find turned to the war news is now always open at the sporting page."

"And you find yourself out of sympathy with that sort of thing?" asked the sage.

"Out of sympathy? Rather!" replied his friend, making no effort to conceal his disgust. "I have more important matters to think about."

"I feel sorry for you," said the C. P. "Better consult a specialist."

"What are you talking about?"

"You're in a bad way," replied the sage. "I suppose if you were to pass a vacant lot containing about forty small boys, four bricks, a pump-handle and a ball, the heavy affairs of this world would intrude themselves between your eye and that ball."

The druggist did not reply.

"You wouldn't go to the circus, even if your youngest were to talk about it every day and show you all the ads in the paper for a month?" continued the sage.

"And you wouldn't go out of your way a block to see a parade?"

"I can't see what you're driving at," replied the proprietor of the store. "But on general principles, of course not. I have outgrown childish things, I hope."

The old gentleman nodded. "Those are the symptoms," he said. "I have observed them again and again. Had a touch of the same thing once myself, but I got over it."

"Over what?"

"That tired feeling about everything that interests the young. My boy, fight it! It is a sure sign that you are approaching the chloroform age. If you allow that disease to go on unchecked, your interest in the things of this world will gradually disappear until you have nothing left but an old arm chair and a pipe."

"I'm interested in making a living."

"And nothing else? In that case, you might as well quit at once. It isn't worth while."

"Look here! This life isn't made for fun," observed the druggist.

"The pursuit of happiness, according to the constitution of the United States," corrected the old gentleman, "and happiness is mighty scarce at that. Fun is only one variety, and being so few you can't afford to waste many. Better enjoy the kind that comes your way. Besides, some enjoyment is necessary to keep you in trim for the scramble."

"Oh, well!" said the druggist, "I have enjoyment of my own kind. Bowling, for instance—"

"All right! Then don't despise the kind that the youngsters pursue. Do you want a prescription for that ancient, blasé, tired feeling of yours?"

The drug man offered no defense.

"Borrow two small boys and take them to the circus," said the sage.

A French N. A. R. D.

In France the price protective plan was recently adopted by certain manufacturers, and seems to be working satisfactorily. It is now proposed to form a sort of an N. A. R. D. in France (Union de pharmaciens pour la reglementation de la specialité). According to the Chemist and Druggist, a committee will be formed of an equal number of representatives from the manufacturers of proprietary medicines, retail pharmacists of Paris, and retail pharmacists of the provinces. It is proposed to place a stamp on the protected articles; blue stamps for packages sold at full price, and red stamps for those on which a reduction of 10 per cent. would be allowed. These stamps it is proposed to sell at a centime apiece, so as to produce the revenue for the association. Each member will be required to sign an agreement not to substitute, to compete with protecting articles, or to sell at cut prices. Local associations, called "syndicates" in France, will perform police duty. Hitherto, it is said, every one of the many price protective schemes tried in France have failed. Many pharmacists object to the protection of proprietary prices, as they believe such action will encourage the growth of the proprietary business, which they look upon as the bane of the pharmacists.

Galalith.

A new substance which has been put upon the market under the name galalith, by a Vienna firm, is intended to be used like celluloid to replace horn, ivory, tortoise shell, etc. (Schweiz. Woch.). It is made of casein, subjected to a strong pressure and treated with formaldehyde. The casein is precipitated by acids or by the salts of heavy metals, and subjected to a pressure while warm, until it becomes transparent. The mass is then hardened by formaldehyde. It can be colored by all ordinary pigments. It has a specific gravity of 1.30, and is scarcely affected by alkalis. It softens in water, but recovers natural liquids, but is affected by acid and its hardness, elasticity and brightness on drying.

Fucol.

Fucol is a name given to substitute for cod liver oil. It is prepared in the following manner: Algæ, rich in iodine like Fucus vesiculosus are roasted under special conditions, pulverized and treated with a fine oil. The preparation appears in the form of a limpid oil, having an agreeable taste, suggesting roasted coffee.

OUR LETTER BOX

DR. OSLER'S BOOK.

Chicago, April 15, 1905.

Editor The Pharmaceutical Era:

The following extracts I copied just to give you a taste of Dr. Osler's book. The book is full of interest for pharmacists as well as the medical man and layman—a literary gem, and perhaps a little too rich in quotations. Dr. Osler must be a book worm

WILHELM BODEMANN.

Page 6. Deal gently then with this deliciously credulous old human nature in which we work and refrain your indignation when you find your pet parson has triturates of the one thousandth potentiality in his vest pocket, or you discover accidentally a case of Warner's Safe Cure in the bedroom of your best patient. It must needs be that offenses of this kind come. Expect them and do not be vexed.

Page 129. It cannot be denied that we have learned more rapidly how to prevent than how to cure diseases, but with a definite outline of our ignorance we no longer live in a fool's paradise and fondly imagine that in all cases we control the issues of life and death with our pills and potions. It took the profession many centuries to learn that fevers ran their course influenced very little, if at all, by drugs, and the sixty pounds which old Dover complained were spent in drugs, in a case of ordinary fever, about the middle of the last century, is now better expended on a trained nurse, with infinitely less risk and with infinitely greater comfort to the patient. Of the difficulties inherent in the art, none is so serious as this which relates to the cure of disease by drugs. There is so much uncertainty and discord even among the best authorities (upon non-essentials, it is true) that I always feel the force of Rabbi Ben Ezra's stanza:

"Now, who shall arbitrate? Ten men love what I hate, shun what I follow, slight what I receive.

"Ten, who in ears and eyes watch me; we all surmise—they this thing; I that. Whom shall my soul believe?"

DEMAND FOR FREE SOAP.

New York, April 17.

Editor The Pharmaceutical Era:

All of the pharmacists in this city should extend their thanks to the Babeskin Soap Company for distributing soap free of charge through the medium of a Sunday newspaper. It was a pleasant surprise for the pharmacists, as they knew nothing of the free distribution until customers came in and called for the soap, which was in many instances not in stock in sufficient quantity to supply the large demand which can always be anticipated when something is to be had for nothing. Then, too, imagine the pleasure of these same pharmacists when the next morning the little ones came marching in with bright and smiling faces, bringing the wherewithal to purchase a two-cent stamp, with which to start the weekly correspondence, or with another coupon from the enterprising newspaper which was engi-

neering the scheme. It was, indeed, a happy day for the compounder of drugs. It was the happiness and contentment which comes with the consciousness of duty well performed.

The druggists are entitled, I think, to the thanks of the Board of Health for saving that body the time and trouble required to send notices to some of our customers, who apparently belong to the great unwashed. Our only wish should be that all of the soap factories would go and do likewise.

I was really surprised to see what a beneficial effect the soap had on some of my customers.

F. W. DULBERGER.

PLEA FOR DRUG CLERKS' CLUB.

Editor The Pharmaceutical Era:

We have the Drug Circle's Club in the city of New York. From its name one could imagine that it has a long list of membership—but it has not—and that it is the only club of its kind which takes the clerk under its flag and makes him feel at home. And many of those who do belong, seldom, if ever, attend the meetings for the following reasons:

Because the club has no rooms of its own (meetings are held in socialist literary societies' quarters).

The club has no fixed principle (its object being neither political nor social, is a little of everything and nothing of anything).

At present its meetings are held at midnight in the lower part of the city (East Broadway), thus making it inconvenient for the up-town clerk to attend.

The members individually and the organization as a whole should cultivate relationship with the proprietors and their organizations, or declare themselves to be a fighting organization and become affiliated with the Central Federated Union.

Let me suggest a few points which the members may find worthy of consideration: Let the club have its own quarters, which should be located somewhere near the center of the city, so that the clerk who is out of work and the clerk who has his day off, may have a place of refuge, and, above all, let the club be a social organization for the benefit of all the members rather than a source of self-gratification for a few office seekers.

Many more improvements could be suggested for the benefit of the members of the present club, but the foregoing must be adopted before it can succeed or have the support of the drug clerks of Greater New York.

Yours for reorganization on social lines,

HARRY H. KLOPLOWITZ,
439 Brook avenue.

HOW DRUGGISTS MAY BE BENEFITED.

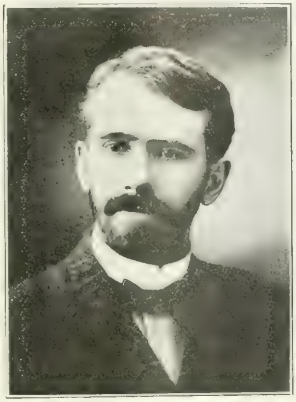
Redbud, Ill., April 10, 1905.

Editor The Pharmaceutical Era:

On page 393 of The Era of April 6, last sentence, first column, is what has attracted my attention. I think this sentence should have added at the end the clause "without injustice to anyone." The expressed opinion of the majority, even if enacted into law, can only produce trouble and more or less crushing monopoly as soon as we depart from the line of using laws only as guides of conduct, but without punishment to persons who disobey these laws, excepting, perhaps, the making good of the damages that may have been done and the natural punishment which always comes to violation of natural law. The enclosed card and leaflet will explain my views a little better. I told the Randolph County Retail Druggists' Association that just as we approach the so-called "single tax," druggists will be benefited as well as everybody else by doing away with useless groundlords and government officials, and opening up the best idle land for use; the general resulting improvement of society is of the utmost importance to all classes. How can you keep silent on this important question which you undoubtedly are acquainted with? Let your light shine. Don't be afraid to tell the whole truth.

Yours truly,

LOUIS LESAULNIER.



JOHN R. THOMPSON.
Newly elected Vice-President Western Pennsylvania A. R. D.

GOOD WORDS FOR THE ERA.

The Pharmaceutical Era is undoubtedly improving. It is publishing more live, interesting stuff than it formerly did. It is better-humored than it used to be. In fact, it is showing much of the life and sprightliness of the old Pharmaceutical Era that used to be published in Detroit. We can't say so much for its new type—for that is too small—but type is a trifling matter after all. It's what goes into a journal that makes it valuable—and what does not go in.—The New Idea.

Antiseptic Properties of Balsam of Peru.

In a communication to La Societe Therapeutique, Dr. Paul Gallois speaks highly of the antiseptic properties of balsam of Peru. He uses it freely for minor abrasions and superficial suppuration. Its healing properties are well known by perfume makers, as it is used frequently as an application to the skin. When the workman suffers a contusion or bruise, he will at once seek a supply of the balsam. The application is said to produce a rapid cure without suppuration.

THE GOLDEN SPIKE.

BY JOEL BLANC.

When a great railroad is finished, it is not unusual to drive in the last tie, at the farthest end of the last rail, a golden spike.

A few years ago there was started from the country's center, Chicago, a great system of communication, a great improvement and blessing for the drug trade. Through pain and toil, in spite of discouragement and opposition, lacking both funds and workers, tunneling through obstacles mountain high, bridging rivers of indifference and chasms of abuse, the brave workers saw their system of the Road of Right spread in all directions. From the Golden Gate to the Delaware, from Penobscot to the Everglades, this great system was built, and we call it the N. A. R. D.

But the most desirable, the most necessary point, the country's metropolis, it could not reach. It was not because the druggists of New York did not want it, it was not from lack of effort both within and without; it was merely from differences of engineering opinion. Let us say that the engineers could not agree upon a plan to bridge the Hudson. But finally we found the right plan, the Direct Contract Plan. Then speedily the bridge was built; a bridge of hands, clasped in fraternity.

On Tuesday, March 28, 1905, the N. A. R. D. road was completed to its terminal in New York City. Then, in the tie that binds, holding the rail of right, was driven the golden spike of co-operation. The brightness of it was reflected from Fire Island to the Hudson, from Richmond to the Bronx; yes, more than that, it shed its light from coast to coast—from Canada to the gulf.

It was fitting that this golden spike should be held by one who has the courage to change his mind, and better still, to speak it—S. V. B. Swann. It could not have been otherwise than that this golden spike should be driven by one who helped, through years of toil, to dig the gold to make it; gold as strong as his own character, bright as his own mind, pure as his own life—William C. Anderson.

The Imperial City of the Empire State is reached! The N. A. R. D. is in New York at last!

Do we comprehend in this time of exultation what this accomplishment means? Do we fully appreciate its bearing upon the future of our commercial existence? Do we realize that while it lessens not the burden of duty, that it gives us two thousand more burden bearers, two thousand more whose burdens all the rest of us must help to bear?

Perhaps I, the wanderer, the cosmopolite, the man of many homes; yet one who has known his most perfect home happiness in New York, can see more in the organization of New York than some others may.

My brothers of New York, you can as yet but appreciate in small measure the great and good thing you have done; you have given an impetus to the cause such as it has never had before; you have put a new "Empire State Express" upon the "Road of Right." Remember!! It is not a subway train to shun daylight, nor is it an elevated to be run above the heads

of the majority; it must be run on the level, where every man can help to remove obstructions and take a hand at the brakes. Above all, bear in mind that its run does not stop at Harlem, nor even at Buffalo. The crews may change; but the national spirit of each must go through with the train to "Frisco," and with the sleepers for Seattle and New Orleans. It is merely one more truly trans-continental train that you have added to the rolling stock of the N. A. R. D. system. It comes from the shops new and bright; the strongest, best and swiftest train of all—keep it going as it has been started and the drug world will honor and praise you. Run it on Direct Contract more than schedule; look out for hot boxes of useless scheming; see that the brakes are not operated by hot air, but by the compressed air of caution; let the trainmen put as much intelligence and sincerity in their work as do the engineer and conductor, and keep the peanut peddlers and bunco steerers from ever getting a foothold on the train.

Organizing peculiarly as you did, upon the Direct Contract Plan, you can, by your numbers, intelligence, and concentration of effort upon that plan, marvelously increase the effectiveness of the entire organization of the trade. In this one particular your power may equal, if it does not exceed, all the combined efforts of the rest of the country. So may you benefit us all, and only by helping others can you receive from others that help that you *must* have to succeed.

There is work ahead for you, boys; lots of it. Hard work or not, as you choose to make it. If there are many who preach and few who practice, if meeting theory is not made store fact, if there are district jealousies and sectional narrowness, the work will be hard—bitterly hard.

But if every man who talks will work, if each will work for all and all for each, if you are great in action as your city in size, and broad in thought as the nation, the work will be easy—and successful.

The peculiar location and commercial pre-eminence of New York have made it the gate through which some demoralizing trade influences have spread over the entire country. It is in your power to make it the door through which blessings for the drug trade of the nation may enter. It is in your power to double the speed and effectiveness of N. A. R. D. trains, to make its every effort a success. Do it, and all will honor you; none will rob you of your laurels, but each will vie with all the others in bestowing honest praise upon you.

The golden spike is driven, the road is finished and the train is ready. The safe and skilled engineer, Anderson, is in the cab. Buy your tickets, for there are no dead heads on this road, and those who work hardest are those who pay most. All aboard!

Tachisan.

A preparation employed superficially for local pains is called tachisan. It is a product obtained by distilling an equal part of camphor weed and the entire plant of Artemisia cina and peppermint. It contains camphor, associated with the essential oils of artemisia and peppermint.

DISPENSING MEMORANDA.*

BY J. P. GILMOUR.

If the chemists who complain so woefully of the tedium and drudgery of shop life would only cultivate at their daily tasks the habit of scientific observation, which they ought to have formed when serving their apprenticeship and preparing for the qualifying examination, they would quickly realize that even the most familiar objects and processes of the laboratory and dispensing counter are capable of affording inexhaustible interest and instruction. Observation of an apparently trifling phenomenon and simple experiment to elucidate its meaning have often led to remarkable scientific discoveries, with far-reaching sociological consequences, the discovery of saccharin and the Röntgen rays being cases in point. And even if the supposed original observation or theory turns out to have been long since anticipated, there is always the inalienable satisfaction of having at the same time independently verified the fact, and confirmed anew the range and precision of one's powers of scientific scrutiny. The science and art of dispensing opens up a field infinitely rich in possibilities of physico-chemical development. And every day, in the compounding of the countless collocations of chemically active substances there must emerge many unobserved and more unrecorded or uninterpreted instances of hitherto unknown and unsuspected reactions.

If dispensers, as a class, would only open their eyes and sharpen their wits a trifle more than is absolutely necessary for the intelligent performance of their duties it is certain that the stock of knowledge in general science, and particularly in practical pharmacy, would speedily be augmented and enriched to an unprecedented degree. The plan which I have found most useful for systematizing one's dispensing practice is to keep a diary, in which is entered notes and comments on apparently new or peculiar incidents and observations in laboratory and dispensing operations. This has a practical as well as speculative value, inasmuch as reference to its records frequently solves difficulties which might otherwise prove formidable. The undernoted examples selected somewhat arbitrarily from my journal illustrate the utility of a methodical minuting of data, and also how scientific theory and the element of the unexpected figure in the simplest facts of routine work:

℞

Hydrag-perchlor	gr. 1-24
Potass. iodid	gr. lxxii.

Ft. pil, mass et div. in pil. xxiv.

Referring to "Excipients" in the Journal index it was ascertained that on a former occasion syrup glucose had been used as an excipient for potassium iodide. Accordingly 1-6 grain of pulv. tragacanth and liquid glucose q. s. were used for each pill, and a most satisfactory mass was formed.

℞

Potass. acetat	ʒiv.
Sol. potass. chlorat. saturat...	ad. ℥vi.

The potassium acetate had barely been taken up by the solution when a copious precipitate of minute iridescent crystals developed. At first sight this looks like a case of chemical reaction. The real explanation is that the solution of the acetate "salts" out the chlorate. According to the ionisation theory, which, while open to some serious objections, yet serves as a good working hypothesis, there being as many potassions in the potassium chlorate solution as can possibly be produced under the given conditions, the addition to it of a more soluble salt of potassium towards which the solvent has what may be called a higher potential, determines the recombination of the surplus potassions with chlorions and the consequent displacement from solution of the potassium chlorate.

℞

Cocainae hydrochlor	gr. ii.
B. Eucainae hydrochlor.....	gr. ii.
Ac. salicylic	gr. 1-6
Sol. adrenalin.....	m.x.
Aquae	ad. ʒii.

Half a grain of salicylic acid was dissolved in 6 drams of boiling water, and when this had cooled 100 minims were measured, the B. Eucainae added, and the mixture raised to boiling point. The eucaine seemed unusually difficult to dissolve, and whenever the liquid cooled an abundant crop of minute crystals formed. These were found to be eucaine salicylate. In preparing the official solution of cocaine hydrochloride, which contains salicylic acid in the above percentage as a preservative, a small quantity of the unstable cocaine salicylate is formed, but as, although sparingly soluble, it is present in infinitesimal quantity, it remains in solution. Eucaine salicylate resembles the eucaine hydrochloride from which it is formed in being much less soluble than the cocaine salts, and hence the precipitation in the above combination. The prescription was for a solution to be used as a dental anaesthetic, but on account of the incompatibility the prescriber had no alternative but to cancel it.

℞

Syr. ferri iodid.....	ʒiv.
Aq. chlorof.....	ad. ℥iv.

This seems a perfectly innocent and legitimate mixture, and yet it was returned two days after being dispensed because it had become deeply discolored. An application of the starch test showed that the coloring agent was free iodine. Samples from the stock bottles used in compounding the mixture were then taken, mixed in the same proportions, and placed under observation, when it was found that traces of free iodine could be diluted after twelve hours, and that in twenty-four hours the liquid had become sherry tinted, and contained an appreciable quantity of free iodine. For control purposes, the syrup was tested to determine the absence of uncombined halogen and a mixture of the syrup and distilled water in the proportion of the prescription was set on with the test mixture. The control test mixture showed no color change for nearly a fortnight, and even after standing for a month did not acquire more than a straw color. Experiments made subsequently with samples from a fresh batch of syrup and from outside sources all gave practically the same results, although with one sample of a syrup prepared from a liquor the change

*Read before the Glasgow and West of Scotland Pharmaceutical Association, and reprinted from the Pharmaceutical Journal

seemed somewhat slower. Temperature also influenced the rate of decomposition, a higher temperature accelerating and a lower retarding the reduction. The precise cause of the reaction is obscure. One naturally suspects the presence of free chlorine, derived from decomposition of the chloroform, but while an admixture of water with chloroform seems to induce the formation of carbonyl and finally of chlorine, as solution of chloroform in water is remarkably stable, although, owing to the energetic evaporation of the chloroform, it is constantly becoming weaker as a solution. The starch test which is so embarrassingly delicate does not reveal the faintest trace of free chlorine even in samples of Aq. Chloroformi, which have been exposed to sunlight for some time. This is, therefore, a case in which it is not possible at present to do more than state the facts as far as they have been ascertained. The explanation must wait on fuller knowledge.

In a recent issue of a trade journal, a correspondent states that he dispensed the following prescription:

℞

Syr. ferri iodid ..... ʒiv.
Syr. Eastoni.....aa ʒiv.

The customer brought back the bottle half filled with crystals, and said that the mixture must be different from what had been dispensed in Edinburgh, as that remained in perfect solution. I have tried this mixture with several samples of both syrups, and in every case there has been a slow formation of crystals after the lapse of a day or so. The deposit seems to consist principally of strychnine iodide, probably mixed with some quinine iodide. It is difficult to conceive how such a reaction could be averted, save by the omission of the strychnine or the aqueous dilution of the mixture, when, as the strychnine only amounts to ⅛ grain, the iodide formed, albeit its higher molecular weight, would remain in solution. The statement that the mixture dispensed as ordered did not deposit crystals on some occasions on which it was compounded is quite inexplicable.

While the foregoing illustrative instances are simple almost to the point of being primitive, they may, nevertheless, serve to enforce the thesis upon which this apology for a paper is pivoted.

Ferric Sulphate as an Antiseptic.

The ferric salt of sulphuric acid possesses, according to Vincent (La Press Medicale), many advantages as an antiseptic. In a classification of disinfectants arranged according to their antiseptic power, the deodorizing value and the price, the author places ferric sulphate after sulphate of copper, cresol, chloride of lime, lysol and the alkaline basis like sodium and potassium hydrate. He states that the antiseptic power of ferric sulphate is almost equivalent to that of carbolic acid under the same conditions. The ferric salt is to be preferred to ferrous sulphate, which has only an extremely feeble disinfecting value, and also to heavy oil of coal and chloride of zinc. The use of these substances should be discouraged, because it gives a false and dangerous sense of security.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Vegetable Hair Dye.

(J. T. W.)—We do not know of any specific formula for a hair dye which may "be made from herbs, etc., but not to contain walnut shells or leaves." However, several preparations of which the tinctorial basis is purely mineral, and particularly those containing silver nitrate, are often thus labeled and advertised by unscrupulous manufacturers or venders. Of purely vegetable dyes there may be mentioned the cashew or anacardium, pyrogallic acid, henna, etc. The latter dye is furnished by the leaves of Lawsonia inermis, which, being first powdered, are stirred up to a pulp with water, which is applied to the hair with a brush, and afterwards washed off again. The longer the henna acts on the hair, the darker is the dye; the color varies from light brown to orange red. After an exposure to the dye for forty-five minutes, the hair becomes a pale brown; after four hours, it is red brown to golden blonde, and after twenty-four hours the hair becomes orange red and unnatural looking. These data, taken from Koller's work on "Cosmetics," are supplemented by the statement that "this possibility of regulating the color by the time of exposure, renders henna especially adapted for use as a hair dye."

Drunkenness Cures.

(O. R.)—We cannot give the formulas for the "tasteless powders used to stop the drinking of whiskey." Many of the nostruums recommended for the purpose no doubt owe their activity to alcohol or aromatics, or both; and it rarely happens that these preparations are successful unless they are well backed up by moral influence. However, there are preparations which owe their virtues entirely to solid ingredients, sample formulas for which are the following, taken from Pharmaceutical Formulas:

(1.)

Golden seal	½	grain
Cinchona	½	grain
Capsicum	⅛	grain
Ginger	3	grains
Licorice	4	grains

Powder each ingredient and mix thoroughly. For one powder.

(2.)

Ginger	½	ounce
Canella	½	ounce
Fennel	1	dram
Cassia	2	drams
Licorice	2	ounces

Mix thoroughly and divide into 8 powders.

On the treatment of chronic alcoholism, Potter ("Materia Medica and Therapeutics") says:

"The continued ingestion of alcohol in excessive quantities is not a disease, as sentimentalists would have us believe, but is simply a vicious drug-habit, and may be overcome, like any other drug-habit, by the exercise of the subject's will-power alone in abstaining therefrom. The effort to gradually reduce the amount consumed simply prolongs the agony and is much less efficient than the total and immediate withdrawal thereof, entirely. This should be carried out in an inebriate asylum in most cases. Strychnine is a specific remedy for alcoholism, and the basis of all the so-called "cures" which are extensively advertised, under the gold-extracting title of "Gold Cure." Ten to twelve minims of a solution of strychnine nitrate, three grains in ten drams of distilled water, should be injected hypodermically three or four times a day for two weeks, and less often for two weeks more, gradually reducing the dose and frequency of administration."

Face Powder.

(F. E. M.)—The Era Formulary gives these formulas:

(1.)

Venetian chalk	20	pounds
Subnitrate bismuth	42	ounces
Zinc white	42	ounces
Oil of lemon	1½	ounces

(2.)

Talc	10	drams
Orris root	1	dram
Oil of bergamot	1	drop

(3.)

Bismuth subnitrate	½	dram
Purified talcum	1½	ounces
Wheat starch	2	ounces
Gypsum	3	ounces
Triple extract fleur de lis	1	fl. dram

Mix intimately and pass through fine bolting cloth.

(4.)

Talc (of the finest white grade)	38	pounds av.
English precipitated chalk	25	pounds av.
Powdered carbonate magnesia	10	pounds av.
Oxy-chloride bismuth	7	pounds av.
Corn starch	20	pounds av.
Acid salicylic (true)	43	grains
Oil of rose (pure)	5	fl. drams
Heliotropine	½	ounce av.
Oil of bitter almonds	10	drops

Triturate oils, heliotrope, salicylic acid, with bismuth thoroughly, mix with balance and sift through bolting cloth.

PINK OR FLESH.

(5.)

Take of the above	3¾	pounds av.
Carmine, No. 40	1	dram

Triturate carmine with a small amount of the powder, gradually adding the balance, and sift thoroughly through bolting cloth.

BLONDE.

(6.)

Take of the "white" powder (No. 4 above)	1½	pounds
Carmine, No. 40	5	grains
Burnt umber (in fine powder)	2	drams
Raw sienna	2	drams

Proceed as with the "pink."

Extemporaneous Rose Water.

(Ohio.)—By "extemporaneous" rose water, we presume you mean a preparation made without the aid of distillation. Here is a process known as the "hot water method," which is said to produce a satisfactory rose water for most purposes: Put 4 pints of hot water (180° F.) in a bottle; to this add 30 minims oil of rose, previously dropped upon a folded filter paper. Cork loosely, to prevent bursting the bottle, and shake well. Upon agitation the filter paper will be reduced to a pulp and the oil rapidly disseminated and dissolved in the water. After having cooled, filter, adding enough water, through the filter, to make the whole measure 4 pints.

(2.)

Another process taken from the Dublin Pharmacopoeia is as follows:

Oil of rose	20	minims
Distilled water (imp.)..	½	gallon

Agitate together and filter.

There are various other processes in which filtration through an absorbent powder is made use of; the object of using the powder is to divide thoroughly the oil and expose a greater surface, so that the water in filtering through it may become thoroughly saturated. In the processes given in the Pharmacopoeia of 1870, magnesium carbonate was the powder used. This is objectionable on account of its slight solubility in water. Upon this ground its use was discarded by the Pharmacopoeia of 1880 and the method of percolation through cotton adopted. Other powders, such as calcium phosphate, kaolin, talcum, etc., have been suggested as substitutes, but there are quite as forcible objections to their use as against the magnesium carbonate. Medicated and perfumed waters should always be prepared by distillation whenever practicable. The above formula, known as the "hot water method," is founded upon the fact that most of the volatile oils are much more soluble in hot water than in water at ordinary temperature; hence, if the oil is thoroughly agitated with hot water in a suitable vessel, such as a tin can or a bottle, and allowed to stand until the excess has separated, the water will be found to be saturated, when it may be decanted and filtered.

Crushed Fruits.

(Soda.)—Put up by the following process, the fruit is said to retain its natural color and taste, and may be exposed to the air for a long time without fermenting:

CRUSHED STRAWBERRY.

Take fresh, ripe berries, stem them, and rub through a No. 8 sieve, rejecting all soft and green fruit. Add to each gallon of pulp thus obtained 8 pounds of granulated sugar. Put on the fire and bring just to a boil, stirring constantly. Just before removing from the fire, add to each gallon 1 ounce of a saturated alcoholic solution of salicylic acid, stirring well. Remove the scum, and, while still hot, put into jars and hermetically seal. Put the jars in cold water, and raise them to the boiling point, to prevent them from bursting by sudden expansion on pouring hot fruit into them. Fill the jars entirely full, so as to leave no air space when fruit cools and contracts.

CRUSHED RASPBERRY.

Prepare in the same manner as for crushed strawberry, using one-half red raspberries and one-half black, to give a nice color, and using 7 pounds of sugar to each gallon of pulp.

Crushed fruits are served as follows: Mix equal quantities of pulp and simple syrup in the counter bowl; use 1½ to 2 ounces to each glass, adding the usual quantity of cream or ice cream. Draw soda, using a fine stream freely.

PRESERVING FRUITS.

Select the finest fruit, but not too ripe, and pare such as peaches, quinces and pears; then, with an ordinary fork, prick them to the seed in several places, so that the air in the fruit may escape, and also the sugar may enter the fruit more easily; as they are pricked throw them in cold water, this prevents them from becoming black in the places pricked; now, put them into a basin of hot water, letting them simmer until parboiled, then, with a skimming ladle, dip them from the hot water and drop them into a basin of cold water, allowing them to remain a few moments; remove from the water and put on a hair sieve to drain; when drained, put them in a wide-mouthed crock and bring to a boil a quantity of simple syrup; pour this over the fruit; then place a plate over the top to hold the fruit under the syrup; set away till next day, then empty this crock of fruit and put the syrup again into the basin, and bring just to the boil; return again to the crock and cover with the plate; do this each following day, for six days, by this time the fruit will take up no more sugar; put them into a cool place.

Good books for the soda fountain dispenser are Eberle's "Soda Water Formulary" ($1) and Hiss' "Standard Manual of Soda and Other Beverages ($4). Copies of either may be obtained through this office.

Cold Cream.

(Salome.)—The best formula one shall use for the preparation of a "cold cream" is almost entirely a question of individual preference. Some operators have been so successful with formulas that have been condemned by others that nothing could induce them to make a change. The "best" formula is the one which produces the best results. Because you have failed to attain the highest standard in your trials of published formulas you should not hesitate to make other trials or to use other formulas.

In a paper read before the Maryland Pharmaceutical Association, two years ago, H. A. B. Dunning stated that it is not so much a question of formula as the method of preparing cold cream that will give the most satisfactory results. There are several essential requisites to a perfect cold cream. It should be creamy white, also firm, yet soft in cold and hot weather, readily absorbed when rubbed upon the skin, leaving but a slightly oily surface. A cold cream having these characteristics may be obtained by exercising proper care in the preparation. The wax and almond oil are fused together on a water-bath, and allowed to heat a short time after fusion has taken place; the borax (previously dissolved in the rose-water and heated to about the same temperature) is then added to the fat mixture all at once. After stirring until thoroughly mixed and of homogeneous cream appearance, it is removed from water-bath and whipped, ceasing while still warm, and running from dish to stock container. If the fat solution is not sufficiently hot, the borax is not allowed ample time to saponify, thereby producing an oily cream. For the same reason, the borax solution in the rose-water should be sufficiently hot, because, if cold, it would cause the precipitation of fat in lumps. Finally, it should be removed from the dish while still warm, because if allowed to cool in the open without stirring, the wax will collect at the top when it is colder; if stirred until cold, the cream will become granular, due to the separation of the water.

We give below a formula recommended by W. C. Alpers, of this city, some years ago. In the formula, almond oil is replaced by the so-called paraffin oil, which is also sold under the name of "mineral" or "white oil."

Care must be taken to select the best quality, entirely free from odor or color. The resultant cold cream is uniform in all climates and available under all conditions. White wax, 150 parts, is dissolved in paraffin oil, 600 parts, with the aid of a gentle heat; borax, 9 parts, is dissolved in water, 240 parts, the two fluids are brought to a uniform temperature, not exceeding 60° C., and the aqueous solution is poured into the oily one in a continuous stream, stirring gently for a minute or two; then oil of geranium, 1 part, and oil of rose, 10 to 20 drops, are added while stirring, and the product is poured into jars before cold. The cold cream so obtained is more white, soft and smooth, pleasantly odorous, keeps well in the heat of summer and the cold of winter, and becomes only slightly thinner in summer.

Neuronal or Bromo Diethylacetamide.

Bromoethylacetamide, or neuronal, is obtained by treating disthylacetamide with perchloride or phosphorous. The product treated with bromine forms a chlorine product of diethylacetmide bromoethylacetic acid. This is treated with ammonia, which forms the product desired. It appears in a white crystalline powder, having a bitter taste and a faint odor of camphor. It melts at 60° C., is easily soluble in the ordinary solvents, but very slightly in water. It is said to possess hypnotic qualities and is given in doses varying from ½ gram to 2 grams, for insomnia.

Vasenol.

In order to render liquid and solid paraffin capable of forming an emulsion in water, various fat bodies have been added. In a recent preparation called vasenol is a mixture of vaseline, or oil of vaseline, with fat alcohol, obtained from spermaceti, Chinese wax and beeswax. It is offered as a new excipient, forming with water a stable non-irritating emulsion, which is easily absorbed by the skin. Its forms on the market are, vasenol emulsion, containing 25 per cent. of water, and liquid vasenol, a stable emulsion, of white liquid paraffin, containing 33 per cent. by weight of water. The latter is recommended as a remedy in the treatment of diseases of the skin.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

We Publish it for You.

The Puzzler

Your Own Store Paper.

Newest Kind of Drug Store Advertising

The "PUZZLER" isn't like anything else published. It's a Monthly Illustrated Store Paper, to be sure, but examine it, and you at once recognize its unique, trade-bringing, entirely new features. It is only 12 months old, but **225,000** copies per month tell the story of its tremendous success with the shrewdest advertising druggists in America—one only in a locality. You never before could buy such effective drug store advertising at so small a price. It pays for itself over and over every month. Its effectiveness is doubled by a novel plan which carries the interest of all ages and classes of readers over from one month to another. Get exclusive control of the "Puzzler" for your locality and the profits on your increased trade will more than pay the costs—and besides, it will be the best general advertising that you can get for your drug store. **Write at Once for Free Sample Copy.**

Drug Store Advertisers M. P. Gould Company Bennett Bldg. New York

Cut off on this dotted line

First Month FREE

As a SPECIAL OFFER to Druggists sending in this Coupon from the PHARMACEUTICAL ERA we will send a Sample Copy of the "Puzzler" and fully describe the Proposition; and after examining it thoroughly you contract for the "Puzzler" for one year we will credit you with enough to pay for the entire first Month. Sending in this Coupon does not obligate you to contract for the "Puzzler." APRIL 20th.

M. P. Gould Company New York

(S. P. 3.)

Pepto-Mangan

AN ARBITRARILY COINED WORD.
It is the exclusive property of the M. J. BREITENBACH CO.

FOR twelve years we have been advertising to the drug trade, through the drug trade journals, the fact that **PEPTO-MANGAN** (irrespective of the name GUDE) is a trade-mark name, registered October 13, 1891, and is our exclusive property.

In order that there may be no misunderstanding, we call attention again to the fact that Pepto-Mangan is *NOT a synonym* for any other iron preparation, for

There is Only One PEPTO-MANGAN

which is our product, Gude's preparation, and the Courts have over and over again rendered decisions protecting us in our rights. To ask a customer "Which Pepto-Mangan do you desire?" when Pepto-Mangan is called for, is not only inaccurate and misleading, but renders the druggist liable to the law.

To protect the druggist from any possible loss of trade, or from becoming involved in a lawsuit, through ignorance, we wish to EMPHATICALLY EMPHASIZE the fact that

Pepto-Mangan is our Trade Mark

and the name does not apply to any other preparation.

M. J. BREITENBACH CO., 53 Warren Street, NEW YORK.

$5,000 PER DAY Is Spent in Advertising

PE-RU-NA

Besides being the largest proprietary medicine concern in the world, The Peruna Drug Manufacturing Company is the most extensive advertiser of modern commercial history. Every day of the year during the Spring and Winter it spends fully $5,000 to bring its remedies prominently before the public. The most valuable space in thousands of daily and weekly newspapers is taken up by its "catchy" announcements, and upwards to 36,000,000 booklets, almanacs and pamphlets are annually distributed broadcast over the North American Continent, introducing Pe-ru-na into millions of homes.

Schedule of Prices:		
	1 Dozen Peruna, - -	$8.00
	2 Dozen Peruna, - - -	7.75
	12 Dozen Peruna, . -	7.50

Reasons Why You Should Push Pe-ru-na.

FIRST, because hundreds of people, hitherto prejudiced strongly against patent medicines, are daily adopting its use and recommending it to others, thereby increasing the demand for it;

SECOND, because the retail dealer is protected against the so-called "cut-rate" slaughterer of prices by the Direct Contract Serial Numbering Plan, a process costing the manufacturers of Peruna more than $100,000 to put into operation;

THIRD, because Peruna is the world's standard remedy for catarrh, a disease which in some form or other infests every locality; and

FOURTH, because the profit resulting from the immense sale of Peruna stamps it as the most desirable article, from the dealer's standpoint, on the market.

THE PERUNA DRUG MANUFACTURING CO.,

COLUMBUS, OHIO, U. S. A.

News Section

ONE MORE VICTORY.

Contract Plan Wins and Department Stores to Sell at Regular Rates.

SUIT STRENGTHENS THE MILWAUKEE TRADE IN ITS EFFORT TO PROTECT ITS BUSINESS.—DEPARTMENT STORE DRUGGISTS CONSIDER THE OUTCOME A COMPROMISE RATHER THAN A VICTORY.

Milwaukee, Wis., April 15.—The serial number people and the wholesale druggists of Milwaukee have won the greatest victory possible in their campaign against price-cutting. Every drug store in the city and every department store that maintains a drug department is now a party to an agreement to sell at regular rates.

This millennium was reached through a suit brought by Fred B. Eycleshymer, proprietor of the drug department of the Boston Store. He was a price-cutter and naturally the serial number people declined to have their goods go into his house. The local jobbers refused to sell to him and he brought suit. The defendants were the Yahr & Lange Drug Company, the Jerman, Pflueger & Kuehmsted Company, F. Dohmen & Co. and Drake Bros., of Milwaukee, and it was alleged that a conspiracy existed among these defendants and the National Wholesale Druggists' Association, the National Association of Retail Druggists and the Proprietary Association of America.

It was alleged that the wholesale manufacturers kept a black-list of persons selling goods at a price lower than the manufacturers indicated the goods should bring at wholesale and that by intimidation compelled jobbers to refuse to sell to persons on the black-list. It was called a trust and a combination in restraint of trade, and the plaintiff asked for an injunction and for damages in the sum of $5,000. In their answer the defendants denied the charge of conspiracy and of maintaining a trust, declaring that they were simply acting in self defense to prevent department stores using goods that were their stock in trade for advertising purposes, selling at or below cost merely to induce customers to come to their stores.

The case was begun early last fall, but was postponed from time to time, and in the meantime a representative of the serial number people came here, and, after numerous conferences and much labor, effected a happy compromise.

By the terms of the compromise and agreement entered into, all the department stores become recognized as druggists, and may buy goods directly from the manufacturer or wholesaler. One small concession was made to them. Whereas they heretofore sold such goods as they could get through secret agents alleged to be legitimate druggists, at 19, 39 and 75 cents, respectively, for the 25 cent, 50 cent and $1 goods, they may now sell them at 22, 45 and 89 cents. The suit and the strife resulting therefrom has simply strengthened the trade in its effort to protect its business.

F. B. Eycleshymer made the following statement regarding the agreement: "We department store druggists consider it a compromise, scarcely a victory, because we had to agree not to cut prices in future. Each side will pay its own costs, and request will be made in the Circuit Court for the suit to be dismissed. Agreement papers were signed by Kanneberg & Cochems for me, and by Hunter & Goff and Robert McMynn for the defendants: Drake Bros. Company, Jerman, Pflueger & Kuehmsted Co., Yahr & Lange Co., and the F. Dohmen Company, wholesale druggists.

"All down-town stores will hereafter be sold drugs, including those named in the exhibit 'A' of the alleged October black-list, who were: Gimbel Bros., the Boston Store, T. A. Chapman Company, F. B. Eycleshymer, Fred Hesse, William Steinmeyer & Co., G. M. Barrett Co., Strohmeyer & Co., and J. W. Wilson.

"Instead of buying through friends secretly, we wanted to buy directly and sell at whatever price we chose, but the agreement would not permit us to do this."

WESTCHESTER PH. A. MEETS.

The spring meeting of the Westchester County Pharmaceutical Association was held April 12, with a largely attended dinner at the Carpenter House, White Plains. An excellent menu was served and after that had been discussed the remainder of the afternoon was given over to a comfortable "talky-talk" on trade conditions, which seemed to show considerable improvement. With few exceptions, all the druggists of Westchester County are now in line for better prices. Following are the officers of the association: Frederick Koch, president; Geo. B. Wray, first vice-president; F. Lent, second vice-president; J. B. Sackett, treasurer; Howard Safford, secretary. J. B. Duble and J. D. Bellaire represented the N. A. R. D.

DRUG STORE 60 YEARS OLD.

In commemoration of the sixtieth anniversary of the first drug store opened in Derby, Conn., George H. Harding, the present proprietor, displayed in the windows the old prescription files, mortars and show bottles used in the business, as well as pictures of former proprietors. These told graphically the history of the store during its existence of over half a century.

The store was opened on March 31, 1845, by S. P. and J. B. Tomlinson, and since then has changed hands many times. Charles H. Coe became the proprietor in 1876 and continued in sole ownership until his death a few years ago, when George H. Harding bought the store from the estate. Over 178,000 prescriptions have been compounded in the store since its establishment.

OFFICERS ELECTED TWICE.

Illegal the First Time, so Alumni Had to do so Again.

To be elected twice to the same office on the same night, is a distinction that belongs to Fred Borggreve and Wm. A. Hoburg, Jr., president and first vice-president, respectively, of the Alumni Association of the New York College of Pharmacy. At the annual meeting, last Wednesday, two successive motions were made and carried, that these officers be re-elected unanimously. Complications soon arose, and it was discovered that an election, to be legal, must be made by ballot. Hence the job had to be done over.

Henry K. Binder defeated F. N. Pond for second vice-president. H. J. Goeckel was unanimously elected second vice-president, while Secretary Rudolf Gies was compelled to cast one ballot for himself for re-election. Treasurer Charles S. Erb was re-elected, defeating Philip Fitz by a vote of thirteen to twelve, Mr. Erb not voting. In view of the work that he had done in straightening out the affairs of the association, Mr. Erb expressed in plain terms his resentment at what he considered an exhibition of ingratitude on the part of the association.

Dr. George C. Diekman was unanimously re-elected registrar. Messrs. Wendler, Ward and Davies were elected to fill vacancies on the Executive Board, Mr. Wendler succeeding himself. Treasurer Erb reported a balance of $1,021.78.

Preparations for the Alumni Day exercises, said H. K. Binder, were practically completed. The exercises take place Wednesday evening, April 26, at the college. Vaudeville begins at eight o'clock and dancing at ten o'clock. The roll of honor will be read, as usual, by Dr. Diekman, and prizes will be awarded by the president. With regard to the June outing, Mr. Binder reported that his committee had selected Eussner's Park, Bachmann's, S. I., which has a conveniently located refreshment factory. The report was promptly accepted. Twenty dollars was appropriated for the use of the committee.

Dr. Diekman presented to the association, as the gift of Dr. William Muir, a valuable photograph, taken in 1870, of the graduating class of the college. The picture contains the portraits of the late Dr. E. R. Squibb, Prof. C. F. Chandler, W. De F. Day and other prominent men.

President Borggreve spoke briefly on the year's work in placing the association on a sound financial basis. He expressed the hope that during the year social features would be introduced to a large extent, at the meetings. Pres. Borggreve appointed the following committees: Entertainment, Messrs. Fitz (chairman), Binder, Wendler, Morse and Bremer; auditing, Dr. Diekman and Dr. Harry B. Ferguson.

FORMULA BILL OPPOSED.

Legislative Committee Points Out Its Legal Defects.

There was a hearing on the Platt bill at Albany, last Wednesday, attended by Dr. Wm. C. Anderson, Dr. Wm. Muir, A. C. Searles, George Kleinau, Warren L. Bradt, George E. Thorpe and George S. Ballard. Messrs. Anderson, Muir and Bradt were the principal speakers.

Considerable objection was raised by Dr. Muir to the proposal of the chairman that the registration fee be reduced from $5 to $1. Dr. Muir was opposed to the bill in its entirety, on legal grounds. He showed, first, that the powers already visited in the Board of Health were sufficient to protect the public health. Second, that the Commissioner of Health would be compelled to grant a certificate of registration on every preparation, whether or not it contained poison, inasmuch as no medicine is deleterious to health when used for its intended purpose and in the quantity prescribed. Hence the bill practically lacks a controlling clause.

A third point raised by Dr. Muir was that under the intercommerce law the products of manufacturers in other States could not be excluded. New York manufacturers could transfer their business to New Jersey, and so evade the law. Hence the sale of medicines would be regulated, but not the manufacture.

Lastly, said Dr. Muir, the law does not make provision as to what shall be done with the stocks on hand. And as soon as this is made, he said, druggists will be able to sell so-called "old stock" indefinitely.

Mr. Bradt stated that under the present health laws it is possible to publish the results of analyses of patent medicines in the newspapers and so warn the public.

The Hill bill (penal code amendments) passed the Senate Wednesday. It was expected that the McKeown cocaine measure would be reported out of committee.

THE FACTS ABOUT MR. SCHULTZ.

In our issue of January 26, we printed some statements about a certain "H. Schultz," who had been taking subscriptions to the Brooklyn Consolidated Drug Co., but who, it is claimed, did not turn the money over to the company. The article which we published was the English translation of one which appeared on January 15, in the Deutsch-Amerikanische Apotheker-Zeitung, and which was written for that paper by Mr. P. G. Bretschneider, a Brooklyn druggist, and one of those who paid the $5 to Mr. Schultz, without becoming a member of the company and without ever hearing anything further about his money. The receipt for this money is in our possession.

Two weeks ago Mr. Hugo C. Schultz, of Brooklyn, called at this office and claimed that an injustice had been done him and that he was a bona fide agent of the company. On investigation, we find that Mr. Schulz has a private arrangement with John G. Wischerth, treasurer of the Brooklyn Consolidated, whereby Mr. Schulz is to bring in applications for membership in the company, accompanied by a fee of $25. For every application so brought in he is to receive $5, paid by Mr. Wischerth out of his own pocket. We are informed by Mr. Wischerth, however, that Mr. Schultz has not adhered to this arrangement; that he has taken payments of only $5, which Mr. Wischerth refused to accept, and that Mr. Schultz has kept these $5 payments, instead of returning them to the various druggists from whom he received them. Not having paid the full $25, these druggists, of course, could not become members of the company, and were out the $5 which they had paid to Mr. Schultz.

Mr. Schultz is not officially employed by the company, according to the statements to us by President Anderson and Treasurer Wischerth.

A. B. C. TAKES A LONG RIDE.

The Apothecaries' Bicycle Club, after four short runs, inaugurated the season of 1905, on April 13, with a trip from Cornwall-on-the-Hudson to Suffern. Sanguinaria Canadensis and Hepatica Triloba were found in full bloom. The route was along Moodna Creek, through Central Valley, Orrs Mills, Mountainville, Woodbury, Highland Mills to Turners, where the Ramapo Valley commences, then through Arden, Southfields, Tuxedo, Ramapo, Hillburn to Suffern. Dinner was served at Mountainville and supper at Doughty's Terrace Hall, Ramapo, an old friend of the club. The cuisine at both places was excellent. At an informal meeting, the officers of the previous year were re-elected, excepting the secretary, who had resigned and quit riding. The officers are: Geo. Leinecker, president; Mrs. G. C. P. Stolzenburg, vice-president; Leon Wernert, treasurer; Sidney Faber, secretary.

Those who participated in the run were Mr. and Mrs. Stolzenburg, the genial Geo. Leinecker, muscular S. Faber, volatile Leon Wernert and jolly Herman G. Ramsperger. A schedule of the entire season's run is being drawn up and the club extends a hearty invitation to all cyclers to join in their cross country rides. Thursday, as heretofore, has been selected for the club's outing day and all information can be obtained from the secretary, Mr. Faber, 1102 Second avenue, who will cheerfully give time and destination of runs.

SQUIBB CO.'S NEW OFFICES.

E. R. Squibb & Sons have taken a long lease of the building at 78-80 Beekman street, Manhattan. This is a substantial building, 50 feet wide by over 100 feet deep, some six stories high, with basement and sub-basement. Messrs. Squibb & Sons will occupy both basements and two of the floors above, and later, as their wants demand, they will occupy the entire building.

The general offices of the company will be located at this address, under the personal charge of Mr. Theodore Weicker, the president of the company. By removing the offices and various departments from their Brooklyn laboratories, it will give them about 30,000 square feet additional space at the Brooklyn plant, which is badly needed to take care of their increasing business.

WORK OF THE YEAR.

Annual Meeting of Manhattan Ph. A. One of Routine Only.

MOST IMPORTANT WORK, ESTABLISHMENT OF MANHATTAN SCHOLARSHIP, SAYS PRESIDENT COLLINS. — OFFICERS ELECTED. — DR. ALPERS ON PHARMACEUTICAL ASSOCIATIONS.

The annual meeting of the Manhattan Pharmaceutical Association came off Monday night in routine style and with an entire absence of discussion on any important topic. Officers for the ensuing year were elected. Annual reports were read by the various officers, giving briefly the work of the year. Most important, in President Collins' opinion, as expressed in his annual report, was the establishment of the Manhattan Scholarship as a mark of gratitude to the college. Otherwise nothing striking had been accomplished.

In giving its approval to the N. A. R. D., continued Pres. Collins, the Manhattan Association had done much to increase the membership in the new M. A. R. D. Membership in the Manhattan Association, however, had fallen off considerably.

Secretary Swann presented an able report of the year's work, month by month. The membership during the year decreased from 210 to 179. Treasurer Hitchcock reported unusually heavy expenses during the year. Receipts were $911.66, expenditures, $794.77, leaving a balance of $116.89. The reserve fund is now $1,713.58.

As chairman of the Legislative Committee, A. C. Searles reported on the progress of affairs at Albany. The Platt formula bill, requiring the payment of $5 for the registration of every patent medicine, would, he said, require the employment of prominent counsel in order to defeat it.

At this point Fred Borggreve, chairman of the Entertainment Committee, announced that he was ready to begin the serving of liquid refreshments out of an innocent wooden keg. Hailed with acclamation.

The resignation of Walter E. Faber was received and accepted. A communication from Dr. H. H. Rusby was read, stating that for the present there would be no increase in the cost of the Manhattan Scholarship, and that the remainder of the course would be at the present rate.

Election of officers was then taken up. President Collins was renominated by Dr. Alpers, but declined. Mr. Hitchcock then nominated Dr. Alpers, who was unanimously elected president, amid great applause. The following elections were made in rapid succession, and were all unanimous: First vice-president, Jacob Dine; second vice-president, G. P. Knapp; third vice-president, Michael Rafter; secretary, S. V. B. Swann; treasurer, George H. Hitchcock.

President-elect Alpers spoke briefly on the subject of pharmaceutical associations. Through these only, he said, could the advancement of pharmacy be brought about. Dr. Alpers declared that the man

who never leaves his store to associate with his fellows is bound to make a failure of his profession, and that most of the successful men to-day are members of organizations.

Dr. Alpers' remarks were heartily applauded. At the suggestion of Secretary Swann, the Legal Defense Committee was instructed to recommend, at the next meeting, the selection of C. A. Kalish as counsel to the association for another year. The meeting then adjourned and proceeded to discuss the good things provided by the Entertainment Committee.

DRUGGIST CAUGHT SUBSTITUTING.

Recently Fairchild Bros. & Foster, of this city, received a complaint from a physician in St. Louis that a prescription calling for Fairchild's Phenolated Essence of Pepsine had been filled by the use of some substitute, evidently containing a large amount of carbolic acid, one dose of the liquid having been sufficient to cause the patient to complain to the physician. Messrs. Fairchild Bros. & Foster undertook an examination and found the fluid to be a substitute, containing an excessive amount of phenol.

Prescriptions were then prepared calling for Fairchild's Phenolated Essence of Pepsine and Fairchild's Essence of Pepsine, and sent to Jacob's Pharmacy, northeast corner Seventh and Spruce streets, St. Louis, where the first prescription was filled. The mixtures dispensed upon these prescriptions were sealed and delivered to the manufacturers, who inform us that they found the fluid in each bottle to be substitutes of their products.

Fairchild Bros. & Foster have sent to every physician in St. Louis a letter containing a statement of these facts, and also a declaration of their intention to take every legal means to protect themselves and all proper interests against the substitution of other products for those manufactured by them. They say they are able to positively identify their Essence of Pepsine in the various combinations in which it may be used.

DRUGGIST IN DRY GOODS STORE.

It has become known in the trade that Ehrich Bros., the big dry goods house on Sixth avenue, at Twenty-second street, are trying to rent space at the Twenty-third street end of their store, including a large double show window, as a drug store. The proposition has been made to several big druggists, but up to the present, it is not known whether it will be taken up. The space offered by Ehrich Bros. adjoins the Riker Drug Store, at Twenty-third street.

SOC. OF CHEMICAL INDUSTRY.

Owing to the fact that to-morrow, April 21, is Good Friday, the New York Section of the Society of Chemical Industry, instead of holding its meeting to-morrow evening, met last night at the Chemists' Club, 108 West Fifty-fifth street. The following papers were read: Maximilian Toch, "New Paint Conditions as Indicated in the Subway of New York"; G. W. Thompson, "The Determination of Acetic Acid in White Lead"; Russell W. Moore, "Analysis of Senna."

TO CHECK TRADE EVILS.

Italian Ph. A. Will Give Information to Board of Pharmacy.

DRUG STORES CONDUCTED BY PERSONS USING FALSE CERTIFICATES. —PHYSICIANS DISPENSE PRESCRIPTIONS NOT COMPOUNDED BY REGULAR PHARMACISTS. — CONTRACT PLAN WANTED.

As the first important step in its new field of activity, the reorganized Italian Pharmaceutical Association decided at its meeting, last Friday night, to offer to furnish the Board of Pharmacy with information regarding drug stores which are owned or conducted by persons who are not registered or who are using the certificates of others. This evil, the association thinks, has already existed too long, and should be suppressed.

Another matter about which the association will prod the Board concerns the practice of some physicians who carry a stock of drugs and have prescriptions compounded by non-registered pharmacists. About such cases also the association has full information and will furnish it to the Board of Pharmacy, on request. The action taken on these two evils was embodied in a letter sent to the secretary of the Eastern Branch.

The work and purpose of the N. A. R. D. was explained to the members, most of whom seemed to be in favor of the movement. All promised to give their support. The association also decided to try to induce J. Personeni, the principal importer of Italian proprietary preparations in this city, to establish a direct contract system of selling his goods. Cut prices now prevail on these specialties, and the association is anxious to change this condition of affairs. There are now over sixty members in the organization.

WITCH HAZEL TROUBLES.

The creditors of the American Witch Hazel Company held a lively meeting, last Friday, before Seaman Miller, referee in bankruptcy, at 346 Broadway. There were three candidates for trustee: Ferdinand A. Hoyt, Lawrence A. Norton and G. Thornton Warren. None of the candidates received a majority vote and after considerable wrangling, all agreed to have an independent man appointed by the referee, who selected Augustus H. Skillin. His bond was fixed at $10,000. One reason for the selection of an independent trustee was that suits would probably have to be brought against some of the stockholders for unpaid subscriptions. Charles C. Dickinson, formerly president of the company, was present and declared that the creditors would not get five cents on the dollar if the suits for unpaid subscriptions to stock were not pressed.

NEW YORK NOTES.

—Auditor Hall, of Parke, Davis & Co., has been paying his regular quarterly visit to this city.

—Seen about town: F. J. Shevcik, Bridgeport, Conn.; Mr. Burdick, of Burdick & White, Ithaca, N. Y.

—Irving Kelly, of the Kelly and Williams Co., Kansas City, was in town last week, calling on friends in the trade.

—The Oxzyn Manufacturing Co. have removed from 678 Broadway, to the Bigelow building, where they will occupy the fourth floor.

—George H. Childs, for the past twenty-five years manager of the C. O. Bigelow Pharmacy, is on a two weeks' vacation, after a hard winter's work.

CAMDEN DRUGGISTS REORGANIZE.

Philadelphia, April 15.—After practically disbanding, the Camden Co. (N. J.) Association of Retail Druggists has again reorganized, with nearly 80 per cent. of the pharmacists in the county enrolled. The inability of the members to agree on a price schedule caused trouble before, but the members do not fear now that this stumbling block will again present itself. The price schedule is the only matter of importance that has presented itself for adjustment, but it is likely that in the near future the telephone question will receive some attention, although it is admitted that many of the members are satisfied with the existing rates, which are, however, irregular.

The officers of the reorganized association are as follows: President, William P. Weiser; first vice-president, Rowland Willard; second vice-president, Howard D. Taylor; secretary, Charles L. Barrett. The office of treasurer has yet to be filled. The executive committee is as follows: Chairman, George D. Borton; George M. Beringer, Charles L. Barrett, W. W. Flitcraft and Dr. William A. Sprenger. The following other committees have been named: Legislation: Chairman, G. M. Beringer; Dr. W. E. Miller, George J. Pechin, Dr. G. E. Kirk and C. L. Barrett. Membership and Social Regulations: H. D. Taylor, C. M. Butcher, C. B. McLaughlin, O. C. Welsh and Henry Curtis. Auditing: Chairman, Dr. L. P. Hirst, L. H. Witson and Dr. M. Osman. Meetings will be held on the second Friday of each month.

DRUGGISTS IN HARMONY.

Lebanon, Pa., April 14.—The Lebanon County Retail Drug Association held its annual meeting, yesterday. Joseph L. Lemberger was re-elected president, Charles E. Boger, secretary-treasurer and Messrs. John F. Loehle and Samuel F. McGowan, trustees. The report of the secretary showed encouraging progress made by the association. Prices have been advanced slightly over previous years, and the association presents a very prosperous showing. In the evening, at nine o'clock, all the drug stores closed and a banquet was given at the Colonial Hotel. All the druggists of the county, with a few exceptions, were present and participated in the good things that followed. Addresses were made by Messrs. Lemberger, Boger, McGowan, J. H. Redsecker, together with Albert G. Reizenstein, Dr. E. H. Gingrich, Dr. W. R. Roedel and Luther G. R. Harpel, ex-druggists, who were formerly in business in the city here, but who are now engaged in other occupations. Great credit is due to Frank E. Gleim, of Lemberger & Co., who was the acting chairman of the Committee of Arrangements, for the success of the banquet. An era of good feeling prevails among the druggists of the county.

ORDINANCE TO REGULATE

Manufacture, Sale and Storage of Explosives Worries Pittsburg Druggists.

Pittsburg, April 15.—Retail and wholesale druggists in this city are up in arms against an ordinance that has been introduced in Councils, creating the Municipal Explosive Board. It regulates the manufacture, sale, storage and transportation of explosive materials and puts a hard ship on the dealers. Although the druggists opposed the ordinance in a determined manner, it was favorably reported and the chances are that it will become a law. In other words, the druggists received scant recognition and they promise to make things interesting. James McNally, a local druggist, is a member of Councils, and has been aiding the opponents to defeat the ordinance, but all efforts seem to be futile. The druggists say they will fight the matter to a finish, but their endeavors appear to be in vain, as the majority of the councilmen favor the passage of the bill. The mayor, director of the Department of Public Works and the Board of Fire Underwriters are working for its passage. A hue and cry has been raised about Pittsburgers living in the midst of a volcano that may explode at any time. It is argued, of course, by those who favor the passage of the ordinance, that some of the druggists carry sufficient explosives in stock to blow up the town. This the druggists refute. When the ordinance was first introduced the committee returned it with an unfavorable mark, but the Director of Public Safety warmly protested and it was again considered and acted upon favorably. Several manufacturers are also opposing the ordinance.

TABARD INN CONCERNS SOLD.

Philadelphia, April 15.—The receivers of the Tabard Inn concerns have sold to Lit Brothers the entire stocks of the Tabard Inn Food Company, the Tabard Inn Drug Specialty Company, the Tabard Inn Shops and Studios, as well as many thousand books from the Philadelphia Book Store Company. The Booklovers' Library, the Tabard Inn Library and the Booklovers' Magazine, are in no way affected by the financial difficulties that involved the other concerns or by the sales of their stocks. The stock of the Drug Company included a large assortment of soaps, powders, perfumes and dentifrices.

F. W. DEAN IS DEAD.

Binghamton, N. Y., April 15.—Frank W. Dean, druggist, leading business man and one of the most popular citizens of this town, died last Monday morning, after a brief illness. He was taken ill with pleurisy, about ten days ago, and his sudden death was a severe shock to his relatives and a large circle of friends.

Mr. Dean was born here fifty-two years ago, and most of the time had been engaged in the drug business in his native town. He began as manager of the R. W. Mosher Drug Store, a position which he held for seventeen years. He was uniformly successful in business. Mr. Dean was a prominent Mason and an Odd Fellow.

DRUGGISTS ELECT OFFICERS.

Baltimore, April 15.—The Retail Druggists' Association held its annual meeting last Thursday, receiving reports and transacting other business. An unsuccessful effort was made to inaugurate a kind of war on the cutters by fighting them with their own weapon, a price list lower than that now maintained by the seceders. The resolution to this effect, however, was snowed under, the consensus of opinion among the members being that such a step would be inadvisable. The officers elected for the ensuing year are as follows: President, A. J. Corning; vice-president, Lee Williamson; secretary, Owen C. Smith; treasurer, David R. Millard; board of trustees, A. Wellepp, E. E. Quandt, F. M. Blaney, J. Edwin Hengst, A. O. Werckshagen, J. D. Hall, George Weller, M. Strasburger, John Hudson and S. N. Appleby. The reports presented show that the association is in a good condition, and is doing effective work in the way of promoting the interests of the retailers.

Francis E. Sheldon, the representative of the Washington Promise Committee, got here to-day, after an absence of some weeks. It is intimated that he came at the invitation of several price cutters, who find they are having trouble to get goods and evince a disposition to come in line with the retailers once more. He is expected to call on several retailers and as a result of his visit it is expected that the local N. A. R. D. work will be appreciably strengthened.

GOING TO SAVANNAH.

Baltimore, April 15.—A number of Baltimore druggists are going to the annual convention of the Travelers' Protective Association, which will be held at Savannah, Ga., in May. They will probably make the journey as a party, leaving here together and enjoying all the pleasures which this mode of touring gives. W. Edgar Jenkins, representing Schieffelin & Co., of New York, in this territory, is president of the national organization, and will be one of the party. John G. Beck, manager of the Calvert Drug Company, and H. F. Melkle are among the others expected to go.

NORFOLK DRUGGIST FINED.

Norfolk, Va., April 15.—W. R. Matthews, called "doctor" because he formerly conducted a drug store, was fined $100 in the police court, this morning, on the charge of selling cocaine to a young woman in the Tenderloin. The girl's life was saved with great difficulty after she had inhaled the drug. Matthews was accused of systematically selling various dangerous drugs to women in the slums. He appealed from the decision, but was unable to give bail.

The police declare that there are other walking offenders whom they will run down and prosecute.

BALTIMORE NOTES.

—John S. Muth, of Muth Bros. & Co., went on a short trip to Boston, last week, for relaxation. He returned greatly benefited.

—The stock and fixtures of the drug store at Pennsylvania avenue and Wilson street are to be sold at public auction on the 25th inst.

—Among the visiting druggists in Baltimore, last week, were: Joseph A. Jeffries, Warrenton, Va.; Dr. D. M. Ragan, Conowingo, Md.; Joseph B. Boyle, Westminster, Md.; Dr. E. A. Wareham, Hagerstown, Md.; H. W. Disher, Berkley Springs, W. Va.; H. Helvictin, Millwood, Va.; William E. Turner, Louisville, Ky.; Edward Turner, Cumberland, Md.; J. C. Keating, Centerville, Md.; Dr. R. B. Beall, Darnestown, Md.; J. Hartley Johnson, Ellicott City, Md.; J. N. Gilbert, Annapolis, Md.

—David R. Millard, who went to Boston to study the interior arrangement of drug stores there and get ideas for the equipment of the pharmacy to be opened by the firm of Morgan & Millard on the site of the old Sun building, Baltimore and South streets, has returned with a strong impression of the aggressiveness of the Boston cutters. He says Baltimore druggists don't know what price-cutting is. At one place in the Hub he visited, one man was employed doing nothing but putting up and taking down signs that called attention to this or that specialty the store was pushing. Some articles were sold away below cost as leaders, and in other ways did the fiercest competition find expression.

OHIO PH. ASSOCIATION.

Cincinnati, April 17.—The twenty-seventh annual convention of the Ohio Ph. A. will be held in Cedar Point, on June 20, 21, 22 and 23. Alfred DeLang is chairman of the Entertainment Committee, to whom all inquiries can be directed.

The headquarters for the association will be at the Breakers Hotel and arrangements have been made for committee and conference rooms there. Arrangements are pending for a special rate on railroads from Cincinnati, Columbus and Cleveland. Boats leave the Cedar Point dock, Sandusky, every twenty minutes, for the resort.

All hotels on Cedar Point are conducted on the European plan. A one dollar rate has been made for this occasion, with the understanding that guests will double up if necessary. This rate is for the new Breakers Hotel. A few exceptionally fine rooms can be had for $1.50 per day, but the entire association can be accommodated at $1 a day if desired. A rate of thirty-five cents for meals has been secured.

DEATH FROM OVERWORK.

Indianapolis, April 15.—Robert Lostutter, thirty-six years old, a druggist at 5554 East Washington street, Irvington, a suburb of this city, was found dead in the basement of his store, on the morning of April 10. The coroner made the return that he had come to his death by a stroke of apoplexy brought about by overwork.

Lostutter, who came to this city from Rising Sun, Indiana, lived with his family over his place of business. His trade was constantly growing and he endeavored to get along without an assistant, giving his entire time to his trade, opening his store at an early hour in the morning and keeping his place open until late in the night. For nearly a year, it is said, he had scarcely been a block from his place of business and had literally worked himself to death.

C. R. D. A.'S ANNUAL.

New Officers Chosen.—Has 220 Members and is Out of Debt.—Prospective Legislation.

Chicago, April 15.—On Tuesday last, occurred the annual meeting of the Chicago Retail Druggists' Association, when the following officers were elected: President, Chas. H. Avery; vice-presidents, I. M. Light, Geo. P. Mills and H. F. V. Spilver; secretary, S. C. Yeomans; treasurer, Walter H. Gale; trustees, Andrew Scherer, J. S. Hoffinger, Thos. V. Wooten, J. J. Boehm, J. P. Crowley and Geo. Bollinger. The principal contest on the election of the ticket presented by the nominating committee was that on the nominee for the presidency, John I. Straw being an opposition candidate. Mr. Avery was elected by a good majority, however.

President Avery reported that the association now numbered 220 members, its receipts were more than $5,000 per annum and it is out of debt, a good showing, he thought.

The Clark Anti-Narcotic bill, now before the Judiciary Committee of the Senate, at Springfield, came up for discussion. The members of the committee called on the introducer of the bill, who after hearing their statements, promised to do nothing with his measure this session, provided the druggists would agree to submit an adequate measure for adoption early in the next session. The senator's proposal was unanimously adopted.

The Telephone Committee made its report and favored the endorsement of the Yale "slug" for telephone purposes. It was stated that the use of this particular slug would mean a saving to the drug trade of from $6,000 to $8,000 a year. The committee recommended that members of the association should throw out of their stores the yellow directory, on account of the large number of errors it contains. Amendments to the by-laws were adopted. These related principally to the boundary lines of the auxiliary districts and also to the expenditure of money for the use of the districts. The latter was finally referred to the Executive Committee.

BANDITS ROB DRUG STORE.

Chicago, April 17.—While crowds were in the streets, bandits entered a drug store at the corner of Leavitt and Van Buren streets, compelled the proprietor to turn over the contents of the cash register and held up two customers who came into the place. There was a running revolver fight with the robbers, but they made good their escape. The owner of the store, who was robbed, is Samuel N. Jackson. He was alone in the place when a couple of handsomely dressed fellows entered and ordered him to turn over all the money and valuables he had. Two formidable looking revolvers were used as persuaders, and Jackson lost no time in handing over the contents of the register.

J. H. Wilson and Harry Lindon, prospective customers, came into the place. They were each relieved of all the money they had with them, which happened to be a small amount. The total proceeds of the robbery did not net the thieves more than $20.

CHICAGO NOTES.

The Board of Pharmacy has again won its case against Adolph Brendecke, verdict, $100.

The father of Bernard Schwartz, Jr., a member of the State Board of Pharmacy, died on the morning of April 13. Mr. B. Schwartz, Jr., is a resident of Salem.

—President R. L. Morland and Chas. T. Heller, of the Minnesota Board of Pharmacy, spent two days with the members of the Board of this State during the recent examination.

The members of Chicago R. D. A. were the recipients of a liberal supply of cigars on the occasion of their annual meeting, held last week. The donors were the Fuller & Fuller Co., wholesale druggists, and three prominent cigar manufacturers.

—Wilhelm Bodemann presented a gavel to the Social Drug Club, on the evening of April 14. Mr. Bodemann referred to the fact that the day was the fortieth anniversary of Lincoln's assassination, a historical event our dailies were too busy to remember.

WISCONSIN PHARMACISTS.

Madison, Wis., April 15.—The State Board of Pharmacy has re-elected D. A. Taylor, of Stevens Point, president, and H. G. Ruenzel, of Milwaukee, secretary. Mr. Ruenzel is in business at 753 Third street, Milwaukee, and succeeds A. F. Menges, of Madison, who retires, owing to the pressure of his private business. Mr. Menges had been a member of the Board ten years and secretary for two years. His term as member of the Board did not expire until next year, but he retires at once and the governor will name his successor. It is expected that Edward Williams, of Madison, will succeed to the Board membership.

The Board concluded its examination of applicants for registered and assistants' certificates. The successful candidates for registered pharmacist certificates were: Charles G. Ford, Janesville; Charles F. Schultz, Neenah; Oscar H. Lichtenberg, Princeton; Fred. G. Weichmann, Wausau; Peter O. Fox, Oshkosh; Eyolf Overgaard, Milwaukee; Frederick J. Noer, Colfax; Percy R. Drowley, Racine; George F. Oates, Darlington; Ernst R. Lueders, Columbus; Lewis E. Griswald, Turtle Lake; Frank J. Kowalsky, Milwaukee; George J. Schoenleben, Racine; James E. Young, Milwaukee.

Those receiving certificates as assistant pharmacists were: Arno F. Fink, Milwaukee; Joseph E. Kalgreen, New Richmond; Gustave H. Gensch, Cudahy; Andrew Anderson, Phillips; Steward Lindsay, Plymouth; Arthur W. Quan, Madison; William L. Stowe, Barron; G. A. Ingersoll, Milwaukee; George W. Liebel, Sheboygan; Charles Ivy, Mineral Point; J. C. Rowland, Cambria; Charles A. Dechsel, Milwaukee; Eugene Semmling, Merrill.

The Prince Medicine Co., of Cambridge, has been incorporated, with a capital of $15,000. Albert E. Lynch is president and the other officers are J. Edwin Kimball, Warren W. Akers and Thos. H. Shea.

MICHIGAN DRUG CLERKS

Want Legislature to Give Their Bill Favorable Action.—Opposition.

Detroit, April 18.—There was a lively time at a meeting of the Public Health Committee of the State Legislature, last week, when President George J. Robinson, of the Retail Drug Clerks' Association of Michigan, with headquarters in Detroit, appeared before that body and put up a strong fight to have the drug clerks' bill providing for the regulation of the sale of poisons and the practice of pharmacy given favorable action. The State Board of Pharmacy and the Michigan Pharmaceutical Association, composed of employing pharmacists, was also strongly represented in opposition to the move of the clerks.

Mr. Robinson, in the course of his remarks, threw hot shot into the present State Pharmacy Board by saying that the best results cannot be obtained from a body of men influenced by politics. He pointed out many of the evils in the present law and the flagrant violations being practiced all over the State, especially in the larger cities.

The members of the State Board of Pharmacy have submitted to the Legislature a substitute for the Beals and Drug Clerks' bill, which is drawn along the lines of the former measure. The substitute contains a provision which would make it compulsory for the governor to reappoint the present Board. The members of the Pharmaceutical Association are satisfied with the substitute, and it looks as though the committee would accept it.

PREREQUISITE BILL KNOCKED OUT.

St. Paul, Minn., April 11.—Several leading Minneapolis druggists were at the capital a few days ago to oppose Representative Stock's bill requiring registered pharmacists to have college diplomas. The party included Thomas Voegell, president of the N. A. R. D.; W. K. Hicks, A. D. Thompson and A. B. Herrmann. For all the Minnesota Ph. A. proposed this measure (which caused Mr. Stock to introduce it), the druggists of the State are sharply divided as to its merits and its passage by the Legislature is rather problematical.

St. Paul, Minn., April 12.—The climax came April 11, when the House, by the close vote of 42 to 44, killed the bill. The contest over the measure was led by Representatives Stock and McColl, both druggists. The opposition, headed by McColl, maintained that the proposed law would make it almost impossible for poor young men to become competent to fill a position as prescription clerk.

IN WISCONSIN.

—E. H. Parmalee, of Burlington, has been compelled to leave his business temporarily, on account of ill health, and is spending a vacation at Kilbourn.

—Private letters received by friends in Milwaukee, from Charles Jerman, who went to California for his health, indicate that Mr. Jerman is rapidly recovering. He will engage in the wholesale business somewhere in the middle northwest in a short time.

A TEST CASE.

South Dakota Physician Contends That He Can Practice as Pharmacist.

St. Paul, Minn., April 14.—I. A. Keith, of Lake Preston, and E. C. Bent, of Dell Rapids, president and secretary, respectively, of the South Dakota State Board of Pharmacy, are greatly interested in a test case which will be tried in McCook County, shortly, the matter at issue being the question of the right of a registered physician to practice pharmacy without being a registered pharmacist. The defendant is Dr. J. C. Lawyer, of Spencer. He was arrested on complaint of President Keith and was required to furnish bonds for his appearance at a term of State Circuit Court in McCook County. Dr. Lawyer is a regularly licensed physician, but is not a registered pharmacist. The law permits a registered physician to dispense drugs to his own patients from a private stock, but not to conduct a general drug store. It is claimed by the officers of the State Board that Dr. Lawyer has been conducting a general drug business, and therefore has violated the State law. The defense of Dr. Lawyer will be based on the ground that he is not conducting what might be termed a general drug business, or on the ground that being a licensed physician, he has the legal right to engage in such business. President Keith and Secretary Bent both declare that the law is very clear on both these points, and they express the opinion that their views will be sustained when the case comes to trial.

APPLICANTS NOT SUCCESSFUL.

St. Paul, Minn., April 15.—The result of the latest examination by the Minnesota State Board of Pharmacy would seem to justify those druggists who are insisting upon more rigorous exactions for candidates as registered pharmacists. Of the entire seventy-four aspirants who appeared before the Board, not one was able to pass as a full-fledged pharmacist. Only thirteen came up to the requirements entitling them to become assistant pharmacists. Those of this class who were granted certificates were: A. M. Borden, Oscar Bergquist, Anton E. Essen, William N. Lungberg, Joseph L. Guetten, Arthur F. Magnussen, Claude C. Middents, Odo C. Reder, Arthur L. Weile, E. W. W. Huetti, William Winter (not the renowned dramatic critic and poet), Stenef I. Lee and William M. Pones.

DRUGGISTS' BASEBALL LEAGUE.

Minneapolis, Minn., April 17.—The pharmacists and engineers of the State University have formed what they call an Interdepartment Baseball League. The first game was played April 13, and was won by the Pharmacists, 12 to 11, in a sensational finish. At the end of the sixth innings, the Pharmacists stood 6 to 2 against them. Then they landed on Pitcher McRae for four singles and scored six in the seventh inning. The Engineers scored four runs in the ninth, but a high fly to left field sent home the winning run.

MINNESOTA MENTION.

—Stephen B. Conger, of Conger Bros., St. Paul, has for some time been laid up with abscess of the tongue, but is better.

—The Minneapolis Retail Druggists' Association will hold its meetings hereafter in Dillin hall, at First avenue S. and Washington. President Dillin, of the association, has tendered the free use of the hall.

—Mrs. C. R. Marelius, of St. Paul, has purchased the store of J. S. Herbert & Co., at Case and Clark streets. The business will be managed by Mrs. Marelius' brother-in-law, August Marelius, formerly with Conger Bros., in their store at Selby avenue and St. Albans street.

—E. N. French, who has acquired A. Gilmore's interest in the City Drug Store, at Bemidji, will install new fixtures.

—Adolph W. Johnson, with Halsey Bros. Co., St. Paul, has been made instructor of homeopathic pharmacology at the University of Minnesota.

—The Voegeli Bros. Drug Co., of Minneapolis, a member of which is president of the N. A. R. D., will overhaul and rejuvenate both of its stores. The one at Nicollet and Seventh is to have a new outfit of shelving, fixtures and windows and a new $12,000 soda fountain. The Washington avenue store will also be supplied with a new fountain, which will be the leader in the city, and extensive remodeling will be done.

LIQUOR PROSECUTIONS AND FINES.

Kansas City, April 12.—Prosecutions of druggists accused of selling liquor without a license continue in police courts. L. M. Woodward, Twenty-sixth street and Prospect avenue, was to-day fined $25, the minimum fine. He promised to have the stock of beer and bottled whisky removed from his store.

T. Friedburg, 908 East Eighteenth street, is another druggist drawn into the license inspector's dragnet. When his case was called in police court this morning, he was not present, and an alias warrant for his arrest was issued and his case continued.

W. B. Sloan, Ninth street and Brighton avenue, who was fined $100 last year, has appealed to the criminal court. He was accused of selling liquor to boys. He denied that he had sold liquor to the boys. Some time ago Sloan was fined $250 on a similar charge.

PASSED COLORADO BOARD.

Denver, March 24.—The following passed the State Board examination as registered pharmacists: John B. Alich, Fort Collins; Henry Branch, Denver; R. E. Dinsmore, Fort Collins; Willard Donaldson, Colorado Springs; Thomas H. Dunbar, Canon City; Lloyd Egbers, Canon City; E. L. Foster, Denver; Louis H. Hearn, Denver; G. Lavelle, Julesburg; Frank Leigh, Denver; W. H. McCreery, Cripple Creek; F. H. Moehlan, Pueblo; Philip Munishor, E. L. Muzzy, William Neissel, John R. Nicholls, W. H. Parsons, Mermann C. Roe, Edward Salter, S. F. Sanderson, Frank E. Stomper and M. R. Tillotson, of Denver.

SHORTER HOURS FOR CLERKS.

San Francisco Association Spreads News of New Law.

San Francisco, April 14.—In order to spread broadcast the news of the success of the shorter hours' movement, the San Francisco Drug Clerks' Association is sending out circulars together with copies of the new law, which was signed by Gov. Geo. C. Pardee, on February 28. The circular says:

"This bill is the result of a conference held between a committee representing the San Francisco and Bay County Association of Retail Druggists and a like committee from the San Francisco Drug Clerks' Association, and after extended consideration, it was agreed that its provisions were just, equitable and mutually satisfactory.

"Briefly, it provides for an average workday of ten hours, and not more than sixty hours in six consecutive days (practically from Monday to Saturday inclusive). Sunday was not deemed a regular workday, as in certain localities pharmacies are open only two or three hours on that day, while in others, by arrangement, each one opens in regular order, while the others remain closed, and in larger cities half days and alternate Sundays have been the established custom from time immemorial and the conditions governing this day will undoubtedly remain unchanged. We feel that the justice of this measure will appeal to employer and employe alike, and that the benefits of the same will be entirely mutual."

The new law is described as "a measure for the protection of public health." Violation of any of its provisions is a misdemeanor, punishable by a fine not less than $20 nor more than $50, or by imprisonment for not exceeding sixty days, or by both such fine and imprisonment, at the discretion of the court.

CLERKS TO GET DAY OFF.

San Francisco, April 6.—"A day off every week" is announced by the Owl Drug Co. for the employes of all their stores. In putting this rule into effect the company declare their belief that sufficient time for rest and recreation is necessary to their salesmen in order that they may reach the high standard of efficiency demanded. The company is confident that public opinion will soon force other stores to inaugurate the same system.

K. C. R. D. ELECT OFFICERS.

Kansas City, April 12.—The Kansas City Retail Druggists' Association has elected the following officers for 1905: President, H. Y. Riddle (re-elected); first vice-president, C. E. Abraham; second vice-president, J. W. Hunter; secretary, Ramanta Wells; treasurer, J. F. Mills; sergeant-at arms, J. P. Laird. The following were elected members of the board of trustees: R. S. Stevens, W. M. Federmann, J. W. Giesberg, J. C. Wirthman, R. E. Thornton, S. E. Hinsoe, O. E. Zinn, F. L. Crampton.

—J. T. McLean has sold his drug business at Belzoni, Miss., to Miss R. C. Pierl, who will conduct it under the present name, The Delta Drug Co. Mr. McLean will devote his entire time to his pharmacy in Indianola, Miss.

WISCONSIN FORMULA BILL.

Thought to be Dead, But Now Appears in New Form in the Senate.

Madison, Wis., April 15.—Dr. J. H. Noble, of Eau Claire, who is a member of the State Senate, and the leader in the campaign to add to the statute books as much legislation as possible to boom the business of physicians at the expense of druggists, has not given up his fight for a formula bill.

A short time ago a bill of that kind was reported for indefinite postponement, and it was thought this was an end of the whole matter. But not so. Dr. Noble is chairman of the Senate Committee of Public Health and Sanitation. During the time since the other Noble bill was killed, the doctor has been working with his committee, with the result that the committee consented to the introduction of a new bill. It was introduced in the Senate this week, and created a sensation, for it is more drastic than the one killed. It provides for fine and imprisonment for offering for sale or selling any patent or proprietary medicine unless the true formula shall be printed on the label. Not only must the pharmaceutical terms be used, but their equivalent or common English names must be given.

It will require a harder effort on the part of those interested in the defeat of this measure to accomplish their purpose than it did before, for the reason that this bill has the support of a Senate committee, and a committee bill is always given more respectful consideration than another.

WHOLESALERS COMPLAIN.

Milwaukee, April 15.—Wholesalers complain that dealers just signing contracts with manufacturers using the serial number system, do not always grasp the situation, and sometimes are without the goods longer than is necessary. Sometimes an order is not filled and the query will come in from the retailer: "Why did you not send so and so, that I ordered? I made a contract with that house two weeks ago." The jobbers want the dealers generally to know that they (the jobbers) do not always know at once when such a contract is signed. They must wait for the regular list to come to them from the manufacturer. This is supposed to come promptly every month, but sometimes it is delayed. It is suggested that, when a druggist signs a contract with a manufacturer, he send the contract to the jobber with whom he expects to trade. The jobber can then enter him as entitled to the goods and can forward the contract to the manufacturer.

DRUG DEAL IN TOLEDO.

Toledo, April 17.—An interest in the Brown, Eager & Hull Co. has been purchased by members of the drug firm of Walding, Kinnan & Marvin. The latter are not interested as a firm, only three members being in the deal. The interest was bought by W. J. Walding, H. E. Marvin and Robert H. Bradley. The Brown, Eager & Hull Co. has a large retail and wholesale wall paper, book and stationery business.

AMONG THE COLLEGES

PITTSBURG COLLEGE OF PHARMACY.

Pittsburg, April 17.—The Pittsburg College of Pharmacy held its commencement exercises in Carnegie Music Hall, Allegheny, last Wednesday evening. Following is a list of the members of the graduating class: Alfred Armstrong, Frank Aron, Clyde Roy Barkley, John S. Benjenkowski, Emil L. Brinkhoff, Alexander C. Cameron, Robert J. Campbell, Otto H. Dahlin, Lorne A. Dodds, Francis M. Dent, George W. DeFrance, Paul Engelsburg, Charles E. Ertzman, Elizabeth P. Fulton, Charles E. Fawcett, James A. Griffith, William A. Gray, James B. Green, Joseph A. Geiger, Phillip W. Hetzel, Grace I. Harper, Chauncey R. Hetzel, Frank R. Hill, Frank J. Hanna, C. Frank Hunker, Carl C. Kennedy, John E. Ketter, Theodore D. Kyatsak, Walter S. Mundshower, William B. Malloy, James W. McAteer, Adolph M. Muchnic, Fred. G McMorris, Charles M. Patterson, Charles W. Robbins, John M. Risbeck, Joseph H. Smith, Charles E. Shaw, Alvah C. Swartz, Charles E. Smith, William R. Smythe, William C. Schweitzer, George Tempest, Edward Trust, Ennis Thompson, Jr., George J. Thomas, Ernest H. Voellger, Walter L. West, Andrew C. Wesloski, Apostal Yanitchievitch, Harry G. Young, J. Arthur Young, Post Graduates: Peter G. Walter and J. Bert Holsopple.

Of the graduates, Miss Fulton, Miss Harper and Messrs. Kvatsak and Thompson received certificates, as they had not had the required amount of store experience. Mr. C. E. Fawcett received first honors, C. M. Patterson, second, and L. A. Dodds, third.

The class officers were: President, William R. Smythe; vice-president, Phillip W. Hetzel; secretary, Grace I. Harper; treasurer, James A. Griffith; marshal, Charles E. Smith; editor, rep., Charles E. Fawcett.

Dr. Samuel B. McCormick, chancellor of the university, delivered the address of welcome and conferred the degrees. Rev. J. Leonard Levy, D.D., delivered the address to the graduates. He spoke of the great responsibility of life and health of the people, that will rest upon the faithfulness to duty of the graduates, and said that no nobler profession could be selected to do God's work here on earth. "You have both nature and science to help you," he said. "May you follow both their teaching well." J. Homer Smith was the valedictorian and acquitted himself with credit.

CAPS AND GOWNS NOW.

St. Louis, April 17.—The senior class at the St. Louis C. P. have changed their minds about black business suits for graduation and will appear in caps and gowns. This was a recent decision by a vote of 44 to 7, several members refraining from voting. Father W. Banks Rodgers of St. Louis University, has been decided upon by the faculty to address the class.

MINNESOTA UNIVERSITY.

Minneapolis, April 8.—Dean Pattee, of the law department of the university, is giving a series of lectures on contracts, to the senior pharmacy students. These lectures are preparatory to a brief series which Dean Wulling will give later in the year, when he will discuss agency, commercial paper, bailments, etc.

The seniors will begin work in clinical microscopy, which includes urine, blood and sputum analysis, next Monday.

The various colleges of the university have arranged a schedule for the inter-department "baseball league." The pharmacists have elected I. H. Robitshek, manager, J. P. Cutting, captain.

The State Board of Pharmacy held an examination in the laboratories of this department on April 3.

H. Varney, '98, formerly in the drug business, is now assayer for the Copper Age Mining & Smelting Co., Encampment, Wy.

P. H. Vaughn, '05, is with Dr. J. W. Harrah, Minneapolis.

Dr. N. C. McCloud, on March 28, began his lectures on "First Aid to the Injured." The seniors and middlemen are required to attend. The course extends over four weeks, with two lectures weekly.

Alexander H. Fjelstad, '95, was recently unanimously elected village recorder of Blooming Prairie, Minn.

Linn Bradley, '04, manager of the Star Drug Co., Great Falls, Mont., visited the college recently.

The Perely bill to remove the university from the supervision of the Board of Control of the State Institution and to restore the management of the university wholly to the Board of Regents, has passed the Senate, and now only awaits the signature of the governor to become a law.

PHILADELPHIA, C. P.

Philadelphia, April 17.—The Freshmen and Juniors have left College and the Senior Class has taken up the work of the supplementary course. A feature of the latter is dispensing. The student is given prescriptions which he compounds, labels and checks off just as he would do in a regular pharmacy.

"The Graduate," the name of the class book for 1905, promises to eclipse the issues of any previous class. It has been dedicated to Prof. Samuel P. Sadtler, and consists of 224 pages, in which are included pictures and sketches of all the members, the fraternities and other college organizations. It will be ready for distribution in May.

Many members of the Junior Class have secured positions in the city and will stay here until the Fall term.

Six members of the Class of '03 successfully took the Civil Service examinations for positions as pharmacists under the Government on the Isthmus of Panama.

The Senior Class last week were shown through the laboratories of the Smith, Kline & French Co.

About a dozen members of the graduating class have announced that they will try for places on the relay team that will be chosen to represent the College at the athletic meet to be held in this city next month, under the auspices of the University of Pennsylvania.

UNIVERSITY OF KANSAS.

Lawrence, April 8.—The school of pharmacy offers three complete courses of studies; one of two years and one of three years (for the Ph.C. degree), and one of four years for the B.S. degree. The two-year course is confined to pharmaceutical subjects, and prepares directly for drug store and dispensing work. The higher work of the other course opens the doors to the higher degrees, should the student desire to pursue his studies to that extent, and thus prepare himself for the higher calling of educational work.

Twenty-five members of the faculty of the university are members of the faculty of the school of pharmacy; eight of these teach nothing but pharmacy and chemistry.

The school of pharmacy is situated in a large three story building, known as the Chemistry and Pharmacy building. The building contains two pharmaceutical laboratories, five chemical laboratories, lecture, research and store rooms, and a fully equipped dispensing room.

The members of the senior class are busy working on their graduating theses and the annual pharmacy publication.

Prof. Edward Bartow is sick in the hospital, with typhoid fever.

Prof. L. E. Sayre, dean, has been in Kansas City during the recent vacation, where he delivered a course of ten lectures on the "History and Nature of the Pharmacopœia," before the University Medical College.

UNIVERSITY OF MICHIGAN.

Ann Arbor, April 15.—Paul I. Murrill, Ph.D., '99, has been appointed European representative of the E. G. du Pont de Nemours Powder Co., of Wilmington, Del., whose research chemist he has been for the last two years. His headquarters will be in London, England, and his field of operations will include all of the capitals of Europe. Dr. Murrill, as holder of the Frederick Stearns & Co. fellowship in Pharmaceutical Chemistry, was engaged under the direction of Prof. Schlotterbeck, upon the investigation of Bocconia and its contained alkaloids several years ago.

Claud W. Lewis, '04, has a position as pharmacist with the Conneaut Drug Co., Conneaut, Ohio.

Ambrosio Aguilar, '04, who recently returned to his home in Cuba, is manager of the Farmacia la Central in Santiago.

Dr. Paul C. Freer, formerly professor of general chemistry, and now director of the government laboratories in the Philippines, has obtained a nine months' leave of absence and is in Germany. In his absence A. M. Clover, '99, Ph. D., '04, holds this important position. Dr. Clover was formerly instructor in the department of pharmacy and chemistry at the University, and resigned his position here a year ago. He is now at the head of all scientific investigations conducted by the government in the Philippines.

The course in Accounts, given by C. C. Parsons, of the Shaw-Walker Co., of Chicago, has been completed, the final examination having been held on April 13.

Harold Dexter, '03, has become a partner in the Conneaut Drug Co., of Conneaut, Ohio. He is also lecturer to the Hospital Association and to the Ashtabula County Medical Association.

Theodore J. Wrampelmeier, '78, formerly assistant professor of pharmacy in the University of Michigan, has resigned his position with the E. G. du Pont de Nemours Powder Co., and is returning to New York City where he will open an office and analytical laboratory.

Oscar H. Haarer, '99, in charge of the prescription department of Eberbach & Son, Ann Arbor, since his graduation, has accepted a similar position with Peck Brothers of Grand Rapids, Mich.

Most of the students have returned to their homes to spend the annual spring vacation which began on the evening of the 14th and continues until the evening of the 24th.

Leonard D. Haigh, '00, M. S. '03, formerly assistant in organic chemistry, is now connected with the Columbus Laboratories, Chicago, as chemist in general organic and food materials. He is also assisting in the instruction in flour milling and testing in the milling and baking school of technology which is operated in connection with the laboratories.

BROOKLYN COLLEGE OF PHARMACY.

This year's junior class at the Brooklyn College of Pharmacy is the largest ever enrolled, numbering nearly one hundred and fifty students. Of these, eight are women. The class this year has adopted a class pin in preference to the college pin, consisting of a round base with an effective coin edge of five divisions. In the center is "B. C. P., '06," in letters of gold, surrounded by the college color, crimson.

During the past year, several theatre parties and stags were held, which have bound all the members into closer friendship. The officers of the class of '06 are as follows: Adrian F. Paradis, Jr., president; Thomas Gilmartin, vice-president; Sidney Arensberg, treasurer; Gustav G. Smith, secretary.

NEW LEASE BY MILHAU'S.

A five years' lease has been taken by Milhau's Drug Store, on the building 205 Broadway, this city, nearly opposite the Hegeman Corporation. The report was current in the trade that the building would soon be occupied by the Milhau store, and that a "skyscraper" would be erected on the present site, 183 Broadway, after which the store would be moved back. Manager Frank Ennis, however, would not confirm this rumor. "It's news to me," he said.

THE DE VILBISS PERFUME SPRAY.

The poet, Horace, refers to the practice in ancient times of keeping perfumes in shells. Had he lived in our day, he would tell how the DeVilbiss Perfume Spray "fills the liberal air with refreshing odors." This ingenious device, made by the DeVilbiss Mfg. Co., 1222 Jackson street, Toledo, Ohio, and advertised on page 26 of this issue, is designed to make the demonstration of odors in the most pleasing, refreshing and economical manner. The saving in perfume alone soon pays for the instrument. The manufacturers want to send you one of these sprays, which may be returned to them in thirty days if not satisfactory in every respect. Price 50 cents each. A booklet telling about the spray, will be sent on receipt of postal.

MAJOR'S STEAM BATH KETTLE.

The season is at hand when the up-to-date druggist will be busy at the soda fountain, and the wise dispenser is always alert to improve the flavor of his syrups.

It would be well, in this connection, for every druggist to inform himself about an article that was placed upon the market last season. We refer to Major's Steam Bath Kettle, manufactured by A. Major, of New York City.

By means of this kettle, chocolate syrup can be prepared free from all scorching; the cooking is done entirely by steam, so the syrup cannot boil over, and the druggist need give it no attention while cooking. The steam bearing down upon the surface of the syrup, prevents the escape of any of the aroma, making a syrup of surprisingly rich, delicious flavor, and with absolutely no precipitation.

Many of the largest stores in New York and other cities are now using it, and the druggists are enthusiastic about it. This kettle is also extremely useful in preparing cold cream; it will cook rice deliciously, so that each grain is separate and whole, and prepares all cereals perfectly.

CONVENIENT AND ECONOMICAL.

A lamp that possesses the convenience of electricity combined with the economy of gas light should appeal to the druggist who is on the lookout for a satisfactory method of illuminating his pharmacy. The General Gas Light Co., Kalamazoo, Mich., whose advertisement appeared on advertising page 6 of last week's Era, claim to make such lamp, better known as the Humphrey Gas Arc, more than 200,000 of them being in use. Their lamp is instantly lighted by simply pulling a chain and is as easily extinguished. The manufacturers guarantee their 4-burner lamp to give as much light and much more satisfactory illumination, with a consumption of 16 to 18 feet of gas per hour, than the so-called 2,000 candle-power electric arc. This means a saving in cost of from 25 to 50 per cent. If you are interested in better business, through better lighting, you should write the General Gas Light Co., Kalamazoo, Mich., for particulars regarding their system of store illumination.

THE "IDEALBAND."

Braun's Green Cross Idealband is the name applied to a woven, elastic bandage containing no rubber, elasticity being produced solely in the method of weaving. One of the strongest claims for this bandage is that it will adapt itself to any angle or curve of the body without folding, thereby rendering it easy of application, even for the non-professional. The "Idealband" retains its resiliency for an unlimited time and may be kept in stock in any quantity; may be washed with soap and water without impairing its elasticity, and, therefore, may be used time and again. It is particularly recommended as an adjunct for "first aid" boxes. It is made in widths from 2 to 8 inches, 5½ yards in length. Write to the Bardella Co., 158 West Twenty-first street, New York, who are also marketing the Bardella bandage, and whose advertisement appears on another page of this issue.

"M.C.W."

When ordering COCAINE HYDROCHLORATE from your jobber, kindly attach the above letters and you will receive an article that is CHEMICALLY PURE. The brand preferred by physicians.

SPECIFY "M. C. W."

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS :: :: NEW YORK

A $250.00 Cash Register for

$125.00

HOW CAN WE DO IT?

The New Hallwood Leader embodies all of the up-to-date features on every make of Cash Register; it has many features which no other machine has; it meets every need of 80 per cent. of all businesses. We are thus able to bring it out in large lots and to reduce the cost of manufacturing to a minimum.

It will pay for itself in a short time.

Write for our catalogue and our booklet "SYSTEM" for a retail store.

THE INTERNATIONAL CO., Sole makers Hallwood Cash Registers.
1167 Yale Avenue, Columbus, Ohio.

PRIMA TONIC
THE FOOD DRINK
ENDORSED BY PHYSICIANS

"Brings you health" in Nature's pure products of Caramel Barley Malt, Hops and Honey.

Makes Rich Blood.

Is the best selling **Malt Extract** on the market; and it nets the druggist the largest profit. Packed 10 dozen to the cask. Price in single cask lots, $12.00; in 3 to 5 cask lots, $10.80 a cask, net cash, f. o. b. Chicago. We allow 20 cents a dozen for our empty bottles and pay freight home on them.
Write for free window display and advertising matter.

Prima Tonic Company,
586 N. Halsted Street, Chicago, Ill.

For sale by all Druggists. If your jobber does not handle "PRIMA TONIC," write us direct.

HOME OF THE ABBOTT ALKALOIDAL COMPANY

The World's Headquarters for Alkaloidal Preparations and Specialties.
ACCURACY AND PURITY GUARANTEED

"LEST YOU FORGET"

Aconitine.	Digitalin.	Morphine.
Apomorphine.	Defervescent Comp.	Podophyllin.
Arbutin.	Dosimetric Trinity.	Quassin.
Atropine.	Emetine.	Rheumatic.
Anodyne for Infants.	Ergotin.	Strychnine.
Anticonstipation.	Glonoin.	Tonsillitis.
Barosmin.	Hyoscyamine.	Tape Worm.
Bryonin.	Heart Tonic.	Veratrine.
Buckley's Uter. Tonic.	Intestinal Antiseptic.	Worm Remover.
Cactin.	Lithium Benzoate.	Zinc Sulphocarbolate.

Bilein, Calcidin, Calcalith, Nuclein, Neuro-Lecithin, Salithia, Saline Laxative.

Over one-half of the Medical Profession are using one or more of these remedies. They are advertised in over 60 medical journals. How is your stock? Order of your jobber. Write direct for price list.

THE ABBOTT ALKALOIDAL COMPANY
MANUFACTURING CHEMISTS
RAVENSWOOD STATION, CHICAGO
56 W Broadway, NEW YORK 9-11 Phelan Building, SAN FRANCISCO

REDUCED

"Vest-Pocket-Boxes"

TO

$1.75 Per Doz.

One Gross Lots—5% Discount
FROM ALL JOBBERS

THE ANTIKAMNIA CHEMICAL COMPANY
ST. LOUIS, U. S. A.

ONTARIO COLLEGE OF PHARMACY

TRADE SECTION

THE MAPLE SUGAR INDUSTRY.

Observations of the Bureau of Forestry on Present Evils.

ADULTERATION VERY PREVALENT.—NOT THE FAULT OF PRODUCERS BUT CAUSED BY MIDDLEMEN.—THE FORMER ARE RECOMMENDED TO MARKET THE SYRUP AND SUGAR DIRECT TO CONSUMERS.

The Bureau of Forestry has been studying the maple sugar industry with the view of securing a larger use of the maple forests. Since 1850 the area of maple sugar farming has greatly changed and shrunk. In early days maple sugar was commonly made, even in many parts of the South, because cane sugar was virtually unobtainable. No longer is there even a limited production in South Carolina, Georgia, Alabama, Mississippi, Louisiana, and Arkansas. This is because cane sugar can now be bought everywhere at a low price, and is preferred to maple sugar for sweetening. In Indiana, Michigan, and Illinois the maple trees have been extensively cut for lumber, thus reducing the opportunity for tree tapping. In those States also the markets are glutted with imitations, which removes the incentive to extending the industry. In other States, as in western Maryland, West Virginia, Ohio, New York and in New England, the maple sugar industry has held its own or been increased.

The best sap flow is secured in the cooler northern States, yet good results can be expected in most of Pennsylvania and West Virginia, in western Maryland, all of Indiana and Kentucky, eastern Tennessee and western North Carolina. At present the largest producers of sugar maple products are Ohio, Vermont and New York. The sugar and black maples yield the most and the best sap, although some other species of maple may be worked to advantage when neither of these is available.

NATURE OF THE TREE.

The maple is a hardy and vigorous tree and readily reproduces itself, so there need be no fear of failure of sap supply. For sap production the all important consideration is for the tree to have a full and heavy crown. Yet it should also grow under forest conditions which maintain a ground cover of litter and humus.

As a result of the study recently made, definite directions for the management and improvement of existing groves, and for the establishment of new ones in suitable localities and under different conditions, have been prepared and will soon be published. Many valuable data regarding the profit in making maple sugar were also collected. From these it appears that a farmer can easily clear about $3 an acre from a sugar grove. The expenses in this estimate are placed at a maximum; all the labor and hauling are charged in at market rates, though as a matter of fact the sugar season falls at a time when the farmer has little other employment for himself or his horses. In actual practice, for the farmer who can do most of his own work the profit should be considerably larger. And the land thus utilized will yield little or nothing under any other use.

The old method of collecting the sap by making a diagonal cut in the tree was abandoned long ago, because it injured the tree so that it could be worked for but a few years. The approved practice now is to bore a hole one inch deep and three-eighths of an inch in diameter into the sunny side of trees over twelve inches in diameter, and to make but one hole in each tree, except possibly where the trees are especially large and productive. Vast improvements have also been made in appliances for handling the sap and boiling it down to sugar and syrup.

EXTENT OF ADULTERATION.

Maple trees now furnish but a small per cent. of the commercial maple syrup and sugar. While the demand for both these commodities has constantly increased, the output from maple trees has decreased during the last twenty years. The trade has been supplied only by radically adulterating the pure goods, or by manufacturing a product entirely from foreign materials. It is conservatively estimated that seven-eighths of what is sold as maple syrup and sugar is a suprious article. Most of the fabrications are entirely harmless, but they are not the real thing. Those fortunate enough to have eaten the genuine article will always demand it, and conditions should be such that they may get it, if they are willing to pay the price.

The fault does not lie with the producers, those who tap the trees and reduce the sap to syrup and sugar, but with the middlemen who buy the sugar and mix and adulterate it most profitably for themselves. The extent of this adulteration is illustrated by the fact that while the amount of the raw product has decreased, the whole quantity sold has largely increased and its market price has been reduced. Of late years the price has fallen in direct relation to the decrease in the price of cane sugar.

THE EVIL AND ITS REMEDY.

The most common substitutes used in the adulteration of maple sugar and syrup are other sugars and glucose. Much of the so-called maple syrup on the market is nothing but a combination of sweets with a little maple molasses added to give the maple flavor. There is also a maple syrup which contains no maple at all, but the flavor is obtained by adding to the compound an extract of hickory bark. This extensive adulteration forces the producers of pure maple syrup to compete with cheap imitations. The price of their raw product is kept down, and the forests of maple are not as profitable to their owners as they otherwise might be.

The consumer is entitled to pure goods, and the producer is entitled to have his syrup and sugar bought and used for what it is. The remedy is in the hands of the producers, and they can effect a change for the better in two ways. They can associate themselves in State and large local companies, and, by selling direct to consumers, cut out the middlemen; and they can also put their product on the market in the form, not of sugar, but of syrup, which is most in demand. The public will not object to paying a little higher price for guaranteed pure goods. The cost of making and handling syrup might be a little more than that of sugar, but the net returns would be larger, the public better served, and the maple sugar industry profitably extended. The association plan has been adopted in Vermont with excellent results. Annual meetings are held, through whose influence improved methods of production have been adopted.

ANOTHER SIGNIFICANT VICTORY.

The Twentieth Century Sanitary Fountain was selected for exclusive use at the World's Fair, in St. Louis. Paragon Park, the great amusement enterprise on Nantasket Beach, Boston, ordered five Twentieth Century Sanitary Fountains, and now it is announced that the Twentieth Century Sanitary will be the only fountain used at the Lewis and Clark Exposition, Portland, Oregon, which opens June first. It is certainly significant that the Twentieth Century Sanitary should be selected for exclusive use, and it argues much for the tide of public sentiment, because it is plainly evident that the decisions for this fountain are in response to the public demand.

Another consideration is the important one that the same fountain that conserves the public health brings the most dollars to its operators by its superior attraction to public notice and by virtue of its absolute cleanliness and the tempting array of "syrups in sight." Concealed syrups and drippy spigots are doomed and the way to soda water prestige, enthusiastic soda trade—the confidence of the public that spells "success" in large letters—is through the installation, with the least possible delay, of "The Fountain That Makes the Money"—The Twentieth Century Sanitary.

Write at once to your nearest branch office: New York, 27 E. Twenty second street; Boston, 36 Portland street; Philadelphia, 504 Arch street; Baltimore, 19 North Liberty street; Atlanta, 82 Marietta street; Denver, Thirteenth and Lawrence streets; Los Angeles, 372 So. Los Angeles street; Seattle, 207 Third avenue, South, or to the general office and factory of the L. A. Becker Company, the sole manufacturers, at 917 Halsted street, Chicago, Ill.

CINCINNATI SODA IDEAS

Fountain of Weatherhead Pharmacy in Rear of Store

Rubber Checks Used Mr. Weatherhead Forbids Dispensers to Use Cigarettes When Off Duty—Own Syrups and Flowers Advocated—Believes in Seeking and Featuring New Drinks, as Novelty Appeals to Customers

The Weatherhead Pharmacy Co., at Sixth and Vine streets, has the largest soda fountain in Cincinnati and claims a trade surpassed by few other drug stores in that city. A conservative estimate is that between one thousand and fifteen hundred drinks are sold on a warm day. Their business has grown to such proportions that recently it was necessary to install a new fountain, one manufactured specially by C. H. Bangs, of Boston, Mass. It is twenty feet in length and made of marble, onyx and mahogany with silver and brass trimmings, and has a large plate glass mirror in the center, extending to the ceiling. An electric carbonator in the basement, directly under the fountain, supplies the charged water continuously.

Printed cards, with a list of all the drinks handled and their prices, lie around the counter in profusion. Fresh flowers, the finest that can be secured, are put out daily and add to the general beauty of the fountain. Checks are given and payment is made at the cashier's desk. These checks are made of rubber, thereby avoiding the possibility of scratching the counter.

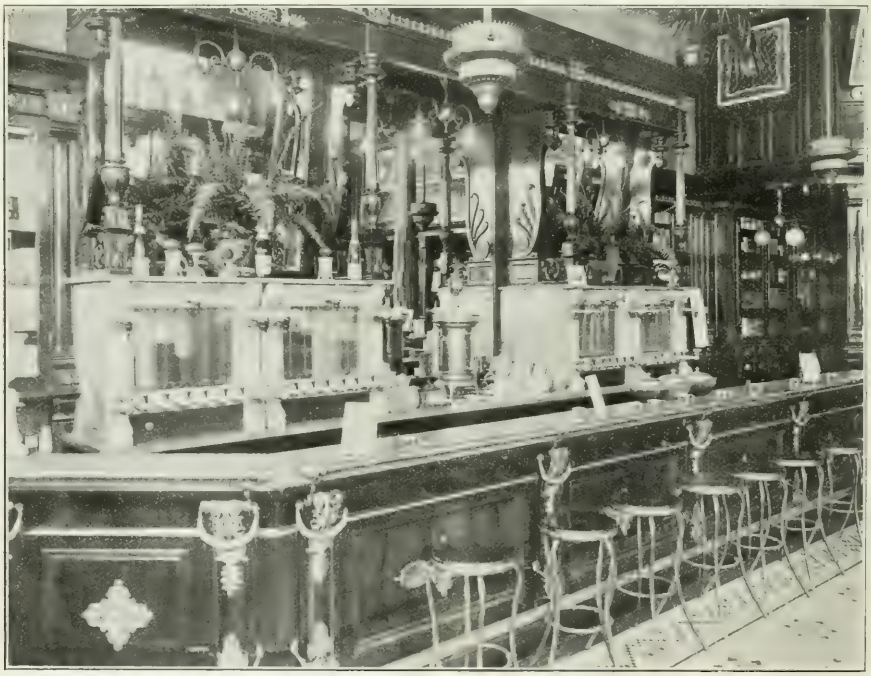
IN THE REAR OF THE STORE.

The impression, almost universal in this city, that to be a success the fountain must be located as near the entrance as possible, is not shared by the proprietors of the establishment. Several years ago when the store was remodeled the advisability of placing the fountain near the door was considered, but after deliberation and in accordance with the desires of a number of older patrons, whose views had been requested, the fountain was placed in the corner furthest from the store's entrance. It was cited that the constant bustle of arriving and departing people was a source of great annoyance.

"Cleanliness is an important feature in the management of a successful fountain," said B. P. Weatherhead to The Era correspondent. "It is a strict rule with us that the attendants must abstain from the use of cigarettes. Nothing is more disgusting to a customer than to be waited on by a clerk whose fingers bear the yellow stain caused by smoking those things. The attendants are compelled to wear clean white jackets and aprons at all times, even in the early morning, when business amounts to practically nothing. Glasses and spoons must be removed as soon as the customer leaves his chair and the counter immediately wiped.

SYRUPS AND FANCY DRINKS.

"We are at all times on the lookout for new drinks and no matter how small a



A PROMINENT CINCINNATI FOUNTAIN.

Apparatus of B. P. Weatherhead's Pharmacy. Manufactured by C. H. Bangs, Boston. Length, 20 Feet. Finish, Marble, Onyx and Mahogany, With Silver and Brass Trimmings. Notice Glass Fronts of Syrup Tanks. Uniquely Placed in Rear of Store.

call we may have a drink that was bought from us once can always be gotten again. We handle from 75 to 100 different kinds of hot and cold drinks. Anyone who claims that there is no money in hot drinks should have dropped in here during the winter months. The "sundae" is perhaps our best seller, though the price is a nickel higher than the cost of ordinary drinks. Coca-Cola is a good seller, and, of course, there is always a good, steady call for such drinks as lithia water, ginger ale, etc. Drinks with eggs in them seem to have caught the public fancy. We make our own syrups. It is a satisfaction to customers, I believe, if they know where the syrups they are paying for are manufactured, especially in view of the fact that a great deal has been said in the papers recently concerning impure syrups."

RUBBER NOVELTIES.

Two new atomizers are on the market. The first possesses the peculiar advantage of ability to spray two separate liquids, the large outside bottle being used for the aqueous liquid, and the small vial, which slips inside it, for spraying minute quantities of heavier liquids. By a simple adjustment of the spray tip, this atomizer is regulated for either liquid. As will readily be seen, this arrangement saves the expense of two separate atomizers, while each liquid is kept entirely distinct, and can be usd without waste. It is recommended especially for catarrhal cases, where the use of a cleansing liquid is generally followed by a healing spray composed of an oily preparation.

The second—a continuous spray atomizer for medicinal use—does not differ from the No. 26 Barclay atomizer which has been on the market for some time past. It is made by the Whitall Tatum Co., Nos. 46-48 Barclay street, New York. The atomizer has a straight tip and screw cap fitting of hard rubber, and a bulb and tubing of soft rubber. The distinctive feature of the new atomizer is in the use of black rubber for the soft parts, as being less likely to become soiled through use, and thereby insuring the continued good appearance.

A rubber new soap tray has also appeared. Freely corrugated bottom. Color, maroon; but can be ordered in white or black.

A German rubber factory is manufacturing rubber imitation cigars, with even an ash on the end; realistically colored. The above novelties are fully described and illustrated in the India Rubber World.

Says the Alton, Ill., Sentinel-Democrat, in an editorial:

"A druggist, who has evidently been indulging in some sort of 'dope,' claims to have discovered a preparation which is a substitute for the razor. His announcement, which reads like a patent medicine ad, says that the cream when applied to the face, removes the hair completely, without injury to the most delicate skin, in six to ten minutes. The cream is applied to the face, allowed to remain a short time, and the face is sponged off, leaving it as clean and smooth as a child's."

Evidently the Sentinel has been asleep on post. The depilatories are fairly well known, even by daily papers.

APPRAISERS' DECISIONS.

Niger-seed Oil at 25 Per Cent.

Colby & Co. imported into New York, April 18, 1904, Niger oil, upon which duty was assessed at 25 per cent ad valorem as an expressed oil under paragraph 3 of the tariff act of 1897, and which was claimed to be free as an oil commonly used for soap making and fit only for such use under paragraph 568 of said act and other claims not insisted upon. The Board of General Appraisers overruled the protest, stating its position thus:

"The merchandise in question is oil expressed from Niger seed, which is the seed of a plant botanically known as *Guizotia oleifra*, an Abyssinian oil plant, cultivated on a large scale in Abyssinia and India, also to some extent in Germany and West Indies. The sample produced is of a clear light straw color resembling olive or cottonseed oil. In India the oil is used as food by the poorer classes. It is also used as burning oil, as a lubricant, and for soap making. The *Guizotia abyssinica* is cultivated in many parts of India for the small black seeds known as Niger or ramtil seeds, from which an oil used for lamps and as a condiment is expressed. The plant, according to the Century Dictionary, is 'a small genus of composite plants resembling the sun-flower, natives of tropical Africa.'

"This oil is scarcely known in the United States, but is well known in England, France and Germany. The crude or refined oil is used in those countries as an adulterant for other oils of a higher price, used for illuminating and lubricating, and it is also extensively used in soap making.

"Upon the evidence before us we cannot find that it is commonly used in the United States for soap making, but assuming that to be a fact, it is clear that it is fit for other uses. We hold it to be dutiable as assessed."

Jubes Are Medicinal.

E. C. Rich imported into New York merchandise invoiced as "clear glycerin jubes," "clear licorice jubes," "clear menthol jubes," and "licorice wafers," which was classified as confectionery under paragraph 212, tariff act of 1897, and claimed to be dutiable as medicinal preparations under paragraph 68. The Board sustained the protest and summed as follows:

"The evidence shows that the articles in question are sold exclusively to druggists. A report of the chemical analysis of the official samples of each variety of the merchandise, made in the government laboratory, refers to them as follows:

"'Exhibits 1 and 3 are substantially alike, consisting, approximately, of gum arabic, 92 per cent.; cane sugar, 3 per cent.; glycerin, glucose and menthol, 5 per cent.; while Exhibit 2 is composed of gum arabic about 85 per cent., glycerin, extract of licorice and cane sugar about 15 per cent. Exhibit 4 is composed of gum arabic, a compound of glycerin, glue and cane sugar, together with glucose and extracts of licorice.

"'In regard to these particular samples (Exhibits 1, 2, 3 and 4), the inference that they were expressly prepared for use as medicinal preparations seems quite justifiable, because they are deficient in the quantity of cane sugar they should contain and which is requisite to render them agreeable as confections. At the same time they do (in two instances, 1 and 3) contain so much menthol as to become positively unpleasant, indicating that they would only be used in a perfunctory way to overcome physical disability.'

"In our judgment, this record justifies a finding that the articles are chiefly used for medicinal purposes."

Carbonate of Strontia.

The merchandise, which was reported by the appraiser to consist of precipitated carbonate of strontia, was held to be dutiable as a chemical salt under paragraph 3, tariff act of 1897, and not free of duty, as claimed by the importers, the General Chemical Co., of New York, under paragraph 673, relating to mineral carbonate of strontia.

Glass Atomizers.

Blown glass tubing, permanently set or mounted in metal and intended to be used in conjunction with vials or other vessels of glass as atomizers or vaporizers, were classified as blown glassware, under paragraph 100, tariff act of 1897, when imported by the Abner Royce Company, who protested against the importers' contention that they should have been classified as manufactures of glass or manufactures of metal under paragraphs 112 or 193. The Board of General Appraisers sustained the protest.

Ground Pumice Stone.

Ground pumice stone, imported at Chicago, by M. L. Barrett & Co., was held to be dutiable as pumice stone manufactured, under paragraph 92, act of 1897, contrary to the protest of the importers.

Codein Muriate Salt of Opium.

Codein muriate, imported by Merck & Co., was held to have been properly classified as a salt of opium, under paragraph 43, act of 1897.

Protests by J. L. Vandiver.

As claimed by the importer, John L. Vandiver, of Philadelphia, so-called crown soap was held to be dutiable as soap not specially provided for; Propert's paste was held to be dutiable as an unenumerated article. Polishing cream, found to be similar in character and use to blacking, was held to have been properly classified under paragraph 7.

Mustard Dross Free.

Max Ams protested against the assessment of duty on mustard dross imported at New York, claiming it free of duty, under paragraph 617, relating to vegetable substances, crude or manufactured. The Board of General Appraisers sustained his protest on the authority of several former decisions. The merchandise in question was so-called mustard dross, a residuum in the manufacture of mustard, consisting of the shells and hulls removed by a blowing process from crushed mustard seeds. It had been assessed by the collector as waste, under paragraph 463.

Enfleurage Grease.

The Board sustained the protest of Zinkeisen & Co. that certain articles invoiced as essence naturelle pure, rose, and

essence naturelle pure, jasmin, should have been classified free of duty as enfleurage grease.

Unusual Absorption of Moisture.

75 casks of ocher imported by J. W. Coulston & Co., at New York, absorbed an unusual amount of moisture, the weigher's return showing an excess of 4,818 pounds over the invoice weight. The Board found that the excess was due to the absorption of sea water or other moisture, and sustained the importers' contention for a reduction in the amount of duty assessed.

Spent Ginger Free.

The government has acquiesced in the decision of the United States Circuit Court of Appeals rendered in January, holding spent ginger free of duty when imported. This case has already been fully reported in The Era for February 9. The case is peculiarly important because the court's decision applies as well to all other spices covered by paragraph 667 of the free list. Spent ginger is a by-product obtained in manufacturing extract of ginger. It was classified for duty as a spice, not specially provided for, at the rate of three cents per pound, under paragraph 287 of the act of 1897. The importers protested, claiming the merchandise to be ginger root, unground, and entitled to free entry under paragraph 667 of the same act, which claim was sustained by the United States Circuit Court of Appeals for the second circuit in this case, the court finding that while the ginger had been run through cylinders, and cracked into small pieces about an inch around, and subsequently distilled and pressed to remove the moisture, it had not been ground within the commercial understanding of that term.

WOOLNER EMPLOYES ENTERTAINED.

Peoria, Ill., April 14.—One of the most pleasing social functions of the season was a complimentary dinner given at the Creve Coeur Club, last Thursday evening, by President Samuel Woolner, Sr., to the employes, associates in business, and representatives of the Woolner Distilling Co., of this city. Thirty-eight people sat down at the table, Mr. Woolner, Sr., acting as toastmaster. Goodfellowship reigned supreme and an opportunity was given to everyone to exchange ideas with his fellows and to get a better insight into the methods of manufacture and distribution of the Woolner products. Among those present, besides Mr. Woolner, Sr., were: Samuel Woolner, Jr., vice-president; W. B. Woolner, treasurer; Adolph Woolner, Jr., general manager; Frank Cahill and his force of twelve men, Mr. Anderson, Joseph Jett, Christ Teuffel, B. Hills, Henry Ling, Theodore Kipp and representatives from Kansas City, Denver, St. Paul, Chicago, Baltimore, Toledo and San Francisco; R. M. Caldwell, Pittsburg, secretary and general manager of the Economy Pennsylvania Rye Distilling Co., which the Woolners control. Many of the employes of this well-known company have practically grown up in the business, some of them having been associated with it for twenty-five years or more. Woolner & Co. are well known to the drug trade as distillers and blenders of whiskey, gin, alcohol, etc.

SHOW WINDOWS AND FEATURES.

Originality and Novelty Characterize Some Displays.

MINIATURE VINEYARD A FEATURE.—AN EXPERT'S SUGGESTIONS ON WINDOW DRESSING.—LIVE RATS AS AN ATTRACTION.—RAFFLING A DRUG STORE.—ANCIENT WEAPONS SHOWN.

A display which possesses the merit of being unique and original is to be seen in one of the show windows of the Zagat Drug Company, at 2117 Eighth avenue. It is a miniature vineyard, which is used to call attention to the merits of Welch's Grape Juice. Naturalness is the effect which the dresser has successfully essayed to produce. The result is a display which is simple and effective. This is the most noticeable feature about the display of the goods, showing that elaborate displays are by no means necessary to attain the desired end—the attraction of public attention.

Bottles of the product are shown on uncovered pine cases, which give the window the suggestion of a rustic air. Artificial grapevines are gracefully entwined about the lighting fixtures, from which they drop to the floor, being a fair representation of a grape arbor. Large lithographs, showing bunches of the red-purple wine grape are pasted on the glass in the window, making a most effective showing, and one which is attractive to the eye of the pedestrian, nearby or at a distance.

"Babeskin" Soap is being featured by Wilhelm F. Rawlins, of 2539 Eighth avenue. Large triangles are pasted on the window. This is a form of advertising this soap which has been used by many druggists.

The Kinsman Co., 280 West One Hundred and Twenty-fifth street, featured candy by using the boxes to build a viaduct. The arch side faced the window, the arch resting upon piers of masonry built from the boxed candy. In the center of the arch was an open box showing the candy.

S. J. Livingston, 729 Ninth avenue, features "own make" corn cure by a window display of field corn on the cob. The display could have been improved upon if he had been able to show a corn shock, with some ears of unhusked corn, the husks turned back and braided and hung up to dry, true country style. The yellow-covered boxes of salve could have been surrounded with the cobs from which the corn had been shelled.

A CIGAR DISPLAY.

Hetherington's Vanderbilt avenue window features a new brand of cigars. A large card shield occupies the middle of the window. This is surmounted by a spreading gilt eagle. Attached to the sides are card-figured emblems of the different countries. The one on the right is Columbia and the one on the left represents Cuba. The face of the shield is divided into four parts. The upper right hand contains the national bird, as seen on army buttons, while in the section beneath appears the United States flag. The upper left hand division contains the Cuban flag, while beneath it is a Cuban plantation scene, the whole being surrounded solidly by opened boxes showing the goods.

SELLS THE GOODS.

Regarding the practical side of displaying goods in artistically arranged windows, an Amsterdam avenue druggist said: "While it takes time, it sells the goods." Another method of attracting attention to his wares is to re-arrange weekly, portions of his goods. He states it would confuse some clerks, but a bright clerk bears in memory the one or two articles placed in a new position, and there is no delay in serving the customer. The change attracts the eye of the regular customer, and he often finds that the article is just what he wants.

AN EXPERT'S IDEAS.

"The habit of displaying a leader at a very low price is not advisable. It gives the people the impression that you are trying to run a cheap drug store," said Mr. A. C. Field, the decorator of the Riker Brooklyn stores, in a recent talk on effective window advertising. "It is much better to have them carry away the conviction that you are conducting a pharmacy in which quality is the first consideration. Making too much of the low price idea is a mistake, for people carry their own important wants to a place where quality is assured. Cheap trade is not the most profitable, especially in the drug business.

MISTAKES OF SOME DRUGGISTS.

"Some druggists make no window displays at all; others figure too closely in the matter of expense. A short-sighted policy is bad in this as in everything else. The best material is not the most expensive. It is economy to buy good materials for display, good flowers, good quality in everything. Many druggists use crepe paper; if they but knew it, silk is cheaper than the cheapest paper. Paper can be used only once. At the end of the week it will be all faded out and not fit to be run. For a window, it would cost from fifty to sixty cents. Ten yards of silk a yard wide would cost about $4, and five yards is enough for a window. That, at a first cost of $2 per window, can be used at least a dozen times before it *needs* cleaning, and with proper cleaning, it can be used indefinitely."

Mr. Field uses only white silk, the different tints being apparently produced by other fabrics of heavier color which are hidden by the translucent light material.

"Draping for background is distinctly passe now. Mirrors, flowers and ribbons are much more effective.

EXPENSE AND TIME.

"The question of expense is not a serious one for the average druggist. Occasionally it may run up to a few dollars, but at the end of the year the aggregate will not be great. The main thing is to buy good material, which will cost about a dollar a week. Sometimes it would not all be used, at others it might be necessary to spend the accumulation. A little outlay like that would give a fair showing the year round. Of course, an elaborate display would require a little greater outlay, but with the modest sum named and care in keeping material for later use, the results would soon be apparent.

"To dress windows does not take so much time as it does thought and attention. It often requires some study to work out a good plan, but after the arrangement is once decided upon, the actual placing of the goods is a matter of a few moments. The main thing is to be on the watch for ideas all of the time. It is not necessary or even advisable to watch the windows of other drug stores so very closely. The design does not depend upon the kind of goods shown. Dry goods store windows are often very suggestive to the observing druggist. Nor need there be fear of copying too closely. Different goods with the identical arrangement will give very different effects."

SOUTH CAROLINA.

Five rats with their tails interwoven were exhibited recently in the window of Hopper's drug store, at Bolton. This curiosity has attracted great attention. The Rev. W. T. Tate discovered the five rodents in his barn with their tails so interwoven with a cloth string that they could not get apart. They were as completely tied together as a whip, though all alive, each doing his best to get released. It is a mystery how they could have worked their tails into such a knot.

OHIO.

Mr. Sam Hopkins is raffling off his Second street drug store in Portsmouth. He chose this original and unique method of disposing of stock, having decided to leave Portsmouth for the West. The scheme briefly is as follows. A special souvenir edition of Portsmouth and a guess on the store is given for $1, and Mr. Hopkins' brothers, Clarence and Will, started out recently, and in a short while disposed of hundreds of chances. The stock of goods, fixtures and soda water equipment are approximately worth from $3,500 to $4,000, and the same will be turned over to the person holding the lucky number. Mr. Hopkins hopes to be able to pull off a raffle, which will be conducted by three reputable business men within the next two or three weeks.

CALIFORNIA.

Ancient weapons were recently displayed by the Owl Drug Co., at 320 S. Spring St., Los Angeles. They were owned by Mrs. Mary Beauvais, who wished to dispose of them in order to obtain funds with which to return to France. Her deceased husband was a soldier descended from a line of military ancestors. The weapons were all used by some one of them. The Owl Drug Co. consented to display and sell the historic relics. Many of the weapons are valuable. One bears the mark of manufacture in 1414. It was presented to a Beauvais by Emperor Francis I., for bravery in battle. The Owl Drug Co. has experienced an increase of general trade through the exhibition.

A SPECIAL OFFER.

The April proposition of the American Peroxide & Chemical Co., which appears on the back cover of The Pharmaceutical Era, should be considered by all progressive pharmacists. Florafoam should prove a quick seller. Having the endorsement of many of those most prominent in dental practise, it is well recommended. It also appeals to the fastidious portion of the public. These considerations prompt carrying it in stock.

A KEY WEST SPONGE PACKING ROOM.

The illustration shows the sponge packing room of McKesson & Robbins, at Key West. Here Florida sponges are cleaned, sorted and packed for the New York market. Notice the heaps of sponges on one side. These are yet unsorted. On the other are the finished bales ready for shipment. The latter are formed by the hand press shown in the picture and one such bale may be seen actually in the press. The covering used for the bales is burlap. These goods are distributed through the sponge department of McKesson & Robbins, New York, Mr. Arthur Gabay, manager.

DRUG TRADE JOTTINGS.

It is suggested that druggists who intend decorating in an Easter tone would make their windows more attractive if they would depart from artificial apple and peach blossoms, wisteria and daisies. Perhaps these have been overdone both by the druggist and dry goods houses. Why not use buttercups, crocuses or violets, which can be obtained for a few cents a bunch?

The Knickerbocker Drug Company, Broadway and Spring street, is having a price war with R. Sherick's new store across the street. Recently it was a run on Mennen's talcum powder, upon which the price was reduced hourly until the Knickerbocker placed it at six cents. The Sherick people withdrew on that. Thursday the Knickerbocker was offering it at eleven cents.

The annual catalogue of soda water requisites issued by Faxon, Horton & Gallagher, of Kansas City, Mo., has recently appeared. The range of soda fountain supplies listed is great and the various articles are profusely illustrated with attractive cuts. The whole make-up of the catalogue is excellent, in respect to paper, type and arrangement. The cover design is a timely representation of a dispenser serving a glass of soda to a young lady who is seated in a station cart outside. She holds the reins with one hand and raises the glass with the other. The scene is true to life.

Alpers' Pharmacy, Broadway and Thirty-first street, New York, instead of the usual soda fountain signs, have every available space decorated with oranges. The reflection of these by the mirror, combined with the yellow electric light shades, gives a very dainty and attractive effect. Mr. Beall possesses the attributes of a decorator, as well as understanding soda.

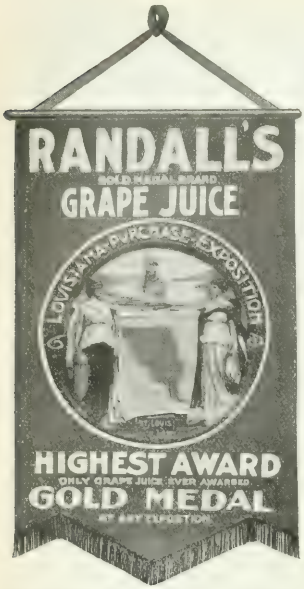
William Wilson's Broadway stores are featuring a corn cure by simply filling the show windows with the little yellow-covered boxes, surmounting them with a card, stating: "Walking made easy: it will save you carfare. No pain caused by its use."

R. Sherick's Pharmacy, Broadway and Broome street, New York, has just put in a new soda fountain. The feature is the counter, which is 40 feet long, 9 feet high, but only 14 inches wide, and is Tennessee marble. The fountain proper is Mexican onyx. The large, square mirrors, which are framed in walnut, are set at a slight angle, so they reflect the whole fountain.

The monthly price list of Charles Cooper & Co., for April, has been issued in its usual form.

The suit for alleged libel and the recovery of $60,000 damages, which was brought in January, 1904, by Trygve Jervell, of Aalesund, Norway, against Edward P. Hals, of New York, was withdrawn October 13, 1904. The question at issue was caused by certain disputes over the status of Newfoundland codliver oil imported into Norway by Mr. Jervell.

It would seem that many Brooklyn druggists have drifted into the custom of giving candy to children who come on errands to their stores. The children now expect it.



FAC-SIMILE OF ONE OF THE OFFICIAL AWARD BANNERS AUTHORIZED BY THE RECENT WORLD'S FAIR, ST. LOUIS.

A NEW PRICE LIST.

We are in receipt of a copy of Eli Lilly & Co.'s Druggists' Price List for 1905. This is a complete price catalogue of 160 pages, containing a full list of pharmaceutical and other products of the Lilly laboratories at Indianapolis. The list is systematically arranged and well printed. In addition to being cross indexed, a novel feature is the marginal index, which is sure to be of great service to both retailer and jobber. By its use any item or group of items may be quickly found by the busy druggist. A perusal of this catalogue emphasizes the great advances that have been made in pharmaceutical manufacturing during the last twenty-five years, and the nomenclature and scientific data therein recorded are evidences that Eli Lilly & Co. have kept abreast of the times in this respect.

ICE AS FINE AS SNOW.

The Erie Specialty Co., Erie, Pa., have in their 1905 model Walker's Quick and Easy Ice Shaver, a machine that will shave every particle of ice in the cylinder as fine as snow. It can be used on the counter for shaving into a glass or can be used for shaving a large quantity at one time into a large receptacle. It is strongly made and put out on a full guarantee to work satisfactorily.

This and other useful goods for the soda fountain are illustrated in their 1905 catalogue, which will be sent on application.

BUSINESS RECORD.

ALABAMA.

Greenville.—Greenville Drug Co., succeeds E. M. Kirkpatrick.

ARKANSAS.

Benton.—Caldwell Drug Co., succeeds W. C. & R. W. Caldwell.

CALIFORNIA.

San Francisco.—McDonald & Foley, succeed Andrew Olsen, 400 Geary St.

COLORADO.

Goldfield.—Palace Drug Co., new firm.
Haxtum.—M. Anderson, succeeds S. P. Woodward.
Portland.—J. W. Rambo, M. D., new store.

CONNECTICUT.

Bridgeport.—J. W. Roberts, succeeds John J. H. Swinnerton, 1128 E. Main.
Norwich.—Frank H. Woodworth, succeeds Woodworth & Small.

FLORIDA.

Fort Meade.—Dyer Reagin, M. D., succeeds W. L. Stephens.

GEORGIA.

Atlanta.—Woods Phcy., succeeds Head Drug Co., 814 Peachtree St.
Carlton.—Coulton Drug Co., (J. L. Baker & Son, Props.), burned out.
Griffin.—Griffin Drug Co., succeeds C. L. Tucker Co.
Unadilla.—Edenfield & Vinson Drug Co., new firm.

IDAHO.

Genessee.—P. S. Beck, out of business.
St. Maries.—A. B. Annis, new store.
White Bird.—W. A. Foskett, M. D., new store.

ILLINOIS.

Centralia.—Richardson Drug Co., succeeds C. F. Prickett, 134 E. Broadway.
Cuba.—Cuba Phcy. Co., new firm.

INDIANA.

Bloomington.—T. J. Penrod, burned out.
Carbon.—J. H. Throop, burned out.
Logansport.—Red Cross Phcy., new store.
South Bend.—R. H. Woods, succeeds Woods & Heil.

INDIAN TERRITORY.

Madill.—R. C. Frame, damaged by fire.
Velma.—Robberson & Frensley, succeed R. E. L. Rochelle.

IOWA.

Denison.—Lambern Drug Co., new store.
Hillsbow.—Oliver Scott, succeeds W. A. Smutz.
Menlo.—Mains Drug Co., out of business, no successor.
Mt. Pleasant.—C. A. Ott, succeeds A. H. Williams.
Nova Springs.—Nova Springs Drug Co., succeeds W. B. Lindberson.

KENTUCKY.

Dawson Springs.—Robt. L. Zubrod, succeeds Scott Drug Co.
Elizabethtown.—Showers & Phillips, succeeds Showers & Sweets.
Marion.—R. F. Haynes & H. R. Wood & Co., burned out.

MAINE.

Gorham.—E. F. Carswell, succeeds H. M. Wilshire.

MASSACHUSETTS.

North Arlington.—F. M. Spitler, dead.

MICHIGAN.

Kalamazoo.—Fredk. Mesick, dead.
Lowell.—A. D. Sturgis, damaged by fire.

MINNESOTA.

Chaska.—Chas. Watkins, succeeds P. A. Henk, Jr.
Le Roy.—G. E. Lomen, succeeds Lomen & Hatlestead.
Winona.—Chas. Quist, succeeds B. A. Stephens.

MISSISSIPPI.

Jackson.—Hunter & Johnson, succeeds J. F. Hunter & Co.

MISSOURI.

Everton.—E. P. Olds, succeeds M. Wheeler.
T. J. Blakely, out of business.
Osgood.—Daniel Holmes, succeeds J. A. McCracken.
Sedalia.—Dunkin Drug Co., succeeds Dunkin & Floyd.
West Plains.—J. W. Martin, dead.

NEBRASKA.

Beatrice.—J. W. Buswell, succeeds M. E. Shultz.
Milford.—W. C. Klein, succeeds H. C. Atwood.

NEW JERSEY.

Long Branch.—Richard W. Bennett, new store.
Newark.—Auw Chem. Co., Drug Store, 67 Wakeman Ave., damaged by fire.

NEW YORK.

Binghamton.—F. W. Dean, dead.
Geneva.—Earl Bryant, succeeds A. A. Allen.
New York City.—Jos. A. Braudie, succeeds Isidore B. Meyer, 311 W. 11th St.
Mr. Breslan, succeeds Cody & Berger, 1754 Lexington Ave.
M. Dlugasch, Prop. Broadway Drug Co., 229 Broadway, moved to 2d Ave. and 8th St.
M. Dlugasch, 1st Ave. and 3d St., new store.
Simon Friedman, succeeds Edward Pollock, 1707 Madison Ave.
Chas. Greenberg & Co., succeed Josephine Dorn, 740 Columbus Ave.
Chas. Langer, succeeds Geo. Rosenson, 1449 Ave. A.
La Salle & Co., 2831 Broadway, new store.
Louis Lasser, 1200 1st Ave., new store.
L. E. Michel, succeeds H. K. Eaton, 700 Columbus Ave., name listed.
Mr. Rosenhaus, succeeds H. L. Kessler, 34 Rutgers St.
Geo. Rosenson, succeeds S. Reinhart, 1344 5th Ave.
Brooklyn.—Adatte & McMaster, succeed Joseph Breslin, 544 Throop Ave.
F. W. Cable, succeeds A. E. Marsland, 2208 Fulton St.
Richard Gaupp, succeeds J. H. Reinders, 318 Lewis Ave.
Andrew Grimmig, junction Harrison Ave. and Hooper St., new store.
Seymour & Seymour, succeed J. M. Kerrigan, 25 Putnam Ave.
Saranac Lake.—Bradford B. Flint & Co., succeed Demey & Vincent, (Red Cross Phcy.)
Wilson.—Bigalow & Salisbury, succeed E. A. Jones.
Geo. A. Middleton, new store.

NORTH DAKOTA.

New Rockford.—O. E. Couch, succeeds Buck & Couch.

OHIO.

Cleveland.—Joseph Albrecht, succeeds Albrecht & Meyers.
Crooksville.—Taylor Phcy., succeeds W. P. Taylor, at Newark, Ohio.
Edgerton.—Henry Long Co., succeeds A. C. Mortland.
Kirkersville.—H. H. Simmons, burned out.
Sandusky.—Jason Drug Co., succeeds C. L. Osberg.

OREGON.

Baker City.—J. C. Wolfe, succeeds H. E. Curry.
Pendleton.—J. F. Donaldson, new store.
F. W. Schmidt & Co., out of business.

PENNSYLVANIA.

Allentown.—Henry E. Peters & Co., succeed Henry E. Peters, 639 Hamilton.
Avoca.—Brennan & Co., new store.
Bradford.—McAllister & Skelly, succeed Southwick & Co., 34 Main St.
Creekside.—J. S. Ewing, new store.
Philadelphia.—Baer & Snyder, succeed Asa H. Young, 154 Tasker St.
Scranton.—Frank J. Johns, 1114 Green Ridge St., from 920 Green Ridge St.

RHODE ISLAND.

Manville.—Edw. Houtmann, damaged by fire.

SOUTH CAROLINA.

Jonesville.—Jonesville Drug Co., succeed H. T. Hames.

TENNESSEE.

White Pine.—A. L. Courtney, damaged by fire.

TEXAS.

Chisholm.—McGuire & Dennis, new firm.
Poetry.—Stewart & Yates, sold out, no successor.

UTAH.

Scofield.—Williams & Stillman, out of business, no successor.

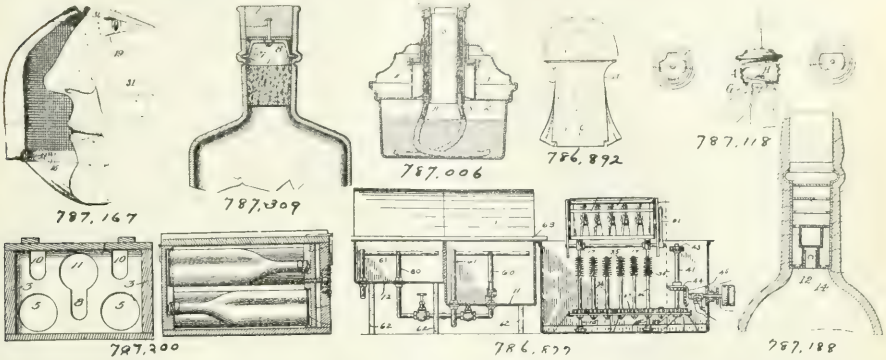
VERMONT.

Newport.—Bigelow's Phcy., succeeds C. F. Bigelow.

WISCONSIN.

Ladysmith.—H. A. Dimock, succeeds J. C. Webster.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued April 11, 1905.

786,877—Charles W. Dasobry, Indianapolis, Ind., assignor, by direct and mesne assignments of two-thirds to Earle C. Perry, Jeffersonville, Ind. Bottle-washing machine.

786,892—Ernst Happe, Hamburg, Germany, assignor to Carl August Fischer and Albert Georg Foss, Altona, Germany. Capsule-cutter.

787,006—Sigmund Sternau and Lionel Strassburger, New York, N. Y., assignors to S. Sternau & Co., New York, N. Y., a copartnership. Alcohol-lamp.

787,044—Samuel R. Kennedy, Philadelphia, Pa., assignor to The American Dairy Products and Manufacturing Company, Philadelphia, Pa., a corporation of Pennsylvania. Condensed milk.

787,118—Maximilian C. Schweinert, West Hoboken, N. J., and Henry P. Kraft, New York, N. Y. Water-bottle stopper.

787,167—William G. Gates, Fort Benton, Mont. Respirator.

787,188—George T. Kenly, Baltimore, Md., assignor of one-third to Francis V. Moale and one-third to Charles L. Forbes, Baltimore, Md. Non-refillable bottle.

787,200—John J. Koone, Saratoga Springs, New York. Case for storing bottles.

787,309—Thomas W. Russell, Storrs, Mont. Bottle.

LABELS.

Registered April 11, 1905.

12,031—Title: "Wendel's Swiss Lozenges." (For Swiss lozenges.) Henry Edward Wendel, Philadelphia, Pa.

12,032—Title: "Singley's Hair Strength." (For medicine.) Bernard Singley, Glens Falls, N. Y.

12,033—Title: "Japanese Rapid Headache Powders." (For medicine.) Japamer Pharmacal Company, St. Louis, Mo.

12,034—Title: "Owlarino." (For medicine.) William F. Bente, Denver, Colo.

12,035—Title: "Fagan's Compound Wine of Tar." (For proprietary medicines.) Thomas F. E. Fagan, Brooklyn, N. Y.

12,036—Title: "Talpa." (For medicine.) Thomas Dyer, Providence, R. I.

12,037—Title: "Mexican Rheumatic Oil." (For rheumatic oil.) Maar & Johnson, New York, N. Y.

12,047—Title: "Anti-Fade." (For a certain named preparation.) John Schutt, Jr., Buffalo, N. Y.

PRINTS.

Registered April 11, 1905.

1,265—Title: "Wine of Cardui." (For medicine.) Chattanooga Medicine Co., Chattanooga, Tenn.

PERFUMES FROM CONCENTRATES.

Can druggists manufacture perfumes profitably and dispose of them advantageously in competition with well-known brands? Mr. C. E. Metzger, of the Metzger Chemical Co., manufacturers of Perfume Concentrates, 54 Stone street, New York, answers the question by stating that it is not only possible and easy for the druggist to manufacture perfumes in this way, but the sale of the goods thus made gives him an opportunity to greatly increase his profit, for at least three-fourths of his calls for perfumery can be diverted to perfumes of his own manufacture. The Metzger Chemical Co., supply with their concentrates a booklet, giving formulas and complete directions for manufacturing extracts (costing from $6 to $16 a gallon), toilet waters, sachet powders, hair tonics, etc. Extracts made from their concentrates at a cost of $10 per gallon, they say, compare favorably with other brands selling at 50 to 75 cents an ounce. The various odors are true to name—and the manufacturers supply, when necessary, handsome dispensing bottles and labels without charge, as well as all accessories for the manufacture and sale of the goods. See their advertisement on another page.

A RADICAL DEPARTURE.

Makers of proprietary medicines are freely charged by physicians of an ultra class with debasing the practice of medicine, by reason of the empirical tendency of the wide field of application which they assume for their respective products, as shown by the multitude of case reports which constitutes the mass of such advertising. This engenders a skepticism on the part of the progressive doctor, and he rejects the published clinical results as misleading and unfair. It is safe to say that the sequence of cases as published by the maker of the remedy cannot be matched with equal results by similar cases "as they come" in any physician's experience. Negative cases or failures are universally excluded from reports published by promoters. The ratio of success, as shown by such reports, is usually 100 per cent., which invariably excites a doctor's suspicion.

The departure of the Bioplasm Company from this quite usual method of promulgation establishes an anomaly in pharmaceutical promoting. This company has designed and constructed a compact (pocket) case containing the necessary apparatus for the quantitative determination of the constituents of the urine, which aids the doctor in diagnosis and treatment, and to go with this have published a manual of technic equally simple and applicable, being especially for reference at the visit. They give this freely to their patrons, but will not sell it, and this proclaims their motive as the promotion of their manufactured products. The maker tells the doctor that his remedial product will tend to restore, hence the doctor is requested to prove the manufacturer's assertion by scientific evidence not subject to controversy.

Stated precisely, the doctor is presented with instruments of precision in diagnosis of a kind and form not otherwise obtainable, for the avowed purpose that the doctor may either prove the claim of the manufacturer as to his product or detect the falsity of it. It is an example which should be cultivated. The field is a fertile one and is not occupied by this one tenant.

MARKET REPORT

A PLACID SITUATION.

No New Features, and Changes Unimportant.

CAMPHOR NOW FULLY REDUCED.—VANILLA BEANS DECLINE.—OPIUM AGAIN EASIER.—THE WEEK'S ADVANCES ARE LED BY CITRONELLA OIL AND SPIRITS TURPENTINE.—DEMAND IS OF BUT MODERATE PROPORTIONS AND SPECULATION IS NOT EVIDENT.

New York, April 17.—The various important changes of last week disposed of any decided tendency toward fluctuation in the market for the time being at least, so that this week has been rather featureless. The situation is favorable to the consummation of a satisfactory business by jobbers and with the nearer approach of warm weather the volume of transactions in seasonable commodities shows expansion. On the whole, however, trading is routine and the general tone steady. On certain lines local competition continues quite keen at first hands, but speculation is not general and buying of that order by consumers is very small. Sales appear to move immediately into consumption, being necessitated by actual requirements. The break in quinine has not resulted in as brisk a call as might have been expected. Opium shows further easiness and menthol is again lower. Jobbing prices on camphor have been generally reduced during the week to a level proportionate to the cut of four cents announced by refiners. Citronella oil shows pronounced strength, while codliver oil has again eased. The outlook is normally healthy.

OPIUM.—Each week brings further confirmations of the damage worked on the new crop by inclement weather in Turkey. Mail advices from Smyrna now estimate the yield this season at 3,500 cases, or but one-third of last year's output. This legitimate bullish influence does not affect the market as might be expected, for local competition is quite keen and stocks at primary points here and abroad are fairly heavy. The demand here is not very good and prices have again eased, cases being obtainable from jobbers at $2.90. New values are quoted by jobbers as $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent. and $4.60@4.85 for sixteen per cent.

MORPHINE SULPHATE.—Nothing new has developed, the tone remaining steady and demand but moderate. Jobbing prices continue $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—The recent decline has not stimulated the demand to any extent, so that business continues routine and slow. The only news of the week is that Java bark shipments for the first half of April were 525,000 pounds, which compare with 615,000 pounds at the same time last year. The results of the bark auction at London to-day are not expected to materially affect the situation. Jobbers are quoting 21@21½c. for bulk in 100-oz. tins, 21½@22c. in 50-oz. tins, 22@22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

CAMPHOR.—Last week's four cent cut by refiners has now exerted its full strength on jobbing prices, which are all proportionately lower. The undertone of the wholesale market continues easy, in spite of the decline, and buyers are cautious. Jobbers report a moderate demand at the new prices of barrels, 76@76½c. per pound, and less, 82@87c.; 4-oz. blocks in cases, 76@77c. and less, 82@87c. per pound; ounce cakes in cases, 78@78½c. and less, 84@90c. per pound; 24s in cases, 80@80½c., and less, 86@90c. per pound. Ounce cakes and 24s in 1-lb. boxes, 1c. per lb. additional.

CODLIVER OIL.—As the consuming season is about over, future deliveries of oil at wholesale are offered at lower figures, leaving spot quotations at a higher level. Buyers are therefore taking only for immediate needs, which are small. All the primary markets are easier and the general situation was well summed up by the Chemist and Druggist, recently, as follows: "The total catch of cod for the whole of Norway since the beginning of the season now amounts to 17,910,000, against 14,811,000 for the corresponding week of last year. The yield of oil is now 13,208 barrels, against 5,275 barrels in the same week of 1904. The fishing at West Lofoten still continues, and the prospects for a good fishing at Finmarken are excellent. The market is therefore weak, and the lowest price now quoted on the Bergen market for finest non-congealing Lofoten oil is 95s per barrel, f. o. b." Under such influences the local jobbing market has eased further and Norwegian oil may be quoted $38.00@40.00 per barrel, $1.50@1.60 per gallon in 5-gal. tins, and $1.50@1.75 for less, per gallon.

MENTHOL.—As the wholesale market is lower, under the pressure of offerings occasioned by heavy stocks and competition, jobbing prices have again been shaded somewhat and now are $2.75@2.95 for crystals per pound, and 25@30c. per ounce.

BALM OF GILEAD BUDS.—Lack of demand has resulted in a decline and jobbers now quote 45@50c. per pound.

CITRONELLA OIL.—A sharp upward movement has occurred this week in the wholesale market. Spot supplies are not very large and it is said that two leading interests, having quietly collected the oil for some time past, now control the market. At the source of production, Ceylon, the output has not been adequate to meet the demand, because of bad weather, and as many merchants sold the market short on forward shipments, they are now embarrassed to fill their contracts. All this has raised jobbing prices to the level of 60@70c. per pound.

AMMONIA WATER.—As the wholesale market has been on a proportionately higher basis for some time than jobbers, the latter have raised prices to 4¾@5c. per pound for sixteen degrees, and 7@10c. per pound for less.

ANISEED, STAR.—Supplies are light and prices have risen, jobbers quoting 31@36c. per pound.

VANILLA BEANS.—There has been a good deal of competition at first hands for some time and supplies of certain qualities have been more than ample. There has been but a poor inquiry for the higher priced grades. But for cheaper Mexican a brisk demand has existed. Jobbers have readjusted their quotations, registering a net decline. New prices are: Mexican, long, $6.50@7.00; cut, $5.50@6.00; Bourbon, $5.00@5.50; Tahiti, $2.75@3.50, all per pound.

CARDAMOMS, DECORTICATED.—Following the declines of last week, jobbers have lowered prices on decorticated 80@90c. per pound.

COLOCYNTH APPLES.—The market has been so dull that jobbing prices have been made lower to move stocks. Quotations are 55@60c. for the whole, and 60@65c. for powdered, per pound.

GRINDELIA ROBUSTA.—As frequently noted, producing regions have been short in output to such an extent that although the demand has not been active, jobbing prices have risen several times and now are: Whole 30@35c. and powdered, 35@40c. per pound.

OIL OF CLOVES.—The spice has been weak for a long time and this influence has induced jobbers to again lower prices on the oil. It is interesting to note that reports from Zanzibar indicate a now stronger market for the better grades of the spice. Lower jobbing quotations are 85@95c. per pound.

SYNTHETIC SASSAFRAS OIL.—Manufacturers have reduced prices and jobbers follow, 46@53c. per pound.

SODIUM HYPOPHOSPHITE.—Dull conditions and competition have influenced jobbers to put the knife into prices. New schedule is as follows: Crystals in kegs, 2@2¼c., and less, 3@5c. per pound; 1-lb. cartons, 4@5c. and 5-lb. boxes, 3½@4½c. per pound; granular, in kegs, 2¼@2½c. per pound, and 1-lb. cartons, 4½@5½c. per pound. Pea crystals, in kegs and less, 2¼@2¼c. per pound.

SPIRITS TURPENTINE.—As the wholesale market continues to rise under the influence of full manipulation in Savannah, local jobbing values have also advanced and now are 69½@70c. per gallon in barrels, and 78@85c. per gallon for less.

HELONIAS.—Lack of demand and better supplies have caused a decline. New jobbing prices are 60@65c. for the whole, 63@68c. for ground, and 65@70c. for powdered, per pound.

BAYBERRY WAX.—The scarcity continues extreme and no return to normal can be foreseen for a good while to come. The extraordinary rise at wholesale causes another advance by jobbers, this time to 70@75c. per pound.

CARNAUBA WAX.—Each succeeding week sees another advance. Supplies are hard to find. No. 1 wax is the worst in this respect. New jobbing prices are as follows: No. 1, 60@70c.; No. 2, 50@60c.; No. 3, 40@44c. per pound.

DAMIANA LEAVES.—It is reported that arrivals at producing markets on the coast are heavy, and the wholesale market is a cent lower. Jobbing prices are unchanged.

ALEXANDRIA SENNA SIFTINGS.—First hands have exhibited quite a little interest this week. Supplies are larger and a slight decline has resulted, but the jobbing market remains unchanged.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, APRIL 27, 1905. Number 17.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions **of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.**

Era Binders**—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.**

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 1470.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Contracts to be Put in Force May 1.—The Coming Proprietors' Meeting.—A Canadian Formulary.—Season of State Association Meetings.—A Code of Ethics.—Usefulness of a Price List.—Chinamen Among Us.—Ethical Proprietaries.—Mr. Bruno Batt Makes Some Comments.—Rent and Values.—Requirements in Ohio.—Florida Ph. A. Code of Ethics.—Milk Preparations. — Ethical Pharmaceutical Practice and its Recompense.—Theory and Practice.—Question Box.

NEWS.—Contracts to be put in Force May 1.—McKesson & Robbins Explain.—Dr. Diekman a Candidate.—Sabbath Observance in Pittsburg.—Odd Litigation.—Druggist Arthur Nattans Dead.—Blue Laws Rule in St. Louis.—Minnesota Drug Clerks to Organize State by Districts.—News From Colleges.

TRADE.—Part I.—Patents and Trade Marks.—Market Report; Camphor Again Declines.—Part II.—Details of the Plans for Daggett & Ramsdell's Departments in the Waldorf.—The Process of Refining Spermaceti; History of the Industry.—Two Successful Small Soda Fountains in Indianapolis and St. Louis.—Appraisers' Decisions.—Business Record.—Thermalite, a Remarkable Discovery Utilizing Latent Heat Commercially.—The Enfleurage Process.—Show Windows and Features.—Drug Trade Jottings.—Era Semi-Annual Price List.

EDITORIAL COMMENT

The Proprietors' Meeting.

The drug trade of the entire country will await with more than ordinary interest the results of the deliberations of the proprietors who assemble in this city next Tuesday morning. Questions of the utmost importance will be discussed—questions of vital interest, not only to the retailers but to the proprietors themselves. What success have the members of the so-called St. Louis Club attained in their limited contract plan? Will more proprietors adopt that or the direct contract plan? These things are uppermost in the minds of all who have been watching developments along the line of price protection during the past six months.

The retail trade has every reason to expect good treatment from the proprietors so far as the contract plan is concerned. When we recall the statements made by manufacturers who have been trying the plan, that it has brought them more business than ever before, we believe it is fair to assume that an increased number of proprietors will find it to their best business interests to adopt the plan and to announce their intention of doing so during the coming convention. Early declarations of this character would do much to augment the feeling of confidence in the sincerity of the proprietors among the retail trade.

A Code of Ethics.

In these days of intense commercialism it is refreshing to read a document that makes no reference to cut rates on proprietaries, but nevertheless does refer to some of the most important questions relating to the drug trade at the present time. We refer to the Code of Ethics adopted at the annual meeting of the Florida Pharmaceutical Association last fall, and which appears on another page. Among the "fundamental principles" stated in the Code are those which declare the relation that should exist between the physician and the pharmacist and the attitude of the members against the liquor traffic and the sale of drugs that enslave. Both of these points were well taken, but the statement referring to the sale of narcotics might have been made still stronger. There is an opportunity for Florida druggists, as well as druggists of other States, to cultivate a public demand for the enforcement of laws that shall restrict the sale of these drugs to the proper persons.

A Wise Decision.

In deciding that all contracts on proprietary goods shall go into effect May 1, the Executive Board of the Metropolitan Association of Retail Druggists has acted most wisely. The board must undoubtedly have been aware of the strong sentiment among the great body of pharmacists, that the operation of the contract plan would give the quickest relief from price demoralization. There could be no further delay after the news that over 1,700 druggists in Greater New York had signed the Peruna contract alone.

In itself this large number of signatures has special significance. It means that only about 100 druggists in the city have not signed the Peruna contract. The N. A. R. D. forces should have little difficulty in persuading fifty per cent. of these to join the ranks, while the rest will be attended to by the proprietor.

All in all, the situation in New York city at the present time looks more hopeful than it has done in many a day. With the contracts going into effect on May 1, and the Proprietary Association of America beginning its convention on the following day, there should be ample opportunity for the proprietors to appraise the direct contract and serial numbering plan at its full value.

A Canadian Formulary.

In this issue is presented a representative number of formulas from a pamphlet which in time is likely to become the Canadian National Formulary. The pamphlet is the result of the efforts of the Research Committee of the Council of the Ontario College of Pharmacy, whose

members seem to be alive to the fact that something must be done to bring into harmony and reduce to a common standard the various and conflicting formulas for what are intended to be similar preparations. Druggists on this side of the border can appreciate this effort, for they have passed through a similar experience in the production of our own National Formulary, a work that has earned its right to a place next to the Pharmacopœia in every pharmacy.

The next step for the Canadian brethren will be to popularize their formulary by securing the co-operation of the medical fraternity, a task which requires considerable discretion and ability. We believe, however, that it is a task that can be accomplished. The doctors on this side of the border are becoming more and more interested in pharmacy, and they are the power which must be secured to regenerate and redeem the dispenser's vocation. Physicians are interested in the legitimate side of pharmacy and surely they may be depended upon to support the object of so laudable an endeavor. A book like the National Formulary is a necessity, for there always will be a demand by the public and prescriptions by the physicians for preparations whose formulas for obvious reasons can never be accorded a place in the Pharmacopœia.

The Usefulness of a Price List.

In the latter half of this issue will be found our semi-annual price list. This feature is an old friend and guide to most of our readers, but for those who have not previously became acquainted with its usefulness, a word of comment may prove advantageous.

Every druggist recognizes the value of price lists and is familiar with their use. This of ours, however, is a combination of everything of the kind, in the trade, and is, therefore, of exceptional value for constant reference. Here will be found a prodigious array of all the staple drugs and chemicals, the proprietary preparations, and a list of their manufactures. And the prices are not those of any one authority, but are as nearly as possible true gauges of actual costs and market conditions. While some commodities fluctuate frequently, the majority remain firmly stationary for a good while so that this list will fully retain its value for a half year; until we publish another.

The present compilation is more complete and accurate than any we have previously offered. Some 40,000 to 50,000 names are included and all the so-called new remedies will be found listed. It is evident therefore, that an up-to-date druggist needs this list, the very latest and best to be had.

No individual pharmacist could hope to remember all the articles called for at times in his line and he is, therefore, necessarily in need of some authority to which quick appeal can be made. Such information our list yields instantly and it is, therefore, a universally appreciated assistant throughout the drug trade. Many previous lists of ours are found in active use years after their date of issue. While this is highly complimentary, it is well to remind such loyal friends that changes have occurred and that, while some old books are best, a price list is not one of them. Consequently, this new list should be hung at the corner of the prescription or office desk in place of its ancestors. The very latest is what is wanted.

No druggist can be expected to know everything, but if he knows where to find any information speedily, his resources of knowledge are practically limitless.

Such a storehouse of information we offer to the trade in the list in this issue.

Chinamen Among Us.

To the seeker after knowledge in many lines appear from time to time certain opponents who block the road and cry, "Thus far, no further." And when he mildly inquires the reason they reply, "Beyond is our own country, and you must not know its secrets. If you learn them, straightway you would proclaim its beauties and others would acquire that by which we gain our livelihood, others would know how to imitate our methods and would make their own sterile ground as fertile as ours, thus decreasing our chance of profitably selling our harvests. What right to this have strangers who have not toiled as we to till and water for fruition?"

And when the seeker mildly rejoins that "because others grew good crops, too, how can that hurt the yield on their land, will it be any the less thereby, and will not a larger general yield be a universal blessing, increasing the total of the world's wealth?" they shake their heads and still bar the way.

Others before have done the same. The Chinese still pursue this method. The progressive Japanese abandoned it long ago. Knowledge, truth can not be suppressed and will out eventually.

If it is news of an event which is desired, why, if the right purport and details are not explained by the principals, then wrong reports and perverted statements will be given forth. And who loses the most thereby?

If it is a manufacturer who fears an exploitation of his methods, let him remember that a general description is not a working diagram and that few possess the desire or capital to imitate his ways. Those that do so wish will learn anyhow, no matter what he does. So will it always be as long as gold can purchase anything on earth.

A word to those fearing the truth about prices or the causes of their rise and fall. Exorbitant profits can not last long, for the news will leak out and competition arise. Why not recognize that smaller, legitimate margins mean confidence of clients, mean increasing trade, mean an aggregate reward far beyond that from their present medieval course?

Away with these antiquities, with their barriers thrown across the highway of the world's progress. They are like the farmer who refuses to sell a right of way for a large sum to a railroad. They care nothing for the common good. And more; they are too blind to see their own best interests.

Dreams of Conquest.

Commencement season in colleges of pharmacy is here and will continue until June. The graduates are helping to swell the ranks to take up the great and permanent interests of society. To the most of them Commencement Day marks the time of their entrance into the arena of active business life. On that day friends start them off with best wishes, some bouquets, and perhaps a little oratory. Much of the advice is at least harmless, and recalls Hamlet's reading, "Words, words, words." Yet commencement exercises are to be commended. They reflect the bright side of life, and personally accentuate the beginning of one's career. We have no reason to dispute the class orator who tells us that "the graduates of this year look out on life with more intelligent eyes than those who preceded them, or that the college has provided them with abundant facilities for acquiring a rich fund of professional knowledge, and it will be their task to use that knowledge in the fabrication of a better pharmaceutical structure." Who would banish these dreams of conquest? not one. Upon the contrary, it is for us to encourage and hasten the enterprise of what the valedictorian has called "the building of the Pharmaceutical Empire of the Future."

Ethical Proprietaries.

The creation of that advisory board known as the "Council on Pharmacy and Chemistry of the American Medical Association," has been the cause of much comment in the medical and pharmaceutical press. The purpose of this council is to examine into the composition and status of the various medicinal preparations which are offered to physicians, and which are not included in the U. S. P. or other standard text books, or formularies. Preparations which conform to the standard established by the ten rules governing the council in this matter will be incorporated in a book to be published by the journal of the American Medical Association and known as "New and Non-Official Remedies."

The following ten rules have been adopted as the guide for this council in the admission of articles to this new work:

The Governing Rules.

NOTE.—The term "article" shall mean any drug, chemical or preparation used in the treatment of disease.

Rule 1.—No article will be admitted unless its active medicinal ingredients and the amounts of such ingredients in a given quantity of the article, be furnished for publication. (Sufficient information should be supplied to permit the council to verify the statements made regarding the article, and to determine its status from time to time.)

Rule 2.—No chemical compound will be admitted unless information be furnished regarding tests for identity, purity and strength, and if a synthetic compound, the rational formula.

Rule 3.—No article that is advertised to the public will be admitted; but this rule will not apply to disinfectants, cosmetics, foods and mineral waters, except when advertised in an objectionable manner.

Rule 4.—No article will be admitted whose label, package or circular accompanying the package contains the names of diseases, in the treatment of which the article is indicated. The therapeutic indications, properties and doses may be stated. (This rule does not apply to vaccines and antitoxins nor to advertising in medical journals, nor to literature distributed solely to physicians.)

Rule 5.—No article will be admitted or retained about which the manufacturer, or his agents, make false or misleading statements regarding the country of origin, raw material from which made, method of collection or preparation.

Rule 6.—No article will be admitted or retained about whose therapeutic value the manufacturer, or his agents, make unwarranted, exaggerated, or misleading statements.

Rule 7.—Labels on articles containing "heroic" or "poisonous" substances should show the amounts of each of such ingredients in a given quantity of the product.

Rule 8.—Every article should have a name or title indicative of its chemical composition or pharmaceutic character, in addition to its trade name, when such trade name is not sufficiently descriptive.

Rule 9.—If the name of an article is registered, or the label copyrighted, the date of registration should be furnished the council.

Rule 10.—If the article is patented—either process or product—the number and date of such patent or patents should be furnished. If patented in other countries the name of each country in which patent is held should be supplied, together with the name under which the article is there registered.

In the statement published by the council, additional to the above rules are given several explanatory comments. These comments on the several rules are as follows:

Explanatory Comments on Rules.

Rule 1.—The physician not only has the right to know, but it is his duty to know, the composition of medicines he prescribes for his patients. While the council desires the formula and the details as to the method of preparation to be sufficiently complete to enable it to verify the correctness of the assertions made regarding an article, the description to be published will usually consist of a statement of the amount of each medicinal agent or ingredient in a certain quantity—generally the ordinary dose—of the article, and in some instances, the general character of the solvent or vehicle and flavors.

In preparations for external use, the therapeutic efficiency is greatly influenced by the nature of the vehicle. Therefore, in such preparations, the character of the vehicle or base should be stated, so that it may be known whether the article is penetrative or simply protective.

Rule 2.—In order to avoid errors in the case of chemical compounds and to guard against adulterations, lack of potency or strength, and mistaking one chemical for another, it is necessary to have at hand suitable identity tests.

Rule 3.—While the correctness of the principle that physicians cannot be expected to favor any medicine which is exploited to the lay public will be readily conceded, this rule is to be modified in its application to articles not strictly medicinal.

Rule 4.—Experience has clearly shown, however, that it is not safe to enumerate on the package the diseases in which an article may be indicated, since this is also the means by which the laity, who are not competent to determine whether or not its employment is safe and proper, may be induced to continue its use or to recommend it to others quite regardless of the evident dangers of forming drug habits or of doing serious injury by employing a remedy that in reality may be contraindicated. It is the physician's prerogative to determine in what disease the article may be indicated, and he is not supposed to go to the drug store for his knowledge regarding this. It is not the function of the pharmacist to recommend or to prescribe medicines, but only to be familiar with their pharmaceutical and chemical characters, strength and dosage, and with the best forms of administration.

Rule 7.—For the information of the pharmacist or dispenser, and to enable him to act as a safeguard to the patient and to the physician, all medicinal articles containing such potent agents as the poisonous alkeloids and other organic substances and the salts of some of the metals, should have the exact amount of these ingredients contained in the average adult dose stated on the label. A list of these potent substances will be prepared for more specific information.

Rule 8.—In order to prevent the confusion now existing with reference to many articles known only by more or less arbitrarily selected or coined, usually protected, names, it is necessary that every article which is intended solely for physicians' use or prescriptions be designated by a scientific title or by a name descriptive of its pharmaceutical character, and, as far as practicable, of its principal medicinal constituents.

It seems to us that this action on the part of the American Medical Association is one that will meet with the hearty approval of all educated physicians and pharmacists.

We are not unconscious of the circumstances which compel manufacturers of new medical compounds to adopt the proprietary form for marking their preparations. It is the only method which they can pursue and by which they can reap their financial rewards. It protects the physician against imitations; but every fair-minded man will admit that the proprietary medicine business is being terribly overdrawn, and if some check to this tendency is not forthcoming, the text book of the future will be a conglomeration of fanciful names more ingenious and amusing than those employed for any other line of commercial products.

The manufacturers of legitimate preparations have nothing to fear from this action on the part of the American Medical Association. On the other hand, they are to be congratulated that this Association has undertaken to separate the "wheat from the chaff." Every fair-minded man will admit that it is the duty of the physician to know what he is prescribing, and none of us would voluntarily employ a physician for our own families who was in the habit of prescribing remedies, the constitutent parts of which were not known to him.

We are surprised at the comments on this subject by some of the pharmaceutical journals. Surely, these articles could not have been written or suggested by those who are familiar with the history of, or who believe in the ethics of the medical and pharmaceutical professions. It seems to us that the members of the American Medical Association are acting in perfect good faith, and that their efforts should receive the hearty support of all true friends of legitimate pharmacy.

We hope that the American Pharmaceutical Association will follow the example of the American Medical Association, and appoint a similar committee for a similar purpose. Better still, a joint committee from the two associations would be more effective, and if they do their work thoroughly and intelligently, they could render a most valuable service to the two professions.

Henry L. Stinson, president of the New York Association of the Students and Alumni of Phillips Andover Academy, says that the old-fashioned college spirit is dying out. The reason he finds is the great increase in the size of classes, the growth of the university idea, and the growing tendency to broaden the list of studies, and the substitution of lectures for recitations. None of these reasons applies to the small college or the pharmacy school.

A Missouri druggist recently swapped his pharmacy for a farm, the agriculturist immediately taking possession of the store and stock and the pharmacist removing to the farm in time for the spring plowing. Bets as to which will succeed best at his new occupation are about even, odds slightly favoring the new agriculturist.

OUR LETTER BOX

REQUIREMENTS IN OHIO.

Secretary W. R. Ogier, of Columbus, O., sends us the following explanations of the requirements passed upon by the Ohio Board of Pharmacy, last fall:

In order to dispel any doubt as to the meaning of the term "equivalent" to one year in a high school of first grade (Ohio), used in the resolutions of October 13, 1904, the Board hereby specifies a minimum equivalent as embracing one year of instruction in each of the following branches: Algebra, English, natural science and history (United States or general history).

Any school of pharmacy may admit to a course in pharmacy an applicant who has received instruction in the branches herein named in a high school, academy or other educational institution for a period of one year.

W. R. OGIER,
Secretary.

Columbus, O., April 1, 1905.

THE RESOLUTIONS.

The resolutions of October 13, 1904, referred to above, follow:

Resolved, That on and after July 1, 1905, no school or college of pharmacy shall be recognized as in good standing by the Ohio Board of Pharmacy, which does not require of all applicants as a minimum condition of admission, a common school education, or the equivalent thereof, which shall include one year in a high school of first grade (Ohio), or an academy, legally constituted, providing a course of study of not less than four years.

Provided, That nothing in this resolution shall apply to students who have matriculated previous to November 1, 1904, in any school or college of pharmacy heretofore recognized as in good standing by the Ohio Board of Pharmacy.

Resolved, That on and after July 1, 1905, every school or college of pharmacy shall comply with the following requirements as a condition of being recognized as in good standing by the Ohio Board of Pharmacy:

1. It shall exact the requirements for admission to schools and colleges of pharmacy adopted by the Ohio Board of Pharmacy. (Oct. 13, 1904.)

2. It shall possess an adequate equipment for teaching pharmacy in all its branches, including laboratory facilities and apparatus.

3. It shall have an adequate and competent faculty for instruction in the following branches—Pharmacy, chemistry, materia medica, microscopy, physiology and botany.

4. It shall require an attendance of 80 per cent. upon two graded courses of instruction, in branches specified (in article 3) of not less than twenty-six weeks each, excluding holidays, in two separate years.

5. It shall exact an average grade of 75 per cent. on examination as a condition of graduation.

6. It shall admit students within thirty days after the opening of any school year, and it shall confer degrees in pharmacy only at the close of each school year upon the completion of the prescribed course of study.

7. Any college may honor official credentials issued by other colleges of pharmacy in good standing as determined by this Board, so far as the work offered is the equivalent of or identical with the required work of the school to which credentials are presented, except in branches of study embraced in the last year of its own curriculum.

The secretary was directed to prepare such blanks as will, when properly filled out, give the Board the information necessary to determine whether or not the requirements are fully met for the admission of students to schools and colleges of pharmacy, and the heads of the respective institutions are expected to furnish from their records, when requested by this Board, an abstract giving the credentials, date of admission and length of course of instruction of each graduate of pharmacy who may apply to this Board for registration by examination.

By order of the Ohio Board of Pharmacy,

WM. R. OGIER,
Secretary.

RENT AND VALUES.

Red Bud, Ill., April 17, 1905.

Editor The Pharmaceutical Era:

On page 431, Era, April 13, 1905, (first column) I noticed the article referring to the A. Spiegel Drug Co., of Milwaukee. Every man is supposed to get full value for the rent he pays. As the renter virtually lives on this rented place in the name of the landlord and pays him for all the advantages of the location, even good government(?) and good neighbors are charged up in rent. Why should the renter pay again in taxes, licenses, etc., when he has already paid in rent? Of course, the renter's profits are immensely reduced by having to pay twice or still oftener for being protected by a paternal government and compelled to help maintain a whole army of useless officials and legally produced monopolists. It is the natural punishment for legal meddling. Yours truly,

LOUIS LESAULNIER.

MR. BATT'S COMMENTS.

St. Louis, Mo., April 16, 1905.

Editor The Pharmaceutical Era:

Referring to page 1 of The Era, April 13, 1905, one "plain fact" is that, for a good long time past local news of St. Louis and Chicago has been neglected by The Era. I respectfully refer you to the silver anniversary number of Meyer Bros. Druggist. This is prized as a treasure by the host of graduates of the St. Louis College of Pharmacy, and those of the profession who have learned to admire such men as Dr. Sanders, Wall, Herman, Good, Whelpley, etc.

In re "Edward Bok vs. Patent Medicines," my experience as retail druggist and with retail druggists has taught me that the retailer would be better off without patents, even if sold at full prices. You say you have grown up in the trade and work for the interest of druggists alone, and that three-fourths of them are supplying the self-medicating public with "own remedies"; encourage the remaining one-fourth to do the same, but in such a manner that they do not offend the prescribing physician.

Pray, who is the "quack doctor" about whom you and the laity press are ranting? Is it the advertising specialist or is it the regular M.D. who uses and prescribes proprietaries?

If the first, a little investigation will show you that they are "grafters," but thoroughly good business men, like the patent-medicine men, but they certainly understand and treat their "special" advertised diseases with more skill and care than the average general practitioner. Of course, there are some "fake" specialists, the same as "fake" patent-medicine men and "fake" druggists.

As to the dangers of patent medicines, do you not admit that the best advertised and popular patents owe their success to the alcohol they contain or morphine in the case of cough syrups and diarrhoea mixtures, and cocaine in the case of catarrh cures, and that they educate and nurse as many "drug fiends" as the promiscuous prescribing of narcotics by the regular M.D.? Yours truly,

BRUNO BATT.

LIKES OUR TREATMENT.

Detroit, April 15, 1905.

Editor The Pharmaceutical Era:

On behalf of the Detroit Drug Bowling League, I want to thank you very much for the nice write-up you gave us on our recent banquet. Again thanking you, I remain, Yours very truly,

H. E. PERRY,
President.

Neurogene.

A mixture of salts called neurogene and used in the preparation of baths, is said to have the following composition: Sea salt, 79.8 per cent.; sodium sulphate, 12½ per cent.; calcium sulphate, 2.3 per cent.; sulphate of iron, .6 per cent., and water and organic substances, 4.8 per cent.

FOOD PRESERVATIVES, THEIR ADVANTAGES AND PROPER USE.—The practical versus the theoretical side of the pure food problem. By. R. G. Eccles, M. B., Phar. D., Fellow of the American Association for the Advancement of Science; Member of the American Chemical Society, etc., etc. With an introduction by E. W. Duckwall, M.S., Member of the Society of the American Bacteriologists, etc. 8vo, pamphlet, 202 pages, paper cover. 50 cents. New York: D. Van Nostrand Co.

No one interested in the subject of pure foods—and who is not?—should fail to carefully read this book from preface to conclusion. Dr. Eccles' discussion covers nearly all the questions that have been raised in pure food legislation, and his views reflect much patient investigation and sturdy common sense. The chapter headings serve to show in outline his treatment of the subject: The Dilemma of the Food Packing Industry; Why Preservatives are Used in Foods; Food Preservatives in Common Use; Are Food Preservatives Harmful; Digestion and Food Preservatives; Effects of Preservatives on the Kidneys; Preservatives and Vital Statistics; Preservatives as Related to the Aged; Miscellaneous Objections to Preservatives; How the Use of Preservatives Benefits the Poor; Preservatives and the Temperance Question; Preservatives and Legislation.

ETHICAL PHARMACY AND ITS RECOMPENSE.*

By HENRY P. HYNSON,

Baltimore, Md.

I believe it can be successfully shown that in the large majority of our better pharmacies the changes required and the sacrifices necessary to make them entirely acceptable to the masses, the reasonable members of the medical profession, would be very few and immaterial. And why should they be acceptable to the medical profession? may be asked. I answer that a pharmacist who for cause is not in touch with the medical practitioners around him has lost his true mission. He is as much unlike the real pharmacist as is the ostracised medical man unlike the ethical physician; as unlike his acceptable brother as is the disbarred lawyer unlike the recognized attorney. The feeling that would lead us to disregard the good will, endorsement and confidence of medical men must be closely akin to the feeling that leads the advertising specialist to become a world unto himself—a feeling for which the supposed or real faults and objectionable practices of a few medical men offer no reasonable excuse.

PHARMACY AS A SPECIAL BRANCH.

Assuming the possibility of pharmacy at last becoming a special branch of medicine, or even an allied profession, what would it cost?

Let us picture, if possible, one of medicine's most distinguished and respected branches, surgery, and, if not presumptuous, see if we cannot from it sketch the outlines of pharmacy as we would most like to find it, at the same time discovering some of its present greatest defects. The physician who selects to practice surgery acquires, of course, a general knowledge of medicine, but secures a special knowledge of those subjects with which his art has most to do; anatomy, histology, the pathology of surgical diseases. Having become learned in the sciences, he begins to practice the art, until he is proficient also in that.

CONDUCT IN BUSINESS.

Enjoying this proficiency in both the science and art of his specialty, he judiciously selects a location with due regard for convenience and prominence. Next he seeks to fully and properly equip himself. His reception rooms may be elegant with handsome furnishings, but yet are neither gaudy nor extravagant. No matter how attractive they may be, they will be inexpensive and altogether incomparable in detail and exactness with his operating room. To the light and capacity of this operating room all other considerations will be sacrificed; the equipment of utensilks, appliances and instruments will be modern, of the most approved type, and ample. Great care will be exercised in the selection of assistants and attendants; there will be several classes, but each class will hold its competent and trustworthy *personelle*. He is known to be competent, practised, well situated and properly equipped. From whence will his patients come? We all know, from two sources; the one helping the other. But if it happens he decides to do general practice in connection with surgery, there will be but one; he may expect to depend upon his own efforts and his own cases for success. It may not discredit him to do general work; but will he ever become a leading or quite so proficient surgeon? Should he indulge in misleading practices, pretend to possess unusual and secret means or knowledge, he will soon lose caste and be quickly relegated to his rank. He will be allowed to furnish material incidental to his practice, and although it may not be directly charged for, it will enter as a charge with services, "operating room, $10" it reads, or "including charges for dressings, ligatures, ether." He may, with propriety, sterilize dressings, prepare ligatures, examine anesthetics. Indeed, he may have a hospital or sanitarium of his own, and charge for the board of his patients. All this he could do with perfect propriety. Indeed, he could own a farm, make an occasional deal in real estate or take "a dip" in wheat without sacrificing his professional standing. But *what would* be thought of him if he were to run an ice cream and confectionery saloon, with cigar stand and pool room attachments, in connection with his sanitorium? What would be thought of him if, when a patient is sent to him by a general practitioner for surgical treatment, he is willing and anxious to treat him for all other ailments and at all times, which willingness he expresses through conspicuous cards generously distributed around his waiting room. And, infinitely worse, if he should prescribe for a price any old advertised appliance, bath or treatment, about which he knew nothing, or which his very attainments told him were worthless. Oh, brothers, the case is sadly parallel! We need not cut outside lines if in carrying these our self-respect and personal dignity do not suffer and the attention they require does not too greatly interfere with the more serious demands of our practice. We may invite, if we will, the heavy, sickening odor of the burning Havana or the annihilating fumes of the scorched "Sweet Caporal," both very hard to bear by the delicate young woman waiting for the prescription to relieve that dreadful sick headache. We may thrust upon the aching heart of the languishing little one's heartbreaking parent the titter and nonsense of the soda-water girl and dude, while he patiently waits for the hope-giving potion. These are personal privileges, the right to exercise which cannot be disputed however much the policy may be questioned.

We cannot, however, as fair-minded, intelligent persons, knowing how difficult it is for the learned and skilled physicians to properly diagnose and treat diseases, undertake this service, even if the fair law of reciprocity does not appeal to us. And more, we cannot and must not, knowing as we do, as we are trained to know, the absurd claims, the falseness, the impudence of quackery, of quack medicines, "patent medicines," if you will, lend our services, our vocations, to their imposition upon, as to them, a poorly-informed, a credulous, a long-suffering public. Nor should we lend our associations and our journals to their pernicious influence. They are not worth it, even in dollars and cents, and no amount of organized work or effort will ever make them worthy the recognition of so useful, so honorable a vocation as is our own.

ALL ETHICS ON SAME FOUNDATION.

In the light of all I have ventured to thrust upon you, and in the better light of your own conclusions, I would like to question as follows:

(1.) Are not pharmaceutical ethics and the ethics of all other useful vocations built upon exactly the same foundations, and are they not quickened by exactly the same spirit?

(2.) Are not the ethics of the pharmacist touching himself personally, his fellows, medical men and his customers, the ethics of the man, of humanity, the gentleman of honor and the accepted citizen of a Christianized community? And—

(3.) Does it not appear that when the pharmacist has become ethical, he may become, in fact, has become, very nearly professional?

OBSERVANCE OF LAWS.

It may be asked: Why should we be subservient to these laws? The answer is simple; it is because they are the laws of right, of truth and of justice. Even though you may have a birthright in the Kingdom, that birthright cannot be maintained except by obeying the laws. Remember, *entree* into even the smallest social coterie is through and by its laws and affiliation therein, is continued only so long as these laws are obeyed, which, to obey, you must know and understand. While so great an ethical authority as St. Paul wrote, "I had not known sin, save by the law," he has not said we may escape its condemnation, nor has he promised us recompense for its non-observance.

Undoubtedly, ethical pharmaceutical practice can proceed only through a knowledge of pharmaceutical ethics, and a more perfect knowledge of these can be best obtained by gathering and discussing the views of individuals. I trust not to appear cynical when I express the belief that it is to a desire to get my interpretation of these laws only, that I owe the honor and pleasure of appearing before you this evening; believing this, I must ask pardon for treating the subject more fundamentally than was desired, perhaps. I have taken this liberty that you might better understand "the faith that is within me" and appear more reasonable when I say of the pharmacy of to-day:

PHARMACY OF TO-DAY.

That it should be dignified and somewhat office-like in appearance, with ample space and equipment for pharmaceutical manipulations.

That in the arrangement and display of stock, the form and character of advertising, in advertising devices, it should conform to the importance and seriousness of its mission.

That supplying medicines, medical and surgical accessories should be emphatically paramount, distinctly evidenced, and, instead of irrelevant side lines, should be extensively carried, all such articles as are peculiar to sick-rooms, hospitals, physicians' offices and their laboratories.

That competent and conscientious care, conformity to modern, intelligent and accepted practice, should rule its policy and conduct.

That in it no attempt or desire to usurp the functions of the physician should be

*Part of a paper read at the March Pharmaceutical meeting of the Philadelphia College of Pharmacy.

found; no specifics prepared or supplied, and, by all means, no article of medical nature sold, upon the responsibility of the pharmacist or the customer, about which there is the slightest secrecy and for the reliability and safeness of which the pharmacist could not vouch.

This, then, is ethical pharmaceutical practice, without great revolution but in the line of possible and healthy evolution, with but little sacrifice and at small loss.

THE RECOMPENSE.

Its recompense! What is its recompense; what in dollars and cents? Will it pay? will be, no doubt, asked. Yes, it will pay. It has paid in larger proportion to the amount invested than has the conventional pharmacy, and the percentage of failures has been much smaller than with these. A business started in the midst of successful and long established competitors, with such competitors ever present, that can, in its fourteenth year, if it does no more, comfortably maintain a firm of four members and pay holding salaries to a corps of twenty employes; that closely approaches 50,000 as the number of prescriptions filled, *annually*, may be thought to pay in dollars and cents. The character of this business is such as to lead customers to think that you must and do charge more, and they are willing to pay good prices; they are not attracted to such pharmacies by low prices. This money recompense, while necessary and desirable, is really incidental and not peculiar either to ethical conduct, or the reverse; some make the conventional pay, some do not; some will succeed along restricted lines, some do not. Many quack doctors make money—many qualified ethical physicians fail to make a living. Money making and money saving is something peculiar to itself and invariably follows no profession, no business. It is an individual characteristic, the dimensions which are poorly understood, even by its owner; certainly it should not, must not, influence our ethics.

STILL GREATER RECOMPENSE.

Unquestionably the greater recompense comes through increased self-respect, through greater pride in our vocation, more interest in our daily work and through the consciousness of having done "our little best" for humanity, for ourselves and those who are to follow.

Peculiarly grateful is the recompense that comes from the community and our patrons. It is fortunate when you can do the best in the best way and for the best reasons—such wins its own compensation, while relief from many trifling annoyances, the absence of distracting, petty demands, leaves one with more to think of that is pleasantly uplifting.

The most pronounced and most unusual recompense that comes to us through this practice is the very encouraging and stimulating recognition it wins from the medical profession and the good feeling it therein engenders. It is really worth the while, with excuses unnecessary and apologies out of place, self-respecting—you command respect—realizing that to him, only, cometh "that peace of mind which passeth all understanding"; to him, only, who follows the broadest, the best and most effective of ethical laws; who does unto others even as he would have them do unto him.

CODE OF ETHICS.*

Florida Pharmaceutical Association.

The pharmaceutical profession, being one which demands knowledge, skill and integrity on the part of those engaged in it, and being associated with the medical profession in the responsible duties of preserving the public health and dispensing the useful, though often dangerous, agents adapted to the cure of disease, its members should be united on the ethical principles to be observed in their relations to each other, to the medical profession and to the public.

The Florida State Pharmaceutical Association being an organization embracing among its members a large number of eminent pharmacists, manufacturers, chemists and scientists, being desirous that, in relation to professional conduct and probity, there shall be a corresponding disposition to advance, its members have subscribed to the following fundamental principles for the government of their professional conduct:

1. We accept the United States Pharmacopœia as our standard and guide for all official preparations.

In compounding a prescription written in a foreign country, the pharmacopœia recognized as authority in that country is to be followed. For unofficial preparation we advocate the adoption of uniform formulas in accordance with the National Formulary, or other standard works, published by national or international agreement.

2. While at present, the Association does not feel authorized in requiring its members to abandon the sale of proprietary medicines, it earnestly recommends the propriety of discouraging their employment.

3. The apothecary should be remunerated by the public for knowledge and skill, and the charges should be regulated by the time consumed in preparation, as well as by the cost of the article sold. Although location and other circumstances necessarily affect the rate of charges at different establishments, no apothecary should intentionally undersell his neighbors with a view to their injury.

4. No apothecary should be engaged in furthering the interests of any particular physician to the prejudice of other reputable members of the medical profession. We emphatically condemn the allowance of and percentage on prescriptions to physicians as unjust to the public and detrimental to both professions.

5. As the diagnosis and treatment of disease belong to the province of medicine, and as a pharmaceutical education does not qualify the pharmacist for the discharge of these responsible duties, we should, where it is practicable, refer applicants for medical aid to a regular physician. And we, likewise, hold that medical practitioners should recognize the value of pharmaceutical education and regulate the compounding of prescriptions and the dispensing of all medicines to pharmacists.

6. As medical practitioners occasionally commit errors in their prescriptions which may or may not involve ill consequences to the patient if dispensed, and be injurious to the character of the prescriber, it is held to be the duty of the apothecary in all such cases to protect the physician and to have the corrections made, if possible, without the knowledge of the patient, so that the physician may be screened from censure. When the errors are of such a character as not to be apparent, without the knowledge of circumstances beyond the reach of the apothecary, we hold him to be blameless in case of ill consequences. As the original prescription is his guarantee, we recommend that it should always be retained by the apothecary.

Apothecaries, likewise, are liable to commit errors in compounding prescriptions, and we hold that in all such cases it is the duty of the physician to protect the interests of the dispenser, and stand between him and the patient, as far as possible.

7. The apothecary should be able to distinguish between good and bad drugs, and as the substitution of a weak or inert drug for an active remedy may be productive of serious consequences, duty demands that he should exercise his expert knowledge and good judgment in the selection and preparation of remedies. We hold that substitution or the sale of impure drugs or medicines, when pure articles can be obtained, is highly culpable, and that it is the duty of every apothecary or druggist to expose all such fraudulent acts as may come to his knowledge.

8. As there are many powerful substances that rank as poison, which are constantly kept by apothecaries and prescribed by physicians, and which are only safe in their hands, we hold that the apothecary is not justified in vending these powerful agents indiscriminately to persons unqualified to administer them and that a prescription should always be required when intended for medicinal use. When the poisons are intended for technical purposes, or for the destruction of animals or vermin, the sales should only be made to responsible persons and strictly in accordance with the State law governing the sale of such poisons.

9. While we recognize the value of spirituous liquors as therapeutic agents, and the necessity of pharmacists dispensing these legitimately in accordance with the physician's prescriptions, we condemn, as degrading and unprofessional any attempt to make such sales a prominent feature of the business.

We discountenance any attempt to foster or increase the use of opiates or injurious drugs possessing the power of enslaving the consumer to habitual use.

We hold that where there is good reason to believe that the purchaser is habitually using stimulants, opiates or other injurious drugs, that we should discourage such practice by every means possible, and we urge upon pharmacists the duty of exercising at all times a conscientious care in dispensing drugs liable to such dangerous abuse.

10. As pharmacy is a progressive profession, its followers should, by continuous study and application, keep abreast of the advances made in medicine and the sciences. It becomes our duty to encourage the elevation of our chosen profession by stimulating research, investigation and study.

Special care should be exercised in the selection of our assistants. No apprentice to the business of apothecary should be taken for a less term than four years, unless he has already served a portion of that time in an establishment of good character.

*Adopted at the annual meeting at Jacksonville, Oct. 27, 1904.

Assistants, at the first opportunity, should be entered as students in a college of pharmacy and encouraged to secure a thorough education. As the progress of our profession, in the scale of scientific attainment, must depend mainly upon those who are yet to enter it, it is recommended that those applicants who have had the advantage of a good preliminary education, including the Latin language, should be preferred.

NEW FORMULAS.

Selected from the "Compendium," or Canadian National Formulary.

Galen's Cerate (Cold Cream).

Liquid paraffin	16 fl. ounces
White beeswax	4 ounces
Spermaceti	1 ounce
Borax	30 grains
Oil of rose	10 minims
Distilled water	8 fl. ounces

Dissolve the borax in the distilled water; melt the white beeswax and spermaceti with the liquid paraffin at a gentle heat; pour the mixture into a warmed mortar and add while yet hot the borax solution, previously warmed, with constant trituration, and finally the oil of rose; continue the trituration until cold.

In hot weather the quantity of white beeswax may be increased to 5½ ounces and the spermaceti to 2 ounces.

Elixir of Terpin Hydrate and Codeine.

Terpin hydrate	320	grains
Codeine phosphate	40	grains
Gluside	10	grains
Tincture of fresh sweet-orange peel	1¼	fl. ounces
Alcohol (95 per cent.)	13	fl. ounces
Glycerin	20	fl. ounces
Elixir of orange, sufficient quantity to make	40	fl. ounces

Dissolve the terpin hydrate, codeine phosphate, and gluside in the alcohol with a gentle heat, add the tincture of orange, glycerin and enough elixir of orange to make 40 fl. ounces.

Each fl. dram contains terpin hydrate, 1 grain; codeine phosphate, ⅛ grain.

Elixir of Terpin Hydrate and Heroine.

Terpin hydrate	320	grains
Heroine hydrochloride	13⅓	grains
Gluside	10	grains
Tincture of vanilla (1 in 10)	1¼	fl. drams
Brandy	5	fl. drams
Alcohol (95 per cent.)	15	fl. ounces
Glycerin	20	fl. ounces
Distilled water, sufficient quantity to make	40	fl. ounces

Dissolve the terpin hydrate, heroine hydrochloride, and the gluside in the alcohol with a gentle heat; add the tincture of vanilla, brandy, glycerin and lastly, enough distilled water to make 40 fl. ounces.

Each fl. dram contains terpin hydrate, 1 grain, and heroine hydrochloride, one-twenty-fourth grain.

Liniment of Ammonium Iodide.

Strong solution of ammonia	5 fl. ounces
Tincture of iodine	5 fl. ounces
Glycerin	5 fl. ounces
Tincture of camphor	5 fl. ounces

Mix and agitate.

Note.—On standing, the liquid will become colorless, usually with a slight deposit, which may be separated by filtration.

Essence of Pepsin.

Glycerin of pepsin, B. P.	4	fl. ounces
Sherry	5	fl. ounces
Glycerin	5	fl. ounces
Alcohol (95 per cent.)	3½	fl. ounces
Tincture of fresh sweet-orange peel	5	fl. ounces
Distilled water, sufficient quantity to make	40	fl. ounces

Mix and filter through paper sprinkled with talcum.

Aromatic Fluid Extract of Cascara Sagrada.

Cascara sagrada bark, prime, two years old, in coarse powder	5	pounds
Licorice root, in coarse powder	10	ounces
Calcined magnesia, fresh	12½	ounces
Gluside	40	grains
Oil of coriander	15	minims
Oil of anise	20	minims
Rectified spirit	15	fl. ounces
Glycerin	10	fl. ounces
Water	1¾	gallons

Mix the cascara, licorice and magnesia thoroughly; add the water in portions, mixing well. Place the mass over a water-bath or steam-bath, and heat for hours, or until all bitter taste has almost or entirely disappeared. Pack the mass in a percolator and percolate with distilled water until exhausted. Evaporate the percolate over a water-bath or steam-bath to 55 fl. ounces.

Dissolve the gluside, oil of coriander and oil of anise in the alcohol; mix with glycerin and mix with the concentrated; percolate by shaking thoroughly.

Note.—Other aromatic oils may be substituted for the oils of coriander and anise if desired.

Compound Resorcin Ointment.

Resorcin	565	grains
Zinc oxide	565	grains
Bismuth subnitrate	565	grains
Oil of cade	2⅔	fl. ounces
Soft paraffin, white	7	ounces
Hydrous wool fat	7	ounces

Triturate the resorcin to a fine powder with the aid of a little ether, and allow the ether to evaporate; then mix the powders and incorporate with the remainder of the ingredients.

Note.—Darkens on exposure to air and light, and should be kept in well-closed containers.

Compound Glycerin of Heroine.

Heroine hydrochloride	10 grains
Chloroform	20 minims
Alcohol	40 minims
Syrup of roses	10 fl. ounces
Distilled water	2 fl. ounces
Glycerin, sufficient to make	20 fl. ounces

Dissolve the heroine in the distilled water and add the syrup of roses gradually, shaking after each addition. Dissolve the chloroform in the alcohol, add to the syrup; then add sufficient glycerin to make 20 fl. ounces.

PRICES AND PROFITS.

C. G. Buchanan, Wellsburg, W. Va., Discusses These Questions.

PUBLICITY OF MOVEMENT TO RAISE PRICES OF PRESCRIPTIONS WILL CAUSE YELLOW JOURNALS TO CRY "DRUG MONOPOLY."—BETTER INFLUENCE.—PHYSICIANS TO WRITE PRESCRIPTIONS.

Will any benefit arise from the present much-discussed movement toward raising the prices of prescriptions? Personally, I believe not, and the sole result will be that the movement will be taken up by the "yellow journals" and made the excuse for a bitter tirade against what they will call "the drug monopoly."

They will produce statements to prove that the druggist makes 200 per cent. on his drugs, while the grocer must be satisfied with 6 or 7 per cent. upon his sugar (of course, neglecting to mention the enormous difference in the aggregate amounts).

This publicity will naturally alarm an already suspicious public and render them more susceptible to the cutter's plea or the dispenser's argument. It will also tend to produce more stores in the already overcrowded field, with the consequent financial loss to those now in existence.

The movement will prove of no benefit because the rate of charges is already fixed either by conditions or custom. It is, of course, impossible to accept any flat rate of profit to be fixed upon all prescriptions regardless of what their nature or quantity may be. Therefore, we all consider the details, analyze the situation, and charge just as much as we think the conditions warrant, whether it be a profit of 50 per cent. or 2,000 per cent. That is what the druggists have been doing in the past and that is what they will continue to do in the future, and increased publicity can only result in a disagreeable notoriety.

What the members of the drug trade need is someone to tell them how to receive larger profits on their patents and sundries, so that the prescription department may be relieved of some of the burden it is already carrying, and that a balance may be left on the right side of the ledger at the end of the year.

If there is any great fault to be found with the prescription business, it consists of the fact that the druggist has permitted the nature of the prescriptions to change until there is no great profit left thereon. If he receive a prescription for 4 ounces of bromidia, the preparation will cost him 75 cents by the time it is ready for dispensing, yet he can hardly get a profit of more than 50 per cent. to 75 per cent. for it without being called a robber or placed in serious danger of losing that customer's future patronage. But if he receive a prescription for 2 grains of permanganate of potassium in six ounces of water, the customer will gladly pay for it from 75 cents to $1, or a profit of several thousand per cent.

And that is just the trouble with the prescription part of the drug business today—we are receiving too many of the first-mentioned class and not enough of the second class.

If the conditions are to be improved,

then the physicians must be influenced to return to the ways of their "daddies."

There is no great obstacle in the road of doing this; every physician has the required knowledge, but the long-continued silence of the druggist, as a class, has permitted the courteous and smooth-talking detail men of the manufacturers and proprietary concerns to wean the attention of the doctor from the simple pharmaceutical ingredients of which the proprietary remedies must almost, if not entirely, be composed.

This has been to the retail druggists a loss and a disadvantage. They, as a class, must speedily realize their position and rise to their own defense, or else see conditions grow steadily worse.

This condition can only be rectified when a united effort is made by all druggists as individuals, and pharmaceutical societies as organizations, to influence physicians to write prescriptions which actually must be skilfully and scientifically compounded, and which shall not be for mixtures which may be simply transferred from one container to another.

The average physician is reasonable and he naturally desires his patient to receive that medication which will produce the best results or most quickly bring about recovery. He prescribes proprietaries simply because they are constantly brought to his attention and, consequently, are fresh in his mind.

If proof of this statement be needed, one has only to refer to the stock room of any retail store and there he will see dozens of partly dispensed packages of proprietaries. Each of these, at some time or other, had a run in the vicinity, but now are never called for, as the physician who prescribed them has had his attention diverted to others.

The druggist should simply follow the tactics of the detail man and by means of samples, arguments and literature, endeavor to persuade the physician that his patients will receive the best results if they are treated with freshly-prepared pills, emulsions, infusions, elixirs, etc., of which the physician knows every ingredient and whose quantity he has accurately calculated for that individual case.

In small communities this work, perhaps, would have to be done by individual druggists, but in cities where druggists are organized the association should employ qualified detail men. This work our national societies might aid by furnishing and distributing appropriate literature.

From personal experience, I positively believe that such a course would lead to the ultimate betterment of the entire fraternity.

Test for Pure Quinine Sulphate.

If 0.2 gram of the quinine salt be dissolved in 5 cc. of a mixture of 30 volumes of petroleum ether (spec. grav., 0.60) and 70 volumes of chloroform, the filtrate when diluted with three times its volume of petroleum ether, will remain perfectly clear, if pure quinine sulphate has been used. Other cinchona alkaloids, when present, will give a distinct precipitate. By this method, it is asserted, an admixture of 0.1 per cent. of foreign alkaloids in quinine may be detected.—Amer. Jour. Pharm.

MILK PREPARATIONS.*

BY W. A. PUCKNER.

Professor of Chemistry, University of Illinois School of Pharmacy.

BUTTERMILK.

When a mixture of sour milk and cream, sweet or sour, is submitted to a peculiar process of agitation, called churning, a solid portion separates out, which is called butter, and consists chiefly of the fat of milk (80-85 per cent.) holding in suspension some of the other milk constituents. The liquid portion after the butter is removed constitutes buttermilk.

The composition of buttermilk is variable and depends on the composition of the milk and cream submitted to churning, and completeness of the process of churning.

The amount of butter remaining in the buttermilk depends chiefly on the process of churning, but it is usually about 0.75 per cent. The acidity or sourness depends of course upon the amount of free acid in the cream and milk used; buttermilk ordinarily contains 0.25 to 0.50 per cent. lactic acid. Butter, after its removal from the churn, is washed with cold water to remove adhering and inclosed buttermilk, and then manipulated to squeeze out most of the water. These washings are added to the buttermilk, and by diluting it decrease the per cent. of the solid constitutents. If preservatives were contained in the milk or cream from which the buttermilk was made these will, of course, remain in solution and contaminate the buttermilk. It is claimed that salt in considerable quantities is added as a preservative to cream intended for butter making. This would, of course, materially increase the ash of buttermilk. The following figures[1] illustrate the average composition of buttermilk:

No.	Per cent. total solids.	Per cent. fat.	Per cent. non-fatty solids.	Per cent. ash.
1	9.77	1.09	8.68	0.69
2	9.03	0.63	8.40	0.70
3	10.39	0.78	9.61	[illegible]
4	8.02	0.65	7.37	1.29
5	9.64	2.51	7.13	0.64
6	8.13	0.82	7.31	0.64
7	10.14	0.92	9.22	0.73
8	8.91	0.50	8.41	0.71
9	9.80	0.49	8.49	1.32
10	10.70	0.54	10.16	0.82
11	9.80	0.76	9.04	0.73
12	9.72	0.80	8.92	0.73

Because of its cheapness buttermilk is rarely adulterated. Should adulteration be suspected the methods of examination given for milk may be applied. Thus excessive watering may be shown by a determination of total solids, and so forth. Buttermilk may at times contain much free acid, and since it is then unpleasant to the taste, this should be guarded against. The sense of taste may safely be relied upon to detect excessive acidity. If, however, it is considered desirable to determine the acidity more accurately, so as to be able to sell a very uniform product, this may be done as follows: To 100 cc. buttermilk add a few drops of phenolphthalein solution. Prepare a solution of sodium hydroxide by dissolving 4 gm. of pure sodium hydroxide in sufficient water to make 100 cc. Measure 25 cc. of the sodium hydroxide solution into a graduate and add this in small portions with constant stirring to the buttermilk containing the phenolphthalein until the liquid becomes pink. Note the number of cubic centimeters required to render the liquid red; this, multiplied by 0.09, will approximately indicate the per cent. of lactic acid in the milk.

KUMYSS OR FERMENTED MILK.

In Southwestern Siberia and adjoining countries an effervescent drink is made from mare's milk by a process of fermentation. The reaction appears to be caused by several organisms; one is a yeast which splits the disaccharide lactose of milk sugar into simple sugars and then decomposes these with formation of alcohol and carbon dioxide; another is a lactic acid producing bacterium, which acts on the sugar and forms lactic acid, while still another body affects the casein of milk so that acids coagulate it but imperfectly.

In this country, where mare's milk cannot readily be obtained, cow's milk is used instead. Mare's milk contains more sugar and less fat than cow's milk, and when the latter is used to make kumyss, sugar (usually sucrose and not lactose or milk sugar) is added and some of the fat of the milk removed, or else the natural or "whole" milk is diluted with skim milk or water.

Many formulas for the manufacture of kumyss are in use. In all the prepared milk is treated with brewers' yeast, active fermentation is induced and allowed to proceed for a certain time, when it is moderated by moderating the temperature. In a well known formula[2] which yields an excellent quality of kumyss the ingredients, adjusted to closely approach the composition of mare's milk, are heated to 32-38° C., the yeast, mixed with some milk, stirred in and the mixture transferred to bottles, which are securely corked. The bottles are kept in a room having a temperature of 21-27° for 12-18 hours and shaken every six hours. They are then put in an ice box the temperature of which must be below 13° C.

As has already been stated, kumyss differs from milk chiefly in that the sugar originally in milk has been decomposed into alcohol, carbon dioxide and lactic acid. Since the fermentation induced in the process of manufacture proceeds slowly, even after the product is placed on ice, the composition of kumyss depends largely on its age. The following analysis of a kumyss, made when it was one, eight, twenty-two and ninety days old, shows how the per cent. of sugar decreases while the lactic acid and alcohol increase.[3] It also shows that the albumen and casein are gradually converted into lactoproteids and peptone, bodies more easily digested than casein and albumen.

ANALYSIS OF COW'S MILK KUMYSS.

	Age in days. 1.	8.	22.	90.
Water	88.50	90.15	90.13	90.36
Alcohol	0.17	0.92	1.03	1.12
Fat	1.65	1.48	1.58	1.57
Casein	2.06	2.00	1.93	1.70
Albumen	0.32	0.22	0.21	0.09
Lactoprotein and peptones	0.32	0.56	0.74	0.91
Lactic acid	0.26	0.97	1.39	1.94
Sugar	6.16	3.14	2.23	1.73
Insoluble ash	0.42	0.34	0.35	0.33
Soluble ash	0.16	0.22	0.23	0.25

*The Soda Fountain.

[1] The Analyst, Vol. 9, page 63.

[2] Proceedings of the Illinois Pharmaceutical Association, 1884.

[3] The Analyst.

KEPHIR.

An effervescent milk drink called kephir is produced by the action of the "kephir ferment" on cow's milk. Kephir grains are fungus-like growths found on branches below the snow line on certain bushes in Russia. The fungus contains several micro-organisms; one is a ferment resembling yeast, another a bacterium resembling the lactic acid ferment, and when the fungus is added to milk a fermentation is started which produces a product somewhat resembling kumyss. During the fermentation a considerable quantity of the ferment is also formed and this is removed, dried and used for future fermentations.

The method of making kephir is much like that used for kumyss. The milk is kept at a temperature of 18-24° C. and a quantity of the ferment added to it and the liquid agitated frequently. After 24 hours, when the fermentation is well advanced, the liquid is bottled and kept in a cold place, when the fermentation will slowly continue, just as in kumyss.

The following analysis[4] shows how closely the composition of kephir resembles that of kumyss, and also the manner in which it changes on keeping:

	First day. Per cent.	Second day. Per cent.	Third day. Per cent.
Fat	..	1.75	1.70
Casein	3.34	2.87	2.99
Lactalbumin	0.11	0.03	0.09
Acidalbumin	0.09	0.10	0.25
Hemialbumenose	0.09	0.28	0.40
Peptone	0.03	0.04	0.08
Lactose	3.75	3.22	3.09
Lactic acid	0.54	0.56	0.65
Alcohol	...	0.80	1.00

MATZOON.

Before it is assimilated by the system the casein is precipitated or curdled by the acids of the stomach. If milk is curdled before it is consumed then the stomach is spared this amount of work. In many ailments it is advisable that patients depend largely or sometimes almost entirely on milk for their subsistence and it is then highly beneficial if the milk is in some way curdled before it is eaten. Weak stomachs which would soon be unable to digest natural milk can usually digest milk preparations in which the casein has been curdled by acid for an indefinite time. Similarly, in countries where the inhabitants are obliged for economical reasons to largely subsist on milk, the artificial curdling or partial digestion of the casein is very common. In Arabia, also in Armenia and adjacent countries, large amounts of milk that has been curdled artificially are used. In this country also such preparations are largely used as food by persons with impaired digestion.

A preparation sold as "Matzoon" is prepared by adding yeast to rich milk that has been warmed. The mixture is set aside in a warm place for six to twelve hours and when curdled is well stirred. A portion of this is then used to curdle another portion of milk, from which again a portion is used to curdle new milk, and so forth. The portions first obtained are rejected because they taste of yeast. It has a rich, slightly acid taste and ordinarily is of the consistence of bonny-clabber, and is therefore eaten with a spoon, often sweetened with sugar.

The composition of matzoon and preparations of this kind is similar to that of kumyss, but since the fermentation is allowed to continue but for a short time the amount of acids, etc., produced by the fermentation is very small. Usually the fermentation is regulated so that just sufficient lactic acid is formed by the action of the lactic ferment on the milk sugar to precipitate the casein in a finely divided state and to give the milk a faintly sour taste, while at the same time but slight traces of alcohol and carbon dioxide are produced.

[4] Allen's Commercial Organic Analysis.

PEPTONIZED MILK.

When milk is taken as a food the casein in it undergoes several changes before it is finally absorbed by the system. First, a ferment or enzyme, called rennet, and produced chiefly by the mucous membrane of the stomach splits the casein into two new bodies, the chief product, paracasein, being insoluble. This change resembles but is not the same as that taking place when milk sours. Next, the paracasein is attacked by the pepsin of the stomach, another enzyme or ferment, and largely changed to peptone[5], which change is completed in the intestines by a ferment, trypsin, contained in the pancreatic juice. While pepsin and trypsin have a similar action on foods, they differ in that pepsin can act in acid solutions only, while trypsin is most active in alkaline liquids.

If, as was stated when discussing matzoon, artificially curdled milk is more easily digested because the stomach is spared this task, then milk which has been treated in such a manner that the casein is changed to peptone should be still more easily assimilated by weak stomachs. In accordance with this idea many predigested foods and beverages are now in vogue, as an example of which peptonized milk may be considered.

Pancreatin[6] or peptonizing powder is mixed with a little water, the milk then added and the mixture warmed to about 40 degrees Centigrade and kept at this temperature for ten to twenty minutes, or until it has acquired a slightly bitter taste, and then quickly cooled by placing on ice. Or, if the peptonized milk is to be kept for some time it is quickly heated to boiling before being placed on ice. This boiling destroys the enzymes and prevents their continued action on the milk, which would result in too bitter a product.

[5] It has been explained that the complex sugars or carbohydrates can, by absorption of water, break up into simpler sugars. Thus starch, a polysaccharide, can absorb water and form dextrines. These in turn absorb more water to become maltose, a disaccharide. Each molecule of maltose then absorbs one molecule of water and forms two molecules of glucose, a simple sugar. When starch is used as food it must undergo changes of this nature before it can be assimilated by the body. Similarly the very complex casein in the process of digestion is gradually decomposed into more and more simple bodies, and these are finally used by the system.

[6] Pancreatin is a mixture of enzymes extracted from the fresh pancreas of hogs or cattle. Its chief constituents are an enzyme which hydrolyzes starch and thus renders it soluble and which corresponds to the diastase of malt and is called pancreatic diastase, amylase or amylopsin, an enzyme which attacks proteins and changes them to simpler forms called trypsin, and a third enzyme, steapsin, which in some way aids in the assimilation of fats. It is a cream-colored powder having a faint peculiar odor and a meat-like taste. It is slowly but almost completely soluble in water.

MALTED MILK.

For many years baby foods containing milk, flour and malt have been much in vogue. Recently malt milk drinks have had considerable sale at soda fountains and hence must be considered here.

It has been explained that starch must be changed to soluble compounds before it can be absorbed by the system. Ordinarily this change is effected partially by a ferment or enzyme, phtyalin, contained in the saliva, and is completed by the starch digesting ferment of the pancreatic juice. A like or similar ferment is contained in malt, and the addition of malt to starchy foods renders these more easily digested. The protein-digesting ferment in malt also aids in the digestion of the casein in milk. The milk malt foods on the market may be divided into two classes, those which are mixtures of condensed milk, starch or flour and malt and those in which the malt has acted on the starch and the products of this action, mixed with milk, have been brought to a permanent dry form.

Use of Denatured Alcohol.

In France, where denatured alcohol is used in the arts, various devices are resorted to in order to render the liquid potable and thus escape the excise. Lindet Bul. Soc. Chem. Sucr. et Dist. states that the most common fraud consists of blending a certain proportion of the denatured alcohol with pure alcohol and disguising the flavor with aromatic bodies. Formalin, which is used in denaturing in the proportion of .5 per cent., may still be detected with certainty when the denatured spirit is mixed with fifteen times its volume of pure alcohol. If the denatured spirit contains 2½ per cent. of wood spirit, the presence of methyl alcohol can only be detected so long as the blending does not exceed the proportion 1 to 8. In order to prevent more certainly the use of alcohol for drinking purposes, it is desirable that pyridene, benzine or acetone should be present. A not uncommon form of fraud consists in removing the denatured agent by agitating the spirit with benzene or carbon tetrachloride and brine, redistilling it with aqueous vapor. This process yields 60 per cent. of an alcohol which may be used for drinking purposes, but it requires considerable apparatus. This removes benzine, pyridine and acetone, but traces of formalin can always be detected in the product. If the recovered spirit is to be used for mixing, the only guarantee would seem to be in a mixture of methyl alcohol which would escape detection in dilutions greater than 1 to 8.

Air-Tight Syrup Bottles.

Wiebelitz recommends (Northwestern Druggist) filtering paper for hermetically closing bottles containing fruit syrups, etc., as follows: Fill the bottles (which should be small, and heated before filling) up to the very top and overflowing, with the syrup, as near boiling hot as possible, then lay the piece of filtering paper on top. This immediately becomes saturated with the syrup, and as the latter cools off, water evaporates, and the edges attach themselves firmly to the bottle's lip. In the central portion, sugar forms in the tissues of the paper, and thus makes it practically air-tight. The bottles should have, of course, a lip as small, smooth and symmetrical as possible.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Interstate Registration.

(M. C. R.)—"Will you please inform me what States and territories recognize the Michigan diploma of pharmacy? I would like to go West for a little while and thought that perhaps I might be able to work on my diploma from Michigan."

We assume that you have been registered by examination in Michigan; if so, you can become registered in certain States whose laws provide for interstate or reciprocal registration. Michigan has such law and the States named in the most recent list we have at hand as having similar provisions are: Arkansas, Georgia, Kentucky, Minnesota, New Mexico, North Dakota, Ohio, South Dakota, Washington and Wisconsin. There may be some others and it might be well for you to address the secretary of the Board of Pharmacy of the State or territory in which you wish to locate.

The subject of interstate registration is one which the National Association of Boards of Pharmacy has taken hold of with much interest and in a letter addressed to this journal by Dr. Murray Galt Motter, in February of this year, it was stated that the membership of the association comprised the following States and territories: Ohio, South Dakota, District of Columbia, Maryland, Louisiana, Alabama, Florida, Massachusetts, Indiana, Arizona, Oregon, Michigan and Oklahoma, and that the next step was indicated in the by-law: Upon the receipt of an application for registration in another State, the Secretary of the Board shall request the secretary of such Examining Board to furnish a certified copy of the applicant's examination questions and ratings; provided, that in all cases the applicant shall have received a rating of five per cent. higher than the minimum rate required by the Board before which he was examined; and such questions must be satisfactory to the Board from which he seeks registration.

Cannabis Indica of Aqueous Mixture.

(S. J.)—"Please inform me through the Question Box why I cannot obtain a clear solution from the following formula: Chloral hydrate, 5 grains; potassium bromide, 5 grains; fluid extract of cannabis Indica, 1 minim; fluid extract of hyoscyamus, 3 minims; alcohol, 3 fl. ounces; water, enough to make 1 pint."

The resin of cannabis Indica, which in the fluid extract is dissolved in the alcohol, is insoluble in water, and hence, when introduced into an aqueous mixture, as in the above formula, precipitation is sure to occur. Your formula differs materially in the quantities of the various ingredients employed from other approved formulas, and we strongly suspect that you have made an error in transcribing it. It is hardly possible that a physician would prescribe 5 grains each of chloral and potassium bromide in a pint mixture. The N. F. formula directs that each fluid dram shall contain 15 grains each of chloral and of potassium bromide, and ⅓ grain each of extract of cannabis Indica and of extract of hyascyamus. In the N. F. formula the resinous extract of cannabis Indica is held in suspension by means of tincture of quillaja, and we presume this tincture might be added to your formula for a similar purpose.

Family Liniment.

(L. R. F.)—The term "family" is an elastic one when applied to a liniment. However, under this title any number of formulas may be found. Here are three from The Era Formulary:

(1.)

Oil of sassafras	6	fl. ounces
Oil of origanum	1	fl. ounce
Oil of cedar	1	fl. ounce
Camphor	6	ounces
Alcohol	16	fl. ounces

(2.)

Soap liniment	1½	fl. ounce
Tincture of capsicum	½	fl. ounce
Spirit of ammonia	½	fl. ounce
Alcohol	½	fl. ounce

(3.)

Camphor	4	ounces
Capsicum, in powder	½	ounce
Chloroform	6	fl. ounces
Oil of cajuput	2	fl. ounces
Oil of rosemary	3	fl. ounces
Oil of thyme	4	fl. ounces
Liniment of camphor enough to make	36	fl. ounces

For a "green" liniment, try the following formula from the Pharmaceutical Journal Formulary:

EMERALD OIL.

Chlorophyll	30	grains
Menthol	40	grains
Oil of cassia	20	minims
Oil of eucalyptus	4	fl. drams
Oil of sassafras	3	fl. drams
Oil of sesame	20	fl. ounces
Oil of spearmint	10	minims
Oil of wintergreen	1½	fl. ounces

Moxocolo Extract.

(H. L. S.)—We cannot give the formula for the proprietary article. However, the following formula has been published for an extract containing bitter and "tonic" properties:

Tincture of avena sativa	3½	fl. ounces
Tincture of cinchona comp.	2	fl. ounces
Angostura bitters	3	fl. ounces
Caramel	24	ounces
Tincture of nux vomica	1	ounce
Fuid extract of coca	1	ounce
Oil of wintergreen	1	dram
Oil of sassafras	1	dram

Mix.

Mounting Pastes for Photographs.

(F. G. S.)—The following are typical formulas:

(1.)

Arrowroot	½	ounce
Gelatin	20	grains
Alcohol, methylated	2	fl. drams
Carbolic acid, liquefied	2	minims
Water	3¾	fl. ounces

Mix the arrowroot into a cream with two fl. drams of the water; then soak the gelatin in the remainder of the water till softened, and boil together for five minutes. When cool add the alcohol and carbolic acid.

(2.)

Gelatin	150	grains
Arrowroot	30S	grains
Water	8	fl. ounces
Methylated spirit	2½	fl. drams
Formalin (40 per cent. sol.)	20	minims

Soak the gelatin for a few hours in two fluid ounces of the water; then make a paste with the arrowroot and remaining 6 fl. ounces of boiling water; mix, heat gently till dissolved, and as it cools add the methylated spirit and the formalin solution.

(3.)

Dextrin	1	ounce
Creosote	4	minims
Distilled water, boiling	1	fl. ounce

Mix.

Laundry Bluing.

(Subscriber.)—We do not know the exact process followed by the manufacturer in making the proprietary bluing in sheet paper form. However, we presume an article of this character might be easily made by impregnating suitable paper or paper pulp with a soluble dye, such as some good cotton blue (aniline blue, 6 B.) or indigo-carmine. The following solution has been suggested: Water, 15 parts; indigo-carmine, 1½ parts; gum arabic, ¾ part, or sufficient. The Techno-Chemical Receipt Book gives this formula for a concentrated liquid bluing which, presumably, might be made to answer a similar purpose: Bengal indigo, 2 parts; fuming sulphuric acid, 9 parts; gum arabic, 4 parts; water, 50 parts. Some experimenting is necessary to work out the details.

Alcohol and CO_2 in Fermentation.

Lindent and Marsais (Compte vend.) have determined the quantities of alcohol and carbon dioxide produced at different stages during fermentation. Equal volumes of sterilized material were treated with equal quantities of the same yeast, the products of fermentation being collected. Tests made when fermentation had proceeded for periods of different lengths, showed that in the first stage the quantity of alcohol produced was distinctly greater than that of carbon dioxide, whereas later the quantities of the two products were practically identical. The temperature of the fermentation and the acidity of the juice had no appreciable effects upon the result. The preponderance of alcohol during the first stage is supposed to be due to the process of reproduction of the yeast, because the formation of new cells is practically confined to the first stage of fermentation.

ENDERMOL

NEUTRAL, BLAND, ODORLESS
STABLE, MOLLIENT, PENETRATING

MAKES

Smooth Ointments With All Drugs

1-lb. Tins - - 50c. per lb.
5-lb. Tins - - 45c. per lb.

Send for Literature

SCHERING & GLATZ
NEW YORK

MELLIN'S FOOD

was the

ONLY Infants' Food

which received the

GRAND PRIZE
THE HIGHEST AWARD

at the

Louisiana Purchase Exposition
St. Louis 1904

HIGHER THAN A GOLD MEDAL.

BUY A GROSS AND SAVE 5 and 2½ PER CENT.

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS

$33.60 PER GROSS. - - $2.80 PER DOZEN.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2 1-2 Per Cent. off.

THIS IS THE GENUINE.

Send for Cards, Cartons and Counter Wrappers.

The Centaur Co., 77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher
President.

BUY A GROSS AND SAVE 5 and 2½ PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

(S. P. 5.)

WEEKLY PRICE CURRENT

. . OF . .

Drugs and Chemicals

Showing the articles which have advanced or declined during the past week

REVISED ON TUESDAY.

TO SUBSCRIBERS

In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market and are the average prices charged to retail druggists. For large quantities and original packages, lower prices should be secured. Quality should always be taken into consideration.

THE WEEK'S CHANGES.

A—Calcium Hypophosphite,	lb.	.80	—	.90
D—Camphor Refined, barrels	lb.	.71	—	.71½
Less	lb.	.77	—	.82
Cases	lb.	.71½	—	.72
Less	lb.	.77	—	.82
Oz. cakes, case	lb.	.73	—	.73½
Less	lb.	.79	—	.85
24s, in cases	lb.	.75		.75½
Less	lb.	.81	—	.85
D—Cantharides, Chinese, whole,	lb.	.79	—	.89
Powdered	lb.	.89	-	.99
D—Chicle, Mexican	lb.	.57	-	.64
D—Coca Leaves, Truxillo	lb.	.36	—	.46
D—Golden Seal Root, powdered	lb.	.41	—	.51
Whole	lb.	1.90	-	2.15
Powdered	lb.	2.00	—	2.25
A—Ladies' Slipper, whole	lb.	.57	—	.62
Powdered	lb.	.62		.67
D—Menthol, Crystals	lb.	2.70	-	2.90
	oz.	.25	—	.30
D—Oil Cajeput	lb	.84	-	.90
D Oil Cassia	lb.	.97	-	1.12
A—Potassium Hypophosphite,	lb.	.80	—	.90
A—Sodium Hypophosphite,	lb	.80	—	.90
A—Wormseed, Levant, whole	lb.	.23	-	.28
Powdered	lb	.26		.31

WEEKLY PRICE CURRENT.

Absinthin, 15-gr. v.	ea.		—	.50
Acacia, select, white	lb.	.50	—	.60
1st select powdered	lb.	.60	—	.70
Fine granulated 1st	lb.	.60	—	.70
Sifted sorts	lb.	.22	—	.27
Acetanilid	lb.	.27	—	.52
Acetone, pure, C. P., Med.	lb.		—	.85
Acid Acetic, No. 8 (sp. gr. 1.040)	lb.	.05½	—	.10
U. S. P., 36 p. c.	lb.	.06¾	—	.12
C. P., Glacial, 99½ p. c.	lb.	.38	—	.40
Benzoic, Eng., true	oz.	.13	—	.15
German	lb.	.45	—	.55
Boracic, cryst	lb.	.16	—	.19
Powdered	lb.	.17	—	.21
Acid.				
Impalp.	lb.	.28	—	.30
Butyric, 100 p. c.	oz.		—	.27
Carbolic Cryst., 1-lb. bots.	lb.	.31	—	.35
5-lb. bottles	lb.	.25	—	.30
Liquid, 95 per cent	lb.	.20	—	.25
Crude, 10—95 p. c.	gal.	.20	—	.50
Chloracetic, 1-oz. v.	oz.		—	.47
Acid, Chromic, 1-oz. v.	oz.	.07	—	.08
C. P.	oz.		—	.32
Chrysophanic, true, vials	lb.	2.90	—	3.15
Cinnamic, Synthetic, vials	oz.	.35	—	.40
Natural, 1-oz. vial	oz.		—	.55
Citric, cryst.	lb.	.38	—	.45
Powdered	lb.	.40	—	.45
Formic, Conc., 1-lb. bt.	lb.		—	1.75
	oz.		—	.22
Gallic	oz.	.10	—	.12
¼, ½ & 1-lb. cartons	lb.	.65	—	.70
Hydriodic, sp. gr. 1.50, 1 oz. sealed tube	oz.		—	.49
Hydrobromic, conc., incl.	oz.		—	.17
Dil., U.S.P., 1-oz. v. incl.	oz.		—	.06
Hydrochloric (see Muriatic).				
Hydrocyanic, 1-oz. v., U.S.P.,	oz.		—	.14
Hydrofloric, 1-lb. gutta percha bot. incl.	lb.		—	1.40
Hypophosphorous, sol. 30 p. c.	oz.		—	.10
U. S. P., 10 p. c.	oz.		—	.11
Lactic, conc., 1-oz. v.	oz.		—	.12
	lb.	.70	—	.73
Dilute	oz.		—	.08
Molybdic, C. P.	lb.		—	4.00
1-oz. vials	oz.		—	.39
Pure	oz.		—	.26
Monochloracetic	oz.		—	.37
Muriatic, coml. 20° (Carboys 120 lbs., 2½c.)	lb.	.05	—	.07
C. P. Hydrochloric	lb.	.10	—	.18
Nitric, coml. 38° (Carboys, 120 lbs., .05¼c.)	lb.	.07	—	.08
C. P.	lb.	.15	—	.18
Nitro-muriatic	lb.		—	.30
Purified	lb.	.30	—	.40
Oxalic	lb.	.06	—	.12
Phosphoric, diluted	lb.		—	.10
U. S. P., 1889, 50 p. c.	lb.		—	.33
Syrupy, 85 p. c.	lb.	.35	—	.40
Meta Glacial, sticks	lb.	.50	—	.55
Picric	lb.		—	.60
Pyrogallic, ¼, ½ and 1-lb. cans	lb.	2.20	—	2.30
1-oz. v.	oz.	.22	—	.28
Pyroligneous, Purified	lb.		—	.30
Crude	gal.		—	.30
Salicylic, 1-lb. cartons	lb.	.45	—	.50
Bulk	lb.	.43	—	.47
From Gaultheria, 1-oz. v.	oz.		—	.60
Sulphuric, aromatic	lb.		—	.50
Com'l, 66 deg. (Carboys 16 lbs., .01⅝c.)	lb.	.06	—	.08
C. P.	lb.	.10	—	.14
Sulphurous, U.S.P., solution.	lb.		—	.10
Tannic, C. P., 1-lb. cartons	lb.	.75	—	.85
Medicinal	lb.		—	1.25
Tartaric, cryst.	lb.	.38	—	.42
Powdered	lb.	.31	—	.38
Tri-chloracetic	oz.		—	.32
Valerianic, 1-oz. v.	oz.		—	.20
Aconine	oz.		—	3.75
Aconin, 15-gr. vials	ea.		—	.40
Aconite leaves, Eng., 1-lb bots.	lb.		—	1.25
German	lb.	.17	—	.20
Powdered	lb.	.25	—	.28
Root, English	lb.		—	.75
Powdered	lb.		—	.85
Root, German	lb.	.19	—	.23
Powdered	lb.	.24	—	.28
Aconitine, Amorphous, ⅛-oz. v.	ea.		—	1.40
Nitrate, Amorph., 15-gr. v.	ea.		—	.75
Cryst., 15-gr. v.	ea.		—	.75
Adeps Lanae, Hydrous	lb.	.29	—	.30
Adonidin, 15-gr. v.	ea.		—	2.25
Agaric, white	lb.	.30	—	.35
Powdered	lb.	.40	—	.45
Agaricin	oz.		—	.94
15-gr. v.	ea.		—	.10
Aguirin	oz.		—	1.70
Alcohol, Absolute	gal.		—	4.50
95 per cent	gal.	2.45	—	3.62
Methylic (Wood)	gal.	.76	—	1.00
Aldehyde, Commercial	lb.		—	.75
Cinnamic	oz.		—	2.00
Alkanet Root	lb.	.19	—	.24
Powdered	lb.	.25	—	.30
Alkanin, Powdered	oz.		—	.40
Allspice, clean	lb.	.08	—	.12
Powdered	lb.	.13	—	.16
Almonds, Bitter, Shelled	lb.	.35	—	.40
Sweet Jordan	lb.	.31	—	.36
Aloes, Cape	lb.	.20	—	.25
Powdered	lb.	.25	—	.30
Socotrine, True	lb.	.35	—	.38
Powdered	lb.	.40	—	.45
Purified	lb.	.75	—	1.00
Aloin, 1-oz. v. (lb., .55-59)	oz.	.08	—	.10
H. P.	oz.		—	.14
Alum, Ammonia, Lump, bbls. or less	lb.	.02	—	.05
Ammonio-Ferric	lb.	.25	—	.30
Chrome, 1-lb. cartons	lb.	.11	—	.13
Dried, 1-lb. cartons	lb.		—	.14
Ground, bbls. or less	lb.	.02½	—	.05
Powdered, bbls. or less	lb.	.03¾	—	.08
Roman	lb.		—	.20
Sodic	lb.		—	.40

TIN BOXES
SCREW CAPS, ETC.

Plain, Lacquered, Lithographed

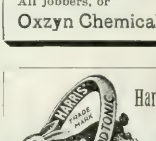
Special Sizes and Designs Made to Order. New and Up-to-date Machinery. All orders promptly attended to.

BURDICK & SON
Rose and Hamilton Sts., ALBANY, N. Y.

TRADE MARK 'Tabloid' BRAND Products
TRADE MARK 'Soloid' BRAND Products
TRADE MARK 'Hazeline' BRAND Products
TRADE MARK 'Kepler' BRAND Products
TRADE MARK 'Enule' BRAND Products
TRADE MARK 'Hemisine' BRAND Products
TRADE MARK 'Valule' BRAND Products
TRADE MARK 'Wellcome' BRAND Products
are issued by
BURROUGHS WELLCOME & CO.
of LONDON, ENGLAND
The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful

Full lines of these and other B. W. & Co. Products always kept in stock by
FAIRCHILD BROS. & FOSTER
(The General Wholesale Depot in U S A. for more than twenty years)
Washington and Laight Streets, NEW YORK
and 134, Lake Street, CHICAGO

OXZYN BALM
Largely advertised. Endorsed for 20 years by physicians as the best complexion preparation made. Sells well. Retails for 25c., 50c., and $1 a jar. Wholesale, $2, $4 and $8 a dozen. All jobbers, or
Oxzyn Chemical Co. 878 Broadway NEW YORK



Try One Dozen
Harris' New Blood Tonic
Costs $4.00 per doz.
Retails 50c. bottle
Steady, satisfactory seller or we buy it back. Through your jobber or direct.
Harris Chemical Co.
WASHINGTON, D. C.

CARL H. SCHULTZ

Artificial Vichy, Selters Carbonic.

U.S. BARKEEPERS FRIEND
METAL POLISH
USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD
HIGHEST AWARD—Chicago World's Fair, 1893; Louisiana Purchase Exposition, St. Louis, Mo., 1904.

Aluminum, Acetate (lb., 90).oz.		.19
Metallic, powd. (lb., 1.50).oz.		.19
Powdered, coarse .....oz.		.24
Sulphate Coml. .....lb.		.10
Crys. C. P. .....lb.		.50
Purified .....lb.		.30
Ambergris, gray .....dr.	4.00	4.50
Black .....dr.	3.00	3.50
Amidol, 1-oz. cans .....ea.		.75
Ammonia, Water, 16 deg..lb.	.05¾	.06
18 deg. .....lb.	.06	.07
20 deg. .....lb.	.06	.07
26 deg. Conc. .....lb.	.07½	.08
Ammoniac, Gum, Tears.....lb.	.22	.30
Powdered .....lb.		.75
Ammonium, Acetate, crys..oz.		.16
Benzoate (lb. 1.10).....oz.	.11	.14
From True Benzoic Acid.oz.		.29
Bromide, 1-lb. bots.....lb.	.45	.50
Carbonate, Jars .....lb.	.12	.14
Resublimed, 1-lb. bots..lb.	.30	.33
Powdered .....lb.	.25	.30
Citrate (lb., 1.15), 1-oz. v.oz.		.14
Typophosphite (lb., 2.40).oz.		.25
Hyposulphite, 1-oz. v....oz.		.30
Iodide (oz., .40, .45).....lb.	5.25	5.50
Lactate .....oz.		.50
Molybdate .....oz.		.24
Muriate .....lb.	.14	.16
C. P. .....lb.	.18	.20
Gran. .....lb.	.06¾	.13
Dried .....lb.	.18	.20
Purified .....lb.	.17	.20
Powdered .....lb.	.16	.18
Nitrate, cryst. .....lb.		.25
Gran. .....lb.	.20	.25
Oxalate, 1-lb. bots.....lb.		.45
Phosphate, 1-lb. bots.....lb.	.60	.70
Salicylate .....lb.	1.10	1.20
Sulphate .....lb.	.05	.07
Pure, resub. .....lb.	.28	.30
Valerianate, cryst. (lb., 1.50) oz.		.22
Anise Seed, Italian.....lb.	.14	.16
Powdered .....lb.	.20	.22
Star .....lb.	.31	.36
Apomorphine Muriate, Amorphous, ⅛-oz. v.....ea.		.35
Crystals, ⅛-oz. v.....ea.	.95	1.00
Arnica Flowers .....lb.	.15	.18
Powdered .....lb.	.24	.28
Root .....lb.	.20	.25
Arrowroot, American .....lb.	.08	.10
Bermuda, true .....lb.	.43	.48
Jamaica .....lb.	.20	.25
St. Vincent .....lb.	.15	.20
Taylor's, ¼-lbs., tin foil, boxes 12 lbs.....lb.	.26	.32
Arsenic, Bromide, Crystals.oz.		.27
Iodide .....oz.	.45	.50
White Oxide, Lump, pure.lb.	.08	.10
Powdered, pure .....lb.	.18	.20
Yellow, Lump (Orpiment).lb.	.14	.16
Powdered, Medic. .....lb.		.25
Asafetida, extra selected...lb.	.30	.35
Good, fair .....lb.	.35	.40
Powdered .....lb.	.35	.40
Atropine, ⅛-oz. v.....oz.	5.60	6.00
Sulphate, ⅛-oz. v.....oz.	4.60	4.85
Balmony Lvs. Pressed.....lb.		.25
Balsam Peru, True.....lb.	1.35	1.55
Tolu .....lb.	.29	.41
Bamboo Brier Root.....lb.	.20	.25
Bayberry Bark .....lb.	.20	.25
Barium Carbon, precip., pure. .....lb.		.37
C. P. .....lb.	.75	.85
Caustic Hydrate, C. P., Cryst. .....lb.		.75
Chloride, 1-lb. bots.....lb.		.17
Dioxide, Anhydrous .....lb.		.35
C. P., 1-lb. bots.....lb.		.90
Nitrate, Powdered .....lb.		.12
Pure, 1-lb. bots.....lb.		.40
Sulphate Powder (Barytes). .....lb.	.07	.10
Pure, Precip. .....lb.	.40	.42
Basswood Bark, Pressed, ozs. .....lb.		.20
Bayberry Bark, select.....lb.	.17	.22
Powdered .....lb.	.22	.27
Bay Laurel Leaves.....lb.	.10	.15
Beans, Calabar .....lb.	.35	.40
Tonca, Angostura .....lb.	.85	.95
Vanilla, Mexican, long....lb.	6.50	7.00
Short .....lb.	5.50	6.00
Bourbon .....lb.	5.00	5.50
Beech Leaves, Pressed, ozs. lb.		.25
Belladonna Leaves, English, 1-lb. bots. .....lb.		1.35
1-lb. cans .....ea.		1.20
Cultivated, S. & C.....lb.		.50
German .....lb.	.18	.22
Root .....lb.	.21	.26
Powdered .....lb.	.26	.31
Benne Leaves, Pressed, ozs..lb.	.60	.63
Benzine .....gal.	.14	.22
Benzoin, Sumatra .....lb.	.45	.50
Powdered .....lb.	.45	.50
Benzosol, 1-oz. v.....oz.		1.25
Berberine, C. P., ⅛-oz. v....ea.		.65
Phosphate .....oz.		1.00
Sulphate, 1-oz. v. .....ea.		1.04
Beth Root .....lb.		.25
Birch Bark .....lb.	.15	.20
Bismuth, Beta Naph. (Orphol). .....oz.		.80
Bromide, 1-oz. v.....oz.		.55
Citrate and Ammonium...lb.	3.15	3.25
Iodide .....oz.	.35	.38
Oxychloride, 1-lb. bots....lb.	2.65	2.75

PLANTEN'S PURE SANDAL PERLOIDS

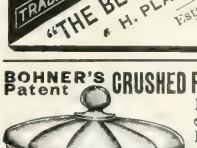
TRADE MARK

"THE BEST BY EVERY TEST"

H. PLANTEN & SON,

Established 1836. NEW YORK. May 1905. BROOKLYN, N. Y.

BOHNER'S Patent CRUSHED FRUIT BOWLS



FLY PROOF & TIGHT COVER DUST PROOF NO NOTCHES

Recognized as the standard bowl, no fountain is complete or up-to-date without them, your patrons know and appreciate them.

Ladle under cover. Handle resting on rod always clean and ready for use.

They are handled by nearly all Soda Fountain Manufacturers, Wholesale Druggists, Confectioners and Jobbers of Soda Fountain Supplies, and for convenience of all fountain owners, we issue annually a list of dealers who handle Bohner Bowls.

BOHNER MANUFACTURING CO., 42 State St., CHICAGO.

AMMONOL

THE STIMULANT

ANALGESIC and ANTIPYRETIC

PUT UP IN ONE OUNCE BOTTLES ONLY

THE AMMONOL CHEMICAL CO.

Manufacturing Chemists NEW YORK

ROTOGRAPH POST CARDS

We make 4 beautiful styles from your Photographs.

Send for Samples. A Display Stand FREE.

The Rotograph Co., 754 E. 149th Street, New York.

SOFT ELASTIC CAPSULES

Every kind, size and combination.

Filled and empty. Machine and hand-made. Lowest Prices.

Formulas filled. Finest capsules.

Send for samples and prices.

Crsytal Capsule Co., 15 N. 11th Street, Philadelphia.

DR. COLE'S CATARRH CURE

Quick, Steady Seller

$2.00 per doz.

Unique attractive cut on Red Elephant Display for counter or window FREE. Special inducement to introduce.

The Cole Medicine Co., Dept. E, Brooklyn, N. Y.

A GREAT SELLER FOR 5 CENTS

CREME DE MILK CHOCOLATE

MADE BY RUNKEL BROTHERS

451 W. 30TH ST. NEW YORK

SEND FOR PRICE AND SAMPLE.

Bismuth, Oxyiodide .....oz.	.37	.42
Salicylate, 64 p. c. ....lb.	3.20	3.45
Sub-benzoate (lb., 4.00), 1-oz. vial .....oz.	.28	.32
Subcarbonate .....lb.	3.05	3.20
Subgallate .....lb.	2.80	2.95
Subnitrate .....lb.	2.70	2.95
Tannate .....oz.	.20	.22
Valerianate .....oz.		.32
Blue Mass (Blue Pill).....lb.	.50	.55
Powdered .....lb.	.50	.60
Blue Vitriol (see Copper Sulphate).		
Bone, Cuttlefish .....lb.	.25	.30
Powdered .....lb.	.28	.32
Jewelers' .....lb.	.60	.65
Boneset, Leaves and Tops...lb.		.20
Borage Flowers .....lb.		.60
Herb .....lb.		.30
Leaves, Pressed, ozs.....lb.		.30
Borax, Refined .....lb.	.08¼	.12
Powdered .....lb.	.09	.13
Buchu Leaves, Long .....lb.	.65	.75
Powdered .....lb.	.70	.80
Short .....lb.	.25	.30
Powdered .....lb.	.30	.35
Buds, Balm of Gilead.....lb.	.50	.55
Cassia .....lb.	.30	.35
Burdock Root, Crushed ....lb.	.15	.20
Seed .....lb.		.20
Butternut, Bark of Root....lb.		.20
Cacao Butter .....lb.	.36	.45
Caffeine, pure (lb., 3.25—3.50) oz.	.35	.40
Benzoate .....oz.		.55
Bromide .....oz.	.31	.33
Citrated (lb., 2.00-2.10)...oz.	.19	.21
Hydrobromate, Gran. effer.lb.	.60	.70
Hydrochlorate (true salt).oz.	.40	.60
Nitrate .....oz.		1.45
Sulphate, ½lbs. .....oz.	.53	.55
Valerianate .....oz.	.55	.58
Calamus Root, Natural.....lb.	.25	.30
Peeled .....lb.	.45	.50
Powdered .....lb.	.43	.48
White, Peeled and Split..lb.	.35	.40
Calcium, Benzoate .....oz.		.20
Bromide .....lb.	.53	.55
Chloride, crude .....lb.	.08	.10
Fused .....lb.		.65
Gran. .....lb.		.60
Glycerino - phosphate (lb., 3.00) .....oz.		.30
Hypophosphite .....lb.	.80	.90
Iodide .....oz.	.36	.40
Lactate .....oz.		.18
Lactophosphate, Sol. .....lb.	1.75	1.85
Permanganate .....oz.		1.07
Phosphate, Precip. .....lb.	.22	.24
Sulphate, Precip., pure...lb.	.50	.60
Sulphite, Neutral, for Cider. .....lb.		.14
Sulphorcarbolate .....oz.		.11
Calendula Flowers .....lb.	.43	.48
Calomel (see Mercury Chloride).		
Camphor, refined .....lb.	.71	.82
Cases (½-lb. cakes), 100 lbs. or less.....lb.	.71½	.82
Powdered .....lb.	.82	.88
Compressed, ozs. .....lb.	.73	.85
Canada Balsam, True.....gal.	4.15	4.40
Candy, Coltsfoot Rock, American .....lb.		.35
English .....lb.		.40
Rock on strings.....lb.	.10	.12
Canary Seed, Sicily .....lb.	.06	.08
Smyrna .....lb.	.05¾	.08
Canella Bark, Powdered...lb.	.35	.40
Cannabis Indica Herb.....lb.	1.15	1.25
Cantharides, Russian, sifted.lb.	1.55	1.70
Capsicum, African .....lb.	.20	.22
Powdered .....lb.	.23	.25
Caraway .....lb.	.10	.12
Powdered .....lb.	.15	.18
Carbon Disulphide .....lb.	.15	.20
Cardamon Seed, Malabar—Bleached .....lb.	.90	1.00
Carmine, No. 40.....oz.	4.25	4.50
Cascara Amarga, Herb.....lb.	.40	.50
Sagrada Bark .....lb.	.25	.30
Powdered .....lb.	.30	.35
Cascarilla Bark .....lb.	.15	.20
Powdered .....lb.	.25	.30
Casein .....lb.		1.50
Cassia, Saigon .....lb.	.65	.70
Powdered .....lb.	.70	.75
Castor Leaves, Pressed, ozs.lb.		.30
Catechu, Medicinal .....lb.	.13	.16
Catnip Leaves, Pressed, ozs.lb.		.20
Cerasin, White .....lb.	.21	.27
Yellow .....lb.	.23	.30
Cerite .....lb.		1.00
Ceroxin, Lactate .....oz.	.85	.89
Nitrate .....oz.		.24
Oxalate (oz., .06-.08).....lb.		.55
Cetarin, 15 gr. v. .....ea.		.85
Cevadilla Seed (see Sabadilla).		
Chalk, Precipitated, Eng., 7-lb. bags .....lb.	.09	.10
Prepared, English, Thomas, 5-lb. box, white...box.		.55
Pink .....box.		.65
White, bbls. .....lb.	.04	.07
Chamamile Flowers, German.lb.	.22	.25
Roman .....lb.	.30	.35
Charcoal, Animal .....lb.	.10	.12
Willow, powdered .....lb.	.12	.15
Chicle .....lb.	.57	.61

Chinoidine	oz.	.10	— .12
Chinolin, pure	oz.		— .45
Chloralbacid	oz.		— 1.00
Chloral Hydrate, Crystals	lb.	1.23	— 1.35
Croton	lb.	4.50	— 4.75
Chloroform	lb.	.40	— .45
Chlorophyll, pure, 15-g. v.	ea.		— .50
Chrysarobin	oz.	.21	— .23
Cinchona Bark, Pale, Select	lb.	.35	— .40
Red	lb.	.40	— .45
Yellow	lb.	.35	— .45
Cinchonidine, Alkal'd, pure	oz.	.59	— .62
Salicylate	oz.	.40	— .42
Sulphate	oz.	.28	— .30
Cans, 100 ozs.	oz.	.18	— .19
Tannate	oz.		— .50
Cinchonine, Sulphate	oz.	.15	— .17
Salicylate (lb., 2.00)	oz.	.15	— .17
Cineraria Maritima Juice, 1/2-oz. v.	ea.		— 2.00
Cloves	lb.	.16	— .20
Powdered, pure	lb.	.21	— .25
Cobalt, Powdered (Fly Poison).	lb.	.18	— .20
Cocaine, Alkaloid, 1/2-oz. v.	oz.	4.25	— 4.50
Muriate, Cryst.	oz.	4.00	— 4.25
Oleate (5 p. c. Alk.), 1/2-oz. v.	oz.	.89	— 1.00
Coca Leaves	lb.	.36	— .50
Cocculus Indicus (Fish Berries)	lb.	.08	— .10
Powdered	lb.	.20	— .25
Cochineal, Honduras	lb.	.55	— .65
Codeine	oz.	3.60	— 3.85
Phosphate	oz.	2.95	— 3.15
Salicylate, 1/2-oz. v.	ea.		— .75
Sulphate	oz.	3.35	— 3.60
Colchicum Root	lb.	.22	— .27
Powdered	lb.	.27	— .32
Seed	lb.	.38	— .43
Powdered	lb.	.48	— .53
Collodion	lb.		— .82
Coltsfoot Leaves, Pressed, ozs.	lb.		— .25
Powdered	lb.		— .30
Colombo Root	lb.	.15	— .20
Comfrey Root, Crushed	lb.	.18	— .22
Coniine, Alkaloid, 1/2-oz. v.	ea.	.70	— .75
Conium Leaves	lb.	.15	— .20
Seed	lb.	.20	— .28
Copaiba	lb.	.31	— .32
Copper, Acetate, distilled	lb.		— .65
Ammoniated	lb.		— .50
Bichloride, pure	oz.		— .18
Carbonate	lb.	.40	— .42
Chloride, Pure, Cryst.	lb.		— .65
Iodide	oz.	.38	— .41
Subacetate, Lump (Verdigris)	lb.	.28	— .30
Powdered	lb.		— .35
Sulphate (Blue Vit.)	lb.	.06	— .10
Powdered	lb.	.11	— .15
Purif. Gran.	lb.		— .20
Pencils	doz.		— 1.75
Copperas (see Iron Sulphate).			
Coriander	lb.	.11	— .14
Powdered	lb.	.18	— .20
Corrosive Sublimate (see Mercury Bichloride).			
Coto Bark	lb.	.35	— .40
Cotoin, True, 1/4-oz. v.	ea.		— 1.75
Cotton Root Bark	lb.	.30	— .35
Ground	lb.	.33	— .38
Powdered	lb.	.35	— .40
Coumarin	oz.	.35	— .40
Cowhage, Down	oz.	.40	— .45
Cramp Bark	lb.	.28	— .33
Cranesbill	lb.	.20	— .25
Powdered	lb.	.25	— .28
Crawley Root	lb.	2.25	— 2.50
Cream Tartar, Pwd.	lb.	.25	— .32
Creosote, Beech Wood	lb.	.90	— 1.00
Croton-Chloral (Butylchloral).	oz.		— .35
Cubeb Berries, sifted	lb.	.20	— .25
Powdered	lb.	.25	— .30
Cudbear	lb.	.15	— .20
Culver's Root	lb.	.17	— .22
Cumin Seed	lb.	.15	— .22
Damiana, Pressed, ozs.	lb.	.23	— .29
Dandelion Herb	lb.		— .25
Root	lb.	.12	— .16
Cut	lb.	.15	— .18
Dextrin, Yellow	lb.	.08	— .10
White	lb.	.08	— .10
Digitaline, 1/4ths	oz.	8.25	— 8.50
15-gr. vials	ea.	.50	— .55
Digitalis Leaves, Eng., 1-lb. tins	lb.		— .85
German	lb.	.28	— .33
Powdered	lb.	.30	— .35
Pressed, ozs.	lb.	.25	— .30
Dill Seed	lb.	.15	— .20
Dionin, 15-gr. v.	ea.		— .35
Dita Bark, Alstonia Constricta.	lb.		— .30
Dittany Herb	lb.		— .25
Dover's Powder	lb.	1.10	— 1.15
Dragon's Blood, Powdered	lb.	1.00	— 1.10
Extra	lb.	1.10	— 1.20
Reeds	lb.	.65	— .75
Dwarf Elder	lb.	.30	— .35
Elaterium	oz.		— .63
Elder Berries	lb.	.25	— .30
Flowers, Pressed	lb.	.25	— .30
Juice, Sambucl	lb.		— .30
Elecampane Root	lb.	.10	— .14
Ground	lb.	.15	— .20
Powdered	lb.	.18	— .22
Elemi Gum	lb.	.25	— .30

RIGHT PRICE
AYERS'
Pill and Tablet
Counting Machines
A successful and quick operator on any shape or size, coated or plain.
No Breakage
Absolute Accuracy
HAND or POWER
Sent on Trial
John W. Ayers & Son
144 Centre St., New York City

CARPATE SALVE
For Burns, Skin Eruptions, Cuts, Bruises, Piles.
10c. 25c. 50c.
Carpate Salve Co.
New York.

DEAN'S PATENT.
ARDENTER
MUSTARD.
W. G. DEAN & SON,
361 Washington, NEW YORK.

REIS' ADVERTISING TAPE.
A woven package tie with the store's name and address printed in succession its entire length.
Ties neat, strong, nifty bundles. It's first-class advertising without cost.
G. REIS & BRO.
638 B'way, New York.

Elastic & Non-Elastic
..Webs..
ALL WIDTHS
M. & L.
TRADE-MARK
ELASTIC SURGICAL BANDAGE CO.
110 Worth St., New York

"THAT FRESH FRUIT FLAVOR"
J. MIDDLEBY, Jr., Inc.
Boston " " " Mass.

The Puffer Manufacturing Co.
SODA WATER APPARATUS
"FAITHFUL" CARBONATORS
STEEL FOUNTAINS
SODA WATER SUNDRIES
44-48 Portland St. Boston, Mass.

BENOLGUR CAPSULES
SUPPLIED BY ALL JOBBERS
10 Minim oval Capsules representing Benzoic Acid True, and Gurjun Oil, for treatment of all Genito-Urinary Diseases.
BENZ-OL CAPSULE CO.
317 Delaware Kansas City, Mo.

Elm Bark	lb.	.27	— .32
Select	lb.	.35	— .40
Ground	lb.	.18	— .20
Powdered, bulk	lb.	.20	— .25
Epsom Salt (see Magnesium Sulphate).			
Ergot	lb.	.45	— .50
Powdered	lb.	.50	— .55
Ether, Acetic	lb.		— .50
Butyric, absolute (Butyrate Ethyl)	lb.	2.50	— 4.00
Chloric, U. S. P.	lb.		— .50
Nitrus, Conct.	lb.	1.00	— 1.25
Sulphuric	lb.	.69	— .80
Washed	lb.	.72	— .85
Valerianic (1-lb. bots., 5.00).	oz.		— .44
Eucaine Hydrochlor	oz.		— 3.50
Eucalyptol, U. S. P.	oz.	.14	— .15
Eucalyptus Bark	lb.	.20	— .25
Leaves	lb.	.10	— .12
Euonymin (Eclectic powder)	oz.	.80	— .90
Euphorbium	lb.	.20	— .25
Powdered	lb.	.30	— .40
Euquinine	oz.		— 1.40
Europhen	oz.		— 1.80
Exalgine	oz.		— 1.40
Fennel Seed	lb.	.15	— .20
Powdered	lb.	.17	— .22
Flaxseed, cleaned	lb.	.05	— .06
Ground	lb.	.05	— .06
Foenugreek Seed	lb.	.05	— .07
Ground	lb.	.06	— .08
Formaldehyde	lb.	.11	— .25
Formalin	lb.	.21	— .35
Fringe Tree Bark, Pressed, ozs.	lb.		— .34
Gaduol (lb., 4.50)	oz.		— .37
Galangal Root, Select	lb.	.12	— .14
Powdered	lb.	.16	— .18
Gamboge, Blocky	lb.	1.05	— 1.20
Powdered	lb.	1.20	— 1.30
Select, pipe, bright	lb.	1.00	— 1.05
Garlic, on string	lb.	.17	— .22
Gaultheria (see Wintergreen).			
Gedda, Gum	lb.	.15	— .18
Geissospermine, C. P., 15-gr. v.	ea.		— 1.25
Gelanthum	lb.		— .75
Gelatin, Pink	lb.	.75	— .80
Gold	lb.	.45	— .60
Silver	lb.	.33	— .38
Gelsemin (Resinoid)	oz.		— 2.50
Gelseminine, C. P., Cryst., German, 15-gr. vials	ea.		— 2.50
Sulphate, 15-gr. v.	ea.		— 2.50
Gelsemium Root	lb.	.15	— .20
Powdered	lb.	.20	— .25
Gentian Root	lb.	.10	— .15
Powdered	lb.	.14	— .18
Ginger Root, African	lb.	.10	— .15
Powdered	lb.	.15	— .18
Jamaica, bleached	lb.	.16	— .20
Ground	lb.	.20	— .24
Powdered	lb.	.18	— .22
Ginseng	lb.	9.25	— 10.00
Glycerin	lb.	.15	— .20
Gold and Sodium Chloride, U. S. P., 15-gr. vial	doz.		— 2.70
Gold Thread (Coptis Trifolia).	lb.	.70	— .75
Golden Seal Root	lb.	1.90	— 2.15
Powdered	lb.	2.00	— 2.25
Grains of Paradise	lb.	.20	— .25
Powdered	lb.	.25	— .30
Grindelia Robusta Herb	lb.	.30	— .35
Powdered	lb.	.35	— .40
Squarrosa	lb.		— .30
Guaiac. Resin	lb.	.28	— .33
Select, strained	lb.	.33	— .38
Powdered	lb.	.38	— .43
Wood, Rasped	lb.	.03	— .06
Guiacol, Carbonate	oz.		— .60
Salicylate (Guiacol-Salol)	oz.		— 1.60
Valerianate (Geosote)	oz.		— 1.34
Guarana (Paullinia)	lb.	.70	— .80
Powdered, true	lb.	.80	— .90
Gun Cotton (Pyroxylin)	oz.	.25	— .45
Gutta Percha, Crude, chips	lb.	1.50	— 1.75
Sheet	lb.	1.50	— 1.75
Helenin, cryst., white, 15-gr. v.	ea.		— .50
Heliotropin	oz.		— .60
Hemlock Bark, crushed	lb.	.12	— .15
Powdered	lb.	.16	— .18
Hemol	oz.		— .80
Hemp Seed	lb.	.03½	— .06
Henbane Leaves, English	lb.		— 1.60
German	lb.	.15	— .20
Powdered	lb.		— .30
Seed	lb.		— .35
Henna Leaves	lb.		— .50
Heroin Hydrochloride	oz.		— 4.85
15-gr. v.	ea.		— .25
Helecain, 1-gm. v.	ea.		— .23
Hematropine Alk.	gr.		— .50
Hydrobrom	gr.		— .40
Hydrochlor	gr.		— .45
Salicylate	gr.		— .45
Sulphate	gr.		— .45
Honey, Strained	lb.	.10	— .15
Hops, select (1904)	lb.	.47	— .52
Pressed, ¼ and ½-lb. pkgs.	lb.	.45	— .50
Hydrastine, Alkaloid, C. P. Cryst.	oz.	5.75	— 6.00
Hydrochlorate	oz.	5.75	— 6.00
Sulphate	oz.	5.75	— 4.00
Hydrochinon	oz.	.14	— .15
	lb.	1.40	— 1.50

News Section

JOBBERS EXPLAIN.

McKesson & Robbins Tell Why They Sold Loveland a Supply of Peruna.

THEY FIRST DECLINED TO SELL LOVELAND UNTIL THEY RECEIVED INSTRUCTIONS FROM THE PERUNA COMPANY AND ON RECEIPT OF THESE THEY FILLED THE ORDER. ACTING AS AGENTS ONLY FOR THE MANUFACTURERS.

For several weeks the gossips of the local drug trade have been busy on a story about McKesson & Robbins being in trouble with the Peruna Drug Manufacturing Co., over a sale of Peruna to one C. H. Loveland, of Binghamton, N. Y. It seems that Loveland was acting as agent for some western cutter or cutters, and when he received the shipping documents, he reshipped the goods to some western point. The Peruna people, hearing of this, had the goods replevined at Hornellsville, and a lot of unpleasant notoriety to all parties concerned has resulted from the transaction.

Those who know of the standing of McKesson & Robbins were surprised at the transaction and believed that they had some good reasons for their part in filling this order. The following statement explains the matter from their standpoint. It seems that they first declined to sell Loveland and did not do so until the Peruna people rather took them to task for refusing to supply their goods to one whose name appeared in their February book. Here is their statement in full:

M'KESSON & ROBBINS' STATEMENT.

New York, April 21, 1905.

"A misunderstanding has arisen between the Peruna Drug Manufacturing Company and ourselves, owing to a transaction we had with C. H. Loveland, of Binghamton, N. Y., the details of which are as follows:

"Mr. Loveland tried to place an order for Peruna with us, saying that he had signed the contract. We declined to accept it, stating that we would not do so until we received instruction from the Peruna Company. In the course of a few days, they sent us their book of authorized agents and the following letter:

THE PERUNA DRUG MFG. CO.,
Columbus, O., U.S.A., Feb. 18, 1905.

McKesson & Robbins, New York, N. Y.

Gentlemen:—Returning herewith signed contract from C. H. Loveland, Binghamton, N.Y., wish to advise you that his name appears in our February Book, and we see no reason why you should notify him that he was not able to purchase our goods.

Awaiting your reply, we remain,

Yours very truly,

C.K. THE PERUNA DRUG MFG. CO.
per E. H.

"We accepted the order, demanding cash payment for it, simply acting as agents for the manufacturers in the transaction.

"In accordance with the regulations of the Peruna Company, we allowed freight charges, sending a bill for the amount to them on the day of shipment.

"It was upon receipt of our bill for the freight charges, that they, much to our surprise, after the letter we received from them, expressed their displeasure.

"We took all these precautions, notwithstanding the name (C. H. Loveland) was on their list of regular distributors.

"So far as our interest in the transaction is concerned, it ended when we obtained cash payment for the goods and shipped them, and our part in it as agents for the Peruna Company ended, when we sent them the freight bill and our check in payment, which were accepted by them.

"We think that the articles, appearing in the N. A. R. D. notes are, to say the least, unfair and unfriendly, as we have always desired to consult and further their interests.

"Respectfully submitted,

"McKesson & Robbins."

A. PH. COUNCIL NOTES.

The president has appointed as members of the committee on U. S. Pharmacopœia Messrs. A. B. Lyons, Charles E. Caspari, C. S. M. Hallberg, Geo. M. Beringer, E. L. Patch, E. G. Eberle, L. F. Kebler, Thomas P. Cook, Reid Hunt and Smith E. Jelliffe. The committee will elect its own chairman.

President Beal has announced that the following schools and colleges have decided to offer as an annual prize to some meritorious member of the senior class a nomination to membership in the A. Ph. A. and the first year's fee of $5: Ohio State University, by Prof. George B. Kauffman: Pittsburg College of Pharmacy, one each by Prof. J. A. Koch and Dr. J. H. Beal; University of Michigan, by Prof. J. O. Schlotterbeck; Scio College of Pharmacy, by Dr. J. H. Beal. President Beal has reason to believe that other colleges will make similar offers at an early date.

In accordance with a council resolution the president has appointed the following Committee on Publicity: H. M. Whelpley, W. R. Ogier, H. B. Mason, E. J. Kennedy, Henry Kraemer, C. A. Mayo, G. E. Gibbard, G. P. Engelhard, R. G. Eccles, Edward Kremers, Frank L. James, Francis B. Hayes (chairman). The committee has been instructed to suitably advertise the forthcoming meeting at Atlantic City and to report a plan for the organization and work of a permanent committee.

The secretary reports that favorable comment has been made upon the action of the Council in sending to the journals copies of its correspondence, twenty-one journals now being on the mailing list.

Seventy-two new members have been received since the Kansas City meeting last September. Of this number President Beal has presented forty-five.

CONTRACTS ON MAY 1.

Must All Go Into Effect Then, Says M. A. R. D. Executive Board.

OVER 1,600 SIGNATURES TO PERUNA CONTRACT ALREADY OBTAINED AND OVER 800 MEMBERS ENROLLED IN M. A. R. D.—NEW DISTRICTS ORGANIZING.—VIOLATIONS IN MURRAY HILL DISTRICT, BUT FINES ARE PAID.

All contracts on proprietary goods are to go into effect on May 1. This decision was reached by the Executive Board of the Metropolitan Association of Retail Druggists, last Friday, after reports had been submitted showing that Peruna led the number of contracts signed with over 1,600, and after attention had been called to the fact that proprietors were insisting that their contracts go into effect. The Executive Board also decided to call the next meeting of the M. A. R. D. for Wednesday evening, May 3, at the New York College of Pharmacy.

Over 800 members are now enrolled. Several districts have already met and organized, among them being the twenty-second and twenty-third, which were consolidated and organized into one district, owing to a scarcity of druggists in the territory. The district includes the west side north of One Hundred and Twenty-fifth street.

In the thirteenth district (Murray Hill), one of the first organized, about half the members were recently detected selling below schedule prices. Many of those who were caught laid the blame on their clerks, but no excuses were accepted. All the violators willingly paid the fine imposed, which for the first offense, by mutual agreement, amounts to the price at which the article in question is sold. Affairs in that district are now in good shape, and the quarterly election of officers is about to be held.

DR. JACOBI TO LECTURE.

Dr. Jacobi, the well-known specialist on tuberculosis, will lecture on that subject before the German Apothecaries' Society, on Thursday, May 4. Emil Roller, chairman of the Scientific Committee, who secured the services of Dr. Jacobi, announces that any pharmacists who understand German may secure invitations to the lecture by application to any of the members.

P. W. & R. INCORPORATE.

Articles of incorporation have been filed at Albany, N. Y., by the Powers, Weightman, Rosengarten Co., New York. The capital is given at $1,000. H. B. Rosengarten, A. G. Rosengarten, of Philadelphia, and F. B. Perry, of New York, are named as directors.

ODD LITIGATION.

Peculiar Case Growing Out of the Sale of a Soda Fountain on the Instalment Plan.

Rochester, April 24. Justice Foote last week decided in favor of the Fraley & Carey Company, in the odd litigation growing out of Frank C. Delmont's attempt to recover the purchase price of a second-hand soda fountain. The case was interesting in its latest phase of an injunction action in which Fraley & Carey, the department store people, named the Municipal Court and Judges Murphy and Hebbard defendants with Delmont.

The action was put on trial on April 14. The story of the case is best told by an epitome of Justice Foote's finding of fact and conclusions of law. It appears that Delmont agreed with Fraley & Carey, in March, 1904, to sell them a soda fountain and set it up in the store "complete, in running order, ready for use and in first class condition." The agreed price was $700, of which $200 was to be paid upon installation of the fountain under the conditions contracted for and the balance at the rate of $15 a month.

Delmont failed to fulfil his part of the contract, Justice Foote finds, in that the fountain was incomplete, unsanitary and unfit for use. Delmont sued Fraley & Carey in August, 1904, for the first payment of $200 and the $15 instalments for each of five months, with interest. Delmont received a judgment for $298.55.

Fraley & Carey appealed to the County Court for a new trial, and that appeal is pending. Then Delmont sued again in the Municipal Court for $15, the instalment due for December, but this action has not yet been decided.

Prior to the last action, Justice Foote finds Delmont "intended and threatened" to sue to recover each of the remaining twenty-nine instalments of $15 apiece, planning to begin an action on the first day of each succeeding month. This would mean trial of several such actions before the appeal of Fraley & Carey could be heard and decided, and the store men would be without remedy against the judgments Delmont might get thus, should the County Court finally decide that they were not liable to him.

Refusal of the Supreme Court to take jurisdiction and dispose of the whole controversy would result in an unnecessary multiplicity of suits, says Justice Foote. He rules against Delmont's counsel, who fought the taking of the litigation to the Supreme Court in the action in equity decided yesterday.

Justice Foote's conclusions of law are, in brief, that Delmont did not fulfil his contract and is not entitled to recover any part of the price of the fountain; that Delmont be enjoined and restrained from bringing any further actions against Fraley & Carey, or prosecuting those pending undetermined; that the company's complaint be dismissed as against the Municipal Court and judges; that Fraley & Carey have judgment, with costs of this action, against the defendant, Delmont.

JERSEY TRAVELERS ORGANIZE.

Traveling men of New Jersey have recently organized under the name of the New Jersey Pharmaceutical Travelers' Association, with the following officers: President, W. P. Rich, of Parke, Davis & Co.; first vice-president, Henry Smith, of C. B. Smith & Co.; second vice-president and chairman executive committee, A. J. Stephens, of Johnson & Johnson; treasurer, C. W. Haviland, of Colgate & Co.; secretary, Harry Folsom, of Lazell, Dalley & Co. Already the members have gone to work to get members for the State Association.

A MYSTERIOUS PAIR.

Difficult to Reach Proprietors of Newport News Concern.

Considerable mystery attaches to a concern known as F. H. Carr & Co., of Newport News, Va., who purport to be "wholesale grocers and general commission merchants." They recently sent an order for a quantity of drugs to a large manufacturing house in this city, but before filling the order, the firm looked up the standing of F. H. Carr & Co. A lawyer in Newport News was consulted, who advised "extreme caution in dealing with this firm. They are a mysterious pair, doing a kind of business that nobody can get any information about.—I have one claim against them, which was contracted under circumstances almost amounting to false pretences. One of the firm is said to be a man named Powell, who has rather a shady record."

Thinking that the "Powell" referred to might have some connection with the J. B. Powell who, according to a lawyer of Norfolk, Va., is the proprietor of the M. H. Love Co., in that city, The Era sent to Newport News for further information. Here is the result:

"The firm of F. H. Carr & Co. is a phantom, to all intents and purposes. From best information obtainable, a man by the name of Carr, from North Carolina and J. B. Powell are operating the machine. They have operated in Smithfield and also in Norfolk and Portsmouth. About five years ago this man Powell opened up here as J. B. Powell and sometimes as Powell Bros. & Co., and got together a considerable quantity of furniture. This he spirited away to Norfolk, where a good deal of it was located and Powell taken into custody." Our informant thinks he was taken into custody by the United States authorities for violating some of the mail regulations, which is what happened to Powell, of the Love Drug Co. The report continues:

"The house in which he has some goods stored here stays locked up nearly all the time and the neighbors say they see no one go in except at rare intervals. The landlord has trouble with his rent. The stock he has on hand seems to be groceries."

The fact that Powell sometimes does business as "Powell Bros. & Co.," and that he deals in groceries, recalls once more the episode of last summer, when $65,000 worth of groceries was shipped from Rochester to B. F. Powell, at 163 Greenwich street (address of the Crosher outfit). Neither the goods nor Powell were ever seen by those who owned the one and wanted to catch the other.

TRADING STAMP CO. FAILS.

Holders of Blue Stamps Rush New York Store to Get Premiums.

There was trouble in Twenty-third street last week when "blue trading stamps" went up in smoke—figuratively, of course. Many disappointed housewives, who had been buying things they did not need in order to save enough "books" to get a baby-carriage or a grand piano, tore each others' clothing in an endeavor to get premiums before the Benedict & Macfarlane Co. closed its doors for good. There was wailing and gnashing of teeth when the blow fell, and many were left premiumless. Here is the story:

A petition in bankruptcy has been filed against the Benedict & Macfarlane Co., blue trading stamps, of No. 156 West Twenty-third street, and of Chicago, by the following creditors: New York Desk and Dining Room Furniture Co., $187; Hermann Furniture and Plumbers' Cabinet Works, $31, and Lanze & West, $472. It is alleged that the company is insolvent and admitted in writing on April 19 its willingness to be adjudged bankrupt. Judge Holt of the United States District Court appointed Frederick A. Burlingame receiver with a bond of $10,000. It is stated that if the redemption of goods by stamps is permitted to continue a large part of the goods will be disposed of in favor of the stampholders, to the exclusion of the merchandise creditors, many of whom furnished the goods comprising the stock.

The company was incorporated under the laws of this State on August 24, 1903, with a capital stock of $1,000,000. Harry L. Benedict became president and Frances H. Macfarlane vice-president. The company established agencies in Baltimore, Boston, Syracuse, Chicago, St. Louis, Denver, Milwaukee, Brooklyn and other cities, and made contracts with some of the large department stores. One of its large contracts with a store in this city terminated recently, the news of which precipitated a run on the company's store at No. 156 West Twenty-third street. The liabilities are reported to be more than $30,000. This is the second trading stamp company which has been petitioned into bankruptcy in this city.

P. A. OF A. READY TO MEET.

Prospects are bright for a large attendance at the twenty-third annual meeting of the Proprietary Association of America, which begins its sessions at 10 a. m., on Tuesday morning, May 2, at Hotel Astor. Secretary Clarence G. Stone stated last week that numerous applications for reservation of rooms had been received, which would seem to indicate that the coming meeting will be one of the biggest and most important in the history of the association.

That the contract plan will receive full attention is shown by the fact that F. L. Seely, of the Paris Medicine Co., chairman of the Committee on Advertising, has made plates of everything in connection with the serial numbering plan in use by his company, and also photographs of all their advertising matter. These plates and photographs he will use in making his report to the association.

75TH COMMENCEMENT.

New York College of Pharmacy Holds Annual Event To-night.

The seventy-fifth annual commencement of the New York College of Pharmacy, the second since its affiliation with Columbia University, takes place to-night at Carnegie Music Hall. Besides the usual addresses, awarding of degrees and prizes, etc., an excellent musical program will be rendered by the Seventh Regiment band, George L. Humphrey, bandmaster. Hon. William S. Bennett will address the graduating class, while Second Vice-President William Jay Schieffelin will preside.

W. H. Ebbitt will lead the post-graduate class when they enter at 8.30 o'clock. Prayer will be offered by Rev. A. Edwin Keigwein. The prizes to be awarded are the alumni prizes, trustees' special prizes and the faculty's post-graduate prize. The Graduates in Pharmacy number 104 and the Doctors of Pharmacy 13. Following is the complete list:

Graduates in Pharmacy: William H. Abeling, Joseph Abramson, John G. Ahrens, James E. Aiguier, Miguel Alvarez y Figueroa, Charles L. Anderson, Peter C. Anselmo, George T. Bagoe, Henry E. Balcom, Henry Balson, C. Willington Baxter, Alfred J. Beck, Arthur S. Bigelow, Joseph A. Bracco, John G. Brennan, P. Alton Brewer, George M. Broemmel, Edward H. Burt, William A. Cleaver, Joseph Cohen, James G. Coles, Joseph A. Collins, Joseph A. Conti, Claude N. Cornell, John H. Crowe, Burt L. Daniels, James L. Dean, Daniel S. B. Dwyer, Charles G. Eaton, Clarence H. Eggleston, Charles H. Ellis, Jr., William Gale, Jr., Manuel D. Galvan, Morris Ghersin, Paul Goldberg, Lillian Goldblatt, Oscar Goldlust, Samuel A. Goldstein, James Gregg, James A. Hammond, Willard J. Hull, George J. Hurwitt, John A. Jannelle, Walter O. Jebe, Frederick E. Jorgensen, Moerel C. Kahn, Martin Kaplar, Augustus L. Kinzel, Laser Klepper, Samuel Kramm, Otto Krause, Samuel Kutscher, Samuel Landan, Andrew Lang, Benjamin N. Levy, William T. Lins, Jr., Matthew A. Liotta, Maurice S. Lowenstein, Frank A. J. Luisi, Hugo A. Luthin, Stephen A. Maguire, William F. Maguire, Lionis Marculescu, Martin I. Marshak, Benjamin Maure, Frederick Messerschmidt, Jr., John A. Monohan, Paul E. Nielson, William G. Norton, George H. Opper, Morris Perla, Charles A. Petraglia, Carl W. Poetz, Lloyd W. Record, Alfred B. Robertiello, Guy C. Rocheleau, Isidore Rosenblum, Joseph H. Ruffolo, John M. Schapira, Louis Scher, Abraham J. Seid, Samweela Shibley, Nathan Siegel, Henry W. Sievert, William F. Silver, William W. Sitterley, William J. Slattery, Alphonsus P. Spero, Simon P. Steckler, Ernest T. Taborelli, John E. Thomas, L. Townsend Tussaint, Henry E. Urstadt, John J. A. Voelker, Edward Vogler, Francis S. Vorel, Thomas A. Weaver, Hasson O. Von Wedell, Samuel Weiss, Rose J. Wickes, John M. Williams, Andrew L. Wilson, John W. Wurthmann, Joseph Zrubek, Jr.

Doctors in Pharmacy: Joseph F. Armstrong, Alfred I. Cohn, John B. Heuser, Harry H. Holton, George W. Koch, William Mansfield, Frederick A. Leslie, Oakley A. Morhous, Eli Rosenstein, Edward F. Schuchmann, Hugo Taussig, Dudley B. Turner, Jacob R. Zimmermann.

The senior roll of honor is as follows: George T. Bagoe, Henry E. Balcom, Burt L. Daniels, Samuel Kutscher, Martin I. Marshak, Carl W. Poetz, Nathan Siegel, Simon P. Steckler, Ernest T. Taborelli, John E. Thomas, Hassow von Wedell, Francis S. Vorel, John Worthmann.

The class officers are: President, Willard J. Hull; vice-president, Charles G. Eaton; secretary, John E. Thomas; treasurer, Clarence H. Eggleston; valedictorian, George M. Broemmel; class reporter, P. Alton Brewer; class historian, William G. Norton.

MR. KIRKLAND WEDS.

On Tuesday, April 25, at four in the afternoon, Mr. Howard McKesson Kirkland and Miss Elizabeth B. Swift, of 711 Park avenue, were married, at the Madison Avenue Reformed Church, Fifty-seventh street and Madison avenue, New York, by the Rev. Dr. Kittridge, the step-father of the bride.

HOWARD McKESSON KIRKLAND.

This event is of special interest to the drug trade, as Mr. Kirkland is superintendent of McKesson & Robbins. Moreover, his father, the late Mr. John L. Kirkland was actively associated in the management of the same house, besides being an officer and general manager of the New York Quinine and Chemical Works. It will be remembered that this gentleman died rather suddenly, in 1892, after attending the annual meeting of the N. W. D. A., at Montreal. He was one of the most popular men connected with the drug trade, and his memory is still affectionately cherished.

The mother of Mr. Howard McKesson Kirkland was a Miss McKesson, daughter of the late Mr. John McKesson, Sr. Thus, Mr. Kirkland by right comes to his present active position in one of the largest wholesale drug houses of the country, a position which he entered upon the death of his father. Mr. Kirkland is a graduate of St. Paul's School, Garden City, L. I.

Mr. and Mrs. Kirkland will spend the next three months or so abroad.

DR. DIEKMAN A CANDIDATE.

Will Probably be Endorsed for Re-Election by the G. A. S.

With the annual Board of Pharmacy election now only two months away, it seems practically certain that Dr. George C. Diekman, whose term expires January 1, 1906, will be a candidate for re-election. It is not at all unlikely, according to present indications, that the committee of the German Apothecaries' Society will report next Thursday in favor of indorsing him as the society's candidate. Dr. Diekman is entitled to claim legal residence in Manhattan, which he must have in order to be elected as a member from Manhattan.

One of the strongest arguments advanced in Dr. Diekman's favor is that many details in the working out of the prerequisite law, which have not yet been adjusted, have been left entirely in his hands. Hence for Dr. Diekman to leave the Board before the work is accomplished would cause much confusion and possible delay.

Up to the present no candidate has appeared in opposition to Dr. Diekman. Men prominent in the New York Retail Druggist's Association declare that should the professor decide to run, he will probably get the endorsement of their association. S. V. B. Swann, who was mentioned as a possible candidate, has stated positively that he will not run, preferring to see Dr. Diekman unanimously endorsed by all the associations.

DRUGGIST ASSEMBLYMAN DEAD.

Rochester, N. Y., April 24.—Hon. Thomas B. Tuttle, former Assemblyman and until two years ago actively engaged in the drug business in LeRoy, died at the Buffalo State hospital on April 20, from the effects of a stroke of apoplexy which he suffered last fall. The remains were brought to his home in LeRoy.

Mr. Tuttle was born in Yates County, September 30, 1844, and at the age of two years he removed with his parents to Michigan. There he received his early education, afterwards taking a two years' course at the Hillsdale College. At the age of 21 years Mr. Tuttle went to Dubuque, Ia., where he was actively engaged in the drug business until 1871, when he sold out on account of ill health and came East. In 1872 he went to LeRoy and bought the store which he conducted most successfully until two years ago, when he sold out to Smith & Given and retired from active life. In 1884 Mr. Tuttle was a delegate to the Chicago convention and in 1892 he was elected as Assemblyman of Genesee County, serving two terms. Mr. Tuttle is survived by his widow and one son.

D. W. Ramsaur, secretary, announces that the Florida Pharmaceutical Association will hold its annual meeting at Tampa Bay Hotel, Tampa, June 15 and 16. Mr. Ramsaur says that an elaborate program of entertainment has been outlined by the local committee of Tampa druggists and a pleasant and profitable meeting is anticipated.

WORKING GUM MACHINES.

Syracuse, N. Y., April 18.—George E. Thorpe, president of the S. D. A., and proprietor of the Yates Pharmacy, opened a gum machine which stood in front of his store, the other day, and found seventy-five iron slugs and fifty pennies, the machine being empty of gum. Mr. Thorpe telephoned over to the police department. He was not the first to report to the department, however, for of late a large number of druggists and cigar dealers had complained that some person in the city was manufacturing iron slugs and either selling them or giving them away, to be put into the machines. The police are looking after the guilty man, with small chance of finding him.

JUNIOR ROLL OF HONOR.

At the annual Junior Class Day exercises at the New York College of Pharmacy, last night, Dr. George C. Diekman read the following roll of honor, the first three men being prize-winners:

Wm. P. Maher, 91.9 per cent.; Charles Adler, 89.6; Nicholas Baker, 89.5; A. C. Brown, H. W. Kaiser, Hugo Elwyn, I. Goulko, O. H. Steckman, Ralph Seaman, W. C. Overton, G. W. Krause, C. E. Phelps, Chas. Krepele.

INSPECTOR BURNS IS DEAD.

William Burns, one of the most efficient inspectors in the employ of the State Board of Pharmacy, Eastern Branch, died last week after a short illness in St. Mary's Hospital, where he was taken after his case had been diagnosed as acute Bright's disease. Later it was said that he died of spinal meningitis.

Burns had been inspector for the board since the secretaryship of Sidney Faber, from whom he received his appointment. He was formerly a policeman, for which duty he was peculiarly fitted by his sturdy physique and iron constitution. He was a deputy clerk of Kings County under William Wuest when the latter was county clerk.

NEW YORK NOTES.

—The graduating exercises of the Margaret Fahnestock Training School for Nurses took place Tuesday evening at the Training School building, 304 East 20th street. Twenty young women were graduated as full-fledged nurses.

—William A. Hamann, secretary of the Roessler & Hasslacher Chemical Co., has been away from his desk for the past four weeks owing to a severe attack of rheumatism.

—J. L. Buell, Parke, Davis & Co.'s representative in Massachusetts, spent a couple of days in town this week.

—Only routine matters were discussed at the regular monthly meeting of the Drug Trade Section of the Board of Trade and Transportation last Thursday. The recent reception to Henry S. Welcome, of London, was referred to and pending measures affecting drug trade legislation in the legislature at Albany were discussed.

—W. B. Bunker, of Utica, a member of the Executive Committee of the State Ph. A., has sold his store at Genesee and Devereux streets to H. E. Barnes.

—Seventy-one new members have just been added to the New York C. P. Alumni Association. One is a life member.

SABBATH OBSERVANCE.

Society Threatens Pittsburg Druggists With Vigorous Crusade.

Pittsburg, Pa., April 24.—The coming summer will be an exceptionally "hot" one for retail druggists hereabouts, if the plans of the Sabbath Observance Society materialize. Efforts to have the ancient "blue laws" repealed by the recent legislature went to naught, and the attempt to have the penalty for violations reduced were similarly ineffective. Encouraged by what they term an endorsement of their radical policy the leaders of the Sabbath Observance Society threaten to conduct a more vigorous crusade against Sunday selling than ever before. The crusade is to be inaugurated the first Sunday in May and to be continued in strenuous and determined fashion until, well, until the winter stops the sale of the "harmful" beverage—soda water.

It is the sale of the latter on Holy Day that appears to bother the reformers mostly, and they persistently declare they will obliterate any wrong-doing on the Sabbath. The superintendent of police says he will take a liberal view of the laws and will not prosecute those who sell soda water on Sunday.

There is hardly a shadow of doubt but what the public is opposed to crusades of this sort during the summer, but the reformers are ignoring the public entirely in the matter. One of the most striking features of the whole matter is that the prosecutor is entitled to half the fine; perhaps this is an inducement to some of the reformers. What action the Western Pennsylvania R. D. A. will take in connection with the crusade against its members has not yet been definitely decided, but it is ascertained from an authentic source that the druggists will be defended against any of these spasmodic attacks.

DRUGGISTS ELECT OFFICERS.

Allentown, Pa., April 21.—The quarterly meeting of the Lehigh Valley Retail Druggists' Association was held at the Arlington Hotel at Slatington. A banquet was served, which was enjoyed by thirty members. At the business meeting officers were elected, after a warm contest, as follows: C. L. Freeman, president; James L. Hoffman, first vice-president; C. W. Horn, second vice-president; F. P. Semmel, Jr., third vice-president; C. B. Shoemaker, secretary; H. E. Peters, treasurer.

A lengthy discussion was held upon means for bettering the pharmaceutical profession. President Freeman made a speech, and extemporaneous talks were given by the other officers. W. F. Biery, of Weissport, was master of ceremonies.

BOARD EXAMINES LARGE CLASS.

San Francisco, April 13.—The largest number of applicants ever appearing before the California Board of Pharmacy—nearly 100—are to-day undergoing examination for registration in this State. Both colleges of pharmacy are well represented, and as their terms are nearly completed the boys are anxious to get through with the Board so as to be relieved of their worries after graduation.

CAMDEN PRICE LIST PROBLEM.

Camden, N. J., April 24.—The price-schedule, the stumbling block that wrecked the former retail druggists' association of this city, was the principal topic of discussion at the meeting on Friday evening of the reorganized Camden County A. R. D. In order that there may be as few difficulties as possible, the association has taken up the hardest problem first. The Committee on Legislation, of which G. M. Beringer is chairman, reported that an amicable agreement had been reached with several patent medicine manufacturers and jobbers, and that the fact that 80 per cent. of the pharmacists in the city were already enrolled in the association had led the committee to believe that the problem of the price-list would not assume the proportions that it had previously done. A price-list presented was not finally adopted, but will be considered at a special meeting to be held next week, when it is expected that there will be a large attendance. Refreshments will be served, and the meeting will be regarded as a jollification upon the reorganization of the pharmacists of Camden County.

The office of treasurer was filled by the election of Henry Curtis. Applications for membership were received from the Mahaffey Pharmacy of this city and from the Beek Pharmacy of Gloucester. They will be acted upon at the May meeting.

PHILADELPHIA NOTES.

—Howard Spangler, the young man who, with a party of friends in a launch, was run down by a schooner opposite Fort Mifflin on Tuesday evening, had been taking a course in chemistry with his uncle, Ellsworth Spangler, of the firm of Shoemaker & Busch, wholesale druggists. Spangler was 19 years of age and was the son of Thomas Spangler, of Lebanon, Pa.

—On Saturday evening smoke was discovered issuing from the cellar of the drug store of the P. N. Pinchback estate at 3401 Walnut street. Manager Rufus P. Smith and clerks soon had the fire under control. The loss was less than $100.

—Many members of the drug trade attended the State convention of the Travelers' Protective Association held here last week. One of the most important matters discussed was that of mileage, and it was announced that a campaign was about to be instituted to secure legislation establishing a two-cent flat fare. Officers were elected as follows: President, Robert H. Henniss; first vice-president, Charles E. Lukens; second vice-president, W. F. Lebzelter; secretary and treasurer, Alexander McQuilken. Board of Directors: H. B. Ottey, Penrose Jones, Herbert Russ, Frederick H. MacIntire, H. O. Vail, William C. Hunter, E. M. Bloomburg, M. D. Johnston and E. J. Walker. The annual convention of the traveling men will be held at Savannah, Ga., on May 15.

A druggist who opened a new store in a district already well supplied with pharmacies, soon obtained the bulk of the trade. The population was largely German. He therefore made a feature of best chamomile, at very low prices, and so attracted custom on all lines. Chamomile tea is "first aid to the injured" in every German family.

BOSTON A. R. D. MEETS.

Boston, April 22.—Price conditions were discussed at some length at the meeting of the Boston A. R. D. last week. The schedule put in force March 23, President Canning reported for the Schedule Committee, was the best obtainable under present conditions, although in several respects it was unsatisfactory. Chairman Ernst, of the Executive Committee, urged the settlement of differences, as far as possible, by the local auxiliaries. Representatives of the Peruna Co. and Wells & Richardson Co. were present and gave information in regard to the progress of their plans.

It was unanimously decided that the next N. A. R. D. convention ought to be held in Boston. In order to investigate this subject a committee of five was appointed, to report at the next meeting.

BAY STATE ITEMS.

—The new drug firm of Webber & Walsh have opened the old store of Clinton Sproat in Taunton. The store has been completely renovated and refitted.

—Fire, originating in the rooms of the Franklin Holmes Medicine Co., on the third floor of the building 410-414 Atlantic avenue, Boston, caused damage aggregating $2,500, several other firms also being sufferers.

FROM TRENTON, N. J.

—The Mercer Co. Retail Druggists' Association, which held its annual meeting on April 11, reports that it is in a prosperous condition, and that it has advanced the price schedule in Trenton during the past year. Most twenty-five cent articles are now sold at twenty-five cents and fifty cent articles at forty-five cents, $1 preparations bringing eighty-three cents. Two former cut-rate druggists are now selling at these prices. At the annual meeting, the following officers were elected for the ensuing year: President, Charles H. Young; secretary, George F. Fitzgeorg; treasurer, David E. Stretch; executive committee, W. Scott Taylor, James L. Mathis, Albert L. Holcomb, David E. Stretch.

—Gilbert D. Laird, of South Clinton avenue, has recently put in a handsome soda water apparatus and made other needed improvements.

DRUG CLERKS ORGANIZE.

Ft. Wayne, Ind., April 17.—The retail drug clerks have formed a permanent organization here. The membership includes all the licensed drug clerks in the city. The officers are: President, Charles W. Friedman; vice-presidents, August Harber, W. F. Benninghoff; secretary, G. F. Miller; financial secretary, G. W. LaMaster; treasurer, W. F. Benz; trustees, W. F. Schele, E. Miller, W. F. Epple; delegates to the Federation, W. F. Benninghoff, A. Harber, G. W. LaMaster, G. F. Miller, C. W. Friedman.

—Fred H. Holmes, of Marine City, Mich., has just finished enlarging his drug store, made necessary by increase of business. He now has one of the most complete and metropolitan drug stores in that part of the State.

PROMINENT DRUGGIST DEAD.

Baltimore, April 22. Arthur H. Nattans, one of the most aggressive and resourceful cutters in Baltimore, died here last Sunday, at his residence, 2432 Eutaw Place, after an illness which had extended over some weeks. In fact, his health had not been good for several years. Mr. Nattans was born in Germany sixty-two years ago, and came to this country at an early age. He first went to Washington, and there for twenty years he was engaged in the drug business. Eight years ago he transferred his activities to this city, purchasing the establishment of the Read Drug and Chemical Company, on the southeast corner of Lexington and Howard streets, in what is now one of Baltimore's busiest retail sections. He was twice married, and is survived by his second wife with eight children. It is thought that the sons will undertake the management of the store. The will of the deceased, which was admitted to probate in the Orphans' Court, last Wednesday, indicates personal property to the value of $150,000, the bonds filed by the trustees and executors being for $300,000. Mrs. Nattans is to have the Eutaw Place house with its contents and $10,000 absolutely. At her death or remarriage the property shall revert to the estate. All the stock in the Read and Chemical Company is bequeathed in trust to Samuel L. Bachrach, a son-in-law, W. Burns Trundle and Mrs. Nattans, the trust to continue until the death of all the children.

At the death of all the children of the testator the trust property is to be divided among their descendants. Two codicils vary some of these provisions, but none of the changes are important.

In this connection it will interest the drug trade to know that Miss Koch, who is one of the beneficiaries of the will, is reported to be engaged to George H. Stuart, a retail druggist at the northeast corner of Carrollton avenue and Fayette street, and is therefore not likely to remain long a beneficiary to the extent of the net income of six shares. She has held a position of much responsibility in the establishment and is regarded as an excellent business woman. It is said that she will shortly resign. Mr. Stuart is a widower, his first wife having died about one year ago. That he again contemplates matrimony will cause considerable surprise among his friends.

MARYLAND COLLEGE OF PHARMACY.

Baltimore, April 22.—The commencement of the Maryland College of Pharmacy is drawing near, and May 13 has been decided on as the date. The event will be a joint affair with the medical school and will take place at the Lyceum Theatre. Rev. Harry T. Kirk, pastor of Franklin Street Presbyterian Church, will deliver the oration, and Provost Bernard Carter will present the diplomas. The committee of the Maryland College of Pharmacy Alumni Association met this week and also decided on the date for the annual banquet, which will take place the evening before the commencemnt, probably at the Mount Holly Inn. The committee is composed of David R. Millard, W. J. Westcott and John A. Davis. The dinner is to be of an especially elaborate character.

THIRTY-NINE APPLICANTS.

Baltimore, April 22.—At the last meeting of the Maryland Board of Pharmacy, thirty-nine candidates presented themselves for registration as competent pharmacists and as assistants. The Board took the papers, and has been at work on them since. The result will be announced at the next session of the commissioners, on May 4. It is thought that a good showing will be made, most of the candidates for registration having shown up well in the answers to the questions put.

BALTIMORE NOTES.

—The Wedgewood Club will give its monthly dinner on the 27th inst., at the Mount Holly Inn. By way of a diversion in the arrangements, a bowling contest will take place in the alleys there.

—Miles E. Mixson, formerly the representative here for Mulford & Co., and now proprietor of the retail drug store at 1800 East Baltimore street, is reported to be very ill with acute gastritis.

—The retail drug firm of Morrison & Turlington, Linden avenue and Dolphin street, will be dissolved in May, by the retirement of Mr. Turlington. His place as the junior partner will be taken by G. W. Fifer, who has been for several years clerking in the pharmacy of Hynson, Westcott & Co.

—George T. Light, of Charlestown, W. Va., was here last week, in connection with his drug business. His principal mission, however, was to buy several horses, of which he is passionately fond. He is said to have bought a fine pair at a cost of $1,200.

—Clarence Leadbeater, of Leadbeater & Son, wholesale druggists at Alexandria, Va., stopped in Baltimore, last week, on the way to Europe. It is his intention to make an extensive tour of Italy.

—Though Dr. Charles B. Henkel, of Annapolis, was not successful in having the Maryland Board of Pharmacy, of which he was president, enjoined from registering two proprietors of a drug store at Annapolis without an examination, and failed of reappointment at the expiration of his term, he appears to be making his influence felt in Republican politics in his town, where he has just secured the nomination as Republican candidate for mayor, over several rivals, after a most determined fight.

NEW FIRM IN NEW HAVEN.

New Haven, Pa., April 22.—George A. Markle has sold the stock and fixtures of his Central Drug Store to his son, Howard O. Markle, who has formed a partnership with Fred H. Harmening, of Defiance, O., under the name of Markle & Harmering. The new firm has also bought the store of I. M. Hodgkins, in New Haven, which they will remodel. Both young men are graduates of the Philadelphia C. P.

—Since March 1 the druggists of Marine City, Mich., have opened their stores on Sunday only during the hours 8.30 to 12.30 a. m., and 5 to 7 p. m. This has been found to be a great improvement on the "open all day" Sunday, formerly in vogue.

CRUSADE AGAINST COCAINE.

Cincinnati, April 24.—The tip has gone out that another crusade against druggists who illegally sell cocaine will be inaugurated soon. It is even said that police officers in plain clothes have already made purchases in certain stores without a physician's certificate, as provided by law. Last week a drug-crazed fiend deliberately and without cause threw a nine-year-old schoolgirl from an eighty-foot viaduct. When arrested he declared that he had received the drug from a negro living in a locality where, several months ago, four clerks were arrested and fined the maximum penalty for indiscriminately selling cocaine. At the time the Police Court judge said that if the offenders were ever brought before him again on the same charge he would commit them to the workhouse. The newspapers have started an agitation and interesting developments are anticipated.

CINCINNATI C. P.

Cincinnati, O., April 25.—The students at the Cincinnati College of Pharmacy have organized a baseball team, the first in a number of years. So far a number of games have been played, all resulting in victories.

The entertainment which the alumni has been contemplating for several months will probably be held soon. Its purpose will be to promote an increased interest in the affairs of the organization, according to President William H. Gausz. At present there are about 500 members, most of whom take an active part in its proceedings.

GLAD SLOT MACHINES ARE GONE.

Cincinnati, April 25.—The O. Val. D. A., through its monthly news bulletin, has commended Mayor Fleischmann because he ordered the removal of all penny slot machines on April 1. The consensus of opinion as gathered from members was that the machines were a nuisance, and that druggists were forced to introduce them as a means of preserving their cigar trade.

OHIO HAPPENINGS.

—During a wind and hail storm a plate glass window in Louis Heister's store, Seventh and Elm streets, Cincinnati, was shattered. The damage to the window and its contents amounted to $400.

—The Cincinnati Fruit Refining Co. has been incorporated with $10,000 capital by F. Sanford, H. Lichtenstader, Louis Kramer, J. E. Newman and A. O. Fish. They will locate in Cincinnati and manufacture flavoring extracts from fruits by a new process.

—The Ohio Confectioners' Association has decided to erect a chewing gum factory at Lima to fight the so-called trust. At first it was intended to build the factory at Cincinnati.

—Recent buyers in Cincinnati were J. F. Donahoo, Georgetown, O.; Newton Peters, Milan, Ind.; John Uhlrich, Aurora, Ind.; F. Riffle, Jackson, O., and Homer Sayre, Xenia, O.

O. V. D. A. OUTING.

Cincinnati, April 25.—At the recent quarterly meeting of the O. Val. R. D. A. it was decided to give an outing during the summer, following a custom in existence for a number of years. An entertainment committee, with John Linnemann as chairman, was selected to secure a place and set the time.

ANDREW BAIN.

Cincinnati, April 25.—Prof. Andrew Bain, for seventeen years druggist at the City Hospital, died last week after two days' illness of pneumonia. He was president of the Cincinnati College of Pharmacy about seven years ago, and up

THE LATE ANDREW BAIN.

to a short time previous to his death was a professor there. A committee has been appointed from the College of Pharmacy to draw up suitable resolutions. A widow and two daughters survive. Angelo Doherty has been appointed druggist at the hospital.

TRADING STAMPS IN CHICAGO.

Chicago, April 22.—The drug trade of this city was considerably interested in the attachment proceedings instituted by creditors against Benedict & McFarlane, dealers in blue trading stamps. This firm had a contract with Siegel, Cooper & Co. to furnish stamps. In a statement issued by the manager of S., C. & Co. yesterday it was asserted that the redemptions of the stamps offered by Benedict & McFarlane was unsatisfactory and that that company had failed to fulfil their contract, the premiums offered being unsatisfactory to all concerned. The manager further stated that all stamps given out by his company would be redeemed on presentation.

The amounts involved in the attachment proceedings are said to be small, and the claim was made that they would soon be adjusted.

STEVENSON & CO. WILL MOVE.

Chicago, April 22.—Robert Stevenson & Co., wholesale druggists, who have been located at the northeast corner of Lake and Dearborn streets since 1886, have leased the building at 42 and 44 Lake street for a term of five years. The firm's old site has been occupied by a wholesale drug house for longer than fifty years. The original tenants were Penton, Robinson & Smith, one of the city's pioneer drug houses.

REGISTRATION OF APPRENTICES.

Employes in Illinois Do Not Understand the Provisions of the Law.

Chicago, Ill., April 15.—A recent investigation by the State Board of Pharmacy resulted in a number of employers in the State reporting approximately one hundred young men in their employ as apprentices who have never been registered as such by the Board. This has forced the members of the Board to the conclusion that notwithstanding repeated notices which have been sent by the Board to every proprietor in the State upon the subject of apprentices' registration and the campaign of education which it has conducted along this line, there are still quite a number of employes in the State who do not understand the section of the pharmacy law relating to apprentices. The investigation also brought out the fact that some employers advised the young men when entering their employ for the purpose of taking up the profession of pharmacy to disregard apprentice registration, as it was unnecessary.

Under the law, if an applicant's experience has all been in Illinois, he must first be registered as an apprentice and serve as such for three years before he is eligible to take the examination for assistant pharmacist. If, however, apprentice registration was on or before July 1, 1902, the candidate for higher registration is entitled to count all the drug store experience he has had in proving up the time required by law. The law is very plain and its provisions cannot be evaded.

The Board is now in correspondence with those who have been reported as registered apprentices, but who in fact are not registered, calling their attention to the law, and showing them wherein it is necessary that they at once send in their applications for registration.

CHICAGO NOTES.

—Isaac Platt, the druggist at 806 Ashland avenue, whose litigation with the "drug trust" brought him into the public eye, is the defendant in a suit for $15,000 damages. He is charged with embracing the complainant, Miss Annie Malcolm, in June, 1903. At that time Miss Malcolm was employed in his drug store.

—The Board of Pharmacy has secured three verdicts, one each against Messrs. Brendecke, Dahlberg and Lemke, all working for and in the Central Pharmacy, 60 West Randolph street. "Dope" cases.

The gold nugget confidence man handed the druggist a sure enough nugget and a plausible story. "Got a lot more like it," he said. "Sell 'em cheap. Test it if you like." The druggist sized him up. Getting a two-ounce graduate full of aqua segra, he emerged from the prescription department, still holding the gold. "No objection to tests, eh?" and he dropped the metal into the acid and stirred with a glass rod. The crook groaned. "Stung again," he was heard to say as he left.

ILLINOIS BOARD OF PH.

Springfield, Ill., April 18.—At the meeting of the Illinois Board of Pharmacy, in Chicago, April 10-13, the following passed successful examinations:

Registered Pharmacists.—F. M. Bilyeu, Greenville; P. T. Blount, Chicago; H. F. Discher, Manitowoc, Wis.; S. M. Edison, Chicago; A. J. Feuerbacher, Chicago; V. C Free, Chicago; Claude Fox, Carbondale; J. H. Gillis, Chicago; A. H. Goette, Chicago; John Cross, Chicago; F. J. Haeberle, Marion; Edw. H. Ittner, Highland; R. E. Jacobshagen, Chicago; F. F. Krueger, Chicago; M. G. Minaghan, Marseilles; Jos. F. Moell, Chicago; C. W. Moors, Chicago; L. I. Mulvey, Chicago; J. E. Myers, Danville; Thos. J. Peters, Chicago; Chas. Ruben, Chicago; H. H. Todd, Chicago; H. R. Vause, Chicago; C. A. Walters, Chicago; T. J. Wylie, Tampico; J. H. Wehrley, Chicago.

Assistant Pharmacist.—C. E. Batterton, A. E. Bennett, R. W. Chilcote, L. E. Ennie, W. C. Fosselman, L. B. Fox, Henry Getzloff, C. A. Gunning, F. J. Hisgen, M. G. Johnson, Wm. Kraemer, Ferdinand Nitardy, A. J. Nordling, Edw. Olszewski, A. J. Roberts, Harry Rubenstein, I. C. Schimelfenig, H. G. Schmitz, A. H. Schwartz, F. B. Stromer, Fred Wiltger, John P. Wiltgen, J. P. Yochem, all of Chicago, and R. M. Eberly, Aurora; F. Wm. Hallock, Paw Paw; W. G. Herlocker, Table Grove; A. E. Jacobs, Malta; R. L. Moore, Freeport; R. A. McClure, Bloomington; J. R. McKinney, Carbondale.

Registered Pharmacists, "Time Service."—L. P. H. Bjorkegran, Chicago; M. E. Blanchard, Marseilles; Edw. H. Cook, Huntley; J. F. Frieson, Chicago; H. F. Holden, Chicago; Sister M. C. Markel, Danville; Wm. Ouda, Chicago; F. R. Peterson, Calve; Lucy A. Prohaska, Chicago.

The next meeting for the examination of candidates will be held in Springfield, May 16; in Chicago, at 146 E. Thirty-ninth street, July 11, for all candidates who have not heretofore passed the preliminary test required by the Board. The examination will be held July 12. The next apprentice examination will be held on Friday, May 12. An apprentice examination will also be held on Friday, July 7.

IS NOW A CORPORATION.

Grand Rapids, Mich., April 22.—The business of the Jennings Perfumery Co., C. W. Jennings, proprietor, is now a corporation under the style of Jennings Manufacturing Co., with a capital of $50,000. The company retains the same management, however. The officers are: President, Charles W. Jennings; vice-president, Ernest A. Stowe; secretary and treasurer, Julius J. Wagner; board of directors, C. W. Jennings, Geo. Clapperton, E. A. Stowe, Charles M. Remington and Walter W. Fox.

SELL ON PRESCRIPTION ONLY.

Louisville, Ky., April 22.—In accordance with a recently passed law, Police Superintendent Shutt, of New Albany, has ordered the night detail of police to notify all druggists not to sell to any person morphine, cocaine or opium unless such drugs are prescribed by a licensed physician.

SOME NEW PHARMACISTS.

Detroit, April 24.—The State Board of Pharmacy have given out the successful applicants for papers at the recent examination held in the Furniture City. The meeting was an important one, and the list of would-be pharmacists longer than any in months past. The successful ones were:

Registered pharmacists—W. O. Bourbonnais, Detroit; C. Brandenburg, Benton Harbor; C. E. Brown, Lowell; W. B. Covey, Honor; V. L. Cory, Allen; J. C. Campbell, St. Ignace; M. J. Dauer, Saginaw; M. R. Deo, North Branch; A. Durchman, Big Rapids; F. Fredericks, Niles; J. F. Harris, Bay City; J. M. Hoffman, Jackson; F. B. Johnson, Muskegon; C. J. Kimling, Jackson; P. J. Kapp, Grand Rapids; F. N. Metcalf, Charlevoix; H. G. Mayer, Ann Arbor; R. J. Morley, Sault Ste. Marie; A. A. Mercer, Detroit; Geo. L. Olson, Marquette; F. Perrault, Detroit; G. Paquin, Grand Marais; C. Parshall, Howell; G. F. Reynolds, Owosso; M. C. Richmond, Bear Lake; F. S. Schoeder, Detroit; Edna F. Stickney, Gowen; F. R. Skinner, Cedar Springs.

Assistant pharmacists.—L. M. Ackert, Charlevoix; H. L. Allen, Bad Axe; G. H. Burke, Marlette; O. F. Beyer, Detroit; J. L. Bullock, Hadley; G. H. Clark, Marlette; E. W. Clark, Mayville; E. I. Chadwick, Ludington; Ned Clark, Cadillac; J. F. Cain, River Rouge; C. A. Drake, Yale; P. Forbenson, Ludington; J. L. Granfin, Escanaba; H. D. Hulson, Grand Rapids; A. F. May, Grand Rapids; A. McGeorge, Big Rapids; O. R. Neuman, Detroit; A. W. Nellist, Hastings; D. N. Surplice, Ludington; F. H. Snell, Vermontville; C. F. Shirtliff, Bear Lake; A. Souder, Brown City; B. W. Tuttle, Metamora; Nina Van Horn, Marlette; H. A. Wagar, Gladwin; W. J. Walker, Midland.

FIRES.

—Tyler, Tex., Harris Bros.' Drug Store; loss, $18,000; insurance, $10,000.

—Anniston, Ala., Miller Drug Co.; loss on stock, over $5,000, fully covered by insurance.

—Monroe, Ind., drug store of Shelby Ray; total loss.

—Boone, Ia., Maurice Fitzgerald; loss on building, stock and fixtures, $5,000; insurance amounts to $9,200.

—Colfax, Wash., fire started in D. Hoppner's Drug Store and destroyed several buildings; total loss, $10,000; insurance, $6,000.

—Edinburg, Ill., W. M. Benton; loss, $1,200.

—Mount Olive, Miss., Barnes Drug Store, destroyed.

—Oswego, N. Y.—Vowinkel's Drug Store, loss, about $500.

—St. Clair, Mich., T. J. Milliken, entire stock and fixtures destroyed; $6,000 damage; $4,000 insurance.

—Dayton, O., C. J. Krehbiel, damage, $500, covered by insurance.

—Shellman, Ga., Shellman Drug Co., owned by Dr. H. L. Dozier; complete loss on stock, valued at $3,000; insurance, $2,000.

—The Dalles, Ore., A. E. Crosby; loss, $10,000; $7,500 insurance.

—New Haven, Conn., Samuel N. Coden; $500 damage, covered by insurance.

TO ORGANIZE CLERKS.

Minnesota Association Through Committee Will Try District Plan.

St. Paul, Minn., April 24.—A very satisfactory meeting of the Minnesota Drug Clerks' Association was held at Drew's pharmaceutical school in the Century building, Minneapolis, on the night of April 19. It was decided to carry out the plan, which has long lain dormant, of organizing the clerks of the State by districts. For this purpose a membership committee, consisting of Messrs. Paulson and Sjoblom, was appointed to put the scheme through. This will be done largely through the instrumentality of traveling drug men, who will come in personal contact with the clerks all over Minnesota. A committee, comprising President Fred. Klenert and Mr. Paulson, was appointed to consider the feasibility of starting a small monthly paper in the interests of the association. This committee will report progress at the next meeting of the association, which will be held at the Windsor Hotel in St. Paul, May 3. It was decided to send a delegation to the annual convention of the Minnesota Ph. A. at Duluth in June. The feeling was universal that the clerks could thus effectually bring themselves in touch with the retailers, to their mutual advantage. All this means some pretty tall hustling on the part of George T. Heller, of St. Paul, secretary of the drug clerks, who, by the way, may be depended upon to "make good."

CHARGED WITH SELLING POISON.

St. Paul, Minn., April 24.—Two women clerks of the Cash Supply store at Stewartsville, this State, have been arrested on a warrant sworn out by Fred Wilson, a detective from Minneapolis, evidently in the employ of the Minnesota Ph. A. The accused are Mrs. Helen Hughes and Miss Rose Pulvitz, and the charge against them is that they sold a poison in violation of State regulations. Before Justice Gaskill the women pleaded not guilty and the case went over, the accused being released under a $50 bond each. A jury trial was chosen by the defendants. Public opinion at Stewartsville is that this is a case of persecution, as Mrs. Hughes and Miss Pulvitz were acting under the direction of the head of the firm operating the store and who was not molested.

IN WISCONSIN.

—Elmer E. Larson, formerly in the drug business at Hayward, is now in the same business at Bismarck, N. D.

—Henry Strohmeyer, of Milwaukee, will make a trip abroad for his health. His mind has been undermined by business and other responsibilities.

—A. C. McCord, son of the late James McCord, president of the McCord Drug Company, now consolidated with the T. H. Spence Company, has gone to Minneapolis, to become secretary of the Kennedy, Suffel & Andrews Company. He has withdrawn all the McCord interest in the merged company.

INFUSION OF NEW BLOOD.

Milwaukee, Wis., April 25.—The reorganization of the Jerman, Pflueger & Kuehmsted Company at the time of the retirement of Charles Jerman from the company brought about several changes of general interest to the trade. A notable feature is the addition to the list of stockholders of several young hustlers, well known in the drug trade, some of whom have been with the company for a long time. H. T. Merriman, A. L. Walsted and J. W. Maitland, all traveling men for the house, are among this number. G. A. Moehle, a buyer, has also become a stockholder. The most notable acquisition, however, was in Walter Schucht, formerly with the Yahr & Lange Drug Company. He was on the road for that company a long while, and has a well-established trade. He will now cover the same territory for the J. P. K. Company.

WISCONSIN NOTES.

—J. B. Leyser, a druggist, 43 years old, died April 21 at his home in Milwaukee.

—George Scott, traveling for a Chicago wholesale drug house, was arrested in Milwaukee a few days ago after a chase that led to Minneapolis and Chicago. He was taken to Waukesha on a charge of obtaining money by false pretense, but escaped punishment by paying the claim against him with the cost of the chase. Scott was in Waukesha a couple of weeks ago, and, being in need of money, drew on his house. William Dunlap, a Waukesha druggist, endorsed the draft. It came back unhonored and Dunlap had to pay it.

—R. T. Holcomb, formerly of Monticello, and later circuit clerk of Green County, was married recently to Miss Stella Hollister, of Mapleton, Ia., where Mr. Holcomb is now engaged in the drug business.

BLUE LAWS RULE.

St. Louis, April 25.—The local druggists are threatened with a rule of the "blue laws." For two Sundays now the saloons have been closed on Sunday, a very unusual proceeding for St. Louis, and the Police Commissioners are expected daily to announce that the Sunday orders will be extended to include all merchandise, except that absolutely necessary.

The president of the Board has explained that when this order is given it will mean that while drug stores can remain open, only necessary articles must be sold under pain of arrest. The druggists have had time to talk the matter over, and most of them have concluded, in case the closing order is given, the store doors will be shut rather than to keep the store open and refuse regular customers cigars and soda water all day.

The downtown stores have found some profit in the closing order so far, in that their cigar trade has materially increased Sundays. Sunday prescription trade will be handled after the manner of the night trade, answering a call bell.

MANUFACTURER ASSAULTED.

St. Louis, April 25.—T. M. Sayman, of 2112 Franklin avenue, this city, a patent medicine manufacturer, was found at the foot of an elevator shaft recently by an employe who opened the factory in the morning. Dr. Sayman reported to the police that he had been roused from sleep in his room over the factory by a burglar whom he had attempted to drive from the place. He said the burglar overpowered him and threw him down the shaft. This, he said, happened at 2 o'clock in the morning, and he lay there until the factory was opened.

ST. LOUIS NOTES.

—St. Louis druggists are giving a surprising number of subscriptions to the General Index of the A. Ph. A. Proceedings.

—C. F. Prickett, of Centralia, Ill., was recently in St. Louis, and announced that he had sold his Pioneer Drug Store, in that city, to the Richardson Drug Co., of which Dr. W. D. Richardson is the head. Mr. Prickett's store was one of the oldest in Southern Illinois, and he had controlled it for many years.

—Sol. Boehm, the veteran druggist at Eighth and Morgan streets, had the satisfaction of thinking for a week that he had been elected a member of the City Council. On the printed results he was elected by a small majority, but the official vote left him out by a narrow margin, much to the disappointment of his friends, who had dropped politics in supporting him on the Republican ticket.

—The "Blue Laws" for Sunday are the latest promise of the St. Louis police department, and drug stores will be about the only sort of mercantile establishments permitted to remain open. So far, the closing has not affected the cigar stores, but enforcement of the law to the strict letter is promised for next Sunday. Many stores are adorned with signs notifying customers to make purchases in advance of cigars and notions. Most of the drug stores will close except for "hours" in the morning and afternoon, if soda water and cigars are finally decided against.

PASSED GEORGIA BOARD.

Seventy men and women passed the recent examination of the Georgia State Board of Pharmacy, held in Atlanta, Ga. The successful candidates are as follows:

Pharmacists.—R. Barker, Jacksonville, Fla.; R. W. Batts, Hawkinsville, Ga.; C. E. Black, Prosperity, S. C.; Miss Theo Bowie, Atlanta, Ga.; C. E. Bruner, Macon, Ga.; J. E. Bush, Barnesville, Ga.; W. D. Buzzett, Apalachicola, Fla.; J. N. Drake, Atlanta, Ga.; F. M. Ellerbe, South Carolina; W. E. Fulmer, Columbia, S. C.; R. T. Franklin, Atlanta, Ga.; H. H. Hill, Atlanta, Ga.; E. C. Major, Greenwood, S. C.; J. G. Mason, Swainsboro, Ga.; G. R. McIntyre, Dublin, Ga.; D. R. Mitchiner, Atlanta, Ga.; C. R. Nicholson, Quincy, Fla.; J. T. Smith (colored), Riddleburg, Ga.; C. D. Williams, Georgia.

Apothecaries.—W. A. Arnold, Atlanta, Ga.; Benjamin Bashinski, Tennille, Ga.; M. N. Bogart, Atlanta, Ga.; R. E. Burkholder, Augusta, Ga.; B. B. Burns, Georgia; Jesse Davis, Georgia; R. W. Davis, Blakely, Ia.; W. W. Dent, Douglas, Ga.; H. C. Durden, Graymont, Ga.; W. H. Durham, Woodville, Ga.; R. A. Gunter, Atlanta, Ga.; Miss Mary Kennedy, Atlanta, Ga.; H. W. Knighton, Benevolence, Ga.; E. E. Lee, Macon, Ga.; S. W. Lowe, Lafayette, Ala.; J. C. McLaughlin, Quincy, Fla.; Bernard McLaurin, Hector, Ala.; N. E. Nesmith, Atlanta, Ga.; S. L. Moyre, Wrightsville, Ga.; J. A. Redding, Macon, Ga.; W. R. Reid, Acworth, Ga.; S. E. Small, Americus, Ga.; J. N. Smith, Roberts, Ga.; P. W. Smith, Augusta, Ga.; J. H. Tharpe, Macon, Ga.; P. Y. Whitman, Marion, Ala.; W. C. White, Atlanta, Ga.; J. A. Winn, Bolingbroke, Ga.

Druggists.—J. C. Baldwin, Talbotton, Ga.; H. D. Bell, Swainsboro, Ga.; B. E. Blitch, Macon, Ga.; S. D. Bradford, Madison, Fla.; J. W. Brunson, Macon, Ga.; Frank Campbell, Atlanta, Ga.; Walter Dixon, Macon, Ga.; K. K. Edmondson, West Point, Ga.; J. D. Franklin, Jr., Tennille, Ga.; R. T. Franklin, Atlanta, Ga.; S. J. Hargrove, Macon, Ga.; J. L. Hooper, Atlanta, Ga.; B. H. Ingram, Macon, Ga.; W. C. Ervin, Concord, Ga.; L. B. Kennington, Macon, Ga.; E. C. Martin, Macon, Ga.; E. A. Martin, Atlanta, Ga.; W. M. McDonald, Commerce, Ga.; E. L. Norton, Atlanta, Ga.; J. A. Parker, Atlanta, Ga.; D. S. Porter, Atlanta, Ga.; Tobe Wall, Dawson, Ga.; W. D. Wynn, Jr., Macon, Ga.

MR. PROCTOR'S ADVERTISING.

If there really is such an expression as "painting the town red," Mr. F. F. Proctor must have that distinction, so far as advertising his theatres in New York City is concerned. New York City is a very large place, and it takes a few pails of paint and quite a number of men to make any very large impression on it. One can hardly turn a corner without seeing the Proctor trade mark on walls of buildings and on roofs and sides of houses, and in every railroad leading into New York is to be seen the announcement of Mr. Proctor's enterprises. No other theatrical proposition ever presented in New York City has ever attempted to do what Mr. Proctor has done. It is estimated that there is over one million square feet of walls and sign boards taken up with the Proctor announcements, and the cost of this thing is enormous.

Another advanced idea is the reserved seat policy now in vogue at Mr. Proctor's various theatres, and it has proven so successful that the management have been obliged to greatly increase the number of these reserved seats in order to meet the many calls for them, which attests their great favor with the patrons. Those who wish to avoid the annoyance and delay of standing in line at the box office, may have these seats reserved two weeks in advance by telephoning the individual theatres.

ENGLISH SODA.

A young American girl who was traveling in England last summer had been seeking vainly for the ice cream soda legends that appear on every corner in New York. At last she ran across a place where this sign was displayed: "American iced drinks, 4 pence."

She hurried in, and although the poor imitation made her homesick, drank two glasses of the mixture to the health of her countrywomen. The surprise came when she came to pay. The shopkeeper handed back all but fourpence, saying:

"We always give one when you buy two, and we don't sell very many as it is, Miss."—New York Sun.

AMONG THE COLLEGES

NORTHWESTERN UNIVERSITY.

Chicago, April 22.—A new departure of the School of Pharmacy of Northwestern University is the establishment of ten scholarships, five to be awarded each year, the award to continue for two consecutive years and to yield the holder $100 a year, to apply on his tuition in the Ph.C. course. Applicants for the scholarships must comply with the requirements for admission and must be regular candidates for the degree. All applications and testimonials must be filed with the dean before the opening of the school year in September. Two of the scholarships will be awarded each year to candidates from Chicago and Cook County, two to candidates from Illinois outside of Cook County, and one to a candidate outside of Illinois. The right to discontinue the scholarship is reserved.

The equipment of the school (furniture, instruments, specimens, books, etc.) in February last was valued at $26,400. The value of the books alone is about $3,400. The annual expenditures, including salaries, current expenses, etc., but not rent, are about $29,000.

The statistics compiled by this school are not without interest. For nineteen years, or from 1886 to 1905 inclusive, the average attendance has been 219, the students being drawn from all parts of the Union, the only States not represented being Nevada and Delaware. The total number of graduates is 1,514.

The Summer School offered to special students opens this year on June 12 and continues for seven weeks. The course covers laboratory work only.

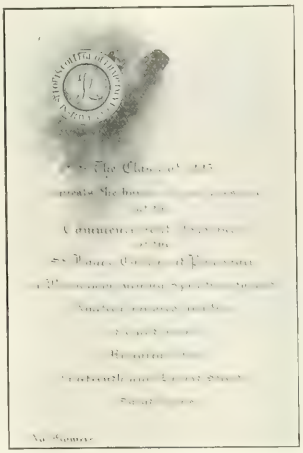
In a bulletin recently issued by the school a feeling reference is made to the life and services of the late Prof. A. B. Prescott of the University of Michigan, who was an honorary alumnus of Northwestern University, which, in 1903, conferred upon him the degree of LL.D.

CHICAGO COLLEGE OF PHARMACY.

Chicago, April 24.—Elaborate arrangements have been made for the annual commencement exercises of the Chicago College of Pharmacy, to be held in Steinway Hall, 17 Van Buren street, next Thursday afternoon. The program includes an address by Dr. Charles Davison, a member of the Board of Trustees of the University of Illinois. Following is the class roll: Carl M. Aaseth, Benjamin R. Abrams, Carl G. Anderson, Fred L. G. Berthlein, Charles W. Boyce, James F. Brown, Arthur E. Curtis, Leo G. Detrick, Lawrence A. Dickhut, Guy G. Dillow, William V. Dufner, August E. Gerhardt, George J. J. Guerten, John R. Hall, William M. Honsik, Michael Indovina, Herman F. Jacob, Milton G. Johnson, Thure W. Johnson, John E. Laatz, Thomas L. Larson, John V. Lee, Justin A. Levin, William H. Longshore, Edward A. Lukasek, Ebner McGinley, R. Frank Mayfield, Walter H. Moreland, Garrett J. O'Neill, Leonard J. Ostrowski, John K. Parker, James Patejdl, Louis W. Plummer, Charles J. Powell, Theodor I. Scheips, Bernard H. Schultejann, Martin J. Siebrandt, Harry E. Slauson, Hugo F. Staack, John H. Wehrley, Frances E. Wells, Thomas H. Wile, Milton G. Wilson.

ST. LOUIS C. P.

St. Louis, April 24, 1905.—On next Wednesday evening 72 young men will leave the St. Louis College of Pharmacy as graduates. The commencement exercises are to be held in Memorial Hall, and it is expected that Father W. Banks Rogers, of the St. Louis University, will deliver the address. Among the prizes offered to the graduates are two gold medals, one by the Alumni Association, and the other by the college. The class roll follows: Rae W. Ashton, Daniel J.



Atkinson, Claude C. Bacon, Frederick W. Barking, Benjamin W. Barth, Samuel G. Becker, Frank E. Biesterfeldt, Albert F. Bina, Benjamin T. Bundy, Paul T. Capps, Archie W. Chamberlain, Charles J. Chapman, Jr., Vivian B. Collins, Charles M. Davis, William J. Delany, Walter L. Duby, Theodore H. Ellermann, Arthur H. Enig, August P. Fedder, Alfred Felber, Samuel R. Flowers, Seth H. Garrison, George A. Grix, Samuel L. Grother, Eddie P. Hardin, Verde Harrison, Charles J. Harvey, Edgar J. Hellwig, Francis J. Hemm, Christopher J. Hennemann, Walter C. Kern, Edwin C. J. Kienzle, Edward F. Kilkeary, Gerhard Knewitz, Albert T. Knott, Arthur F. Kolkman, Eugene H. Kurtz, Abraham J. Lasersohn, Frank E. Lautz, Roy Longino, John B. Lorton, Max Mansfield, Charles M. Margraff, Oliver M. Matthews, Lendon L. McGuire, James C. Magee, Alexander R. McIntyre, John Morgan, Thomas Morgan, Daniel M. Moseley, Herbert G. C. Mueller, Charles E. Musick, John F. M. Oldakowski, Robert J. Pfeffer, William J. Pfeiffer, Walzie N. Pugh, Emmert M. Reinhardt, Henry Rubin, Frederick P. Schaum, Edward F. A. Scholle, Samuel E. Shaffner, Dean B. Skinner, Frederick W. Spreen, Herbert A. Spreckelmeyer, Charles A. A. Steinmeyer, William Thaler, William H. A. Titsworth, Louis A. Waltke, George F. Wolfer, Thomas L. Woodruff, Richard O. Ward, Leonard E. Eberhart.

MEDICO-CHIRURGICAL COLLEGE.

Philadelphia, April 15.—Under the direction of Prof. H. E. Kendig, the members of the senior class on Friday began their final laboratory examinations.

The following members of the faculty will be the guests of the Meeker Analytical Chemical Society at a box-party on Thursday evening, at the Chestnut Street Theatre: Dean Harvey H. Mentzer and Professors Fisher, Meeker, Ott, Egbert, Shaw, Baerwood, Kendig and Minehart.

Commencement exercises will be held on May 27, at the Academy of Music. Class day will be observed in the Garrick Theatre and the annual meeting of the Alumni association will take place in the Auditorium, both on May 26.

On Saturday last, the Freshmen were taken out along the banks of the Wissahickon by Prof. C. H. Shaw in search of early Spring flowers.

The friendly feeling between the Neff College of Oratory and the College was clearly in evidence on Friday evening when students of the former institution gave an entertainment.

THE SOUTHERN C. P.

Atlanta, Ga., April 15.—The Southern College of Pharmacy has changed its requirements from two six-month courses in separate years to two courses, consecutively, if desired, and two years' additional experience.

Graduation exercises were held in the lecture hall of the College on April 3. The class numbered twenty, and all successfully passed examinations before the Georgia State Board of Pharmacy on April 10. This is considered a very good showing, as the examination was very rigid.

The summer session opens to-day.

ALBANY C. P.

Albany, April 1.—The commencement exercises of the Albany College of Pharmacy were held here last Tuesday evening. The following received the degree of Ph.G.: H. T. Avery, Hunter; H. F. Banta, Hagaman; C. W. Burdick, Saratoga Springs; A. J. Curtis, Watervliet; G. A. Elliott, Holyoke, Mass.; C. A. Gallagher, Schenectady; C. E. Gramp, Hudson; F. K. Haley, Hoosick Falls; R. R. Higgins, North Creek; H. Heimiller, Albany; F. A. Johnson, North Creek; F. G. Killigrew, Holyoke, Mass.; H. R. Liddle, Johnstown; H. J. Loveys, Johnstown; G. W. Mather, Cohoes; P. A. Matteson, Shaftsbury, Vt.; J. H. McKeon, Bennington, Vt.; W. F. Nagle, Chicopee, Mass.; A. L. Neher, Scnenectady; Agnes Josephine Quinlan, Bennington, Vt.; H. C. W. Retallick, Canajoharie; E. D. Shoor, Albany; R. B. Smith, Plattsburg; H. M. Tice, Cincinnatus; E. L. Walker, Jr., Moriah; J. Phenix, Lewiston, Me.; B. R. Jones, Syracuse, N. Y.

CLEVELAND C. P.

Cleveland, April 22.—Invitations have been issued for the 23rd annual commencement of the School of Pharmacy, to be held in the Hollendon on Thursday evening, May 4. Following the commencement exercises a banquet will be given to the graduating class. John Krause is chairman of the committee on arrangements.

What Can Be Done With Small Fountains

Large Trades Built Up in Indianapolis and St. Louis

H. J. Huder in the Former and W. G. Graul in the Latter City Overcome Difficulties—Value of System in a Soda Business Hampered by Small Space—Please the Children and Make Sanitation a Hobby

It is the general belief that Henry J. Huder, in Indianapolis, at the northeast corner of Washington and Pennsylvania streets, has the greatest retail drug store in that city, and sells more drinks from his soda and mineral water fountain than are sold by any other house in the whole of Indiana. Indeed, it may well be doubted whether any other dealer sells half as much of these beverages as are sold in this one room, where he is so cramped for space. It has only been by the most orderly business system that he has been able to handle such a large volume of business.

The drinks dispensed vary in price from five cents to fifteen cents. There are twelve straight mineral waters, nine fruit ices and sundaes, nine fancy egg drinks, six fancy mixed drinks, seven frappes, nine lemonades, four fizzes, four punches, twenty miscellaneous, sixteen hot drinks, twelve sour drinks, hot or cold. Others will be added to this carte as the season advances and occasion requires. His present accommodation for a trade that continues through every hour in the day and night, every day in the year, is but 44 by 115 feet. He has, however, a lease on an adjoining room and will soon increase his space so that he will have 67 by 115 feet.

IN SPITE OF SMALL SPACE AND OLD FOUNTAINS.

The fountain with which he has been doing this great soda trade is a Zweitusch, which has been in use thirteen years. It fills a space that is wholly inadequate to present needs and Mr. Huder is now negotiating for a new fountain to cost from $12,500 to $15,000. The general trade done by this house is due to the fact that it is on the best known corner in Indiana, a waiting place all through the day and night for passengers on city and interurban electric lines, a transfer station in the fullest sense of the term.

Mr. Huder, who is now forty-two years old, has been in the retail drug trade since he was a boy ten years old. His education has been acquired in night schools, after business hours. He has been in business for himself for eighteen years.

The corner in which this live, up-to-date, store is doing the greatest retail drug trade in the State has been the most prominent place in Indianapolis since 1860. Even in that early time, it was occupied by a drug store and an old-fashioned goose-neck fountain, with the syrups dispensed from bottles, was a money-making part of the business. It was from this old-fashioned fountain that the first "cream soda" ever sold in Indianapolis was served, long before "ice cream with a spoon" had been thought of. The cream thickened with sugar, with eggs added to make color and hold the foam, simple syrups added to make more bulk, caught on in the then little city, and a harvest was reaped for a season or two before the other soda water men fell in line.

INDIANA'S BEST KNOWN FOUNTAIN.

In the Store of Henry J. Huder, Northeast Corner Washington and Pennsylvania Streets, Indianapolis. An Old Zweitusch Fountain, in Use Thirteen Years.

SODA FOR WORKING PEOPLE.

St. Louis Druggist Who Has Made a Success of Catering to Them.

W. G. Graul, who has a drug store at Cherokee street and Nebraska avenue, St. Louis, has a limited field for the sale of soda water. The limit is two-fold, first because the finances of his patrons are small, and second, because, to a great extent, the older persons of that immediate vicinity prefer to drink beer, on account of their nationality and habit. The soda trade developed in this unpromising field by Mr. Graul, is surprisingly profitable. His people are not poor, but they are thrifty working people, who would rather spend their nickels elsewhere, and who are used to only patronize a drug store when ill. Mr. Graul was asked how he had developed the trade he enjoys.

"My general propositions are cleanliness, good service and first class materials in the making. As a specialty, I try to serve the very best chocolate I can. About one-half of the drinks I serve are chocolate, and I make that my leader.

"I have found, through personal experience while clerking and since I have been in business here, that for this fountain, with the trade I have developed and can see for the coming season, it is best to buy most of my materials, rather than try to make syrups and crushed fruits from the crude material. I have not the time to give to such work and cannot afford to hire the necessary help as yet.

PREPARED SYRUPS AND FRUITS.

"In the matter of prepared syrups and crushed fruits, I have experimented. My conclusions are that a combined selection of Liquid Carbonic and Hance Brothers & White's goods meet my requirements. Since arriving at my conclusions, I keep a list of the fruit juices and crushed fruits and insist on getting my kind.

"I do not try to keep all crushed fruits, but have found that cherries, pineapples and strawberries meet the general requirements. Sometimes I vary these for a specialty, but I find it profitable only for a short time.

"For my chocolate, I use Baker's powdered, bitter, and make six ounces into a paste, with cold water, and then bring it to a boiling point and enough syrup to make a gallon to the same temperature. After stirring in the chocolate paste, I boil it again and then stir as it cools. Once made, I keep the syrup in a can that fits the ice cream cabinet, and make room for it there. I serve it from the regular syrup divisions of my fountain, to avoid sloppy jars, and have no trouble drawing it. While I talk little to my customers about the making of the syrup, and have never sought to call it to their minds, I have learned from conversations over heard at the fountain, that my trade comes from far beyond my ordinary trade territory."

INTERIOR W. S. GRAUL'S DRUG STORE, ST. LOUIS.

PLEASING THE CHILDREN.

"But how about the cleanliness as a feature for the children's trade, which forms the big proportion of your receipts?" was asked.

"The children like it in the first place," Mr. Graul replied. "Clean glasses appeal to them. Principally because the clear whites and colors of the soda show better in thin, polished glasses. I use colorings liberally. Then the parents send the children here. Some of them tell me, "Mamma said to go to Mr. Graul's, because it is so clean."

"The service especially appeals to the children. They are always impatient to spend their nickels. Then, they like to think I wait on them myself, and I try to do so and to joke with them.

"It all brings business and the fountain is profitable, and has been the means of extending my trade on other things.

CAUTION AND CARE.

John Morley, in an address at Pittsburg, urged the American people to use caution and care in their busy lives—to do strenuous things, but to do them with forethought.

"The Scot," said Mr. Morley, "is noted for his forethought.

"A bald Scot, on a visit to London, paused to look at a display of hair tonic in a chemist's window. The chemist, himself a bald man, came out and tapped the Scot upon the shoulder.

"'The very thing for you, my man,' he said. 'Let me sell you a bottle of this tonic. It is the greatest medical discovery of the age.'

"'It is guid, eh?' said the Caledonian.

"'Good? It's marvellous. I guarantee it to produce hair on a bald head in twenty-four hours.'

"'Aweel,' said the Scot, in his dry, cautious way. 'Aweel, ye can gi'e the top o' yer head a rub wi' it, and I'll look back the morn and see if ye're tellin' the truth.'"—New York Tribune.

THE ENFLEURAGE PROCESS.

The Board of Appraisers Throws Light On Modern Methods.

The enfleurage process of extracting perfumes was recently the subject of an interesting and carefully considered decision by the Board of General Appraisers, the general application of which may be summarized as, that while the products of the volatile solvent process for the extraction of odors from flowers are free of duty as "enfleurage grease," the latter term does not embrace similar products derived from odor-bearing bodies other than flowers.

The special case in point was occasioned by the importation by E. H. Burr, at New York, of merchandise called "concrete iris de Florence extra," derived from orris root, in whole or in part by distillation. The Board decided this was dutiable at 25 per cent. ad valorem as essential oil of orris.

OPINION BY THE BOARD.

In weighing testimony the Board delivered the following opinions:

"There is much of conflict in the evidence before us, not only as to how the article represented by Exhibit 1 was produced, but also as to what is the significance of the term "concrete essence" as applied to it; and we are inclined to the belief that there was a great deal of speculation, or, to speak plainly, guessing, on the part of the witnesses, as to the particular processes of which the merchandise, in the condition imported, was the result. It is therefore fortunate, we think, that the real question involved is not to be determined by the processes of production or the significance of the term 'concrete essence' as applied in France to flower essences.

"One fact appears to be clear regarding the enfleurage process, viz., that when it was introduced and became known as a medium for conveying the odor of flowers from the place where they grow to the place where the perfumery is made, it had a meaning much more limited than that which in recent years it has been sought to extend to it. The term 'enfleurage' is defined by the Standard Dictionary as 'The extraction of perfumes by treating flowers with odorless fats," and by the United States Dispensatory (18th ed.) as follows:

This term is applied by the French to the impregnation of fixed oils and fatty matters with the odor of certain sweet-scented plants, such as jasmine, tuberose, and mignonette, the oils of which are so delicate and fugitive that they cannot well be separated by distillation. The process consists of exposing the fatty matter placed in layers, in suitable frames, to the exhalations from the *flowers*, which are absorbed, and give their characteristic odor to the fat. Another plan is to expose alternate layers of the *flowers*, and of cotton impregnated with bland fixed oil, to the sun, and afterwards to express the oil from the cotton. The French some times give to the spiritous solutions made by extracting the odors from fats and oils with alcohol the name of essences.

A FORMER DECISION.

In United States v. Dodge & Olcott the court defines the object of the enfleurage process to be:

To carry the odor of *flowers* from the place where they grow to the place where the perfume is made. Among the various enfleurage processes is one whereby the *flowers* are either brought in contact with, or close proximity to, some fatty or greasy matter, such as animal fats, vegetable oils, and certain preparations of petroleum, including vaseline. The fatty substance absorbs the odor from the *flowers*, and the absorbent or solvent may or may not be then removed by heat, leaving the body of the perfume. This product is not then a completed product in the sense that it is ready to be used by the ordinary consumer, but when subjected by the perfumer to the influence of alcohol the alcohol leeches out the perfume. The article in question is a highly concentrated essence or extract, produced by the enfleurage process, in which some variety of petroleum was used as the original solvent. After being subjected to heat a mere undefined vestige of the petroleum remains, and the resultant product is described as the *wax of the flower* or a *concentrated essence*.

"It is evident that since the enfleurage process was first introduced there have been radical changes in the methods used to extract the flower odor and convey it to the manufacturer of perfumery, and at least some of the products of these changed methods have been recognized by the court in the Dodge & Olcott case as being enfleuraged greases within the meaning of the term 'enfleurage grease' as used in said paragraph 626. It appears that the old or original method of spreading the fatty substances in layers and placing thereon the petals of the flowers has not been abandoned, but the method of extraction by the volatile solvent process is the one more generally used, and the advantage of the latter over the former is stated to be that one ounce of the concentrated product by the new process equals in substance three pounds of the product of the old method. As an original proposition, in view of the evidence before us, we might have been inclined to hold that the concentrated product of the volatile solvent process was not the enfleurage grease provided for in paragraph 626, but we think the court has determined in favor of the contrary view. One fact seems to us, however, not to be open to dispute, viz., that from the court's own expression and authoritative definitions, the enfleurage process is confined to the extraction of the odors of flowers, and 'enfleurage grease' denotes a vehicle for carrying such odors only.

POINTS OF DIFFERENCE.

"The merchandise here involved is concededly not the concentrated essence of a flower, no matter what may have been the process by which it was produced. It is the extracted odor of the root of the orris plant, and to this extent at least there is no disagreement. It was the evident purpose of importer's counsel to show that concrete essences had been produced 'from other odor-bearing vegetable bodies than flowers,' and in this we think he was successful, but it does not follow from that fact alone that essences so produced are enfleurage grease. The most that may be said in this respect is that odors other than the odors of flowers are extracted by the same means used in the extraction of flower odors.

"Another marked distinction between enfleurage grease and the merchandise in question which, we think, is established by the record, is that the former, when mixed with alcohol, is only partially soluble, there remaining a residue of the wax of the flower, while the latter is wholly soluble in alcohol.

"The appraiser, in his special report accompanying the protest, states the merchandise to be oil of orris, 'obtained from orris root by steam distillation, or by extracting the root with ether, and steam distilling the residue left on evaporation, neither process being that of enfleurage." This report is supported by the evidence of the witness, Moore, the government's chief chemist at the port of New York, in his testimony, where he states that:

"To obtain concrete oil of orris such as this (referring to Exhibit 1) the extraction process is carried out the same as described in the Dodge & Olcott case, but subsequently the product, which is not of this description, has to be either distilled or manipulated possibly in some new way to obtain a white product. The first product of extraction is the oleo-resin, so called, of orris, and that is separated into a product of this kind and a resinous residue.

"The said report of the appraiser that the merchandise (oil of orris) is the result of a process of distillation, thus supported, has not been overcome by the evidence submitted on behalf of the protestant, and it must therefore be controlling.

"Upon the record before us we find (1) that the merchandise in question is not enfleurage grease, and (2) that it is oil of orris, an essential oil, the result in whole or in part of a process of distillation.

"We therefore hold that duty was properly assessed and overrule the protest, affirming the decision of the collector."

An exchange relates a story of a Japanese, employed in a large business house. The proprietor called the young Oriental to him and handing over a delinquent debtor's account, instructed that a letter be sent, polite, yet firm, demanding payment at once. Three days later a check in full was received and wondering at the prompt response, the merchant sent for the letter file and obtained a copy of the magical dunning epistle, It read: "Gentlemen: Respectfully, we do call attention to your debt long past the due. Should you not pay at once we will take steps that will cause you the utmost astonishment."

BUSINESS RECORD.

ARKANSAS.

Atkins.—Bledsoe Mercantile Co., succeed H. C. Bledsoe.
Rector.—Hafford & Frammell, succeed Hafford & Daniels.
Success.—A. H. Stubblefield & Co., succeed M. V. R. Waddle.

CALIFORNIA.

Alvarado.—Charles Wenkle, burned out.

COLORADO.

Loveland.—Williams & Turkington, new firm.

FLORIDA.

Pensacola.—J. Hooten, Palafox and Romana Sts., new store.

GEORGIA.

Atlanta.—W. M. Etheridge, new store.
Smithville.—J. G. Pruett, succeeds A. H. & W. F. McAfee.

IDAHO.

Idaho Falls.—Idaho Drug Co., new firm.

ILLINOIS.

St. Anne.—D. L. Cramer, succeeds J. L. Duchaime.

INDIANA.

Bloomingdale.—C. W. Pearson & Co., succeed O. D. Woodward.
Indianapolis.—Robert Lostutter, dead.
La Fayette.—Hogan Drug Co., succeed Hogan-Spitzer Drug Co., 115 N. 4th St. and 410 Main St.
Marion.—Bradley Bros., new firm.
New Paris.—F. W. Neill, succeeds H. N. Jenner.

INDIAN TERRITORY.

Minco.—F. A. & H. D. Vickrey, succeed P. K. Cannaway.
Tulsa.—Sells Drug Co., new firm.

IOWA.

Batavia.—J. H. L. Swenson, succeeds W. K. Marsh.
Belle Plaine.—Nichols & Herejk Co., succeed Sparling & Herejk Co.
Blockton.—Anderson Drug Co., succeeds Frank Wright.
Cedar Rapids.—W. M. McKinney, succeeds C. E. Shomler, 100 S. 1st St.
Davenport.—L. R. Walker, succeeds H. A. Emeis, 418 W. 2d.
Des Moines.—Harry Shumway, succeeds R. G. Durrette, 3700 6th Ave.
Fredericksburg.—B. E. Farrand, out of business.
Mason City.—Tiss Drug Co., new store.
Perry.—Coakley & Mitchell, new firm.
Rockwell.—J. E. Piersol & Co., succeed A. V. Graves & Co.
Ryan.—U. C. Klonus, succeeds U. C. Klonus Co.
Waukee.—Thompson & Jones, succeed R. K. Thompson.

KANSAS.

Edna.—H. H. Clark & Co., out of business.
Fort Scott.—Edw. Higgins, succeeds Eugene March, 6th and Lowman.
Genesee.—Palace Drug Store, new store.
Topeka.—Percy Walker, succeeds Fred. F. Walker, 823 Kansas Ave.

KENTUCKY.

Russell.—Russell Pharmacy, new store.

LOUISIANA.

Hammond.—J. J. Robinson, burned out.

MAINE.

Springvale.—Charles H. Pierce, burned out.
Springvale.—W. H. Wood, burned out.

MARYLAND.

Baltimore.—R. G. Loy, Park Ave. and Saratoga St., new store.
Roe & Smith, 815 Scott St., new store.
M. Strasburger, Charles and Fayette, new store.
W. H. Treiber succeeds Treiber & MacDonald, 1500 W. Fayette.

MASSACHUSETTS.

Millbury.—W. A. Kneeland, succeeds Ira D. Bates.

MICHIGAN.

Davison.—D. W. Sullivan & Co., succeed Mrs. E. C. Anderson.
Gobleville.—Edw. Youngs, succeeds Hyames & Hyames.
Hillsdale.—Parrish & Campbell, succeed G. W. Sly & Co.
Midland.—W. A. Hubbard, succeeds Smith & Hubbard.
Pentwater.—Claude White, succeeds J. L. Congdon.
Wallin.—David Sieber, closed up; no successor.

MINNESOTA.

Eveleth.—J. V. Johnson, succeeds Johnson & Oja.
Glenwood.—O. J. Johnson, succeeds O. J. Johnson & Co.
Perley.—B. J. Ostbry, succeeds G. A. Tripp.

MISSOURI.

Altamont.—Altamont Pharmacy, new firm.
Carrollton.—Smith & McCorkle, succeed A. C. Smith.
Maitland.—P. L. Wyman Drug Co., new firm.
St. Louis.—B. C. Huger (Arcade Pharmacy), damaged by fire.

MONTANA.

Gebo.—Edmund Butler, sold out; no successor.

NEBRASKA.

Exeter.—City Pharmacy, R. E. Roeser, Prop., succeed Delaney Bros.
Lexington.—F. E. Bax & Co., new firm.
Mason City.—R. H. Duke, succeeds H. C. Chase, Jr.
Verdigris.—Chedwick & Tikalsky, new firm.

NEW JERSEY.

Hoboken.—Herman H. Wouters, succeeds M. Wenzel.

NEW YORK.

Niagara Falls.—Peter R. Croy, 1929 Main St., new store.
Palmer.—E. D. Burch, new store.
Walden.—J. F. Thompson, succeeds Walden Drug Co.

NORTH DAKOTA.

Lehr.—C. H. Hilleman, new store.
Starkweather.—J. A. Trainer, sold out; no successor.

OHIO.

Portsmouth.—James Fitzgerald, succeeds John C. Fisher, 9th and Offnere Sts.

OKLAHOMA.

Fairview.—Elk Head Pharmacy, new firm.
Hominy.—Mullins Drug Co., new firm.

PENNSYLVANIA.

Cresson.—Cresson Pharmacy Co., succeed Frank J. Parrish.

SOUTH CAROLINA.

Chester.—Johnston & Guy, succeed J. G. Johnston.

TENNESSEE

Nashville.—E. J. Schott, succeeds Burge & Schott, Broad and Spruce Sts.

TEXAS.

Lott.—Lott Drug Co., succeed S. J. Crump.

VERMONT.

Barre.—Kendricks' Prescription Pharmacy, succeeds F. G. Howland, 54 N. Main.

WEST VIRGINIA.

Wheeling.—Marcus Wallace, succeeds W. R. McCutcheon.

WISCONSIN.

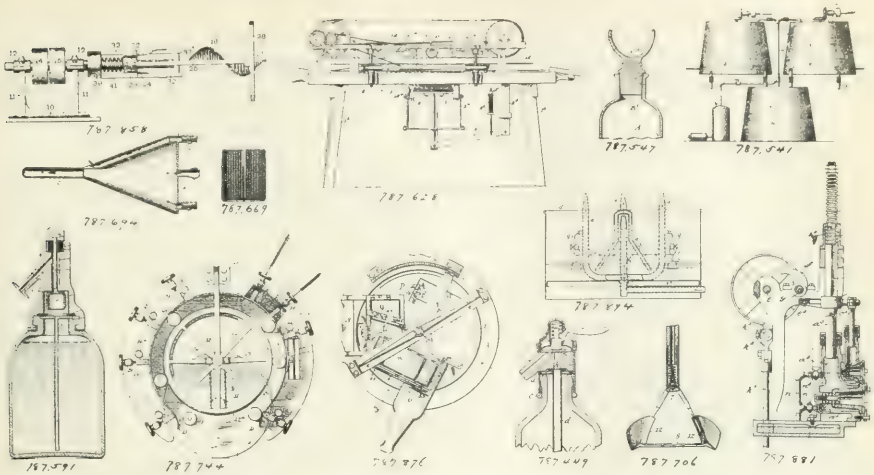
Appleton.—J. E. Voigt, succeeds W. F. Montgomery, 757 College Ave.

GETTING EVEN.

It was in a city dispensary. The druggist was very busy, but not too busy to see a fat policeman in the line for free medicine. The little pharmacist saw his duty and did it. "Hats off," he yelled, sharply. All eyes turned to the "cop," who sat helmeted and stoical. "That means you, too," said the druggist, as he eyed the officer. Several hoboes in the rear grinned appreciatively as the "cop" bared his head; authority humbled for once at least.

The druggist was a "sport." He was "bucking" the races successfully. Entering his store unobserved, he found the manager dividing the receipts into two piles. Muttering "heads for me, tails for the 'boss,'" he tossed the coin, when it came to the last half dollar. The "boss" lost. Emerging, he said to the manager: "I'm going to discharge you. Not for stealing, understand. But I'm entitled to another flip on that last half."

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued April 18, 1905.

787,360—Max Engelmann, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Process of making dialkyl-barbituric acid.

787,380—Charles B. Jacobs, Port Chester, and Robert A. Witherspoon and Nathaniel Thurlow, Niagara Falls, N. Y., assignors, by mesne assignments, to Cyanide Company, Jersey City, N. J., a corporation of New Jersey.

787,449—Thomas H. W. Idris and Richard H. Griffith, London, England. Head of siphon for aerated liquids.

787,541—Alexander S. Ramage, Detroit, Mich. Process of converting lead sulfate into lead hydroxid.

787,547—Herman J. B. Wipf, Narberth, Pa., assignor to John Wyeth & Brother, Incorporated, Philadelphia, Pa., a corporation of Pennsylvania. Bottle-closure.

787,591—Franck Sonnenfeld and Jacob Glass, New York, N. Y. Antiseptic bottle.

787,628—Samuel E. Morral, Morral, and John Morral, Larue, Ohio, assignors, by direct and mesne assignments, to said Samuel E. Morral and William W. Morral, Morral, Ohio. Canlabeling machine.

787,669—George Hookham, Birmingham, England. Bottle-stopper.

787,694—William H. Pontious, Chicago, Ill. Syringe.

787,706—Carl K. Volckening, New York, N. Y. Bottle-washing brush.

787,744—Fred C. Fisher and Perry Perdue, Muncie, Ind. Labeling-machine.

787,858—Louis Schafer, St. Louis, Mo. Bottle-cleaning machine.

787,874—Anton Bulling, Munich, Germany, assignor to Carl Ritter Von Wessely, Vienna, Austria-Hungary. Atomizing inhaler.

787,876—Luther M. Crowell, South Wellfleet, Mass., assignor of one-third to Robert W. Howard and Charles F. A. Smith, Boston, Mass., Luther F. Crowell, administrator of said Luther C. Crowell, deceased. Labeling machine.

787,881—Samuel R. Harris, Philadelphia, Pa. Bottle-capping machine.

LABELS.

Registered April 18, 1905.

12,050—Title: "The Kobolo Tonic." (For medicine.) J. L. Smith, Chicago, Ill.

12,051—Title: "Liquid Thyrinoids." (For medicine.) Frank C. Reighter, Chicago, Ill.

12,052—Title: "Parsley Compound." (For medicine.) The Guyer Medicine Co., Hudson, Mich.

12,053—Title: "H-Y-O-C-H." (For a remedy for rheumatism.) John S. Young, Louisville, Ky.

12,054—Title: "Pine Tree Salve." (For Salve.) Blewott Bros. Co., Minneapolis, Minn.

12,055—Title: "Flee-Flea Dog Soap." (For dog-soap.) Christopher Koch, Philadelphia, Pa.

12,075—Title: "Sure Grip." (For a certain named preparation.) (Louis J. Gelpi, New Orleans, La.

DISTILLING ATTAR OF ROSES.

In Bulgaria, during the month of October, slips are cut from all old rose bushes and buried in trenches about a foot wide and covered with fertilized soil. About eighteen months afterward these slips reach maturity and come to blossom. The first crop is harvested in the latter part of May and the second one month later.

Twenty-two pounds of these blossoms are added to nineteen gallons of water and placed in a copper still set in masonry. A fire is lighted underneath and kept up until the water boils. Then the temperature is gradually reduced, and in one hour and a half twelve quarts of liquid remain.

This product is then redistilled and the attar of roses obtained. The net product is small when compared to first bulk.

A St. Louis paper recently printed the following, of interest in this connection:

"Mr. George W. Vanderbilt has erected a still for the purpose of extracting the attar from the damask roses which are raised in his conservatories.

"If his experiments are successful this summer, he intends buying several thousand acres of land in the South for the exclusive culture of roses of the attar variety.

"Near this tract of land will be erected a large distillery with scientific equipment, and under Mr. Vanderbilt's management it will doubtless be a commercial success, thus transplanting an important Bulgarian industry to the United States."

THE PURSUIT OF DRUGS.

A tombstone in the churchyard at Greenwich, England, bears the following inscription:

"Here lies Clarinda,
wife of Joseph Grant,
who keeps a chemist's shop
at No. 21 Berkley Road
and deals only in the pursuit of drugs."

—Harper's Weekly.

MARKET REPORT

CAMPHOR OFF AGAIN.

Hypophosphites, Phosphoric Acid, Potassium Acetate Advanced.

A FEW OTHER UNIMPORTANT CHANGES.—BUT GENERAL TONE IS STEADY AND ROUTINE.—LITTLE SPECULATIVE INTEREST.—BUYERS OPERATING ONLY FOR ACTUAL NEEDS.—ERRATIC MENTHOL AGAIN DECLINES.—CODLIVER OIL PROSPECTS.

New York, April 24.—With one exception the week has passed without any important change. This major alteration was a decline of five cents in camphor, announced Saturday by domestic refiners. Coming as it does on the heels of the recent four cent reduction, it is unexpected and rather surprising, especially as the London market has just experienced a rise equivalent to two cents, with large sales at the higher figures. Undoubtedly these cuts have been caused by the competition of the refined Japanese camphor, which has been selling a trifle below domestic in this market.

Outside of this the situation presents little feature, being generally steady and routine. The volume of transactions and the demand on jobbers are, however, increasing, and conditions continue satisfactory with promise of maintaining commercial health. The call for any one commodity is not, however, especially large, and the rather recent reductions in opium and quinine have not stimulated buyers to the extent naturally to be expected. Menthol continues its erratic course of sudden fluctuation, influenced to a great extent by speculative manipulation. Several of the essential oils are easier, while the hypophosphites show firmness. A few unimportant advances have occurred. The general situation appears favorable for buying for legitimate needs, offering a fair guarantee against any immediate sudden upheavals.

OPIUM.—Influences continue contradictory and of about equal power. Further reports of damage by severe frost in Turkey to the crop are coming in, confirming the statements that spring sowings are prevented and that the harvest will probably yield but 3,500 cases. On the other hand, stocks at primary centers are heavy and competition between local holders is evident. The demand from consumers holds about normal, but is rather disappointing. Jobbing prices continue $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent. and $4.60@4.85 for sixteen per cent.

MORPHINE SULPHATE.—Consumers are steadily ordering for actual needs, but the aggregate of transactions is only of moderate proportions. Prices of leading jobbers hold unchanged at $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.25 in ounce vials, and $2.25@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—Things are quiet. Recent reductions have not galvanized demand into marked activity, but routine business is in progress. At the London bark auction on April 18 the average unit realized was 1 3 16d. against 1¼d. at the sale there in March, netting a decline of 1-16d., which exerts hardly any influence. Jobbers' quotations remain the same: 21 @21½c. for bulk in 100-oz. tins, 21½@ 22c. in 50-oz. tins, 22@22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

CAMPHOR.—Another decline in this important staple is the feature of the week. Domestic refiners have rather unexpectedly cut prices 5 cents. Although it was known that the competition of the Japanese refined article had been considerable at a slightly lower figure, it had been thought that the rise in London equivalent to about 2 cents would counteralance this and perhaps firm the situation here. At any rate, values are down further than ever, and jobbers have promptly reduced their schedule of prices proportionately to the following: Barrels, 71@71½c. per pound, and less, 77@82c.; 4-oz. blocks in cases, 71½@72c., and less, 77@72c. per pound; ounce cakes in cases, 73@ 73½c., and less, 79@85c. per pound; 24s in cases, 75@75½c., and less, 81@85c. per pound. Ounce cakes and 24s in 1-lb. boxes, 1c. per pound additional.

MENTHOL.—The wholesale market is in an extraordinary condition. It cannot find its own level according to legitimate influences and economic laws because of speculative manipulation. Certain local holders have undoubtedly attempted to corner the market and have been literally caught with the goods, but are obstinately resolved to maintain a fictitious level of values. On the other hand, persistent bears are continually hammering and supplies are accumulating. Each dealer is cautious and watchful of others. Which way the cat will jump next cannot be surmised. Prices have already fluctuated considerably, and this week sees a further decline. Jobbers have lowered their prices to $2.70@$2.90 for crystals per pounds and 25@30c. per ounce.

CODLIVER OIL.—The consuming season is practically over and little interest is evident. The tendency of values is easier. It is rumored that one house has offered Norwegian oil in the South at $26.00, but this cannot be confirmed. Prices here are nominally unchanged by jobbers. Reports from the regions of production continue bearish, assuring a good catch of cod and a satisfactory quality of oil. In this connection a correspondent of the London Chemist and Druggist, writing from Bergen, Norway, says: "The total catch of cod for the whole of Norway since the beginning of the season now amounts to 24,-314,000, against 18,677,000 at the corresponding period of last year. The yield of steam-refined oil is now 17,530 barrels (an increase of 4,322 barrels for the week), against 6,230 barrels in the same week of 1904. The fishing has been favored by fine weather, but Lofoten shows signs of declining, while Finmarken gives uneven results. Market appears to be settling down and 85s. f. o. b. Bergen will readily buy finest Lofoten oil." Local jobbers continue to openly quote Norwegian $38.00@40.00 per barrel, $1.50@1.60 per gallon in 5-gal. tins, and $1.50@1.75 for less, per gallon.

GOLDEN SEAL ROOT.—Offerings and reports of offerings of spring-dug root are unsettling the market and a slight decline has already occurred from the recent high level. Jobbers are now asking $1.90@ 2.15 for the whole and $2.00@2.25 for the powdered per pound.

COCAINE.—While no price alterations have developed the situation presents features of interest through recent foreign advices. Local demand is satisfactory and jobbers still quote $4.00@4.25 per ounce for hydrochloride. It is reported from London that another important maker has joined the syndicate of manufacturers, whose importance as a competitor warranted his inclusion. This ring now numbers five makers, and it is thought values will be forced higher, more especially as it is said that the present cost of crude cocaine and coca leaves warrants an advance in refined.

GUM CHICLE.—Although demand is good, supplies of Mexican have increased so rapidly that a decline has resulted. Jobbers have reduced their quotations to 57@64c. per pound.

HYPOPHOSPHITES.—An advance has resulted in several of these, because of the increased cost of raw materials. Jobbers now quote calcium, potassium, and sodium 80@90c. per pound.

CANTHARIDES.—The Chinese flies are in rather heavier supply, 26 cases having arrived in this market last week, and competition being keen, prices have eased. Jobbers quote Chinese 79@89c. for the whole and 89@99c. for powdered per pound. Russian unchanged.

COCA LEAVES, TRUXILLO.—The prime are very scarce here and are also higher abroad. There is a good demand and prices are up, with good prospects of going still higher. New jobbing prices are 36@46c. per pound for the whole, and 41 @51c. for the powdered per pound.

LADIES' SLIPPER.—This has been very scarce for a long time, resulting in an advance this week to 57@62c. for the whole and 62@67c. for powdered per pound from jobbers.

CAJEPUT OIL.—Values are a trifle easier and jobbers' quotations have reacted to 84@99c. per pound.

CASSIA OIL.—This essential oil is also lower, demand being unsatisfactory, and jobbers have reduced prices to 97c.@$1.12 per pound.

WORMSEED.—Levant has risen because of diminishing stocks and new jobbing values are: Whole, 23@28c., and powdered, 26@31c. per pound.

LYCOPODIUM.—A moderate decline has occurred at wholesale, as cable advices report a lower importing cost, but as this is thought by many dealers to be put a temporary fluctuation, jobbers make no change and still quote $1.05@1.20 per pound.

PHOSPHORIC ACID.—Manufacturers have advanced prices of the syrup 1 cent per pound because of increased costs, and jobbers now quote 36@41c. per pound.

POTASSIUM ACETATE.—A rise of 5 cents has been declared by manufacturers and jobbers follow, listing 40@42c. per pound.

TRADE AND PRICE LIST SECTION
OF
THE PHARMACEUTICAL ERA

INDEX TO PRICE LISTS.

	PAGES		PAGES		PAGES
DRUGS AND CHEMICALS	9- 68	PAINTS AND OILS	71- 72	MANUFATURERS OF PROPRIETARY MEDICINES	169-184
MINERAL WATERS	69- 71	PROPRIETARY MEDICINES	73-168	MANUFACTURERS' PRICE LISTS	185-192

VOL. XXXIII. NEW YORK, APRIL 27, 1905. Number 17.

OUR SEMI-ANNUAL PRICE-LISTS.

To old friends the character of the price-lists which we present in this section of the Era is well known. A casual examination by a new reader will quickly show their value. To the former we say that all the good old features have been retained, while each item has been carefully revised to date with the inclusion of many new details. To the latter we extend a hearty introduction to the lists, which will soon win their confidence and approval.

This compilation is the most complete and accurate of its kind, as it is the latest. Its revisers have spared no pains to achieve this end, and are now content to await their readers' approval. Over 45,000 items are here embodied, many new ones having been added since our last price-list in October.

During the last six months the market for drugs and chemicals has held fairly steady. No very violent upheavals have occurred to upset the smooth course of commercial activity, and this is a source of general congratulation, for sharp, radical changes are not conducive to the consummation of a large volume of transactions at either wholesale or retail.

Consequently, the trade is in a fairly prosperous condition. The first half of the year gives promise that the last half will fulfil, and 1905 should go out with a legacy of satisfaction to the trade at large.

Of course, there have been many alterations. The majority of these have been of an upward trend in values. Several prime causes created this situation, among which were the drought general throughout Europe two years ago and the widespread scarcity of indigenous drugs in this country.

Some of the leading commodities now on a higher plane than at the date of our last price-list issue are opium, iodine, cocaine, the citrates and wood alcohol, while the declines include quinine, the bromides, codliver oil, cottonseed oil, chloroform, and a few essential oils. A few of the changes were caused by arbitrary trade influences not of a natural origin, but the majority trace back to climatic reasons. The Far Eastern war has, of course, influenced values somewhat, but not to the extent which had been expected.

Conditions are therefore satisfactory on the whole and give promise of so continuing. All these changes are mentioned, besides the hundreds of others of minor importance, will be found noticed, and all the list prices are right down to date.

It is with confidence, therefore, that the Era introduces its latest price list, assured that it will prove highly useful until the appearance of its successor six months from now.

Recognizing the permanent features of this issue as compared with the routine ones fifty times a year, many leading firms who supply the drug trade have caused the insertion of notices of their offerings, and these we recommend to our readers.

THE TREASURY'S PART.

Details of Its Duties Under the New Trade Mark Law.

The Treasury Department has issued a notice regarding its share in the workings of the new trade mark law to manufacturers. The paragraph most concerning the Department is section 27. The provisions of this section give to manufacturers and traders located in foreign countries, which, by treaty stipulations, give similar privileges to the United States, the same advantages as are given to domestic manufacturers and traders. The act does not affect names or trade marks hertofore recorded in the Treasury Department, and as to them the protection granted so far as concerns prohibition of importation will continue. Nor does the act appear to make it compulsory on the part of domestic manufacturers or traders, or foreign manufacturers or traders, to register names (not trade marks) with the Commissioner of Patents, in order to prevent illegal importations.

Domestic manufacturers and traders, and foreign manufacturers and traders, to avail themselves of the privilege of the act, so far as concerns trade marks, are required to register their trade marks with the Commissioner of Patents before the Treasury Department can act.

TO OBTAIN RECORD WITH TREASURY.

Applications for recording the names and trade marks in the Treasury Department, under section 37, will state the name of the owner, his residence, and the locality in which his goods are manufactured, and in the case of trade marks, should be accompanied with a certified copy of the certificate of registration of his trade mark, issued in accordance with the provisions of the act, and the names of the ports to which facsimiles should be sent. In the case of the name of a domestic manufacture, manufacturer or trader (not registered as a trade mark in the Patent Office), the application must be accompanied by the proper proof of ownership and proof as to the country or locality in which his goods are manufactured, which must consist of the affidavit of the owner, or one of the owners, certified by an officer entitled to administer oaths and having a seal.

On the receipt by a customs officer of any such facsimiles, with information from the Department that they have been recorded therein, he will properly record and file them, and will exercise care to prevent the entry at the custom-house of any article of foreign manufacture copying or simulating such mark.

No fees are charged for recording trade marks in the Treasury Department and custom-house.

OTHER PARTICULARS.

A sufficient number of facsimiles should be forwarded to enable the Department to send one copy to each port named in the application, with ten additional copies for the files of the Department.

Especial attention is invited to the provision in said section prohibiting the entry of articles "which shall bear a name or mark calculated to induce the public to believe that the article is manufactured in the United States, or that it is manufactured in any foreign country or locality other than the country or locality in which it is in fact manufactured," and collectors and other officers of the customs are instructed to use due diligence to prevent violations of this provision.

FORMALDEHYDE SOAP.

Nearly all medical authorities unite in the statement that formaldehyde is one of the most powerful germicides, equal, if not superior to corrosive sublimate and practically non-toxic in the strength employed. Houghton's 5 per cent. Formaldehyde Soap (liquid), manufactured by Gibbs & Co., 102-104 Fulton street, New York, has many claims for favor. It possesses all of the germicidal properties of formaldehyde and is so diffusive when used that it reaches and destroys pathogenic germs in the folds of the skin and under the nails of the hands where a bichloride soap would only penetrate with difficulty, if at all. It is especially recommended in cases of ivy poisoning, insect bites, prickly heat, eczema and affections of the feet where there is excessive perspiration and odor. See Gibbs & Co.'s advertisement for particulars.

SPERMACETI REFINING.

How It Is Obtained and Process of Manufacture.

ITS CHIEF USE HAS BEEN IN THE MAKING OF CANDLES, BUT ITS SERVICES IN PHARMACY HAVE BEEN CONSIDERABLE. — NOT AS MUCH IN DEMAND NOW AS FORMERLY.

While the importance of spermaceti in pharmacy is not as great as it is in some other lines, still its use is extensive enough to make any information about it timely. At one time spermaceti was extensively used for internal treatment of irritation of mucous membranes. A useful emulsion for children and infants is still frequently compounded from it, the other ingredients being half the same weight of olive oil and powdered gum arabic. The spermaceti and oil should first be mixed and then the gum arabic added, and finally some water should be worked in. Spermaceti also forms a useful ingredient of several cerates and ointments.

In view of this well-known service in pharmacy, a recent report of the United States Commission of Fish and Fisheries, treating of the refining of spermaceti and its manufacture is particularly interesting.

WHAT IT IS AND HOW OBTAINED.

Spermaceti is the solid portion of the crude oil of sperm whales and of certain other cetaceans. It occurs in a state of solution in special cavities of the skull and to a much less extent in various parts of the body, especially in the core of the dorsal hump.

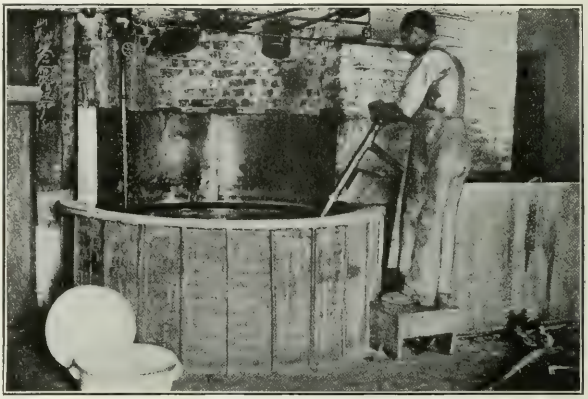
The two varieties of oil obtained from sperm whales, namely, body oil and head matter, differ greatly in appearance. The former is of a light straw color, while the latter, which is spermaceti, when first taken from the head of the whale is as clear and limpid as water, but after a short time thickens and hardens into a white mass. Every animal is supposed to yield about two-thirds body oil and one-third head matter. These are kept separate on shipboard, but when received at the refinery they are generally mixed in natural proportions and together submitted to a process to separate the oil and spermaceti. This mixture of oils is subjected to three processes, producing from the first, what is called "winter sperm oil," from the second, "spring sperm oil," and from the third process, "taut pressed oil." The residue in the bags, after the extraction of the "taut pressed oil," is crude spermaceti of a brown color, which will melt at a temperature of 110° to 115° F. The methods of dealing with the three first mentioned products, we shall not consider at present, but shall proceed to examine the process to which the crude spermaceti is subjected.

It may, however, be interesting to note first, a few figures. A barrel of crude sperm oil of 31½ gallons, weighing 231 pounds, yields 25 pounds of refined spermaceti, which usually sells from 23 to 24 cents a pound.

After the extraction of the "taut-pressed-oil," the crude spermaceti is heated in vats or tanks, refined and "whitened" by the introduction of some alkali, as a weak solution of caustic soda or caustic potash, to saponify any adhering oil. Care must be taken during this process that the spermaceti does not saponify, any tendency to do so being overcome by the addition of brine. The refined product is then molded into suitable shapes for marketing. Most of it is formed into blocks measuring 10 by 12 by 14 inches, and weighing about 62 pounds each. It is also molded into cakes weighing one pound, half-pound, quarter-pound, or of any desired weight.

PHYSICAL CHARACTERISTICS.

Spermaceti is white, semi-transparent, unctuous or talcose to the touch, of a slight fatty taste and odor. A fracture of a cake reveals broadly foliated, crystallized pieces resembling quartz. According to Brannt, its specific gravity is 0.943 at 59° F. It yields nothing to water, and very little to cold alcohol, but is readily soluble in ether, chloroform and bisulphide of carbon. It melts at about 125° F., and congeals immediately below the melting point. Its component parts, according to the same chemist, are carbon, 80.03 per cent.; hydrogen, 13.25 per cent., and oxygen, 6.72 per cent.



VAT FOR BOILING AND REMOVING SEDIMENT.

It is not easy to adulterate spermaceti without detection, since its characteristic properties are readily diminished, the compound being harder, with decreased nacreous luster and smaller foliated crystals. Tallow is readily detected by the odor given off in melting, and also by the compound making fat stains on paper, which is not the case with pure spermaceti. Stearin renders it harder and smaller foliated, and its presence is readily detected by boiling the sample in a soda solution, effervescence occurring in the adulterated article. If exposed to the air for a long time, spermaceti becomes yellowish and somewhat rancid, but when remelted and treated with diluted caustic soda or potash it regains its original condition.

In the early history of the sperm-whale fishery, spermaceti was considered of great value for medicinal purposes, and was recommended for many ills of the body, but was employed principally for internal applications, especially in cases of inflammation. It was so much in demand before the full development of the fishery, as to sell at times for its weight in silver. As it became better known, however, it occupied a minor position in materia medica, chiefly in the preparation of ointments, and its principal use was in candle-making.

GROWTH OF CANDLE INDUSTRY.

The beginning of candle-making in America dated from about 1750. The number of factories increased rapidly, and in 1761 there was a total of eight in New England and one in Philadelphia. In 1772 the first candle factory was established at Nantucket, then the headquarters of the whale fishery, and the number increased until there were ten in existence on the island in 1792, and an equal number then existed at New Bedford. The business of preparing spermaceti was then separate from the general whale-oil refining industry, the candle-makers purchasing the crude head-matter only. But gradually the two industries were combined to their mutual advantage. When the sperm-whale fishery developed to its full capacity, the production of spermaceti was very large, averaging more than 3,000,000 pounds annually from 1835 to 1845. With the decrease in extent of the fishery, there was a corresponding decrease in the yield of spermaceti, reaching its lowest product in 1890, when less than 200,000 pounds were prepared.

Spermaceti is among the very best materials for candle-making, the product being beautifully semi-transparent and nacreous, burning with great regularity and with white light of high illuminating power; yet owing to the cheapness of other materials, especially paraffin, only a small percentage of the candles used at present are made of this material. To reduce the tendency of spermaceti to crystallize in molding and consequently lower its friability, it is customary to add a little paraffin wax, tallow, stearin, beeswax or cerasin. The clear, natural color of the refined spermaceti is usually preferred in candles, but sometimes coloring material is introduced, in so small a quantity, however, as not to destroy the transparency of the spermaceti. A yellow tint is imparted by adding gamboge, a red by carmine and a blue by prussian blue. Owing to the cheapness and excellence of paraffin candles, the consumption of sper-

maceti in candle making has been greatly reduced. The quantity thus used at the present time bears no relation to the extensive use of petroleum wax for that purpose, the consumption of which in Great Britain alone amounts to upward of 50,000 tons annually.

PRESENT DAY USES.

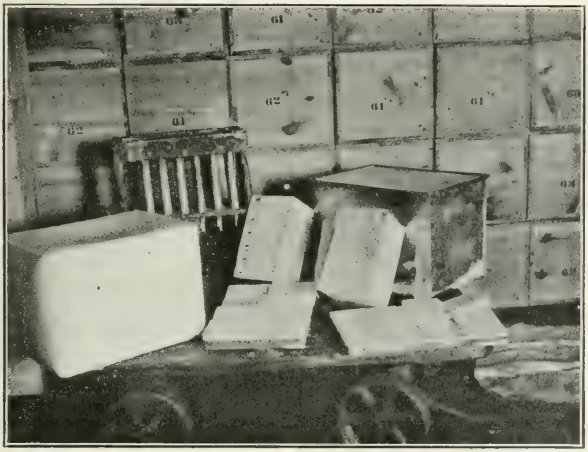
Sperm candles are at present the standard used by the principal gas-examiners for photometric measurements. The rules for the preparation of standard sperm candles for photometric purposes, published by the Metropolitan Gas Referees, of London, prescribe that, for the purpose of rendering the spermaceti less brittle, best air-bleached beeswax, melting at about 144° F., shall be used exclusively, and the proportion of beeswax to spermaceti shall not be less than 3 per cent. nor more than 4½ per cent.; the spermaceti itself to be so refined as to have a melting point lying between 112° and 115° F.

The production of spermaceti in 1901 in the United States was about 100,000 pounds, worth $100,000. Of this amount probably 70 per cent. was exported to Germany, England and other foreign countries. Its principal foreign use is in the making of candles, large quantities being made in England and Germany for ecclesiastical use, especially in southern Europe. Minor uses are as an ointment for medicinal purposes, in laundries for producing a polish on linens, and for self-lubricating cartridges. Of the domestic consumption, probably 5,000 pounds are used in candle-making and the rest for medicinal and industrial purposes.

During the year 1901 the value of spermaceti greatly decreased, sales during November being made at twenty-two cents per pound, the lowest price reached in the last ten years.

No exact figures are available to show the product of spermaceti during a period of years, but the approximate yield may be determined from the yield of sperm oil, remembering that about twenty-five pounds of spermaceti is obtained from a barrel, or 31½ gallons, of sperm oil. It should be noted, however, that considerable crude sperm oil is exported and the spermaceti extracted abroad.

On this basis the total yield of spermaceti from oil refined in the United States was about 550,000 lbs. in 1902, the production of sperm oil being 21,970 barrels.



PACKAGES OF BLOCKS, CAKES AND CANDLES OF SPERMACETI.

SEND FOR A BOTTLE.

The Thompson Mfg. Co., of 22 and 24 River street, Chicago, Ill., is extending an invitation to all druggists, whether they have a fountain or not, to send in a request for a bottle of Phosferine, which will be sent to them by prepaid express, free of charge. They are anxious to demonstrate to each druggist that Phosferine has a certain distinct quality of its own that is bound to make it even a greater success than the original Thompson's Wild Cherry Phosphate up to the time Mr. Thompson withdrew from the business. Their advertisement appears on another page.

WORK FOR LACTATED FOOD.

The attention of the members of the N. A. R. D. and all other retail druggists who are interested in securing price protection, is again called to the fact that Lactated Food, one of the oldest (having been on the market for over twenty years) and most highly thought of infant foods on the market, is now upon the $2.00, $4.00 and $8.00 schedule. Lactated Food is also upon the direct contract and serial numbering price protective basis. No other proprietor of infant foods has yet seen fit to give us the degree of protection and price combined that the Wells & Richardson Co. have given us on Lactated Food.

There is more clear money to-day in selling Lactated Food than in selling any other standard and well-known infant and invalid's food. Purely as a matter of business, retailers should realize this fact. Also every N. A. R. D. member should realize that it is only by making every effort to show that we appreciate the stand taken by the proprietors of Lactated Food, in the way of increased sales, will we be able to demonstrate to other proprietors of infants' foods that it is "up to them" to get in line and place their foods on the $2.00, $4.00 and $8.00 schedule, and the direct contract and serial numbering price protective plan.

By pushing Lactated Food we certainly give the proprietors an object lesson which cannot fail to interest them in our work.—N. A. R. D. Notes.

APPRAISERS' DECISIONS.

Dill and Parsley Seeds.

The Board of General Appraisers has decided in the case of an importation at Galveston, by Harry Hawley, that dill and parsley seed are dutiable as aromatic seeds which are drugs.

Cut-Glass Bottle Stoppers.

Stoppers of cut-glass, imported by the Carr-Lowrey Glass Company, of Baltimore, were held to be properly classified as articles of cut-glass.

Needle Depilators.

M. B. Carlin, of Baltimore, recently protested against an assessment of duty. The articles in question consisted of slender needle-like implements without an eye or other opening, pointed at one end, in which end there is a slight curvature, being used in connection with an electric battery in depilatory processes. They were classified as manufactures of metal, and were claimed to be surgical needles and dutiable under the paragraph relating to needles. The Board overruled the protest.

Toilet Articles.

Certain articles, such as nail sets, baby sets, comb sets, shaving sets and brush sets, imported by R. H. Macy & Co., at New York, and invoiced as entireties, were classified under the provision in paragraph 70, act of 1897, for "other toilet articles." The Board was of the opinion that they are not included within said paragraph, because not *ejusdem generis* with the other articles enumerated, and held that they should have been classified as manufactures in chief value of celluloid, under paragraph 17. As the importers did not make this contention, their protest was overruled.

Codein-Salts of Opium.

Codein imported by Emil Levi, at New York, was assessed as an alkaloid, or salt of opium. The importer protested, claiming it dutiable at a lower figure, as a drug, or as an unenumerated article, or as a medicinal preparation. These protests were overruled, the Board summing up as follows: The merchandise is correctly invoiced as codein pure, codein sulphate, and codein phosphate. Codein pure is an alkaloid of opium. It is in the opium supposed to be in combination with meconic acid, with which upon extraction it is found combined and afterwards isolated by treatment with an alkali, or it is also produced by extracting the alkaloid morphine from opium and methylating the morphine, and the codein so obtained, is identical with

the codein obtained directly but in smaller quantities from the opium. Codein as an alkaloid of opium is also a base, and when treated with sulphuric acid or otho-phosphoric acid, gives, respectively, the alkaloidal salts of opium known as codein sulphate and codein phosphate, which are covered by these protests.

Arrowroot Starch.

The starch extracted from the tubers or roots of the arrowroot plant, and which is commercially known as arrowroot, but is chemically a starch, and could be used as such, though most largely used for infants' food, and to some extent for making medicinal preparations, is dutiable by similitude at the rate applied to "starch," including all preparations, from whatever substance produced, fit for use as starch," by paragraph 285, tariff act of 1897, and is not dutiable as a non-enumerated unmanufactured article, under section 6, or free as "arrowroot in its natural state and not manufactured," under paragraph 478.

This decision was reached by the Board of General Appraisers in considering the protests of Middleton & Co., against the assessment of duty on an importation at New York, at the rate of 1½ cents per pound, as starch. One appraiser dissented from the decision.

Dried Lizards.

The Board has decided that dried lizards are not dutiable as medicinal preparations, but as unenumerated, unmanufactured articles at 10 per cent. ad valorem. The case arose through the protest of Song Chong, who had imported these lizards at New York, where they had been assessed at 25 per cent. ad valorem as medicinal preparations. The merchandise consisted of lizards, dressed and dried, while stretched on pieces of bamboo. They are so imported in pairs, supposed to be a male and female, bound together. They are prescribed, together with herbs, by Chinese physicians, and the lizards and herbs are cooked together and the broth administered to the patient as a tonic. These articles have for many years been classified for duty as Chinese medicine. After consideration, the Board was of the opinion that said lizards are not used as medicine, but as one of the ingredients to be cooked with herbs to make a medicine.

Manicure Sets.

Importations of these by Deltsch Brothers, at New York, were the subject of two recent decisions. In the first case the manicure sets were contained in fancy pasteboard boxes and consisted of a polisher made of wood and leather, a brush of bone and bristles with a small metal file attached, a small piece of sandpaper board, a small wooden box, containing a nail-polishing powder, or a very small bottle in lieu of the box. Duty was assessed under paragraph 70, which relates to various applications for the hair, mouth, teeth, or skin and "other toilet articles." The importers contended that the goods should have been classified as manufactures in chief value of bone, under paragraph 449. In the second instance, the several articles comprising these sets were classified separately under the provisions found applicable thereto. The importers contended that they should have been classified as entireties, according to the component material of chief value, but their protest was overruled.

AN IMPORTANT INVENTION.

The Thermalite Bag Stores and Gives Out Latent Heat.

FAR SUPERIOR TO A HOT WATER BAG.—CAN BE USED WEEKS AFTER ORIGINAL PREPARATION WITHOUT ANY FURTHER CARE.—CLAIMED TO GIVE A HEAT BETTER THAN HOT WATER UNIFORMLY AT 135 DEGREES FAHRENHEIT.—EXTERIOR A RUBBER BAG.—CONTENTS A GRANULAR CRYSTAL COMPOUND WHICH IS PATENTED.

An invention has just been put on the market that is really wonderful. It is a substitute for, or rather improvement on, the hot water bag. It is the Thermalite bag, made by the Thermalite Company, 161-165 Elm street, New York.

This discovery is so remarkable and practically useful that it will in all probability eventually be in every household. There can absolutely be no doubt but that the demand for it, as soon as it becomes known, will be very large, especially as it sells for a reasonable price.

USEFUL, NOVEL AND REASONABLE.

Every druggist should, therefore, investigate it at once. We feel sure that he will then stock it immediately. The druggist in any town who is first to feature it should reap a rich harvest, for it is not only a decided novelty, but of surprising utility. Those who have tested its merits are enthusiastic.

The bag has been on the market but a few weeks. You will find the manufacturer's advertisement in another part of the paper, and when you write, please mention The Era is suggesting it to you.

A SCIENTIFIC DISCOVERY.

What is the Thermalite Bag? It is of rubber, closely resembling an ordinary hot water bag externally, except that the stopper is on the corner. But no hot water is ever put in it at all. It is filled with a composition called Thermalite. The ingredients of this are patented under United States patent numbers 683,851 and 726,-204. The basis was discovered in France some years ago, but it was only recently perfected in Germany by two chemists who were experimenting for another object, and it was patented by them. The German Thermaphore Company was then organized to exploit it, but the present Thermalite Company is strictly American and has bought the patent rights for this country. R. D. Silliman, who hails from a western State, is president. This company has improved on the German device considerably.

HOW IT WAS EVOLVED.

While we cannot give the ingredients of Thermalite, we can name the principle of its action—it is latent heat; and can say that Thermalite is a granular crystal—a heat-imparting salt, a heat-accumulating compound of great capacity.

When the bag is to be used it is first boiled entire, contents and bag at once. The contained Thermalite should never be taken out. When boiled the Thermalite melts and becomes a liquid. It is the slow re-crystallization of this liquid—that is, the gradual passing back from the liquid to the solid state—that causes the bag to give off even heat for a very long time.

Whether this passing back from the solid to the liquid state takes place immediately or whether it takes place at some future time (perhaps weeks afterwards) depends upon the length of time the bag has been boiled.

When a bag has been boiled for, say, ten minutes, the liquid commences very soon to pass automatically back into the solid state; and throughout this entire change the heat of crystallization—the characteristic heat of Thermalite—is given off, at an even temperature.

LATENT HEAT.

This change being of a purely physical (as distinguished from a chemical) nature, does not exhaust or impair the contents of the bag and accounts for the unvarying temperature maintained for so long a time. The hot water bottle, it will be remembered, loses heat constantly and rapidly.

Now, if the bag is boiled twice as long as is necessary to prepare it for immediate use—then, the liquid remains liquid. It does not crystallize, but cools off just as water would and in the same length of time—no faster, no slower.

This heat that is imparted by the hot liquid while cooling off may be used without starting the crystallization, or the bag may be set aside until the "stored up" heat is wanted. After it has cooled off, however, it may remain in a cold liquid state, retaining its "stored up" heat for a long time (even weeks if desired). But suppose that the "stored up" heat is wanted and is "turned on" as directed—where by the process of crystallization is started—then the "stored up" heat is at once released and the ideal, even temperature of the Thermalite is imparted.

Should the contents harden at any time, it simply indicates that the bag has imparted all of its heat and needs reboiling. Kneading the bag a little, while in use, will keep it soft and pliable.

If used with reasonable care the bag will last for years. The contents do not become impaired or exhausted through use.

CAN BE USED INSTANTLY.

The results are the best when the bag is prepared for immediate use. It then imparts its whole heat, automatically, at an ideal, even temperature, from three to four times as long as the same weight of hot water.

People living in hotels and apartment houses can prepare the bag by placing it in slowly running hot water from a faucet until the contents of the bag become liquid. It is advisable not to boil it in tin or other thin metal if anything better is available.

A HARMLESS COMPOUND.

There is absolutely no danger in using the bag. It contains no explosive chemicals, no gas, nor is there any danger of scalding by breaking of the seams, as is the case of the hot water bag. It is lighter than a hot water bag of the same size. Boiling the bag sterilizes it—invaluable from an antiseptic point of view.

But perhaps the best feature is the uniformity of temperature imparted, maintaining 135° Fahrenheit, from three to nine hours, according to the size of bag used.

METHOD OF FUTURE USE.

To turn on the latent heat, presupposing the bag has been boiled for at least twenty minutes at some previous time and that the contents is in a liquid state, but cold, take out the stopper for a short time and knead the bag a little with the hands. This starts the crystallization. Return the stopper firmly to its place. In about one minute the bag will be hot.

The manufacturers guarantee that the bag will do what is claimed, and will refund purchase money if the buyer is not satisfied, after a month's trial. The Thermalite bag is the only article on the market which stores heat for future use, which heat may be turned on instantly, when wanted.

Retail prices are very reasonable. A small face bag sells for $1.25; a one quart bag for $1.50; two quarts, $2.00; three quarts, $2.50, and four quarts, $3.00.

Prices to the trade are 25 per cent. off on the first three sizes and thirty off on the last two.

When writing to the manufacturers, the Thermalite Company, 161-165 Elm street, New York, please mention The Era.

COUNTING AND FILLING MACHINES.

Mathematicians have made many arithmetical operations comparatively easy by the use of logarithms, a series of numbers having a certain relation to the series of natural numbers. So also the invention of the Automatic Counting and Filling Machines, by John W. Ayers & Son, 144 Centre street, New York, has made comparatively easy the solution of the labor question by the manufacturer who has pills or tablets to be counted and packed into receptacles, whether box, bottle or carton. The Ayers Counting and Filling Machine is claimed to be the only accurate counter now on the market. By the insertion of interchangeable counting tubes the production of the machine is practically limitless, and it is guaranteed to be accurate in count and not to break or mar tablets. Save your time and get a machine that is as accurate as a cash register. See advertisement for further information.

THE OLD AND NEW WAY.

The druggist who pastes his prescriptions in a book, or files them on a string or wire, and in other old-fashioned ways, could save himself and his clerks much time and trouble, by investing a small amount of money in a Reliance Prescription File. These files, made by the Reliance Cabinet File Co., 208 Post Square, Cincinnati, Ohio, are quick and handy, and save time and labor. They have a capacity of 1,000 prescriptions and when full, the prescriptions can be quickly and easily transferred to the transfer case which accompanies them. One of these devices should prove to be a profitable adjunct to any drug store. If you are interested, drop a postal to the manufacturers and ask for their catalogue, which shows a full line of druggists' filing devices and specialties. It will cost you but one penny and may save you dollars.

SHOW WINDOWS AND FEATURES.

Easter Reigns Supreme With Garlands of Flowers and Palms.

A FOUNTAIN ILLUMINED AT NIGHT BY ELECTRIC LIGHTS. A CUPID CLIMBING A LADDER OF BEAUTY. —LIVE CHICKENS FROM AN INCUBATOR.—A LOTTERY SCHEME.—A PICTURE OF A STEAMER FEATURING A CURE FOR SEA SICKNESS.

The Wm. B. Riker Sons & Company's new Brooklyn store, at the corner of Flatbush and St. Marks avenues, was formally opened on April 14, and the inaugural celebration was carried on throughout the following day. Souvenir bottles of a perfume put up by the firm were presented to each customer. The interior was decorated with azaleas, illies in bloom, and large natural palms, while the columns, the cashier's desk, and the fixtures of the soda fountain were twined with artificial red poppies, suggestive of the Easter season. The whole store is light and the sunshine pours into the prescription department, a rather unusual feature in New York drug stores.

All the show windows are lined with mirrors at sides and back, thus reflecting the goods exhibited as well as the attractions of the ladies who gaze therein.

CUPID WORKING HARD.

The window occupying the junction of the two avenues was designed as a reproduction of the firm's "Beauty Book," featuring their own make violet cerate. In the center of the window was a large square, the face of which was a reproduction of the lithograph of the label on the cerate packages. On the top of the square stood a wax bust of a woman. Leaning against this shrine of beauty was a ladder, upon the top rung of which stood a little cupid, who, according to the announcement of a card hanging from the ladder, was a "Beauty Builder" hard at his specialty.

At the base stood a large card, which stated: "Worry makes wrinkles; if you must worry, use Riker's Violet Cerate. It smooths wrinkles away."

The window was hung with smilax and bunches of artificial violets. Dainty packages of the cerate were artistically arranged around the central figure and among them were attractive signs bearing a lithographed and illuminated border of violets, and carrying the sentence, "There is beauty in every jar of violet cerate." Hanging from the ceiling, in each corner, were combination show jars, while in each rear corner stood a bronze statue of an historical beauty.

The long show windows are divided into sections by mirrors, and each section featured some special "own make" goods.

OF RURAL TONE.

The first section near the door on Flatbush avenue was devoted to Riker's antiseptics, which was featured by the stump and wedge device previously described in The Era. The corners of the window were filled in with semi-circular steps, covered with cloth, painted in imitation of stone. The drapery ended in the front corner with the effect of a boulder, the side of which had been chiseled with the inscription, "Go to Rikers.'" The floor of the window was covered with crepe grass. Everywhere were sprays of apple blossoms.

The third section featured an "own make" shampoo, a liquid green soap, to set off which a white Bedford cord dress goods was used as drapery. Another section of the windows contained "Saturday candy," in white boxes, harmonized with green drapery.

HATCHING EASTER EGGS.

J. G. Wischerth, 107 Bedford avenue, Brooklyn, made an attractive and profitable Easter window, by exhibiting some three hundred chickens, two to five days old. Live animals in a window never fail to attract attention. The larger of these chicks were continually running up and down the length of the window, scratching in the broken straw for little seeds scattered therein. The younger ones gathered closely around a substitute for a mother-hen, which was a glass brooder, heated beneath by a gas stove. The whole of this contrivance was covered with folds of cloth. Any of the little fowls were for sale at twenty-five cents, and even allowing some loss through usual mortality, a good profit was assured.

Wilson's, Broadway and Wall street, while retaining the window display of cigars described in The Era for April 13, have ingeniously varied it by removing the central sign from the frame and inserting therein a gigantic fire cracker. A card states, "This will not burn, but our cigars will burn and smoke to the end."

PREMIUMS AGAIN.

The Knickerbocker Drug Co., 648 Broadway, is tempting the wrath of the district attorney by an appeal to the love of chance inherent in most New Yorkers. Jesting aside; they are using the old lottery device to feature a throat lozenge, each box of which contains a coupon calling for some special article in stock. Announcements state that the value of the premiums ranges from fifteen cents to two dollars and that there are no blanks. A customer may draw most anything, from a box of talcum powder to a razor, or even, supreme bliss, a silk umbrella.

Alper's, Broadway and Thirty-first street, New York, have brought to the front their antidote for seasickness, and report a heavy sale, due to so many travelers booking for Europe for May and June. It was featured by a framed picture of the Kaiser Wilhelm der Grosse coming into dock from down the bay, with a little tugboat lying off the port side. A card announced that a bottle would only cost $1. Alper's also featured a new shampoo and hair food. It is made of herbs and put up in little white muslin bags, labeled with directions.

A FAMILIAR TABLEAU.

The well-known device of the Douglas Manufacturing Co., advertising their New-Skin, is constantly appearing in drug store windows. It makes a very effective display and draws trade satisfactorily. Recently, there have been a great many of these tableau designs in evidence, more than usual. Both the cat on the stump and the fox terrier baying at the bottom are very lifelike, and the whole scene never fails to call up a smile of recollection on

the passer's face. On the cat hangs a sign reading, "Good for scratches; so is New Skin." On the dog's collar dangles another, running, "Good for barks and bites," while on the hatchet sunk in the stump is the assurance, "Good for cuts." Even the stump bark gets in the conversation with the observation, "If you bark your skin, etc.," while a stone caps off with, "Good for bruises; so is New Skin."

Riker's store at 456 Fulton street, Brooklyn, hailed Easter, in its windows, with a display of an "own make" toilet water. Indeed, all of the stores of this concern in New York and Brooklyn have been pushing this with a color scheme of white and green. The white has been supplied by genuine Easter lilies and arbutus, the green by the color of the preparation itself. The usual background of mirrors, with oak trimmings, was strung with smilax in a perpendicular arrangement, corresponding with the lines of the tall Bermuda lilies which were lined up, but not too closely, all around the rear and sides. On the floor was an artificial grass carpeting, upon which stood the bottles of the toilet water. In each rear corner was placed an oak pedestal supporting a potted lily in full bloom. Wound 'round these pots was white ribbon, about six inches wide, the streaming ends of which, escaping from the bows, trailed gracefully down nearly to the floor.

FLOWERS AND LIGHTS.

In the corners of the foreground were massed platforms of the bottled water bearing sheets of plate glass and on these stood other containers. Show cards were distributed with discrimination, stating prices and suggesting that this lily toilet water was a very appropriate gift for Easter.

But the crowning charm of all held the center, in the shape of a three-decked iron fountain, painted white. All the basins were filled with moss, the two lower also containing bottles of the water, while from the highest rose little potted palms. 'Round the rims of all three basins ran small electric light bulbs, alternating green and white, adorned with arbutus. During the day this display was charming, but at night, when the electric lights gleamed through the flowers, it was truly beautiful.

A TYPEWRITER FOR DRUGGISTS.

The attention of our readers is called to the large advertisement of the American Typewriter Co. on the cover section of this edition. The American machine is particularly adapted for druggists' use. It is simple in construction, does perfect work and the manufacturers claim that it will last longer than any high priced typewriter.

Many druggists find that it is to their advantage to have a typewriter, not only for their correspondence, but for the writing of labels; still others use it for making out their invoices and statements. It gives an air of prosperity and business which is to the druggist's advantage. You can make no mistake in sending to the American Typewriter Co. for full descriptive circulars in regard to their new one-piece type bar machine. Their address is 271 Broadway, New York.

A DRUG STORE IN THE WALDORF.

Details of the Plans for Fitting the Departments.

GROWTH OF DAGGETT & RAMSDELL. SOME NOVEL IDEAS EMBODIED IN THE DECORATIONS AND ARRANGEMENTS.—PORTRAITS OF THE TWO MEMBERS OF THE CORPORATION.

Work on their two new departments in the Waldorf-Astoria hotel is being pushed rapidly by Daggett & Ramsdell. It was the original intention to have these branches in full working order by the first of May, but the amount to be done and the number of obstacles to be overcome will probably prove too great to permit the realization of this intention within the short period between the date of the original conception and the first of next month.

The firm's intention is to establish a booth for the sale of toilet articles, perfumery and sundries of a high grade, in the Astor Court end of the northern corridor of the Astoria, at the spot where the

V. CHAPIN DAGGETT,
of Daggett & Ramsdell.

package room is now located, and, on the floor above, to open a prescription department. Between these two there will be installed a pneumatic tube service and connecting both of these with the main parent store on Thirty-fourth street will be private wire telephones. A corps of uniform messengers employed by Daggett & Ramsdell will deliver all purchases to the guests of the hotel and to patrons in the vicinity. This will do away with the present evil of tipping, which was a necessity whenever regular employes of the hotel were employed to call for orders at the main store, so that the cost of prescriptions to customers will be greatly reduced.

GROWTH OF THE BUSINESS.

The growth of the corporation of Daggett & Ramsdell has been rapid. The first enterprise was started by Messrs. Daggett and Ramsdell at 325 Fifth avenue, in 1890. Following the growth of the business, the present main store on West Thirty-fourth street was opened in 1897, and the concern was incorporated in the following year. The business was started with two men and a porter; now it employs close to forty men. Other items illustrating the growth of the enterprise are the fact that very recently, in one lot, one million labels were ordered by the firm, and only last year one quarter million of samples of their cold cream were put out by various druggists throughout the country.

The booth for the sale of toilet articles and sundries has been conceived in a design appropriate to the surroundings of its location in the Waldorf. The materials will be mahogany, nickel, plate-glass and leaded art-glass, with gold touches here and there in the wood work. Its dimensions will be: Height, 14 feet; depth, 11½ feet; length, 16 feet. The ornamental top will be composed of colored plate-glass, and will be lighted in an ingenious manner, the main steel beam of the front concealing the electric lights from the direct vision of the customer, so that the whole compartment will be suffused with a mellow radiation pleasing to the senses. The entire back of the pavillion will be composed of French plate mirrors, the ornamental and decorative effect of these being easily realized. The show cases will be composed of plate-glass set in mahogany frames, standing on a marble base, which will match the marble used throughout the trimmings of the hotel. The ceiling will be panelled in birds'-eye maple, touched here and there with gold. All around will run shelves of very thick plate-glass, mounted in old brass, which will blend charmingly with the gold touches previously referred to. The whole intention is to make the effect rather fairy-like and in harmony with the lines of goods there carried and the quality of trade to be catered to. These fixtures, as well as those of the prescription department, are to be made by Fischer Bros.

THE PRESCRIPTION DEPARTMENT.

The prescription department, on the floor below, adjoins, on one hand, the ladies' and gentlemen's hair dressing parlor of the hotel, and the sales rooms of the Waldorf-Astoria Importation Company, on the other. Across the whole front will run plate-glass, leaving, of course, an adequate entrance, which will portray to the passers at a glance the whole interior and everything displayed therein. The dimensions of this department are about 18 feet by 18 feet, while the height is nearly 16 feet. The floor is tiled and so are the walls, and the whole is brilliantly illuminated with electricity. The necessary compartments and closets for pills, tablets and fluid extracts are designed in an ingenious way, a system which may be described as three swinging, interlocking, shelved sections being employed, which will produce a result of five shelves, where ordinarily there would be one in the similar amount of space. These fixtures run right up to the top of the ceiling and are rendered accessible by traveling ladders. Their base will be dead, or wax, finished mahogany, while the superstructure will be white enamel, trimmed with a light green. The counters for sales purposes and display will carry glass shelves of the usual type, which rise on a marble base-board

harmonizing with the trimmings of the hotel corridor.

Mr. V. Chapin Daggett and Mr. Henry M. O'Neil are the two members of the firm, the former being secretary and treasurer of the corporation, and the latter its president. Mr. Daggett was born at South Weymouth, Massachusetts, served an apprenticeship in the drug trade at Rockland, of that State, was graduated from the Massachusetts College of Pharmacy, in the class of 1883, with honors, being its valedictorian. He came to New York in 1885, and subsequently became manager of the pharmacy then located at Thirty-fourth street and Broadway, leaving it eventually to found his present firm, in 1890. He is well-known to the drug trade, both of New York and the country at large, and is a member of the American Pharmaceutical Association and the New York College of Pharmacy.

SOME RECOLLECTIONS.

Mr. O'Neil hails from New Jersey, being born at Fort Lee in 1850. He entered his first drug store in New York, in 1872, was graduated from the New York College of Pharmacy in the class of 1875, and immediately went into business for himself. His first store was located in Old Greenwich Village, at the corner of Greenwich and Barrow streets. Later he moved to one at the intersection of Greenwich and Hudson streets, and this he occupied for the long period of twenty-one years. After that, Mr. O'Neil became interested in rather rapid succession in a number of different stores, one in Newark and several in New York, but has now given up all other interests save his connection with the corporation of Daggett & Ramsdell.

The enterprise of the firm in assuming the necessarily heavy obligations of an entrance into the Waldorf will undoubtedly meet with an adequate reward, and they deserve credit for their determination to make the quality and details of their service in that hostelry correspond to the tone of their clientele.

SHOULD AROUSE YOUR INTEREST.

The name of Liebig is familiar to all druggists and they will find something very interesting in Liebig's Preparation, advertised on the back cover of this issue of The Era, if they will write before May 31, to the New York Drug & Perfume Co., 46-48 Marion street, this city.

DRUG TRADE JOTTINGS.

Mr. William J. Baird, now retired, for forty years the representative of Powers & Weightman in this city, is about to make a trip to Europe, on the 18th proximo. His friends, and they are legion, wish him godspeed and a safe return. No one in the trade, we venture to say, has so many close personal friends as Mr. Baird.

The report still continues that Ehrich Bros., the large department store at Twenty-second street and Sixth avenue, are trying to rent out part of their building to a druggist. However, Ehrich Bros., through their superintendent, Mr. Parry, definitely denied to an Era representative any such plan, and claimed that the idea had never occurred to them. Mr. A. H. Cosden, secretary and manager of the Wm. B. Riker & Son Company, whose store adjoins that of Ehrich Bros., stated that he had heard nothing of such a movement, and did not feel particularly concerned if it should develop practically.

HENRY M. O'NEIL,
of Daggett & Ramsdell.

Tripp & Braswell, 139 Broadway, Brooklyn, have recently reopened the pharmacy at that address, after making extensive alterations and improvemnts. They purchased this drug store from M. C. Vincent, who had successfully managed it for many years. The scheme of decoration in the newly designed interior is very striking and original. A gallery runs the entire length of the store on each side and all the fittings are white. On the opening day the new firm gave a souvenir with each fifty cent purchase.

In spite of the generally conceded scarcity of golden seal, there are reports from time to time of offerings from the West which cause some slight temporary easiness in the market. One of these recently came to The Era, in the shape of an announcement from an Illinois druggist that he has over 200 pounds of golden seal root, crop 1904, nice and dry, which is offered at $1.50 per pound, f. o b. at his place of business.

The Treasury Department has issued instructions that a drawback will be allowed on the exportation of licor diastos de Mulford, manufactured by the N. K. Mulford Company, of Philadelphia, Pa., in part with the use of imported alcohol, equal to the duties paid on imported alcohol so used, less the legal deduction of 1 per cent.

A show window display at the store of F. K. James, 700 Eighth avenue, New York, recently featured Welch's Grape Juice in a very striking way. An arbor was arranged, trimmed with artificial vines and bunches of grapes. A lithographed trellis and lithographed grape bunches formed a border pasted on the window pane. The various sized bottles of the grape juice held the center of the stage. Results in sales were gratifying.

Peter Van Schaack & Sons have just issued their annual catalogue of "Soda Subjects" for the season of 1905. It is gotten up in their accustomed attractive style with a cover design of much artistic merit representing three ladies and a small boy being served at a soda fountain counter. The range of articles and supplies listed in the contents is exceedingly comprehensive and among them are several decided novelties which should prove useful as trade

HOUGHTON'S 5% FORMALDEHYDE SOAP.

(LIQUID.)

DISINFECTOR AND DEODORIZER.

1 Doz. 4 oz. Bottles,	- -	$ 3.00
1 " 10 " "	- -	6.00
1 " Quart "	- -	12.00
1 Gallon in Jug,	- -	3.50

DISCOUNT TO THE TRADE.

GIBBS & CO., 102-104 Fulton St., New York.

Daggett & Ramsdell's Perfect Cold Cream

"THE ONLY KIND THAT KEEPS"

	PER 100%
Small Glass Jars	$3.00
4 oz. Size "	4.50
8 oz. " "	7.00
16 oz. " "	13.00
Tubes	.75
"	2.00

If not represented in your locality we will make you a

GUARANTEED PROPOSITION

which will secure you many new and permanent customers.

Write us at once for full particulars.

DAGGETT & RAMSDELL, The Waldorf-Astoria Druggists,
West 34th St., New York City

bringers and helps to the druggist. Throughout, the booklet is profusely illustrated. The quality of these illustrations is excellent. Progress in illustration in all lines has been great during the last ten years, but these are right up in the front rank.

RADIUMITE RAZOR STROPS.

The Radiumite Razor Strop, manufactured by The Peter L. Frost Co., 97-99-101 South Clinton street, Chicago, Ill., is claimed to be the only perfect self-honing strop in the world and as such, the manufacturers say, it is the only one that can be successfully sold with the understanding that it is guaranteed to give satisfaction. These claims, they assure us, are attested by leading dealers in hundreds of towns and cities throughout the United States. The manufacturers have as their motto, "A Square Deal for the Dealer and the Consumer," and this method of doing business and co-operating with the dealer has been most effective in creating an enormous demand for the Radiumite Strop. They want druggists who are live, up-to-date dealers, centrally located, and who have attractive windows, to become their agents and put in a stock of these strops. The dealer handling the Radiumite line has the benefit of their handsome Radiumite Display Stands, a most excellent razor free with each dollar strop, illustrated electros for advertising the Radiumite line in his local newspaper, prompt shipments and uniformly satisfactory goods, which all result in increased patronage and prestige for his store. The manufacturers do not require a large investment, nor is there a contract to be signed by the dealer. Their proposition is certainly an attractive one and druggists should write to them for information regarding their special assortments. Address The Peter L. Frost Co., 97-99-101 South Clinton street, Chicago, Ill., and read their advertisement on another page.

SCOTT'S ELECTRIC BRUSHES.

Dr. Scott's Electric Hair Brushes are known the world over and they are extensively advertised. Many people will use no other brush. It will, therefore, repay every enterprising druggist to read and profit by the offer made in the advertisement of Dr. George A. Scott, 870 Broadway, New York, in the advertising pages of this week's Era. A positive guarantee accompanies each brush.

HIRES' ROOTBEER AT THE SODA FOUNTAIN.

It will interest our readers to learn that through the change made in the Hires' Rootbeer preparation for fountain use the demand for that beverage has enormously increased, exceeding the most sanguine expectations of the manufacturers. They tell us that the preparation as now made is so far superior to the old method that the trade have taken instantly to the change. It is the most profitable beverage that can be dispensed

at the fountain, and this, coupled with its healthfulness and popularity, should make it a favorite with all dispensers. The tickets the manufacturers are giving out together with the steins and advertising matter show a degree of co-operation which certainly commends them to the earnest consideration of all the fountain trade.

THE BEST DRUG MILL.

Other things being equal, that drug mill is the best, that will answer the requirements of simplicity of construction, ease of operation, durability and capability of easy regulation. These requirements are all exemplified in the drug mill manufactured by the A. W. Straub Co., 37-41 Filbert street, Philadelphia, and 30 West Randolph street, Chicago, Ill., and advertised in another column of this issue of The Era. The manufacturers claim that this mill is thoroughly practical, durable and simple, and that it will grind substances like vanilla beans, gentian, cinchona, arnica flowers, and all gummy, oleaginous and hard drugs. Any druggist can afford to own one of these mills, as the cost is only nominal.

HARTMANN'S WOOD-WOOL.

Wood-wool, as a dressing material, is claimed to possess many advantages independent of its very low price. It is absolutely pure and of a sufficient whitish color to enable the immediate recognition of the presence of discharge. Its great power of absorption and its antiseptic properties due to the ethereal oil and resinous matter inherent in the wood fibre are qualities which especially commend its use in all cases where any kind of a dressing is needed. To facilitate its application, Hartmann's Wood-Wool is made up into a number of special preparations as Sublimate Wood-Wool, Wadding, Tissue, Sheets for Accoucheurs, Pads, Diapers, etc. Druggists should read on another page the advertisement of the Hygienic Wood-Wool Co., 177 Pearl street, this city, and write to them for price lists, etc. Physicians are sure to be interested in these specialties.

C. H. LANDELL'S CAT EXCITED.

The large white and yellow tom cat owned by Mr. C. H. Landell, well known in the drug trade as the proprietor of the drug store at Avenue D and Thirty-second street, Bayonne, N. J., stuck its head into a discarded condensed milk can and was unable to withdraw it. Naturally frightened, puss ran blindly, for blocks, with the can completely helmeting his head, jumped to the top of a fence, slipped, and in falling caught his neck between two pickets. The cat was rescued and the can cut off in the store, whereupon he leaped to the patent medicine shelves and knocked over many bottles. It was an exciting moment for Mr. Landell, even more exciting than those he has experienced on the diamond as captain of the Druggists' Baseball Club of Bayonne.

The druggist had advertised as follows: "Wanted, bright boy, experienced in drug store. One able to clean windows with a reference." A youth answered. "I guess you'll do," said the druggist. "How about a reference?" The boy produced a large square of chamois. "Jones kicked some about putting it on chamois, but that's the only thing I can clean a window with," said the youth, who had studied punctuation.

PHENOLIA
THE MODERN DISINFECTANT.
EXTYNGO
THE MOST EFFICIENT FIRE EXTINGUISHER.
Manufactured by the
REINHART CHEMICAL CO.
667 Broadway, - - Brooklyn, N. Y.
We make disinfectants, chemical specialties, toilet appliances, shingle stains, damp proofing paints, etc.
WE MAKE A SPECIALTY OF MATCHING SAMPLES.
Write for literature and full information regarding our products.

In Your Prescription Department
You occasionally want information regarding doses, solubilities, incompatibles, the metric system, etc., which it is not convenient to look up in reference works. All this information, compiled from standard works, is contained in
THE ERA DOSE BOOK,
and you should have a copy on your prescription desk.
PRICE 50 CENTS, POSTPAID.
D. O. HAYNES & CO., Publishers, New York

Price List of Drugs and Chemicals.

Including the So-called "Newer Remedies" and Synthetic Compounds.

In the arrangement and classification of the articles, all the so-called "Crude Drugs," or natural products, have been placed alphabetically by their most common English names, e. g.—Cinchona Bark will be found under Cinchona, not under Bark. Manufactured Goods, such as Acids, Tinctures and Syrups will be found in their respective classes.

The prices herein given are for such quantities as are usually purchased by Retail Druggists. Containers charged extra unless otherwise specified; quantities of one ounce or less, containers included. In considering Quotations the question of Quality should be taken into account, as well as Quantity.

A

Abelmoschus Seed (Musk)	lb.	.50— .60
Abrastol (Asaprol) 1-oz. v., inc.		— 1.25
Abrin, 15-gr. v.	ea.	— 2.75
Abrus Precatorius (Jequirity)	lb.	.40— .50
Powdered	lb.	.60— .75
oz. vials	ea.	— .20
Abscess Root	lb.	.30— .35
Powdered	lb.	.35— .40
Absinthin, 15-gr. v.	ea.	— .40
Abstract Jalap	oz.	— .30
Acacia, extra select, white	lb.	— .50
1st select	lb.	— .45
1st select pow'd	lb.	— .45
2d select	lb.	— .34
2d select pow'd	lb.	— .38
3d select	lb.	— .28
3d select pow'd	lb.	— .29
4th select	lb.	— .20
5th select	lb.	— .18
Fine Granulated 1st	lb.	.55— .60
Granulated 2d	lb.	.45— .50
Sifted sorts	lb.	.25— .30
Acenapthene, oz. v. incl.		— 1.75
Acetal	lb.	— 7.00
	oz.	.55— 1.00
C. P., 1-oz. v. incl.	oz.	— 1.07
Acetaldoxime, ⅛ oz. v.	ea.	— 1.50
Acetamide, 1-oz. v. incl.	oz.	.40— .54
Acetanilid, 5 lbs.	lb.	.25— .28
1-lb. cartons, incl.	lb.	.30— .32
½-lb. and ¼-lb. cartons incl.	lb.	.34— .38
	oz.	.08— .10
Acetic Anhydride, v. incl.	oz.	— .32
Acetnaphthalide-a	oz.	— .54
Acetone, pure, C. P., Med.	lb.	.25— .30
Technical	lb.	.22— .25
	gal.	— 1.75
Acetone Sulphite, Bayer, (Powder),		
2-oz. boxes	ea.	— .30
4-oz. boxes	ea.	— .55
8-oz. boxes	ea.	— 1.00
16-oz. boxes	ea.	— 1.90
Solution, 8-oz. bots.	ea.	— .60
16-oz bots.	ea.	— 1.10
32-oz. bots.	ea.	— 2.00
Acetophenon (see Hypnone.)		
Acetozone, ¼-oz.	per bot.	— 1.40
½-oz.	per bot.	— 2.70
1-oz.	per bot.	— 5.25
Acet-ortho-toluide, ozs. v. incl.	oz.	— 1.00
Acet-para-toluide, ozs. v. incl.	oz.	— .79
Acetphenetidin (see Phenacetine).		
case	ea.	— 3.00
Borobenzoic, oz. v. incl.	oz.	.25— .30
Acetyl Bromide, g. s. v. incl.	oz.	— 1.07
Chloride, g. s. v. incl.	oz.	— .57
100-gramme vial	ea.	— 1.10
Iodide, g. s. v. incl.	oz.	— 1.07
Acetyl-phenyl-hydrazin, oz. v. inc.	oz.	— 2.00
Acetyl-tannin, oz. v. incl.	oz.	— .75
Acetyl-thymol, oz. v. incl.	oz.	— 2.75
Acetyl-tropeine, 15-gr. v.	ea.	— 2.00
Acetylene-Urea, 15-gr. v.	ea.	— 1.00
Acid, Abietic, 15-gr. v.	ea.	— .65
Acetic, No. 8 (sp. gr. 1.040)	lb.	.06½— .07
U. S. P. 36 p. c., sp. gr. 1.047	lb	.07— .08
60 p. c., sp. gr. 1.067	lb.	.10— .11
80 p. c. Pure	lb.	.13— .14
C. P., Glacial, 99½ p. c.	lb.	.27— .28
Aconitic, 15-gr.	ea.	— .25
Adipic, 15-gr. v.	ea.	— 3.00
Agaricic, 15 gr. v.	ea.	— .40
Aloe, resinic, 15-gr. v.	ea.	— .35
Aloetinic, 15-gr. v.	ea.	— .35
Amidobenzoic, Meta	oz.	— 2.50
Ortho	oz.	— 3.00
Para	oz.	— 3.00
Amido Salicylic, Hydr.	oz.	— 5.00
Amygdalic, 1-oz., v. incl.	oz.	.60— .70
Anacardic, 15-gr. v.	ea.	— .55
Anemonic, 15-gr. v.	ea.	— 1.00
Angelic (from Angelica root), 15-gr. v.	ea.	— 4.00
Anilotic, 15-gr. v.	ea.	— 1.35
Anisic, crys., perfectly white, 1-oz. v.	oz.	— 1.40
Anisol-Sulphonic	oz.	— 1.75
Antimonic (lb., .40), 1-oz. v. incl.	oz.	— .15
Antimonous, pure	lb.	.90— 1.00
Arabic	oz.	— 1.00
Arachic, C. P., cryst., 15-gr.		— 1.50
Arsenic (hydrated), 1-oz. v. inc.	oz.	— .14
	lb.	— .80
Pure Powder, oz. v.	ea.	— .08
	lb.	.20— .22
Asparaginic, ½-oz. v. incl.	oz.	2.50— 2.75
Atropic, 15-gr.	ea.	— 1.00
Azelaic, 15-gr.	ea.	— .75
Benzoic, Eng., true 50 oz. bxs.	oz.	.13— .15
1-oz. boxes	oz.	.15— .16
1-oz. vials		.17— .18
from Toluene, cartons	lb.	.45— .55
1-oz. cartons	oz.	— .11
Boracic, cryst.	lb.	.14— .16
Cryst., H. P.	lb.	.26— .28
Fused	lb.	1.00— 1.10
Powdered	lb.	.15— .18
Impalp. H. P.	lb.	.25— .27
Pure Powder	lb.	.19— .21
Spangles, in pkgs., 25 in		

See the Era each week for all changes in these prices.

Acid, Borocitric, 1-oz. v. incl.....oz.	—	.30
Borohydrofluoric, gutta percha bottle incl. .....oz.	—	.60
Boro-phenylic .....oz.	—	.54
Borosalicylic, v. incl.....oz.	—	.54
Borowolframic, v. incl.....oz.	1.50—	1.60
Brassidinic, v. incl.....oz.	—	1.00
Bromic, 1-oz. v. incl.....oz.	—	.29
Bromo-acetic, v. incl.....oz.	—	1.00
Butylacetic. Iso, 15-gr. .....ea.	—	.50
Butyric, 100 p. c.....oz.	—	.27
Technical, Absolute .....oz.	—	.23
80 p. c.....oz.	—	.21
60 p. c.....oz.	—	.19
Cacodylic, ⅛th ozs.....per oz.	—	4.00
Camphoric (lb., 7.50).....oz.	—	.54
Camphoronic .....oz.	—	2.00
Capric, ⅛-oz. .....ea.	—	2.00
Caproic, 1-oz. v. incl.....oz.	—	1.00
Caprylic, 1-oz. v., also ½, ¼ and ⅛-oz. vials .....oz.	3.00—	3.50
Carbazotic, 1-lb. (Picric acid)..lb.	.50—	.60
Cryst., C. P.....oz.	.20—	.24
Carbolic, Cryst., 1-lb. bottles...lb.	.27—	.29
1-oz. vial .....oz.	.08—	.10
5-lb. bottles .....lb.	.26—	.28
5-lb. cans .....lb.	.23—	.25
10 lb. cans. .....lb.	.19—	.20
Liquid, 95 per cent.....lb.	—	.29
5 lbs. .....lb.	—	.28
C. P., detached, cryst.....lb.	.60—	.70
Crude, 10—15 p. c.....gal.	.20—	.25
25 to 95 p. c.....gal.	.30—	.60
Calvert's No. 1 .....lb.	—	1.95
No. 2 .....lb.	—	1.25
No. 4 .....lb.	—	.57
Schering's .....lb.	—	.35
Carbonic liquefied in tubes.....ea.	—	6.00
Carbonic, liq., in cylinders.....lb.	.35—	.40
Carminic, 1-oz. v., C. P. cryst..oz.	—	3.00
Caryophyllic, or Eugenic (see Eugenol).		
Cathartic (lb. 7.00).....oz.	—	.50
Cathartinic (so-called) .....oz.	—	.50
Cerotic, 15-gr. v.....ea.	—	1.00
Cetraric, 15-gr. v.....ea.	.65—	.85
Chenocolic, 15-gr. v.....ea.	—	1.50
Chinic (see Acid Quinic).....oz.	—	1.25
Chloracetic, 1-oz. v.....oz.	.25—	.47
Chloric, 1-oz. v.....oz.	—	.35
Cholalic, Amorph., 15-gr. v....ea.	—	.60
Crystals, 15-gr. v.....ea.	—	.75
Cholcic (see Acid, Taurocholic) grm.	—	1.40
Choloidic, 15-gr. v.....ea.	—	.60
Chromic, 1-oz. v. (lbs., .55)....oz.	—	.11
C. P. .....oz.	—	.32
Chrysammic, 15-gr. v.....ea.	—	.50
Chrysophanic, true vials.....lb.	2.40—	2.50
oz.	.21—	.23
Cinnamic, Synthetic, vials... .oz.	.35—	.40
Natural, 1-oz. vial.....oz.	—	.40
Citarconic, cryst., 15-gr.....ea.	—	.50
Citrazinic, 15-gr. .....ea.	—	1.00
Citric, cryst. .....lb	.36	.45
Granular .....lb.	.37—	.41
Pow'd .....lb.	.42—	.45
C. P. cryst (ozs., .14).....lb.	—	.80
C. P. Pow'd (ozs., .14).....lb.	—	.85
Copaiv'c, Amorph., vials.....oz.	.70—	.75
Cryst., 1-oz. v.....oz.	—	.40
Cresotinic, Para, 1-oz. v.....oz.	—	.50
Cresylic, pure, 1-oz. v.....oz.	.25—	.30
Crotonic, 15-gr. v. .....ea.	—	.75
Cubebic, 15-gr. v.....ea.	—	.75
Cuminic, cryst., 15-gr.....ea.	—	.40
Cyanacetic .....oz.	—	2.00
Cynuric, cryst., ⅛th oz.....ea.	—	.50
Dehydracetic .....oz.	—	2.00
Acid, Diazo-benzine-sulphonic, 10-grm. v...ea.	—	.75
Dichloracetic, sealed tube.....oz.	—	1.54
Di-iodosalicylic, 1-oz. v.....oz.	—	1.75
Elaidic, 15-gr. v.....ea.	—	.75
Embelic, 15-gr. v.....ea.	—	1.75
Ergotinic, 15-gr. v.....ea.	1.75—	2.00
Erucic .....oz.	—	.75
Erythic, 1-oz. v.....oz.	—	2.50
Ethyl, Malonic, 15-gr.....ea.	—	.50
Sulphuric .....oz.	—	.40
Sulphurous .....oz.	—	.30
Euchroic, 15-gr. v.....ea.	—	1.50
Eugenic, (Eugenol) .....oz.	—	.39
Euxanthic, 15-gr. v.....ea.	—	.75
Fluoric (see Hydrofluoric).		
Formic, Conc., 1-lb.....lb.	—	1.50
Conc., 1-oz. v.....oz.	—	.21
Pure, s. g. 1.06.....lb.	—	.50
Pure, s. g. 1.06.....oz.	—	.15
Frangulinic, 15-gr. v.....oz.	.45—	.80
Fumaric, 15-gr. v. .....ea.	.20—	.25
Gallic, 1-oz. v. incl.....oz.	—	.11
1-oz. cartons .....oz.	—	.09
¼, ½ and 1-lb. cartons ...lb.	.65—	.70
Glutaric, 15-gr. v.....ea.	—	.95
Glycerinic, 5-grm. v. .....ea.	.70—	.75
Glycerinophosphoric, 1-oz. v. incl..	—	.90
Glycocholic, 15-gr. v. .....ea.	.70—	.75
Gymnemic, 15-gr. v.....ea.	—	.75
Gynocardic, 1-oz. v. incl.....oz.	—	1.25
Hippuric, v. incl.....oz.	.65—	.75
Hydriodic, sp. gr. 1.50, g. s. v..oz.	.40—	.42
Sp. gr. 1.70, g. s. v.....ea.	—	.52
Hydrobromic, conc., incl.....oz.	—	.17
Dil., U. S. P., 1-oz. v. incl..oz.	—	.08
Hydrochloric (see Muriatic).		
Hydrocyanic, 1-oz. v., U. S. P. v. incl. .....oz.	.10—	.12
Scheele's oz. vials.....oz.	—	.30
Hydrofluoric, 1-lb. gutta percha bot incl. .....lb.	—	1.30
½-lb. .....lb.	—	1.85
¼-lb. .....lb.	—	2.25
1-oz. gutta percha bot. inc...oz.	.35—	.37
In Lead Jugs (15-lbs ea 1.75)lb.	—	.25
In Lead Jugs (80-lbs ea 5.00)lb.	—	.20
(Jugs not returnable).		
C. P. incl. bottle.....lb.	—	1.50
C. P., ¼-lbs., incl. bottle....lb.	—	2.00
Hydrosilicofluoric .....lb.	.35—	.40
C. P. .....lb.	—	3.70
Hydrosulphuric .....lb.	—	.40
Hyperchloric .....oz.	—	.40
Hypophosphorous, 50 p. c., sol. v. incl. .....oz.	—	.18
U. S. P., 10 p. c., v. incl....lb.	—	.30
Ichthyol-sulphonic .....oz.	—	.55
Inosic, 15-gr. v.....ea.	—	.50
Iodic, g. s. v. incl.....oz.	—	.87
Anhydrous .....oz.	—	1.10
Itaconic, 1-oz. v. incl.....oz.	—	2.75
Kakodylic, cryst., see Acid Cacodylic.		
Kinic (Chinic.), see Acid Quinic.		
Lactic, conc., 1-oz. v.....oz.	—	.12
lbs. .....lb.	—	.70
Dilute, 1-oz. v.....oz.	—	.08
lbs. .....lb.	—	.24
Laricinic, see Agaric.		
Lauric .....oz.	—	1.50
Leucic, 15-gr. v.....ea.	—	2.00
Levulinic, C. P.....oz.	—	2.00
Malic, 1-oz. v.....oz.	—	.89
Malonic .....oz.	—	1.50
Mandelic, 15-gr. v.....ea.	—	.50
Margaric (1-oz. v.).....oz.	—	1.25
Meconic, ½-oz. v.....oz.	—	2.00
Mellitic, 15-gr. v.....ea.	—	.75
Mellonic .....oz.	—	3.00

See the Era each week for all changes in these prices.

Acid, Metaphosphoric, see Acid Phosphoric Glacial.
Methylamido-Acetic (See Sarcosin).
Molybdic, C. P. .....lb. — 5.50
1-oz. vials .....oz. — .44
Pure .....lb. — 2.85
Pure .....oz. — .24
Monobromacetic .....oz. — .75
Moniodo Salicylic .....oz. — 1.75
Monochloracetic .....oz. — .37
Muriatic, coml. 20 (Carboys 120 lbs., 2½c.) .....lb. .04— .05
C. P. (Hydrochloric) .....lb. .13— .15
6-lb. bot. .....lb. — .10
By Carboy .....lb. — .09
Mucic .....oz. — .40
Naphtolic .....oz. — .30
Niobic, 15-gr. v.....ea. — 1.50
Nitric coml. 40 deg. (Carboys, 120 lbs., 7c.) .....lb. .05½ — .06
C. P. .....lb. — .16
7-lb. bots. .....lb. — .12
Carboy .....lb. — .11
Nitro benzoic (Meta.).....oz. — .80
(Ortho) .....oz. — 1.10
Nitro-muriatic .....lb. .25— .30
Dilute .....lb. .20— .25
Nitrous, fuming .....lb. .13— .16
C. P. .....lb. — .60
Oenanthic, 15-gr. v. .....ea. — .30
Oleic, crude .....gal. .75— 1.00
lb. — .15
Purified .....lb. — .40
Pure, U. S. P., ozs. .....oz. .45— .50
Orthophenol Sulphonic, 33 1-3 p. c. (See Aseptol).
Osmic, see Perosmic.
Oxalic .....lb. .10— .12
Pow'd. .....lb. — .20
C. P. .....lb. — .30
Pow'd .....lb. — .34
Sublimed .....oz. .20— .25
Oxalo-Molybdic, pure .....oz. .60— .70
Oxamic, pure .....oz. — 2.00
Oxybenzoic meta .....oz. — 2.50
Para .....oz. — .64
Oxy-naphthoic, Alpha .....lb. 1.50— 1.60
Beta .....oz. — .50
Palmitic, crude .....lb. — .50
Pure, 1-oz. v.....oz. — .30
Palmitinic .....gm. .15— .20
Parabanic, in 1-oz. v.....oz. 2.75— 3.00
Parasorbic .....oz. — 5.00
Paratartaric, 1-oz. v.....oz. — 1.50
Pectic, pure .....oz. — 1.60
Pelargonic .....oz. — 4.00
Perchloric (Hyperchloric), 1-oz. v. — .47
Periodic, 15-gr. v. .....ea. — 1.50
Perosmic, 1-gm. tubes.....ea. — 2.50
½-gm. tubes .....ea. — 1.30
Phenyl-acetic .....oz. — 1.50
Phenyl-salicylic, 15-gr. v.....ea. — 1.00
Phosphomolybdic .....oz. — 1.00
Phosphoric Anhydride .....lb. — 1.50
Phosphoric, diluted .....lb. — .09
U. S. P., 1880, 50 p. c.....lb. — .25
Syrupy, 85 p. c. .....lb. — .30
Meta-Glacial, lumps, 1-oz. v. (1-lb. bot. .55) .....oz. — .11
Meta (Glacial), sticks.....lb. — .55
oz. — .11
Phosphotungstic, C. P., cryst..oz. .35— .42
Phosphorous, 1-oz. v.....oz. .20— .25
Phthalic, Pure Cryst. .....oz. — .34
Anhydrous, Sublimed, 1-oz. v.oz. — .30
Picolinic, 15-gr. v.....ea. — 1.50
Picramic, cryst. .....oz. — 1.25
Picric .....lb. — .55
C. P., cryst. .....oz. — .24
Picronitric, C. P., cryst.....oz. .20— .24
Piperic, in 1-oz. v.....oz. — 2.50

Acid, Piperonylic, 15-gr. v.....ea. — .50
Propionic, 1-oz. g. s. v.....oz. .50— .60
Propyl-acetic-iso, 1-oz. g. s. v..oz. — .82
Protocatechuic, 15-gr. v.....ea. — .75
Prussic (see Hydrocyanic).
Pyro-Antimonic .....oz. — .80
Pyrogallic, ¼, ½ & 1-lb. cans..lb. 1.95 — 2.10
1-oz. v. .....oz. .20 — .25
Pyroligneous, Purified .....lb. — .30
Crude .....gal. .25— .40
lb. .10— .12
Pyrotartaric, 15-gr. v.....ea. — .30
Pyro-Uric .....oz. — 3.00
Quercitannic, 15-gr. v.....ea. — .75
Quillaic, 15-gr. v.....ea. — 2.00
Quinic, ozs. .....ea. — 1.25
Quinolinic .....oz. — 4.75
Quinovic .....oz. — 2.00
Racemic (see Paratartaric).
Rosolic, 1-oz. v.....oz. — .34
Rufigallic (ozs. 1.50).....grm. — .10
Salicylic, 1-lb. cartons .....lb. .42— .44
1-oz. carton .....oz. .06— .08
True, from Oil, Gaultheria..lb. — 5.75
½-lb. .....lb. — 5.60
1-lb. .....lb. — 5.50
1-oz. vial .....oz. .40— .44
Salicylous, true, 1-oz. v.....oz. — 2.00
Synthetic .....oz. — 1.05
Santonic .....oz. — 3.50
Sarcolactic, 15-gr. .....ea. — 1.00
Sclerotinic, ½-oz. v. .....oz. — 4.50
Sebacic, 1-oz. v. .....oz. — .55
Selenic, s. g., 1.40 oz. v.....oz. — 3.50
Selenous, Sublimed, 1-grm. v...ea. — .50
Silicic, Pure, Wet Process, 1-oz. v. .....oz. — .24
Pure Natural .....lb. — .60
oz. — .14
Sorbic, 15-gr. v.....ea. — .50
Sphaselinic, 5-grm. v.....ea. — 1.75
Stearic .....lb. — .18
C. P., 1-oz. v.....oz. .30— .35
Succinic, C. P., white, 1-oz. v. (1-lb. bot. 2.75).....oz. — .27
Crude (oz., .22) .....lb. — 2.25
Purified (oz., .24) .....lb. — 2.50
Sulphanilic, 1-oz. v. (lb. 1.75)..oz. .20— .25
Sulphocarbolic, 1-oz. v.....oz. — .27
Sulphoichthyolic (see Ichthyol).
Sulph.-Oleic .....oz. — 2.25
Sulpho-Ricinic .....oz. — .65
Sulphosalicylic, 1-oz. v..... — .75
Sulphovinic .....oz. — .50
Sulphuric, aromatic .....lb. — .50
Com'l, 66 deg. (Carboys, 160 lbs., 2c.) .....lb. — .04
C. P. .....lb. — .13
9-lb. bot. .....lb. — .10
By Carboy .....lb. — .09
Anhydrous, 100 grammes.ea. — 1.00
Fuming, Nordhausen .....lb. — .30
Dilute .....lb. — .15
Sulphurous, U. S. P., solution..lb. — .10
Sylvic .....oz. — 1.00
Tannic, 1-lb. cartons.....lb. — .75
1-oz. cartons .....oz. — .11
1-oz. vials .....oz. — .14
C. P. Medicinal.....lb. — 1.65
1-oz. carton .....oz. — .18
Tartaric, cryst. .....lb. .33— .36
Gran. .....lb. .40— .42
Pow'd .....lb. .31 .38
Cryst., H. P. .....lb. — .80
Pow'd, H. P. .....lb. — .85
Taurochloric (cholelc), 15-gr. v.ea. — 1.40
Telluric, 15-gr. v.....ea. — 1.40
Terebic, 15-gr. v.....ea. — .90
Thioacetic .....oz. — 1.00
Thymic (see Thymol.)
Tiglic, 15-gr. v. .....ea. — .75

Acid, Titanic, C. P.	oz.	— .40
Toluic	oz.	— 3.00
Tribrom-Acetic	oz.	— 2.50
Tri-chloracetic	oz.	— .32
Trichlor Lactic	oz.	— .75
Tropic, 15-grm. v.	ea.	— 1.00
Tungstic, tech.	lb.	— 1.00
C. P.	oz.	— .40
Ulmic	oz.	— 1.00
Uranic (Uranic Oxide, Red)	oz.	— .65
Uric, 1-oz. v.	oz.	— .75
Uvic (see Paratartaric).		
Valerianic, 1-oz. v.	oz.	— .20
	lb.	— 1.75
Vanadic, Technical	oz.	— 1.50
C. P.	oz.	— 3.50
Fused, 15-gr.	ea.	— .90
Vanilic, 15-gr. v.	ea.	.50— .60
Wolframic (Tungstic), C. P., in 1-oz. v.	oz.	— .40
Crude	lb.	— 1.00
Acneine	oz.	— 3.75
Acoin, 15-gr. vials	ea.	— .40
Aconite leaves, Eng., 1-lb. bots.	lb.	— 1.25
1-lb. tin	lb.	— 1.10
German	lb.	— .25
Powdered	lb.	— .30
Root, English	lb.	— .75
Powdered	lb.	— .85
Root, German	lb.	— .25
Powdered	lb.	— .30
Aconitin (Eclectic Powder)	oz.	— 2.40
Aconitine, Mild, Amorphous, ⅛-oz. v.	ea.	— 1.40
Potent, cryst., ½-oz. v.	ea.	— 1.40
Arsenate, 15-gr. v.	ea.	— .75
Hydrobromate, 15-gr. v.	ea.	— .75
Hydrochlorate, 15-gr. v.	ea.	— .75
Nitrate, Amophr., 15-gr. v.	ea.	— .50
Cryst., 15-gr. v.	ea.	— .80
Oleate, 2 p. c. Aconitine	oz.	— .60
Salicylate, 15-gr. v.	ea.	— .75
Sulphate, 15-gr. v.	ea.	— .75
Valerianate, 15-gr. v.	ea.	— 1.60
Acorns	lb.	.10— .15
Burnt (Acorn Coffee)	lb.	.15— .20
Acridine, 15-gr. v.	ea.	— .50
Acroides, Gum	lb.	.50— .60
Actol (Silver Lactate)	oz.	— 1.75
Adder's Tongue, Leaves, Pressed ozs.	lb.	— .40
Adeps, Lanae, Anhydrous, lb. cans	lb.	— .40
Hydrous	lb.	— .28
5-lb. cans	lb.	— .26
Adnephrin Sol., 1-1000	oz.	— .60
Adonidin, 15-gr. v.	ea.	— 2.25
10-gr. tube	ea.	— 1.70
5-gr. vial	ea.	— 1.25
Tannate	gr.	— 2.50
Adonis Vernalis, Herb	lb.	— .25
Aestivalis	lb.	— .30
Adrenalin (Taxamine), 1-gr. v.	ea.	— .85
Chlor. Sol., 1-oz. vials	ea.	— .85
Adurol, 1-oz. cartons	ea.	— .60
Aesculin, 15-gr. v.	ea.	— .25
Aethoxycaffein	⅛-oz.	— 1.25
Aethyliden-chlor. (Dichlorethane)	oz.	— .67
Afrodyn Tablets	doz.	— 4.00
Agar Agar (see Isinglass, Japanese).		
Agaric, white	lb.	.30— .35
Powdered	lb.	.40— .45
Agaric Muscarius (Fly Fungus)	lb.	— 1.50
Agaricin	oz.	— .94
15-gr. v.	ea.	— .10
Agathin (Methyl-phenyl-hydrazin salicylate), 1-oz. v.	oz.	2.60— 2.75
Agfa, 2-oz. bot.	ea.	— .35
4-oz. bot.	ea.	— .60
8-oz. bot.	ea.	— 1.00
16-oz. bot.	ea.	— 1.75
Reducer, 4-oz. bot.	ea.	— .80
10 10-grm. bots. in box	box.	— 1.00

Agrimony, herb	lb.	.35— .45
Agurin	oz.	— 1.70
Airol (Gallo-iodide of Bismuth)	oz.	— 1.00
Alantol, ⅛-oz. v.	ea.	— 1.00
Alanin, ⅛-oz. v.	ea.	— 1.00
Albargin	oz.	— 1.10
Tabs, 2-gr. tube		— .50
Alboline, liquid, lbs.	lb.	— .40
5-lb. bot.	lb.	— .35
Benzoinated	lb.	— .50
Solid	lb.	— .40
5-lb. can	lb.	— .35
Spray solution, ¼-lbs.	lb.	— 1.20
lbs.	lb.	— 1.00
Albumen, Blood	lb.	.32— .35
Powdered	lb.	.35— .40
C. P.	oz.	— .30
Egg	lb.	.70— .80
Powdered	lb.	.80— .90
Albumin from Eggs	lb.	— 1.35
Alcannin (Alkanin)	oz.	— .40
Alcohol, Absolute	gal.	— 4.50
	pt.	— .60
95 per cent.	gal.	2.60 - 2.75
Amylic Fusel Oil	lb.	.35— .40
	gal.	— 1.75
C. P.	lb.	— .60
Cinnamylic	lb.	—12.00
Cologne Spirit at market price.		
Methylic (Wood)	gal.	.76— .80
C. P.	lb.	— 1.25
Propylic	lb.	— 4.00
Alcose	oz.	— 1.50
Aldehyde, Commercial	lb.	.75— .85
Concentrated	lb.	— 1.25
C. P.	lb.	— 4.00
Ammon, Pure	oz.	— .40
Butylic, 15-gr. v.	ea.	— .50
Cinnamic	oz.	— 2.00
Ethylic (Absolute), ½-lbs., ¼-lbs. and ozs.	lb.	— 5.00
Alder Bark (see Black and Tag Alder).		
Aletrin (Eclectic powder)	oz.	1.15— 1.35
Aleuronat (Diabetic Flour), lb.-pkgs.	doz.	— 4.20
Algophene (Caffeinol), 1-oz. cans, ea. .40; 4-oz. cans	ea.	— 1.00
Alinit, vials for 1 acre	ea.	— 2.00
Alizarin Paste, 20 per cent. (Dye)	lb.	— .40
ozs.	oz.	— .10
Soda-Sulfonate-dry	lb.	1.25— 1.50
Alkanet Root	lb.	— .15
Powdered	lb.	— .25
Alkekengi Berries (Winter cherries)	lb.	— .50
Allerman's Root (Allium Victorialis)	lb.	.30— .35
Gladiolus Communis	lb.	.90— 1.00
Alloxantin, 15-gr. v.	ea.	— .25
Alloxin, 15-gr. v.	ea.	— .25
Allspice	lb.	— .14
Powdered	lb.	— .20
Allylthiourea-Thinosinamin	oz.	.70— .75
Allyl Bromide	oz.	— 2.00
Chloride	oz.	— 2.00
Iodide	oz.	— 1.75
Oxide, di	oz.	— 2.00
Sulphide	oz.	— 5.00
Tribromide	oz.	— 2.00
Almond Meal, Sweet, White	lb.	.45— .50
Brown	lb.	.38— .42
Comp., for Toilet	lb.	— .35
Almonds, Bitter, Shelled	lb.	.38— .40
Sweet, Jordan	lb.	.40— .50
Valencia, Shelled	lb.	.40— .50
Alnuin (Eclectic Powder)	oz.	— .36
Aloes, Barbados, True	None in market	
Bonaire	lb.	— .15
Powdered	lb.	— .25
Cape	lb.	.20— .25
Powdered	lb.	.25— .30

Aloes, Curacoa	lb.	.10— .12
Powdered	lb.	.14— .16
Socotrine, True	lb.	.35— .40
Powdered	lb.	.40— .45
Purified	lb.	.75— 1.00
Aloin, 1-oz. v. (lb., .55)	oz.	.06— .08
Alpha-Eucain (See Eucaine Hydrochlor. A.)		
Alpha-naphthol, Recryst.	oz.	— .30
Alphol	oz.	— .75
Alsol	lb.	— 3.00
	oz.	— .25
Alphozone, ozs.	oz.	— 4.50
½-oz.	oz.	— 4.60
¼-oz.	oz.	— 4.80
2-gr. tablets, vial of 45	ea.	— 1.00
Alstonia Constricta, Bark (Dita Bark)	lb.	— 1.50
Althaea (Marshmallow) Flowers		
Pressed, ozs.	lb.	— .55
Leaves	lb.	— .30
Root, select	lb.	.20— .25
Powdered	lb.	.25— .30
Cut	lb.	.30— .35
Alum, Ammonia, Lump (bbls. 400 lbs., lb., 2c.)	lb.	.03— .04
Powdered	lb.	.06— .08
Pure, gran.	lb.	.13— .15
Ammonio-Ferric (oz. 10)	lb.	— .50
Caesic, 15-gr. v.	ea.	— .25
Chrome, 1-lb. cartons	lb.	— .11
Powd., 1-lb. cartons	ea.	— .20
Gran., Highest Purity	lb.	— .25
Dried, 1-lb. cartons	lb.	— .12
Ground	lb.	.04— .05
Pencils, Plain	doz.	— 1.00
Mounted on Wood	doz.	1.80— 2.00
Potash, gran., pure, 1-lb. cartons,	lb.	— .15
Powdered	lb.	.06— .08
Roman	lb.	— .30
Sodic	lb.	— .20
C. P.	lb.	— .60
Alum-formasal, ozs.	oz.	.50— .60
Aluminum, Metal bars	lb.	— .75
Foil	oz.	— .20
Leaves	book.	— 1.25
Powdered, coarse	lb.	1.00— 1.40
	oz.	.10— .15
Fine	lb.	— 2.00
	oz.	— .25
Sheet (lb., 1.00)	oz.	— .20
Wire	oz.	— .20
Acetate (lb., 80)	oz.	— .14
Aceto-glycerinate	oz.	— .20
Aceto-tartrate, 1-oz. v.	oz.	— .20
Arsenate, 1-oz. v.	oz.	.30— .34
Benzoate, 1-oz. v.	oz.	— .40
Bichromate	oz.	— .45
Borate	oz.	— .40
Bromide, 1-oz. v.	oz.	— .29
Carbide	lb.	— 1.50
Caustic, 1-oz. v.	oz.	— .50
Chloride, pure, cryst., in 1-oz. v. (1-lb., .85)	oz.	— .14
Chlor. Subl. Anhyd.	lb.	— 1.60
Fluoride, 1-oz. v.	oz.	— .20
Hydrate (See Oxide).		
Hydrochloride, 1-oz. v.	oz.	.15— .20
Hypophosphite	oz.	— 1.14
Nitrate, 1-oz. v. (lb., .90)	oz.	— .18
Pure, Anhydrous	lb.	— 2.00
Oleate, 1-oz. v.	oz.	— .35
Oxalate, 1-oz. v.	oz.	— .29
Oxide, Hyd., ppt.	lb.	— .20
Hydr. ppt., Pure	lb.	— .80
C. P.	lb.	— 1.50
Gelatinous	lb.	— 1.00
Anhydr. C. P. (lb., 2.50)	oz.	— .20
Aluminum, Palmitate	lb.	— .80
C. P.	oz.	— .32
Aluminum, Phosphate, Acid, 1-oz. v.	oz.	— .20
Powdered	oz.	— .22
Salicylate, 1-oz. v.	oz.	— .44
Silicate	oz.	— .15
Stearate	oz.	— .49
Sulphate, Coml., Lump	lb.	— .10
Cryst., C. P.	lb.	— .90
Granular, pure	lb.	.25— .27
Powd., pure	lb.	— .29
Sulphide	oz.	.40— .45
Sulphocarbolate, 1-oz. v.	oz.	— .29
Tannate, 1-oz. v.	oz.	— .25
Tartrate, 1-oz. v.	oz.	— .39
Alumnol	oz.	— .50
Lbs.	lb.	— 5.50
Amber Gum	lb.	.40— .50
Clear	lb.	— 1.25
Ambergris, gray	dr.	4.00— 4.50
Black	dr.	3.00— 3.50
Ambretta Seed	lb.	.50— .60
American Centaury herb, pressed, ozs.	lb.	— .24
American Colombo Root	lb.	.20— .22
American Hellebore Root (Veratrum Viride)	lb.	.20— .24
American Ivy, bark of root	lb.	— .25
American Sarsaparilla, root	lb.	— .30
Amidol, 1-oz. cans	ea.	— .75
4-oz.	ea.	— 2.75
8-oz.	ea.	— 5.25
16-oz.	ea.	—10.00
Amido-Acetanilid Para	oz.	— 2.00
Amido-phenol, Para, H. C. L.	oz.	— .60
Aminoform	oz.	— .60
Tablets, 7½ grs.	oz.	— .70
Ammonamido-Milhau	oz.	.28— .30
Capsules, boxes	doz.	— 2.00
Ammonia, Water, 16 deg.	lb.	.03— .05
18 deg.	lb.	.07— .10
20 deg.	lb.	.07½— .08½
25 deg. Conc.	lb.	.09½— .10½
Ammoniac, Gum, Tears	lb.	.30— .35
Powdered	lb.	— .75
Ammonium Acetate, cryst., 1-oz. v. (lb., .90)	oz.	— .15
Liquor	lb.	— .30
Anacardate	oz.	— 2.50
Arseniate, 1-oz. v.	oz.	— .20
Arsenite	oz.	— .20
Benzoate (lb., 1.05), 1-oz. v.		.10— .14
From True Benzoic Acid	oz.	.22— .26
Bicarbonate, C. P. (lb., .90)	oz.	— .20
Bichromate (lb., .80) C. P.	oz.	— .14
Pure	lb.	— .50
Bifluoride	oz.	— .30
Bimalate	oz.	— 2.00
Binoxalate, 1-oz. v.	oz.	— .30
Biphosphate, 1-oz. v.	oz.	— .25
Bisulphate, 1-oz. v.	lb.	— .85
Bisulphite, Dry, 1-oz. v.	oz.	— .20
Solution	lb.	— .60
Bitartrate, lbs.	lb.	— .75
Borate, 1-oz. v., Pure	oz.	— .22
C. P., 1-oz. v.	oz.	— .44
Boro-benzoate	oz.	— .50
Boro-citrate, 1-oz. v.	oz.	— .55
Bromide, 1-lb.	lb.	.45— .50
1-oz. v.	oz.	.10— .12
Camphorate, 1-oz. v.	oz.	— 1.50
Carbamate, 1-oz. v.	oz.	— 1.50
Carbazotate (Picrate)	oz.	— .24
Carbolate (See Ammonium Phenylate).		
Carbonate, casks, 400-600 lbs.	lb.	.08¾—.09½
Jars, 24 lbs. or less	lb.	.11— .12
Cans, 7-lbs.	lb.	.13— .15
Resublimed 1-lb. b.	lb.	— .30
Powd.	lb.	.20— .22
Chloroplatinate, 15-gr. v.	ea.	— .75
Chloride (See Muriate).		
Chromate, neutral	oz.	— .20

See the Era each week for all changes in these prices.

Ammonium, Citrate (lb. 1.00).....oz. — .14
Embelate, 15-gr. v. .....ea. — 1.50
Ethyl. Sulphate .....oz. — .90
Fluoride (lbs. 2.00), 1-oz. v....oz. — .24
Formate, 1-oz. v. .....oz. — .55
Gallate, 1-oz. v. .....oz. — .70
Hippurate .....oz. — 1.50
Hydrosulphide Solution, 1-lb...lb. — .30
Hypophosphite (lb., 1.45) ....oz. — .18
Hyposulphite, 1-oz. b.....oz. — .25
Iodide (lb. bot., 5.25).....oz. .40— .45
Lactate, Syrup .....oz. — .40
Molybdate .....oz. — .29
Monocarbonate (liq.), 1-lb. bots.lb. — 1.00
Muriate Lump (by bbl. 10½c.).lb. .12— .14
C. P. .....lb. .18— .20
Gran. German .....lb. .09 — .10
Dried .....lb. .18— .20
Purified .....lb. .17— .20
Pure Powdered .....lb. .20— .22
Ferrated .....lb. — .35
Nitrate, Cryst. .....lb. — .25
Cryst, C. P. 1-lb. bots.....lb. — .35
Gran. .....lb. — .25
Fused .....lb. — .25
Nitrite, Solution .....lb. — 1.00
Oxalate, 1-lb. bots.....lb. .45— .47
Chem. Pure .....lb. — .75
Palmitate .....oz. — .90
Perchlorate .....oz. — 2.00
Persulphate .....oz. — .16
Phenylate .....oz. — .30
Phosphate, Gran. Pure.....lb. — .55
Commercial .....lb. — .23
Medicinal .....lb. — .75
Monobasic .....lb. — 1.00
Phosphite, 1-oz. v.....oz. — .55
Phosphomolybdate, 1-oz. v.....oz. — .90
Picrate .....oz. — .16
Picrocarminate, oz. v.....oz. — .80
Picronitrate, 1-oz. v.....oz. — .25
Platino-cyanide, 15-gr. v. .....ea. — 1.25
Purpurate (See Murexid).
Pyrophosphate, C. P. .....oz. — .54
Salicylate (1-lb. bot., 1.00)....oz. — .13
Selenate, 1-oz. v.....oz. — 5.00
Stearate .....oz. — .80
Succinate, cryst., pure, 1-oz. v.oz. — .29
Sulphate, casks, 350 lbs.....lb. .05— .08
1-lb. bots. .....lb. .10— .12
C. P. .....lb. .20— .22
Sulphide (see Hydrosulphide).
Sulphite (lb. 1.30) .....oz. — .15
Sulphocarbolate, 1-oz. v.....oz. .10— .12
Sulphocarbonate, 10 p. c. Sol..lb. — 1.10
Sulphocyanide, pure (in 1-lb. b., .55) .....oz. — .10
Sulpho-ichthyolate .....oz. — .35
Sulpho-phenate .....oz. — .25
Sulphoricinate, 1-oz. v.....oz. — 5.00
Sulphovinate .....oz. — .30
Sulphydrate .....oz. — 1.80
Tannate, 1-oz. v.....oz. — .31
Tartrate Neutral (1-lb. bot., 1.20) .....oz. — .20
Tellurate, 15-gr. v.....ea. — 1.75
Thiosulphate (see Hyposulphite).
Tungstate (see Wolframate).
Urate, 1-oz. v.....oz. — .54
Valerianate, cryst. (lb., 1.50)..oz. — .19
Vanadate, C. P., 1-oz. v.....oz. 1.00— 1.50
Wolframate (Tungstate) .....oz. — .25
Ammonium and Magnesium Phosphate (lb., 2.00) .....oz. .15— .19
Ammonium and Potassium Tart..oz. .15— .19
Ammonol .....oz. — 1.05
Bromide, Powd. .....oz. — 1.05
Tablets .....oz. — 1.05
Camphorated .....oz. — 1.05
Ammonol, Camphor & Codeine....oz. — 1.05
Tablets, 5-grs. .....oz. — 1.05
Camphorated Tablets, 5-grs. ..o. — 1.05
with Camphor and Codeine Tablets, 5 grs.....oz. — 1.05
with Ipecac and Opium Tablets, 5 grs. .....oz. — 1.05
Lithiated, Powd. .....oz. — 1.05
Lithiated Tablets, 5 grs.....oz. — 1.05
Peptonate, Powd. .....oz. — 1.05
Peptonate Tablets, 5 grs.....oz. — 1.05
Salicylate, Powd. .....oz. — 1.05
Tablets, 5 grs. .....oz. — 1.05
Tablets, 5 grs. .....oz. — 1.05
Ampelopsin (Eclectic powder).....oz. — .90
Amygdalin, in ⅙th-oz. v.....oz. — 1.50
Amyl, Acetate (Oil of Pear).....lb. .65— .75
C. P. .....lb. — 1.50
Benzoate .....oz. — .75
Bromide, 1-oz. v.....oz. — .50
Butyrate (oz. .30).....lb. 2.00— 3.00
Carbamate .....oz. — 2.00
Carbolate, 1-oz. v.....oz. — 2.50
Chloride, 1-oz. v.....oz. — .50
Cyanide .....oz. — 3.50
Formate (oz. .30).....lb. — 3.00
Hydrated Oxide .....lb. .35— .45
Pure, 1-lb. bots. .....lb. .60— .69
Iodide, see Iodamyl
Nitrate, 1-oz. v. .....oz. — .44
Nitrite, 1-oz. v. .....oz .15— .19
Pearls, 1-5 drop .....doz. .30— .35
Oxide .....oz. — 1.50
Propionate .....oz. — 1.50
Sulphide .....oz. — 5.00
Sulphocyanate .....oz. — 3.00
Sulphydrate .....oz. — 6.50
Valerianate (1-lb. bot. 2.50)...oz. .25— .30
Amylene, C. P., 1-oz. v.....oz. — .49
Bromide, 1-oz. v.....oz. — .97
Hydrate, 1-oz. v. .....oz. — .49
Iodide .....oz. — 1.35
Amylene-Chloral (see Dormiol).
Amyloform .....oz. .25— .30
Anacahuita Wood .....lb. .25— .30
Anarcardia Occidentalis (Cashew Nuts) .....lb. .25— .30
Orientalis .....lb. .15— .20
Anaesthesin, ozs. .....oz. — 1.00
Anaesthol (1-lb. bot. 1.50) ½-lb.bot.lb. — 1.60
Analgen, see Quinalgen.
Analgesine, see Antipyrin.
Analgia, Merrill's .....oz. — .50
Tablets, 5-gr. .....oz. — .50
Analgine, Mulford's .....oz. — .40
5-gr. Tabs ....per 100 — .40
Andalusite .....oz. .20— .25
Anemonin, 15-gr. v.....ea. — 1.50
Anethol, 1-oz. v.....oz. — .50
Angelica Leaves, pressed, ozs.....lb. — .38
Root .....lb. — .30
Powdered .....lb. — .35
Pressed .....lb. — .35
Angelicin, 15-gr. v.....ea. — 2.00
Angostura Bark .....lb. .60— .65
Powdered .....lb. .65— .70
Pressed .....lb. — .70
Anhydroglycochloral (Choralose)...oz. — 2.75
Aniline, Acetate .....oz. — .20
Camphorate .....oz. — .80
Chloride, Coml. .....lb. — .25
Chloride, pure .....lb. — .90
Methyl-di .....lb. — 1.00
Mono. .....oz. — 1.10
Nitrate .....oz. — .20
Pure .....lb. — .45
White, C. P.....lb. — 1.00
Oxalate .....oz. — .20
Sulphate, 1-oz. .....oz. — .20
Aniline Dyes—
Black, Salt (for black ink)....lb. .50— .75
Nigrosine, Cryst., sol. water or alcohol .....oz .25— .80

See the Era each week for all changes in these prices.

Aniline Dyes, Blue, Deep Blue, No.1.lb.	4.00—	4.50
No. 2 .....lb.	1.75—	1.90
Ethylene, Pure .....oz.	—	.50
Methyl, Pure .....oz.	—	1.00
Methylene, Pure .....oz.	—	.50
C. P. .....oz.	—	.90
Soluble, Reddish .....lb.	—	1.50
Black Shade .....lb.	—	2.00
Brown, Deep Bismarck.....lb.	1.20—	1.40
Soluble .....lb.	.75—	1.00
Chrysoidine .....oz.	—	.30
Crimson .....lb.	1.25—	1.75
Fuchsine .....oz.	—	.35
Grain .....oz.	.50—	.75
Green, cryst., pure.....lb.	2.50—	3.00
Good .....lb.	1.50—	1.75
Indulin .....oz.	—	.35
Iodine .....oz.	—	1.25
Methyl .....oz.	—	.35
Powder .....oz.	—	.35
Naphthalene .....oz.	.30—	.35
Nigrosin .....lb.	1.50—	1.75
Nitrate, 1-oz. v.....oz.	—	.25
Oil .....lb.	.25—	.30
White .....lb.	.50—	.60
Orange .....lb.	.75—	1.50
Extra .....lb.	5.00—	6.00
Ethyl .....oz.	—	.30
Methyl .....oz.	—	.70
T. .....oz.	—	.30
Phenyl .....oz.	—	.50
Pure, B. B. .....lb.	—	.80
Purple, B. B. .....lb.	3.50—	4.00
Red, cryst., extra.....lb.	1.25—	2.00
Free from Arsenic .....oz.	1.50—	2.00
Eosine (for red ink) .....lb.	2.00—	2.50
Extra J. .....lb.	3.00—	3.50
Red, Fuchsine, cryst.....oz.	—	.35
Congo .....oz.	—	.40
Ruby S. .....oz.	—	.40
Saffranine .....lb.	2.00—	3.50
Scarlet .....lb.	1.50—	2.00
Violet (for copying ink).....lb.	2.00—	3.00
Gentian .....oz.	—	.35
Methyl .....oz.	—	.35
Yellow .....lb.	2.00—	2.50
Chrysaniline (Phosphine)...oz.	—	.50
Chrysoidine .....lb.	1.50—	2.00
Martius .....oz.	—	.30
Anime Gum .....lb.	.65—	.75
Anise Seed, German .....lb.	—	.12
Italian .....lb.	.14—	.16
Powdered .....lb.	.20—	.22
Star .....lb.	.30—	.35
Anisidin-o. .....oz.	—	2.20
Anisol .....oz.	.40—	.45
Annatto, Gum .....lb.	.35—	.40
Rolls .....lb.	.35—	.40
Seed .....lb.	.15—	.18
Annattoine .....lb.	.75—	.85
Anodyne, Hoffman's Com'l.....lb.	.50—	.55
U. S. P. .....lb.	—	.90
Anthion (Hypo Eliminator), 100-grm. vials .....ea.	—	.60
Anthopylli .....lb.	1.00—	1.10
Anthracene, 1-oz. v. .....oz.	—	.25
Anthrachinon .....oz.	—	25
Anthragallol .....oz.	—	2.50
Anthrakokall .....oz.	—	.25
Anthraquinone .....oz.	—	.25
Anthrarobin, 1-oz. bot.....oz.	.50—	.55
Antiarthrin-Sell. .....oz.	—	1.65
Antifebrin .....oz.	—	.17
Antikamnia and Antikamnia combinations (10 ozs., .92½).....oz.	—	1.00
Tablets, Pocket size.....doz.	—	2.00
(12-doz. lots, 5 per cent.)		
Anti-Kol .....oz.	—	.50
AntiKroine .....oz.	—	1.00
Antilupia .....oz.	—	.45
Tablets .....oz.	—	.50
Antimony, Arsenate .....oz.	—	.29
Arsenite .....oz.	—	.29
Black Sulphuret, lumps ("Needle") lb.	.09—	.11
Powdered, pure .....lb.	.10—	.12
Bromide .....oz.	—	.40
Butyrate .....lb.	.20—	.25
C. P. .....lb.	.65—	.75
Chloride (Penta) .....oz.	—	.25
(Tri) Cryst. .....lb.	—	1.15
oz.	—	.20
Solution (butter of) .....lb.	—	.18
Crocus .....lb.	—	.45
Diaphoretic .....lb.	—	1.00
Fluoride .....oz.	—	.50
Glass .....lb.	—	.50
Iodide .....oz.	—	.80
James' Powder, 1-lb. bots.....lb.	.65—	.70
Kermes Mineral (see Sulphurated).		
Liver of (Hepar).....lb.	.50—	.55
Metallic (Regulus) .....lb.	—	.25
C. P. (lb., 1.50).....oz.	—	.15
Sticks, C. P.. (lb., 1.75)..oz.	—	.25
Powder .....lb.	—	.40
Oxalate .....lb.	.90—	.95
Oxide, white .....lb.	.35—	.37
Perchloride .....oz.	—	.45
Sulphate .....lb.	—	1.10
Sulphurated (Kermes Mineral).lb.	1.00—	1.12
Sulphuret, Black (see Black Sulphuret).		
Sulphuret, Puris, U. S. P. ....lb.	.80—	.82
Golden .....lb.	.35—	.37
Germ., pure .....lb.	1.00—	1.10
Red, Kermes II .....lb.	—	1.20
Chem. Pure, I.....lb.	—	2.25
Tannate .....oz.	.25—	.30
Tartrate and Potass. crystals..lb.	.36—	.38
Pow'd. (Tart. Em).....lb.	.36—	.38
Antinervine (Salbromalid) .....oz.	.75—	1.00
Antinonnin, 1-lb caus .....lb.	.95—	1.00
Antinosine .....oz.	—	2.10
Antiphthisin, Kleb's, 15 c. c. v..ea.	—	3.75
Von Ruck's, 30 c. c. vials.....ea.	—	5.00
Antipuralgos .....oz.	—	1.00
Tablets .....oz.	—	1.00
Quinine Tablets .....oz.	—	1.00
Antipyrin, Knorr (50 ozs., 28)....oz.	—	.31
lb.	—	4.35
New grade .....oz.	.18—	.20
¼, ½ and lbs. .....lb.	2.55—	2.80
Salicylate .....oz.	.85—	1.00
Antisepsin (Para-brom-acetanilid or Asepsin) .....oz.	—	.85
Antispasmin (Sod. Salicylat. and Narceine), 15-gr. v. .....ea.	—	.75
Antistreptococcic Serum (see Streptolytic Serum, Stearns').		
Antithermin (Phenyl-hydrazin Laevulinic acid) .....oz.	—	3.50
Antithyroidin, 10-c. c. vials ....ea.	—	1.50
Antitoxin, British .....oz.	—	1.00
Tablets .....oz.	—	1.00
Antitoxic Serum, Anti Dysenteric, Mulford's, in Serum Syringe, 10 c. c. .....ea.	—	2.00
Discount, 25 per cent.		
Antitoxic Serums, Anti-Pneumonic, Mulford's in Serum Syringes 20 cc. .....ea.	—	2.75
Discount, 25 per cent.		
Pane's Serum, 10 cc. v.....ea.	—	5.00
Antitoxic Serum, Antistreptococcus Aronson's, 10 cc. v.....ea.	—	2.00
Mulford's Immunizing Dose 10 cc .....ea.	—	1.50
Curative, Dose 20 cc.....ea.	—	3.00
Discount, 25 per cent.		

See the Era each week for all changes in these prices.

Antitoxic Serums, Diphtheria, Alexander's, Dr. H. M. & Co.'s, in Lynch Aseptic Syringe,
Syringe No. 2, 1,000 units..ea. — 2.00
Syringe No. 3, 1,500 units..ea. — 3.50
Syringe No. 4, 2,000 units..ea. — 5.00
Syringe No. 5, 3,000 units..ea. — 6.50
Less 25 per cent.
Behring's Dry, Immunity Dose, 250 units .....ea. — .50
Curative Dose, 1,000 units, ea. — 2.00
Behring's 600 units No. 1....ea. — .53
1,000 units, No. 2.....ea. — .88
1,500 units, No. 3.....ea. — 1.35
Milliken's Dry or Liquid.
500 units, vial .....ea. — .34
1,000 units, vial .....ea. — .67
1,500 units, vial .....ea. — 1.00
2,000 units, vial .....ea. — 2.00
Mulford's,
500 units .....ea. — 1.10
1,000 units .....ea. — 2.00
2,000 units .....ea. — 3.50
3,000 units .....ea. — 5.00
4,000 units .....ea. — 6.50
25 per cent discount.
N. Y. Health Dept., No. 4, 2,000 units .....ea. — 1.25
4A, 1,000 units .....ea. — .75
5, 2,000 units .....ea. — 2.00
5A, 3,000 units .....ea. — 3.00
6. 2,000 units .....ea. — 3.00
6A, 3,000 units .....ea. — 4.50
(Sold only to be used in Greater New York).
P., D. & Co. Antidiph. Serum,
No. 0, Per bulb of 500 units. — 1.10
No. 1, Per bulb of 1,000 units. — 2.00
No. 2, Per bulb of 2,000 units. — 3.50
No. 3, Per bulb of 3,000 units.. — 5.00
Discount, 25 per cent.
Stearns' No. 1, Syro-bulb of 500 units..ea. — 1.10
No. 2, S. B. of 1,000 units, ea. — 2.00
No. 3, S. B. of 1,500 units, ea. — 3.50
No. 4, S. B. of 2,000 units, ea. — 5.00
No. 5, S. B. of 3,000 units, ea. — 6.50
Discount, 25 per cent.
Antitoxin Pasteur Institute, Paris.
Antidiphtheritic Serum Dry, 1 gramme tubes about 2,500 units, ea. — 2.00
Antidiphtheritic Serum Liquid, 10 cc. vials, 2,500 units....ea. — 2.80
Antipest Serum Dry, 1 gramme tubes..ea. — 1.60
Antipest Serum Liquid, 20 cc. vials..ea. — 2.40
Antistreptococcic Serum Dry, 1 gramme tubes..ea. —1.40
Antistreptococcic Serum Liquid, 10 cc. vials..ea. — 1.20
Antitetanic Serum Dry, 1 gramme tubes..ea. — 1.40
Antitetanic Serum Liquid, 10 cc. vials..ea. — 1.20
Antitoxic Serums—Tetanus.
Mulford's Immunizing dose, Human, 5-cc. vials..ea. — 1.00
Curative dose, 20-cc. vials, ea. — 3.00
Veterinary, 20-cc. .....vial — 1.50
Vet. Immunizing dose ....ea. — .50
Discount, 25 per cent.
P. D. & Co., Dry, 30 cc. in v...ea. — 2.40
Liq., 3-10 cc. bbs. in a bx., ea. — 2.40
Single bulbs, 10-cc. .....ea. — .88
Veterinary, 1-oz. vials.....oz. — 1.20
Antitoxic Serums, Tuberculosis,
Paquin, 15 cc. vials .....ea. — 2.80
P. D. & Co., per case 10 bulbs 1 cc. — 1.20
Per case 10 bulbs 2 cc..... — 2.40
Per case 10 bulbs 4 cc..... — 4.80

Antitoxic Serums, Tuberculosis.
Mulford's Tuberculin Serum, vial of 2-cc..ea. — 1.00
Discount, 25 per cent.
Antitoxic Serums, Venomous.
Mulford's Anti-Pneumococcic Serum, vials of 20-cc...ea. — 2.75
Discount, 25 per cent.
Mulford's Anti-Streptococcic Serum, 10-c.c. immunizing dose.ea. — 1.50
20-c.c. Curative dose .....ea. — 3.00
Discount 25 per cent.
Antitoxic Serums, Streptococcus.
P. D. & Co., 3 sealed bulbs of 10 c.c., each in box.....box — 3.60
Single bulbs .....ea. — 1.32
L. M. & B., dry, vials, 3.6 grm..ea. — 5.50
Streptolytic Serum, Stearns' (anti-streptococcic, Hubbert process) 20 c. c. in 2 bulbs of 10 c. c., with Syringe Equipment.....ea. — 3.00
Discount, 25 per cent.
Antitoxic Artificial Serum, Cheron's
10 c. c. tubes .....ea. — .23
50 c. c. tubes.....ea. — .75
90 c. c. tubes.....ea. — 1.13
Antitussin, 20-grm. tube.....ea. — .40
40-grm. tube.....ea. — .75
Ants Eggs .....lb. .60— .70
Aplin, 15-gr. vials.....ea. — .50
Apiol, liquid, green, 1-oz. v.....oz. — .38
Distilled ....oz. — 1.50
Crystals, white, 15-gr. v.....ea. — .25
Apo-Atropine, cryst., 15-gr.....ea. — 4.50
Apocodeine, 15-gr. v. .....ea. — 2.50
Hydrochlor., 15-gr. v.....ea. — 2.50
Apocynin (Eclectic powder).....oz. — 1.50
Apocynin, Cryst., 15-gr. v. .....ea. — 5.00
Amorph., 15-gr. .....ea. — 3.00
Apolysin .....oz. — .65
Apomorphine Muriate, Amorphous, ½-oz. v. .....ea. — .35
Crystals, ½-oz. v.....ea. — .95
Sulphate, Cryst., 15-gr. v.....ea. — 1.50
Apple Tree Bark.....lb. .20— .25
Apyonin (Auramin), Powd.....lb. — 1.50
Apyrexine .....oz. — 1.00
Aqua Fortis (see Nitric Acid.)
Aqua Regia (see Nitro Mur. Acid).
Arabinose, Cryst., 15-gr. v.....ea. — .75
Arbor Vitae Leaves, Pressed, ozs....lb. — .35
Arbutin, White Crystals.....oz. — 1.19
Areca Nuts .....lb. .15— .20
Powdered .....lb. .20— .25
Arecoline Hydrobrom., 15-gr. v....ea. — 2.50
Argentamine .....oz. — .75
Argols, Red .....lb. .15— .16
Powdered .....lb. .15— .16
Argonin .....oz. — .65
Argyrol .....oz. — 1.50
Aristol (25 ozs. 1.65).....oz. — 1.80
Aristoquin, oz., cartons .....oz. — 2.20
½-oz. cartons .....oz. — 2.25
Arnica Flowers .....lb. .12— .16
Powdered .....lb. .20— .25
Root .....lb. .20— .25
Powdered .....lb. .30— .33
Arnicin, 15-gr. v.....ea. — 1.75
Arrowroot, American .....lb. .08— .10
Bermuda, true (kegs 100 lbs. lb., .40)..lb. .45— .50
Jamaica .....lb. .20— .25
St. Vincent (cans 30 lbs. 12)..lb. .13— .16
Taylor's, ¼-lbs., tin foil, boxes 12 lbs. .....lb. .28— .30
Arsen-hemol .....oz. 1.00— 1.25
Arsenic, Bromide, Crystal.....oz. — .27
Bromide Solution, Clemens'.lb. — .40
Chloride, 1-oz. v. .....ea. — .47
Solution, 1 per cent. ....lb. — .30
Chloro-phosphide .....oz. .30— .35
Donovan's Solution, 1-lb. bots..lb. — .22

See the Era each week for all changes in these prices.

Arsenic, Fowler's Solution, 1-lb. bots.	lb.	.10—	.12
Iodide, 1-oz. v.	oz.	.45—	.50
Lactate, 1-oz. v.	oz.	—	2.50
Metallic, Cryst.	lb.	—	.45
Distilled	lb.	—	.60
Native	lb.	—	2.00
Oleate, 2 p. c., 1-oz. v.	oz.	—	.25
Phosphide, 1-oz. v.	oz.	—	1.07
Red, Lump (Realgar)	lb.	.12—	.15
Red, Powdered	lb.	.14—	.16
Medic.	lb.	—	.25
Sulphide (bi) red, whole	lb.	—	.20
Powd.	lb.	—	.25
(ter.), yellow, whole	lb.	—	.30
Powd.	lb.	—	.25
Ppt.	lb.	—	.75
Tartrate	oz.	—	.45
White Oxide, Lump, pure	lb.	.10—	.12
Powd., pure	lb.	.20—	.22
Com., kegs, 400 lbs	lb.	.05—	.10
Yellow, Lump (Orpiment)	lb.	.14—	.16
Powd. Medic.	lb.	—	.25
Powd.	lb.	.15—	.17
Asafetida, extra selected	lb.	.40—	.48
Good, fair	lb.	.25—	.35
Ordinary	lb.	.15—	.25
Powd.	lb.	.40—	.45
Purified	lb.	.75—	.85
Asaprol	oz.	—	.80
Asarabacca Root	lb.	.15—	.20
Asaron, 15-gr. v.	ea.	—	.75
Asbestos, Powd.	lb.	—	.25
Acid washed	lb.	—	1.50
Fibrous white	lb.	—	1.50
Long select	lb.	—	.40
Wool	lb.	—	.40
Asclepias (Pleurisy root), pressed	lb.	—	.25
Asclepin (Eclectic powder), 1-oz. v.	oz.	—	.75
Asepsin (see Antisepsin).			
(Para-brom-acetanilid)	oz.	—	.85
Aseptol (Acid Sozolic)	oz.	—	.26
Aseptolin, Edson's	doz.	—	11.75
Asparagin	oz.	—	1.50
Sulphate, Amorphous, ¼-oz. v.	oz.	—	2.50
Asparagus Root	lb.	—	.30
Asphaltum, Cuba	lb.	—	.12
Egypt	lb.	—	.15
Trinidad	lb.	—	.16
Aspidium (see Male Fern).			
Aspidospermine, Amorph., 15-gr. v.	ea.	.75—	1.00
Pure Cryst., ,15-gr. v.	ea.	—	3.25
Citrate, 15-gr. v.	ea.	—	1.00
Hydrochlorate, 15-gr. v.	ea.	—	1.00
Sulphate, Amorph., 15-gr. v.	ea.	—	1.00
Crystal, 15-gr. v.	ea.	—	2.50
Aspirin, oz. v.	ea.	—	.43
Atoxyl	oz.	—	3.00
Atramin, for ink, oz. cartons	oz.	—	.15
lb. cartons	lb.	—	1.50
Atropin (Eclectic powder)	oz.	—	2.40
Atropine, ¼-oz. v.	½-oz.	—	.75
Arsenate, 15-gr. v.	ea	—	.70
Borate, 15-gr. v.	ea.	—	.65
Hydrobromate, 15-gr. v.	ea.	—	.75
Hydrochlorate, 15-gr. v.	ea.	—	.75
Nitrate, 15-gr. v.	ea.	—	.75
Oleate, 2 p. c., 1-oz. v.	oz.	—	.40
Salicylate, 15-gr. v.	ea.	—	.50
Santonate, 15-gr. v.	ea.	—	.65
Santoninate, 15-gr. v.	ea.	—	.75
Sulphate, ½-oz. v.	ea.	—	.70
Tartrate, 15-gr. v.	ea.	—	.75
Valerianate, ¼-oz. v.	ea.	—	1.00
Aubepine, Liquid	oz.	.90—	1.00
Powd.	oz.	—	.60
Auripigment (see Arsenic ter-Sulfide).			
Avena Sativa Tinct., Keith's	lb.	—	1.50
Avenin Legumin	oz.	—	1.00
Avenine, 15-gr. v.	ea.	—	.50
Avens Root (see Water Avens).			
Azobenzine, 1-oz. v.	oz.	—	.40
Azolitmin, 5-grm. vial	ea.	—	.75

B

Backache Brake	lb.	.30—	.35
Bael-Fruit	lb.	.25—	.30
Balm Lemon, Herb, Pressed ozs.	lb.	—	.40
Balmony Leaves, Pressed, ozs.	lb.	—	.28
Balsam, Copaiba (see Copaiba).			
Fitoventi	lb.	—	.75
Fir (see Canada Balsam).			
Friars' (See Tr. Benz. Co.).			
Oregon	lb.	.25—	.30
Gurjun (Wood Oil)	lb.	.50—	.60
Mecca	oz.	.50—	.55
Peru, True	lb.	1.40—	1.45
Riga	lb.	1.50—	1.60
Sulphur (Oleum Sulphuratum)	lb.	.40—	.45
Tolu, True, cans 10 lbs. or less	lb.	.32—	.40
Tranquille	lb.	.65—	.75
Traumatic	lb.	—	.85
Bamboo Brier Root	lb.	.20—	.25
Baptism (Eclectic powder)	oz.	—	.60
Ba-quinol	oz.	—	1.00
Barberry Bark	lb.	.20—	.25
Barformasal, ozs.	oz.	.50—	.60
Barium, Acetate (lb., 1.00)	oz.	.10—	.14
Amylosulphate	oz.	—	.40
Benzoate	oz.	—	.75
Bichromate	oz.	—	.35
Binoxalate	oz.	—	.18
Borate, 1-oz. v.	oz.	—	.40
Borotungstate	oz.	—	1.00
Bromate, 1-oz. v.	oz.	—	.33
Bromide, 1-oz. v.	oz.	—	.34
Carbide	oz.	—	.50
Carbonate, precip., pure, 1-lb. cartons	lb.	.28—	.30
C. P.	lb.	—	.75
Crude, Witherite	lb.	—	.15
Powd. Witherite	lb.	—	.15
Caustic Hydrate, C. P., Cryst., 1-lb. bot.	lb.	—	.75
	oz.	—	.18
Pure Cryst.	lb.	—	.40
	oz.	—	.10
Chlorate, C. P. (lb., .75)	oz.	.08—	.12
Pure, Cryst., and Powd.	lb.	—	.50
Chloride, 1-lb. bots.	lb.	—	.17
C. P., Cryst., 1-lb. carton	lb.	—	.32
Solution	lb.	—	.35
Chromate, 1-oz. bots.	oz.	.20—	.25
Citrate, 1-oz. v.	oz.	—	.40
Cyanate	oz.	—	.95
Cyanide	oz.	—	.85
Dioxide, Anhydrous	lb.	—	.30
C. P., 1-lb. bots.	lb.	—	.90
Ethylsulphate	lb.	—	1.85
Fluoride, 1-oz. v.	oz.	—	.20
Formate, 1-oz. v.	oz.	—	.29
Pure Cryst., 1-lb. bot.	lb.	—	.40
	oz.	—	.10
Hydrate, C. P., Cryst. (Caustic Baryta) 1-lb. bot.	lb.	—	.75
	oz.	—	.18
Commercial	lb.	—	.25
Hypophosphite	oz.	—	.45
Hyposulphate	oz.	—	.29
Hyposulphite	oz.	—	.34
Iodate	oz.	—	1.00
Iodide, 1-oz. v.	oz.	—	.52
Lactate	oz.	—	.67
Manganate	lb.	—	.69
Metallic, from amalgam and by electrolysis, 15-gr. bot.	ea.	4.00—	10.00
Methylsulphate	oz.	—	.55
Molybdate	oz.	—	.75
Nitrate, Powdered	lb.	—	.12
C. P., Cryst., 1-lb cartons	lb.	—	.37
Nitrate, C. P.	oz.	—	.25
Oxalate, pure	lb.	—	1.00
Oxide (Pure Barytes)	oz.	—	.10

Barium, Oxide, Hydrated (see Barium Hydrate).		
Permanganate	oz.	— 1.55
Peroxide (see Dioxide).		
Phosphate	oz.	.35— .38
Phosphite	oz.	.35— .38
Propionate	oz.	— 1.55
Salicylate	oz.	— .55
Selenate, 15 gr. v.	ea.	— .50
Sulphate, Natural (Heavy Spar)	lb.	— .10
Powdered (Barytes)	lb.	.07— .10
Pure, Precip.	lb.	.35— .37
Sulphide, coml., lots	lb.	.20— .30
Pure, 1-lb. bots	lb.	— .45
	oz.	— .12
Sulphocarbolate	oz.	— .24
Sulphocyanide	oz.	— .15
Thiosulphate	oz.	.30— .35
Tartrate	oz.	— .75
Wolframate	oz.	— .30
Barium Platino Cyanide	grm.	— .75
Barley, pearl, kegs 100 lbs. or less	lb.	.04— .06
Robinson's ½-lb. cans or pkts.	doz.	— 1.35
1-lb. tins	doz.	— 2.35
Barosmin (Eclectic powder)	oz.	— 1.50
Bar Wood, bbls., 130 lbs	lb.	.02— .03
Baryta Caustic (see Barium).		
Bassorin Paste	lb.	— .85
Basswood Bark, Pressed, ozs.	lb.	— .24
Flowers	lb.	.40— .50
Bath Brick, bbls.	per 100	— 3.00
Boxes, 2 doz.	box	.60— .75
Pow'd, papers, boxes, 2 doz.	box.	.75— .80
Battery Fluid	lb.	.05— .06
Bayberry Bark, select	lb.	.12— .16
Pow'd	lb.	.20— .25
Bay Laurel Leaves	lb.	.10— .15
Bay Rum, Porto Rico, bbls.,		
45 gals.	gal.	1.75— 1.80
½-bbls., 25 gals.	gal.	1.85— 1.90
Kegs, 10 gals.	gal.	2.00— 2.10
Less	gal.	2.15— 2.25
St. Thomas, bbls., 60 gals.	gal.	2.40— 2.45
½-bbls., 28 gals.	gal.	2.50— 2.55
Kegs, 10 gals.	gal.	2.60— 2.70
Less	gal.	2.75— 2.85
Bots. 6s	doz.	7.00— 9.00
Bay Spirits, Rise's	doz.	—10.50
Bayonet Root	lb.	.25— .30
Bdellium Gum	lb.	.30— .33
Beans, Cacao (Cocoa)	lb.	.45— .50
Calabar	lb.	— .30
Castor	lb.	— .20
Croton	lb.	— .35
Divi Divi	lb.	.03— .05
Pichury	lb.	— .50
St. Ignatius	lb.	— .40
Pow'd	lb.	.45— .50
St. John's (St. John's Bread)	lb.	.07— .10
Tonca, Angostura, long	lb.	.88— .90
Para, Short	lb.	.40— .50
Vanillin, Mexican, long, 8-9 in.	lb.	10.00—11.00
Medium	lb.	9.50—10.00
Short	lb.	6.50 - 7.00
Cut	lb.	5.50— 6.00
Granulated	lb.	— 8.00
Bourbon, 6-7½ inches long	lb.	5.00 - 5.50
Tahaiti	lb.	2.75— 3.00
Wild (Vanillons)	lb.	1.60— 1.75
Shoemaker's, (Vanillon), Powd.	lb.	4.00— 4.50
Bearswort Root	lb.	— .20
Bebeerine, Alk., Pure, 1-oz. v.	oz.	— 2.05
Muriate, 1-oz. v.	oz.	— 1.50
Sulphate, 1-oz. v.	oz.	— 1.49
Beech Bark	lb.	— .20
Leaves, Pressed, ozs.	lb.	— .25
Beech Drop (Cancer Rt.)	lb.	— .25
Bees Wax (see Wax).		
Belladonna Juice	lb.	1.40— 1.50
Leaves, English, 1-lb. bots.	lb.	— 1.35
Belladonna, Leaves, 1-lb. cans	lb.	— 1.20
Cultivated, S. & C.	lb.	— .50
German, New	lb.	.20— .25
Powdered	lb.	.27— .30
Root	lb.	.15— .20
Powdered	lb.	.20— .25
Belladonnine, 15-gr. v.	ea.	— .75
Bellwort Herb, Pressed	lb.	— .40
Root, Pressed	lb.	— .45
Benne Leaves, Pressed, ozs.	lb.	.60— .65
Benzaldehyde, C. P. (Oil Bitter Almonds)	lb.	— 6.00
Artificial	lb.	— 1.00
Nitro Ortho	grm.	— .30
Benzamide	oz.	— 2.00
Benzanilide, 1-oz. v.	oz.	— 1.25
Benzidine, C. P.	oz.	— 1.25
Benzine, 71 degrees	gal.	— .25
C. P., Medicinal, 80 degrees	lb.	— .50
Benzoin, Marbled, extra	lb.	.55— .60
Fair	lb.	.38— .45
Powdered	lb.	.45— .50
Siam (Vanilla)	lb.	1.25— 1.50
Benzoinol and Combinations, 4-oz.	doz.	— 4.00
Pint	doz.	— 9.00
5-pint	ea.	— 3.50
Benzol, Com'l, 50 per cent.	gal.	— .90
Pure, 90 per cent.	lb.	.20— .25
C. P.	lb.	— .85
From Benzoic Acid	oz.	— 1.00
Benzol Hexachlor	oz.	— 2.25
Benzole, C. P., from Coal Tar, 1-lb. bots.	lb.	— 1.25
Benzole Chloride, Pure	oz.	— .39
Benzonaphthol, 1-lb. bots.	lb.	— 2.00
½-lb. bots.	lb.	— 2.10
¼-lb. bots.	lb.	— 2.20
1-oz. bots.	oz.	— .22
Benzonitrile, ozs.	oz.	— 1.50
Benzophenone	oz.	— 1.00
Benzosol, 1-oz. v.	oz.	— 1.25
Benzoyl Chloride, C. P.	lb.	— 5.00
	oz.	— .40
Eugenol	oz.	— 1.00
Guaiacol	oz.	— 1.30
Phenyl-hydrazine	oz.	— 2.00
Benzoyl pseudo tropeine Hydrochlorate (See Tropacocaine).		
Benzyl Acetate	lb.	6.50— 7.50
Chloride	lb.	— 2.50
Cyanide	oz.	— 1.05
Iodide	oz.	— 3.10
Sulphide	oz.	— 1.05
Berberine, C. P., ⅛-oz. v.	ea.	.60— .65
Carbonate, oz. v.	oz.	— 5.00
Citrate, 15-gr. v.	ea.	.70— .75
Muriate, 1-oz. v.	oz.	— 1.84
Phosphate	oz.	— 3.75
Sulphate, 1-oz. v.	oz.	1.45— 1.50
Berberis Aquifolium, bark	lb.	.30— .35
Root	lb.	.22— .25
Bergamiol (Linalyl Acetate)	lb.	—15.00
Bergamot Peel	lb.	.90— 1.00
Powd.	lb.	— 1.10
Bergblau (Copper Carb., Nat.)	lb.	— .75
Berlinerblau (Iron Ferrocyanide)	lb.	— .55
Beryllium, Powder, 15-gr. v.	ea.	—12.00
Carbonate, 15-gr. v.	ea.	— .25
Chloride, 15-gr. v.	ea.	.15— .25
Hydrate, 15-gr. v.	ea.	— .55
Nitrate, 15-gr. v.	ea.	— .25
Oxide, 15-gr. v.	ea.	— .50
Sulphate, 15-gr. v.	ea.	.15— .25
BetaEucaine (Eucaine Hydrochlor., B)	oz.	3.50— 3.60
Tablets, 1½-gr., 10 tablets in tube, 5 tubes in box incl.	box.	— .80
5-gr., 10 in tube, 5 tubes in box	box.	— 2.25
Beta-Eucaine Lactate, ⅛ & ¼ ozs.	oz.	— 3.60
½-oz. & 1-oz.	oz.	— 3.50

See the Era each week for all changes in these prices.

Beth Root	lb.	—	.30
Betin (Eclectic powder), 1-oz. v.	oz.	—	1.80
Bilirubin in 1½-gr. v.	ea.	—	4.00
Binitrobenzol Meta, Coml.	lb.	.60—	.70
Pure	oz.	.20—	.25
Biodal	oz.	.75—	.85
Biogen, ozs.	oz.	1.00—	1.25
Tablets	oz.	1.00—	1.25
Betol (lb., 6.00)	oz.	—	.60
Betonica, Herb, Pressed, ozs.	lb.	—	.43
Birch Bark, Betula	lb.	.12—	.15
Bird Seed, Mixed, Cartons	lb.	.06—	.08
Bisformasal	oz.	.50—	.60
Bismal, 1-oz. v.	oz.	—	.79
Bismuth, Acetate	oz.	—	.39
Albuminate	oz.	—	.55
Benzoate, 1-oz. v.	oz.	—	.50
Beta Naphthol (Orphol)	oz.	—	.80
Tablets, 5-grs. (50 in v'l)	ea.	—	.60
Borosalicylate	oz.	.70—	.75
Bromide, 1-oz. v.	oz.	—	.55
Butyrate	oz.	—	1.10
Camphorate	oz.	2.00—	2.10
Carbolate	oz.	.85—	.90
Carbonate (see Subcarb).			
Chloride	oz.	.50—	.57
Chromate	oz.	—	.75
Citrate (lb., 2.90)	oz.	.23—	.27
Citrate and Ammonium	oz.	.25—	.30
1-lb. bots.	lb.	3.00—	3.15
Solution, 1-lb bots.	lb.	—	.26
Hydrate (lb., 3.65)	oz.	.29—	.33
Iodate	oz.	—	1.60
Iodide, 1-oz. v.	oz.	.55—	.60
Lactate, 1-oz. v.	oz.	—	.49
Lactophosphate, 1-oz. v.	oz.	—	.60
Metallic	lb.	3.00—	3.25
C. P.	lb.	—	3.00
Molybdate	oz.	—	1.45
Nitrate, crystals, pure	oz.	—	.25
Precip. (see Subnitrate.)			
Oleate	oz.	—	25.
Oxalate, 1-oz. v.	oz.	.35—	.40
Oxide, Pure Trioxide	oz.	—	.40
Hydrated pure (lb., 3.65)	oz.	—	.30
C. P.	oz.	—	.60
Oxychloride, 1-lb. bots.	lb.	3.05—	3.20
	oz.	.25—	.30
Oxyiodide (lb., 4.80)	oz.	—	.40
Oxyiodogallate	oz.	—	1.50
Pancreatinized	oz.	—	.55
Peptonized	oz.	—	.50
Permanganate	oz.	—	1.30
Phenol	oz.	—	.80
Phosphate	oz.	—	.39
Soluble, 1-oz. v.	oz.	—	.70
Propionate	oz.	—	1.70
Pyrogallate (Helcosol)	oz.	—	1.25
Salicylate, 64 p.c. (lb., 3.20)	1-oz. v. oz.	.25—	.30
40 p. c. (lb., 2.95)	oz.	.25—	.30
Sub-benzoate (lb., 3.60), 1-oz. v.	oz.	.28—	.32
Subcarbonate (1-lb. bot., 3.05)	oz.	.25—	.30
Subgallate (Dermatol), (1-lb. v., 2.80)	oz.	.23—	.28
Subiodide (see Oxyiodide).			
Subnitrate, 1-lb. bots.	lb.	2.50—	2.60
French style	lb.	—	2.70
Genuine French, drops	lb.	—	3.00
Sulphate	oz.	—	.40
Sulphide	oz.	—	.60
Sulpho-carbolate	oz.	—	.80
Tannate, 1-oz. cartons	oz.	—	.25
Tartrate, 1-oz. v.	oz.	—	.60
Tribromphenol	oz.	—	.50
Tungstate	oz.	—	1.05
Valerianate	oz.	—	.36
Bismurose, oz.	oz.	—	.50
Bisol, 1-oz. v.	ea.	—	.75
Bistort Root	lb.	.30—	.35
Bitter Bugleweed, herb	lb.	—	.30
Bitter Root	lb.	.25—	.30
Powdered	lb.	.35—	.38
Bittersweet, leaves	lb.	—	.45
Twigs, cut	lb.	.15—	.18
Bitumen	lb.	.50—	.60
Biuret	oz.	—	5.00
Black Alder, bark	lb.	.18—	.20
Black Ash, bark	lb.	.18—	.20
Blackberry, Root	lb.	.15—	.18
Bark	lb.	.16—	.20
Black Cherry, bark	lb.	.12—	.15
Black Cohosh Root	lb.	09—	.11
Crushed	lb.	.12—	.14
Powdered	lb.	.18—	.22
Black Drop (Vinegar of Opium)	lb.	—	1.00
Black Flux	lb.	—	1.75
Black Haw	lb.	.30—	.35
Black Hellebore, Root	lb.	.15—	.18
Powdered	lb.	.20—	.22
Black Oak, bark	lb.	.10—	.12
Black Root (see Culver's Root)			
Black Walnut, bark	lb.	—	.20
Peelings	lb.	.25—	.30
Leaves, pressed, ozs.	lb.	—	.30
Black Willow, bark	lb.	.15—	.20
Blackberry, Root	lb.	.15—	.18
Bark	lb.	.18—	.20
Bladder Wrack	lb.	.15—	.20
Bladders	doz.	.67—	.75
Blancoline, 1-lb. tins	lb.	—	.30
5-lb. tins	lb.	—	.25
25-lb. tins	lb.	—	.20
Liquid, 1-lb. bots	lb.	—	.30
5-lb. cans	lb.	—	.25
5 gal. cans	gal.	—	1.50
Blatta Orientalis, Cockroach	oz.	.50—	.60
Blazing Star Root	lb.	—	.35
Blennostasine	oz.	—	1.00
Blessed Thistle, Leaves, Pressed ozs.	lb.	—	.35
Blind Nettle Flowers	lb.	1.50—	1.75
Blood, Dried	lb.	.10—	.12
Blood Root (see Sanguinaria).			
Bloodstone	lb.	.75—	1.00
Powd.	lb.	—	.50
Long	lb.	1.25—	1.75
Blue Cardinal, Herb	lb.	—	.34
Blue Centaury (Cyanus Flowers)	lb.	1.00—	1.25
Blue, China, Lumps	lb.	.40—	.50
Blue Cohosh	lb.	.15—	.18
Powdered	lb.	.23—	.28
Blue Flag Root	lb.	.18—	.22
Blue Mass (Blue Pill)	lb.	—	.50
Powdered	lb.	—	.56
English, 1-lb. rolls	lb.	1.00—	1.10
Blue, Nuremburg	lb.	—	.40
Blue, Potter's	lb.	.30—	.35
Blue, Soluble, Tieman's	lb.	.40—	.50
Blue, Ultramarine	lb.	.10—	.15
Blue, Vervain, herb	lb.	—	.24
Root	lb.	—	.34
Blue Vitriol (see Copper Sulphate).			
Boldine, Alkaloid, 15-gr. v.	ea.	—	3.00
Boldo Leaves	lb.	.30—	.40
Bole, Armenian	lb.	.08—	.10
Powdered	lb.	.10—	.12
Red	lb.	—	.05
Powdered	lb.	—	.10
White	lb.	—	.05
Powdered	lb.	—	.08
Boletus Cervinus	lb.	.25—	.30
Ignarius (see Spunk).			
Bone Ash	lb.	.04—	.08
Dust, Pure White	lb.	.15—	.20
Bone, Cuttlefish	lb.	.30—	.35
Powdered	lb.	.15—	.20
Jewelers'	lb.	.60—	.65
Extra fine	lb.	.75—	.80
Extra large	lb.	.85—	1.00
Boneset, Leaves and Tops	lb.	—	.20

Borage Flowers	lb.	.50—	.55
Herb	lb.	—	.30
Leaves, Pressed, ozs.	lb.	.35—	.38
Borax, Refined bbls	lb.	.08—	.08½
Less	lb.	.09—	.12
Glass	lb.	—	.50
Granular, C. P., 1-lb. cartons	lb.	—	.22
Powdered, bbls. and cases	lb.	.08½—	.09
Less	lb.	.10—	.12
20 Mule Team, 1-lb, ctn.	lb.	.10—	.12
¼-lb. carton	lb.	.11—	.14
½-lb carton	lb.	.10½—	.13
1-lb. Sifting Top tin	lb.	.13—	.16
2-lb. ctn.	lb.	.09¾—	.10½
5-lb. ctn.	lb.	.09½—	.11
C. P., 1-lb. cartons	lb.	—	.22
Smith's, ½-lbs	lb.	—	.16½
1-lb.	lb.	—	.16
Boroform	oz.	1.20—	1.30
Boro-Glyceride	lb.	—	1.25
50 p. c. solution	lb.	—	.50
Boroglyceride, Calcium	oz.	—	.35
Sodium	oz.	—	.30
Boron, Metal, Cryst., 15-gr. v.	ea.	—	4.00
Amorph., 15-gr. v.	ea.	—	.75
Carbide	oz.	—	.65
Chloride, 15-gr. v.	ea.	—	.75
Boules de Mars	lb.	.30—	.40
Bouvardia	oz.	—	1.75
Bovista Vera	lb.	—	.40
Brasilin	grm.	—	.25
Breast Tea	lb.	.30—	.35
Brimstone (see Sulphur Roll).			
Bromal	oz.	—	2.00
Bromalhydrate	oz.	—	1.25
Bromalin	oz.	—	1.25
Bromamide	oz.	—	1.50
Brom-Elgon	oz.	—	.50
Bromella	oz.	—	1.00
Bromine, 1-lb. bots.	lb.	—	.70
1-oz. v., tin inc.	oz.	—	.19
Chloride, 1-oz. sealed tube	oz.	.50—	.60
Cyanide	oz.	—	3.00
Iodide, 1-oz. v.	oz.	—	.85
Solidified in sticks	oz.	.25—	.30
Bromipin, 10 p. c., oz. v., incl.	ea.	.20—	.25
¼ lbs.	lb.	—	2.35
½ lbs.	lb.	—	2.20
1 lbs.	lb.	—	2.10
Bromo-Chloral	lb.	—	1.30
Bromocoll, ozs.	oz.	—	.75
Oint., oz. jar	oz.	—	.25
Oint., ¼-lb. jar	ea.	—	.75
Bromoform, lbs., ½-lbs., ¼-lbs.	lb.	1.75—	1.95
1-oz. v.	oz.	—	.19
Bromo-Hemol	oz.	—	.80
Bromo-Oxygen, qts.	doz.	—	4.20
In dem.	gal.	—	.65
In carboys	gal.	—	.50
Bromo-Salicylate Soda	oz.	—	1.50
Broom Tops	lb.	—	.25
Juice	lb.	1.25—	1.35
Brucine, ⅛-oz. v.	oz.	—	1.75
Hydrobromate, ¼-oz. v.	oz.	—	1.75
Hydrochlorate, ¼-oz. v.	oz.	—	1.75
Nitrate, ⅛-oz. v.	oz.	—	1.75
Phosphate, ¼-oz. v.	oz.	—	1.75
Sulphate, ¼-oz. v.	oz.	—	1.75
Bryonin (Eclectic Powder)	oz.	—	.75
Bryony Root	lb.	.25—	.28
Buchu Leaves, Long	lb.	.75—	.80
Powdered	lb.	.85—	.90
Short	lb.	.25—	.35
Powdered	lb.	.30—	.40
Buckbean, Leaves, Pressed, ozs.	lb.	—	.37
Root	lb.	—	.40
Buckhorn Brake Root	lb.	—	.34
Buckthorn, Bark	lb.	—	.15
Berries	lb.	—	.25
Buds, Balm of Gilead	lb.	.45 —	.50
Ground	lb.	—	.45
Buds, Black Willow	lb.	—	.35
Cassia	lb.	.25—	.30
Orange (Unripe Fruit)	lb.	.10—	.12
Pine	lb.	—	.25
Bugle Herb., Bitter or Sweet	lb.	—	.30
Burdock Leaves, Pressed, ozs.	lb.	—	.35
Root, Crushed	lb.	.15—	.18
Seed	lb.	—	.20
Butter Antimony (see Sol. Antimon. Chlor.).			
Butternut, Bark of Root	lb	—	.20
Leaves	lb.	—	.28
Button Snake Root	lb.	—	.30
Butylchloral (see Croton Chloral).			
Butyl-Hypnal	oz.	.50—	.55
Iodide (secondary)	oz.	—	5.00
Nitrate	oz.	—	1.25
Butyl-Iso-Phenyl	oz.	—	2.75
Butyrin, 15-gr. v.	ea.	.50—	.60
Buxin (see Bebeerine).			

C

Cacao, Butter, Baker's, 12-lb boxes or less	lb.	.40—	.50
White, boxes or less	lb.	.45—	.55
Barker's	lb.	—	.45
10c-rolls	doz.	—	.80
Bensdorp's, 12-lb. boxes	lb.	—	.50
Case lots (6 boxes)	lb.	—	.45
Brooker's	lb.	.35—	.40
Dutch in 12-lb. boxes	lb.	.38—	.40
Huyler's, Unwrapped, 12-lb. boxes or less	lb.	.35—	.45
Wrapped, 12-lb. boxes or less	lb.	.36—	.46
In rolls	doz.	—	.75
Maillard's, 12-lb. boxes	lb.	.38—	.45
Schieffelin's	lb.	.40—	.45
Cacodiacol (Gualacol Cacodylate).			
Cadformasal	oz.	.50—	.60
Cadmium, Acetate, 1-oz. v.	oz.	.25—	.30
Borowolframate, 1-oz. v.	oz.	—	1.60
Solution 328	oz.	—	.60
Bromide, 1-oz. v.	oz.	—	.19
Carbonate, 1-oz. v.	oz.	—	.44
Chlorate, 1-oz. v.	oz.	—	.65
Chloride, 1-oz. v.	oz.	—	.24
Anhydrous, C. P.	oz.	—	.29
Citrate	oz.	—	.75
Fluoride, 1-oz. v.	oz.	.70—	.75
Formate	oz.	—	.80
Hydrate	oz.	—	.60
Iodate	oz.	—	1.55
Iodide, 1-oz v.	oz.	.32—	.36
Metallic (lb., 1.35)	oz.	—	.22
Powdered, 1-oz. v.	oz.	—	.50
Nitrate, 1-oz. v.	oz.	—	.21
Oxalate	oz.	—	.35
Oxide, 1-oz. v.	oz.	.40—	.50
Salicylate, 1-oz v.	oz.	—	.34
Sulphate, Pure, 1-oz. v.	oz.	—	.21
Sulphide, 1-oz. v.	oz.	—	.32
Sulphite	oz.	.60—	.64
Sulpho-Carbolate	oz.	—	.60
Tartrate, 1-oz. v.	oz.	—	.64
Valerianate, 1-oz. v.	oz.	1 00—	1.10
Cadmium and Ammon Bromide	oz.	—	.25
Caesium, Aluminated, 15-gr. vials	ea.	—	.25
Bichromate, 15-gr. v.	ea.	—	.75
Bisulphate, 15-gr. v.	ea.	—	.75
Bitartrate, 15-gr. v.	ea.	—	.75
Bromide, 15-gr. v.	ea.	—	.75
Carbonate, 15-gr. v.	ea.	—	.8
Chloride, 15-gr. v.	ea.	.25—	.30
Cyanide, 15-gr. v.	ea.	—	.80
Hydrate, 15-gr. v.	ea.	—	.85
Iodide, 15-gr. v.	ea.	—	.75
Nitrate, 15-gr. v.	ea.	—	.75
and Rubidium Chloride, 15-gr. v.	ea.	.40—	.45
Sulphate, 15-gr. v.	ea.	—	.75

Caffeine, pure, 1-oz. v. or carton	oz.	.29—	.31
Acetate, oz. v.	oz.	—	.31
Arsenate, ⅛-oz. v.	oz.	—	1.50
Arsenite, ⅛-oz. v.	oz.	—	1.50
Benzoate, oz. v.	oz.	.31—	.35
Borate, ⅛-oz. v.	oz.	—	1.50
Borocitrate, ⅛-oz. v.	oz.	—	1.50
Bromide, 1-oz. v.	oz.	—	.31
Carbolate, ⅛-oz. v.	oz.	—	2.00
Cinnamylate, 1-oz. v.	oz.	—	.75
Citrated, 1-oz. v. or carton	oz.	.21—	.23
Di-iodide, Hydriodate, ⅛-oz. v.	oz.	2.50—	2.75
Hydrobromate, ⅛ and 1-oz. v.	oz.	.31—	.51
Gran. effer.	lb.	—	.50
Hydrochlorate (true salt)	oz.	.35—	.55
Lactate, ⅛-oz. v.	oz.	—	1.85
Muriate, 1-oz. v.	oz.	.35—	.55
Nitrate, ¼-oz. v.	oz.	.65—	.70
Phosphate, ⅛-oz. v.	oz.	—	.55
Phthalate, ⅛-oz. v.	ea.	—	.35
Salicylate, ⅛-oz. v.	oz.	—	.55
Succinate, ⅛-oz. v.	oz.	—	2.50
Sulphate, 1-oz. v.	oz.	—	.35
Tannate, ⅛-oz. v.	ea.	—	.65
Valerianate, 1-oz. and ⅛ths	oz.	.40—	.60
Sodium Benzoate, 1-oz. v.	oz.	—	.33
Caffeine & Sodium Brom., 10-grm. v.	ea.	—	.50
Cinnamate, 5-grm. v.	ea.	—	.35
Salicylate	oz.	—	.33
Caffein-formosal, ozs.	oz.	.75—	.85
Caff-Iodoform (1 lb., 4.50)	oz.	—	.35
Ointment (10 p. c. Iodoform)	lb.	—	1.25
Cahinca (Cainca Root)	lb.	.90—	1.00
Calabar Bean	lb.	—	.30
Calabarine (see Physostigmine).			
Calamine, Dark or Light	lb.	.10—	.12
Calamus Root, Natural	lb.	.12—	.15
Peeled	lb.	.16—	.18
Powdered	lb.	.22—	.25
White, Peeled and Split	lb.	.45—	.50
Calcitrapa Flowers	lb.	.40—	.45
Calcium Acetate, pure (lb., .75)	oz.	—	.19
Com'l	lb.	—	.10
Albuminate, 1-oz. v.	oz.	—	.79
Antimony Sulphide	oz.	—	.15
Arsenate, 1-oz. v.	oz.	—	.25
Arsenite, 1-oz. v.	oz.	—	.29
Benzoate, 1-oz. v.	oz.	—	.19
Bichromate	oz.	.50—	.54
Bimalate	oz.	—	1.00
Biphosphate	oz.	—	.30
Bisulphate, pure	oz.	—	.29
Bisulphite, liquid, 1-lb. bots.	lb.	—	.40
Bitartrate	oz.	.35—	.40
Borate	oz.	.15—	.25
Borocitrate, 1-oz. v.	oz.	.30—	.35
Bromate	oz.	—	.39
Bromide, 1-lb. bots.	lb.	—	.60
1-oz. v.	oz.	—	.12
Butyrate, pure, 1oz. v.	oz.	.20—	.30
Carbide	lb.	—	.30
Carbolate, pure	lb.	1.00—	1.25
Carbonate (See Chalk).			
Chlorinated (see Lime).			
Chlorate, 1-oz. v.	oz.	.25—	.30
Chloride, crude	lb.	.08—	.10
Fused	lb.	—	.24
Gran.	lb.	—	.25
Gran., Crude	lb.	—	.25
Pure, Dry	lb.	—	.25
Fused, Anhydrous	lb.	—	.60
Chlor.-Hydrophosphate, dry, oz. vial	oz.	—	.28
Chlorinated (see Lime.			
Chromate, Com'l	lb.	—	.20
Pure (lb., 2.00), 1-oz. v.	oz.	.15—	.20
Cinnamate	oz.	—	1.50
Citrate, 1-oz. v.	oz.	—	.25
Eosolate, ozs.	oz.	.75—	.80
Fluoride	lb.	—	.06
Powdered	lb.	—	.10
C. P. Precip.	lb.	—	1.50
Calcium, Formate, 1-oz. v.	oz.	—	.25
Glycerino-phosphate (lb., 3.25)	oz.	—	.30
Glycerophosphate, S. & G., ozs.	oz.	.30—	.35
Tablets, 5-gr., 50 in box	ea.	—	.30
Hippurate, 1-oz. v.	oz.	—	1.29
Hypophosphite, 1-lb. bots.	lb.	—	.63
1-oz. v.	oz.	—	.12
and Sodium, 1-oz. v.	oz.	—	.14
Hyposulphite	lb.	1.10—	1.20
Purified	lb.	—	1.40
Iodide, 1-oz v.	oz.	.36—	.40
Iodide, 1-oz. v.	oz.	—	.37
Iodo-Bromide, 1-oz. v.	oz.	—	.90
Lactate, 1-oz. v.	oz.	—	.17
Lactophosphate, powd. (lb. 1.10)	oz.	—	.15
Cryst., So., (lb., 1.25)	oz.	.15—	.17
Metallic, 15-gr. v.	ea.	—	10.00
Nitrate, 1-oz. v.	oz.	—	.14
Osmate, 15-gr. v.	ea.	—	2.50
Oxalate, 1-oz. v.	oz.	.10—	.14
Oxide, Burnt Lime	lb.	—	.05
C. P.	lb.	—	.40
Permanganate	oz.	—	1.07
Phosphate, Precip.	lb.	.17—	.19
C. P.	lb.	.80—	.90
Phosphide, 1-oz. v. and tin case	oz.	—	.50
Phosphite, 1-oz. v.	oz.	.70—	.80
Picrate	oz.	—	.25
Picronitrate, 1-oz. v.	oz.	.25—	.30
Pyrophosphate, 1-oz. v.	oz.	—	.30
Saccharated, 1-oz. v.	oz.	—	.19
Salicylate	oz.	—	.22
¼-lbs.	lb.	—	3.25
½-lbs.	lb.	—	3.40
1-lbs.	lb.	—	3.50
Santoninate, 1-oz. v.	oz.	.50—	.55
Selenite	oz.	—	3.00
Silicate, 1-oz. v.	oz.	—	.30
Succinate	oz.	.50—	.55
Sulphate, Precip., pure	lb.	—	.40
Sulphide (see Lime, Sulphurated).			
Sulphite, Neutral, for Cider	lb.	—	.14
5-oz. bots.	doz.	—	1.35
5-oz. Cartons, for Cider	doz.	.83—	.90
Pure	lb.	—	.75
Sulphocarbolate	oz.	—	.11
Tannate, 1-oz. v.	oz.	.25—	.30
Tartrate, 1-oz. v.	oz.	—	.25
Tungstate, Cryst.	oz.	—	3.00
Urate, 1-oz. v.	oz.	—	1.00
Calendula Flowers	lb.	.50—	.60
Calformasal, ozs.	oz.	.50—	.60
Calomel, Bulk	lb.	.97—	.99
1-lb. bots. incl.	lb.	.97—	1.03
English, Howard's	lb.	1.10—	1.20
Camellin, 15-gr. v.	ea.	—	3.00
Camphacol, ozs.	oz.	—	1.00
Tablets, 2½-grs.	oz.	—	1.00
5-grs.	oz.	—	1.00
Camphor, refined, bbls	lb.	.75	.76½
Less	lb.	.78—	.82
Cases (¼-lb. cakes), 100 lbs., or less	lb.	.76½	.77
Powdered	lb.	.90	.95
Compressed, ozs., bxs. 25 lbs	lb.	.79	.79½
5-lbs.	lb.	—	.80
2-lbs.	lb.	—	.81
Benzoated, 1-oz. v.	oz.	—	.75
Carbolated, 1-oz. v	oz.	—	.50
Citrated, 1-oz. v.	oz.	—	.65
Dibromated, 1-oz. v.	oz.	—	.90
Monobromated (lb. bot., 1.45)	oz.	.16—	.20
Phenylate	oz.	—	.15
Salicylated, 1-oz. v.	oz.	—	.70
Valerianated	oz.	.60—	.65
Camphoroxol, ¼-lbs.	lb.	—	2.00
Canada Balsam, True	ea.	3.75—	4.25
16-oz. bots., incl.	doz.	7.25—	7.50
	lb.	.55—	.65
Canada Snake Root	lb.	.30—	.35
Powdered	lb.	—	.40
Canada Thistle Root	lb.	—	.23

Canadian Hemp (see Apocynum).			
Canadol	oz.	—	.35
Canary Seed, Sicily, clean (bags 240 lbs., .06½)	lb.	.07 —	.08
Smyrna (bags 240 lbs., .05¾)	lb.	.07 —	.08
Cancrom, 20 gm. flasks	ea.	—	7.50
Candy, Coltsfoot Rock, American	lb.	—	.35
English	lb.	—	.40
Horehound	lb.	—	.25
Rock candy strings	lb.	.10—	.12
Wormseed	lb.	.35—	.40
Cancer Root (see Beech Drop).			
Canella Bark, Select	lb.	.25—	.30
Powdered	lb.	.25—	.35
Cannabin, Resinoid, 15 gr. v.	ea.	—	.35
Cannabine, Alkaloid, 15-gr. v.	ea.	—	10.00
Tannate	oz.	—	2.54
15-gr. vial	ea.	—	.25
Cannabinon, 5-gr. vial	ea.	.40—	.50
Cannabis Indica Herb	lb.	1.20—	1.30
Siftings	lb.	1.00—	1.10
Cantharides, Chinese	lb.	.62—	.68
Powd.	lb.	.68—	.75
Russian, sifted	lb.	1.65—	1.80
Powdered	lb.	1.75—	1.90
Cantharidin, cryst., 15-gr. v.	ea.	—	1.80
5 gr. vial	ea.	—	.75
Caoutchouc, U. S. P.	lb.	—	1.50
Capsicin	oz.	—	.75
Capsicum, African, pods	lb.	.15—	.20
Powdered	lb.	.20—	.25
Caput Mortuum (see Iron Oxide).			
Carame (gall., .85)	lb.	.10—	.12
Caraway, Dutch	lb.	.10—	.12
Powdered	lb.	.15—	.18
Black	lb.	.25—	.30
Carbamid (see Urea).			
Carbazole	oz.	—	.60
Carbide Aluminum	oz.	—	1.50
Barium	oz.	—	.50
Boron	oz.	—	.60
Calcium	lb.	—	.30
Silicium	oz.	—	.20
Strontium	oz.	—	.50
Titan	lb.	—	1.50
Carbine, lb. bots.	ea.	—	.75
Carbon, Dichloride, liquid, 1-oz. v.	oz.	1.25—	1.50
Disulphide, 1-lb. bots.	lb.	.11—	.13
Pure	lb.	—	.30
Tetra Chloride	lb.	.23—	.30
C. P.	lb.	—	1.25
Trichloride, Cryst.	oz.	—	.75
Carbonol	pt.	—	.45
5-pt.		—	1.60
gal.		—	2.00
Comp.	pt.	—	1.10
Carborundum, Powd.	lb.	—	.50
Cardamom Seed, Aleppy, long	none in market		
Powdered	none in market		
Decorticated	lb.	—	.85
Malabar, short	lb.	.80—	.90
White, bleached	lb.	.90—	1.00
Vera	lb.	1.00—	1.10
Card Teeth	lb.	.08—	.10
Cardol, puriens	lb.	—	.40
Vesicans	oz.	—	.40
Carduus Benedictus, Seed	lb.	.25—	.30
Marianus, Seed	lb.	.20—	.25
Carex, Root, German Sarsaparailla	lb.	.15—	.18
Carline, Thistle Root	lb.	—	.20
Carmine, Pure, Scarlet	lb.	4.25—	4.50
No. 40, 1-oz. v.	oz.	.30—	.35
No. 20, 1-oz. v.	oz.	.22—	.25
No. 12, 1-oz. v.	oz.	.20—	.23
No. 8, 1-oz. v.	oz.	.18—	.20
No. 6, 1-oz. v.	oz.	.14—	.16
Carnine, 1½-gr.	ea.	—	1.00
Carnauba Root	lb.	—	1.25
Carold, 1-oz. v.	ea.	—	1.25
Carpaine Hydrochloride, 5-gr. v.	ea.	—	1.00
Carpenter's Square Herb, pressed, ozs.	lb.	—	.30
Carrion Flower (see Jacob's Ladder).			
Carthamin, 15-gr. v.	ea.	—	1.00
Carvachol	lb.	—	8.00
Carvol	lb.	2.25—	2.50
Caryophylline, 1-oz. v.	oz.	—	3.50
Cascara Amarga, Herb	lb.	.40—	.50
Sagrada Bark	lb.	.20—	.25
Powdered	lb.	.30—	.35
Cascarilla Bark	lb.	.20—	.25
Powdered	lb.	.25—	.30
Cascarin (Eclectic powder)	oz.	—	.60
Casein	lb.	.40—	.50
C. P.	lb.	2.35—	2.50
Cashew Nuts	lb.	—	.25
Cassia, Bareana, Fl'd Ext.	oz.	—	1.00
¼-lbs., ½-lbs. and lbs.	lb.	—	12.00
China, Mats, 3-lbs.	lb.	.12—	.15
Powdered	lb.	.16—	.20
Fistula	lb.	.10—	.15
Saigon	lb.	.65—	.70
Powdered	lb.	.55—	.65
Cassie Flowers	lb.	1.50—	1.65
Castanea (see Chestnut).			
Castor Fiber	oz.	.75—	1.00
Powdered	oz.	1.10—	1.35
Castor Leaves, Pressed, ozs.	lb.	—	.30
Catechu, Medicinal	lb.	.14—	.16
Powdered	lb.	.25—	.30
(True Cutch), bales 105 lbs.	lb.	.11—	.12
1 and ½-lb. paper boxes	lb.	.14—	.16
(Terra Japonica or Gambier)	lb.	.12—	.16
Bales, 250 lbs.	lb.	.06½—	.07½
Cathartin (Acid, Cathartic)	oz.	.50—	.60
Catnip Leaves, Pressed, ozs.	lb.	—	.24
Caulophyllin (Eclectic Powder)	oz.	—	.36
Cedar Berries	lb.	—	.50
Cedrin, 15-gr. v.	ea.	—	8.00
Cedron Seed	lb.	—	1.50
Celandine Leaves (see Garden Celandine).			
Celery Seed	lb.	.12—	.15
Celestine	lb.	—	.20
Powdered	lb.	—	.25
Celloidin	oz.	—	.90
Granulated	oz.	—	.85
Cerasin (Eclectic Powder)	oz.	—	.45
Cerate, Calendula	lb.	—	.75
Cantharides	lb.	.60—	1.25
Goulard's U. S. P.	lb.	—	.50
Resin, U. S. P.	lb.	—	.50
Compound	lb.	—	.50
Savin	lb.	—	.50
Simple	lb.	—	.60
Spermaceti	lb.	—	.60
Turner's	lb.	—	.50
Zinc Carbonate, true	lb.	—	.50
Cerberin, 15-gr. v.	ea.	—	5.00
Cerebrin, 15-gr. v.	ea.	—	2.00
Cerebrine-Poehl 0.2 gm. Tablets, 50 in box	ea.	—	1.75
0.3 gm. Tablets, 50 in box	ea.	—	2.00
Hypod. 4-1 cc. vials in box	ea.	—	3.00
Ceresin, White	lb.	.25—	.30
Yellow	lb.	.23—	.27
Cerformasol, ozs.	oz.	.50—	.60
Cerite	lb.	—	1.00
Cerium, Acetate, 1-oz. v.	oz.	—	.80
Bisulphate, 1-oz. v.	oz.	—	.35
Bromide, 1-oz. v.	oz.	—	1.10
Carbonate, 1-oz. v.	oz.	.60—	.64
Chloride, 1-oz. v.	ea.	—	2.00
Lactate, 1-oz. v.	oz.	.35—	.40
Metallic, 15-gr. vial	ea.	—	4.00
Nitrate, 1-oz. v.	oz.	—	.24
Pure	oz.	1.25—	1.50
Oxalate, Pure	lb.	.45—	.47
	oz.	.07—	.09
Oxide, 1-oz. v.	oz.	—	.50
Sulphate, Cerous, 1-oz. v.	oz.	—	.40
Cetrarin, 15-gr. v.	ea.	.65—	.75
Cevadilla Seed (see Sebadilla).			

Chalk, Billiard ....gross.	.75—	.90
Blackboard (crayons) ....gross.	.10—	.12
Carpenters', white ....gross.	.75—	.85
French, Cut ....lb.	.12—	.15
Powdered, white ....lb.	.06—	.08
Precipitated, Eng., 14-lb. bdles.lb.	.08—	.10
Bbls., 220 lbs. ....lb.	.05½—	.07
Prepared, drops, boxes, 25 lbs. or less..lb.	.04—	.05
Extra, boxes, 5-lb....lb.	.07—	.08
English, Thomas, 8-lb. box, white..box.	—	.50
Pink ....box.	—	.65
Red, Common ....lb.	.05—	.06
Cut in Fingers ....lb.	.06—	.08
Tailors' ....box.	—	.50
White, bbls., 280 lbs. or less..lb.	.00¾—	.03
Chamomile Flowers, Belgian ....lb.	.20—	.25
Extra ....lb.	.25—	.30
German ....lb.	.27—	.30
Extra ....lb.	.30—	.35
Hungarian ....lb.	—	.25
Roman ....lb.	.26—	.30
Charcoal, Animal, Coarse Grains..lb.	.10—	.12
Fine, Ivory Black ....lb.	.03½—	.06
Chem. pure ....lb.	1.50—	1.65
From Blood ....lb.	2.50—	2.75
From Meat ....lb.	2.00—	2.25
From Sponge ....lb.	.75—	.90
Willow, powd., 1-lb. cartons....lb.	.12—	.15
¼-lb. boxes ....doz.	—	.75
Bots. Ellis' ....doz.	—	1.75
Wood ....lb.	.06—	.08
Cheken Leaves ....lb.	1.25—	1.40
Chelidonine, Pure, 15-gr. v....ea.	—	1.00
Muriate, 15-gr. v. ....ea.	—	1.00
Sulphate, 15-gr. v. ....ea.	—	1.00
Chelidony Root ....lb.	.25—	.30
Chelonin (Eclectic Powder) ....oz.	—	.90
Cherry Laurel Leaves ....lb.	.40—	.50
Cherries, Wild ....lb.	.30—	.40
Chestnut Bark ....lb.	.20—	.25
Leaves ....lb.	.15—	.20
Chewstick (Gouania Domingensis).lb.	.40—	.50
Powdered ....lb.	.50—	.60
Chian Turpentine ....oz.	.40—	.45
Chickweed, Herb, Pressed, ozs....lb.	—	.34
Chicle Gum ....lb.	.50—	.60
Chimaphilin (Electric Powder)....oz.	—	.60
China Root ....lb.	.25—	.30
Powdered ....lb.	.35—	.40
Chinaphenin, oz. carton....oz.	—	1.25
Chinium Lygosinatum, 10-grm. v...ea.	—	.70
Chinoidine, bulk ....lb.	—	.55
1-oz. rolls (100 ozs., 8c)....oz.	.10—	.12
Powdered, purif. ....oz.	—	.35
(100 ozs.) ....oz.	—	.30
Sulphate ....oz.	.20—	.25
Chinolin, pure ....oz.	—	.45
Salicylate ....oz.	—	.70
Sulphate ....oz.	—	1.00
Tartrate ....oz.	—	.45
Chinosol ....oz.	—	.75
Tablets, 12 in tube....ea.	—	.35
Chinotropin (½-ozs. and 1-ozs.)...oz.	—	2.00
Tablets, 7½-grs., 50 in box....ea.	—	1.75
Chionanthin (Eclectic Powder)....oz.	—	.75
Chiretta, bales, 100 lbs. or less....lb.	.10—	.20
Chloralamid, vials, 25 gm.(25v. .70),v.	—	.80
Chloral-ammonium, 1-oz. v....oz.	—	1.50
Chloralbacid ....oz.	—	1.00
Chloral Caffeine ....oz.	—	.85
Chloral Chloroform ....lb.	—	3.00
Chloral, Anhydrous ....oz.	.25—	.30
Chloral Hydrate, Crusts, Bulk, 28-lb. jar..lb.	—	1.10
1-lb. g. s. b. incl....lb.	—	1.25
½-lb. g. s. b. incl....lb.	—	1.35
¼-lb. g. s. b. incl....lb.	—	1.45
1-oz. g. s. vials incl....lb.	—	2.45
Chloral Hydrate, Cryst., 28-lb. jar..lb.	—	1.15
1-lb. g. s. b. incl....lb.	—	1.30
½-lb. g. s. b. incl....lb.	—	1.40
¼-lb. g. s. b. incl....lb.	—	1.50
1-oz. g. s. vials incl....lb.	—	2.50
Croton, 1-oz. v. incl....oz.	—	.40
Chloral, Hydrocyanate ....oz.	—	1.50
Chloralimide, 1-oz. ....ea.	—	5.00
Chloralose, ⅛-oz. v. ....oz.	—	2.75
Chlorchinon-tetra, 15-gr. v....ea.	30—	.35
Chloretone, ozs. ....oz.	—	.85
½-ozs. ....oz.	—	.90
3-grs., bots. of 100....ea.	—	.80
Capsules, 5-gr. 100's ....ea.	—	1.25
Chlorine Water (lbs.)....lb.	—	.30
Chloroform, 1 lb. bots. ....lb.	.35—	.40
Purified, 1-lb. bots. ....lb.	.45—	.55
Redist. Merck's ....lb.		.45
Chlorogenine, 15-grs. ....ea.	—	2.00
Chloropepsine ....oz.	—	.70
Chlorophyll, pure, 15-gr. v....ea.	—	.50
Tech., Pure ....oz.	—	.35
For Aqueous Sol. ....oz.	—	.35
For Alcoholic Sol. ....oz.	—	.35
Schuetze's ....oz.	—	.30
lb.	—	4.50
Green Coloring No. 1....oz.	—	.25
No. 2 ....oz.	—	.25
Chlorosalol ....oz.	.90—	1.00
Cholesterin, 15-gr. v. ....ea.	—	.60
Acetate, 1-oz. v....oz.	.50—	.55
Chromium, Acetate ....oz.	—	.45
Carbonate, 1-oz. v....oz.	.50—	.55
Chloride, 1-oz. v....oz.	—	.94
Solution 1-oz. v. ....oz.	—	.16
Fluoride, 1-oz. v....oz.	—	.55
Metallic, 15-gr. v....ea.	—	1.00
Nitrate ....oz.	—	.29
Oxalate, 1-oz. v....oz.	—	.50
Oxide, C. P., 1-lb. bot....lb.	—	1.10
Phosphate, 1-oz. v....oz.	—	.55
Sulphate, 1-oz. v. (lb., 2.00)...oz.	—	.22
Chrysarobin, 1-oz. v. (lb., 2.59)....oz.	.23—	.25
Chymosol, 100 tablets in bottle..doz.	—	6.00
Cimicifugin (Eclectic Powder)....oz.	—	.36
Cinchona Bark, Pale, Select....lb.	.30—	.35
Powdered ....lb.	.35—	.45
Red, E. I. ....lb.	.30—	.40
Granulated ....lb.	.36—	.38
Powdered ....lb.	.35—	.40
Yellow ....lb.	.30—	.40
Granulated ....lb.	.36—	.38
Powdered ....lb.	.35—	.45
Cinchonidine, Alkal'd, pure, 1-oz. v.oz.	—	.55
Bisulphate, 1-oz. v....oz.	—	.32
Borate, 1-oz. v. ....oz.	.75—	.80
Dihydrobromate ....oz.	—	.60
Muriate, 1-oz. v....oz.	—	.32
Salicylate, 1-oz. v....oz.	—	.36
Sulphate, 1-oz. v....oz.	—	.32
Cans, 5 and 10-ozs....oz.	—	.27
100 ozs. ....oz.	—	.24
Tannate, 1-oz. v. ....oz.	—	.40
Tartrate, 1-oz. v....oz.	—	.40
Cinchonidine and Iron, Cit. ....oz.	—	.19
Cinchonine (Cinchonia), 1-oz. v...oz.	—	.25
Bisulphate, 1-oz. v. ....oz.	—	.18
Benzoate, 1-oz. v. ....oz.	—	1.00
Iodosulphate, 1-oz. v. ....oz.	—	1.50
Muriate, 1-oz. v....oz.	—	.17
Salicylate, 1-oz. v. (lb., 2.00..oz.	—	.30
Sulphate ....oz.	—	.17
Tannate, 1-oz. v. ....oz.	—	.30
Cineraria Maritima, Juice, ½-oz. v.ea.	—	2.00
Cin. Iodoform, 2-oz. pkg. ....ea.	—	.60
Cinnabar ....lb.	1.50—	1.60
Cinnamic Aldehyde ....lb.	8.50—	9.00
Cinnamol, 15-gr. v. ....ea.	—	.15
Cinnamon, Ceylon ....lb.	.30—	.35
Powdered ....lb.	.35—	.40
Cinquefoil Herb, Pressed, ozs....lb.	—	.34
Citarin-Bayer ....oz.	—	.80

Citral, ozs. v.	ea.	.50—	.60
Citrine Ointment	lb.	—	.46
Citron, boxes, 40 lbs. or less	lb.	.18—	.22
Citronella, Aldehyde	lb.	7.00—	7.50
Citrophen-Ross	oz.	—	.90
Tabs, 5-gr. 100s	ea.	—	1.15
Tabs, 2½-gr. 100s	ea.	—	.60
Citrullin, 15-gr. v.	ea.	—	.75
Civet, 1-oz. v.	oz.	2.75—	3.00
Clay, China	lb.	.05—	.07
Pipe	lb.	.03—	.05
Powdered	lb.	.07—	.10
Potter's	lb.	.05—	.08
Cleaver's Herb, Pressed, ozs.	lb.	—	.35
Clematite	oz.	—	1.35
Cloves, in bales, 130 lbs., or less	lb.	.16—	.20
Powdered, pure	lb.	.21	.25
Clymene	oz.	—	.60
Cobalt, Cryst.	lb.	.20—	.25
Powdered (Fly Poison)	lb.	.25—	.30
Acetate, 1-oz. v.	oz.	—	.35
Ammon., Sulphate	lb.	—	2.00
Arsenate, 1-oz. v.	oz.	.55—	.60
Carbonate, 1-oz. v.	oz.	—	.34
Chloride (lb., $1.75)	oz.	—	.27
Chromate, 1-oz. v.	oz.	—	.30
Cyanide, 1-oz. v.	oz.	—	1.00
Metallic, C. P., 1-oz. v.	oz.	—	1.35
Nitrate, Cryst., (lb. 2.25)	oz.	.20—	.27
Oxalate, 1-oz. v.	oz.	.35—	.40
Oxide (Zaffre)	lb.	.45—	.50
C. P., 1-oz. v.	oz.	—	.34
Pure, for Glassmakers, A. K. C.	lb.	2.50—	3.50
Phosphate, 1-oz. v.	oz.	.50—	.55
Sulphate, 1-oz. v.	oz.	—	.24
Sulphide, Native	oz.	—	.60
Tartrate, 1-oz. v.	oz.	—	.78
Coca-ethyline, 15-grs.	ea.	—	1.50
Cocaine, Alkaloid, ⅛-oz. v.	oz.	—	5.00
1-oz. vials	oz.	—	4.75
Carbolate (see Cocaine Phenate.)			
Citrate, 1-16-gr. pellets, 10 in v.	doz.	—	1.00
Hydrobromate, ¼-oz. v.	ea.	—	.90
1-oz. vials	ea	—	6.75
Muriate, Cryst., Anhydrous, 5-gr. v.	ea.	—	.10
Muriate, 10-gr. v.	ea.	—	.15
15-gr. v.	ea.	—	.21
"Small Crystals"	oz.	4.00	4.25
Solution, 2 per cent., oz. v.	ea.	—	.45
4 per cent., oz. v.	oz.	—	.60
Oleate (5 p. c. Alk.), ⅛-oz v.	oz.	—	1.15
1-oz. v.	oz.	—	1.00
Phenate, v. containing 30 gr. of 50 p. c. Alcoholic solution	ea.	—	1.00
Salicylate, 5-gr.	ea.	—	.13
10-gr. v.	ea.	—	.20
15-gr. v.	ea.	—	.30
Sulphate, ¼-oz.	oz.	—	5.50
Tropa, 5 and 10-gr. v.	gr.	—	.08
1-gram v.	ea.	—	.95
Coca Leaves, Huanaco	lb.	.40—	.45
Ground	lb.	.45—	.50
Powdered	lb.	.50—	.60
Truxillo	lb.	.30—	.35
Ground	lb.	.35—	.40
Powdered	lb.	.40—	.45
Cocculus Indicus (Fish Berries)	lb.	.08—	.10
Powd	lb.	.20—	.25
Cochineal, Honduras	lb.	.65	.70
Powdered	lb.	.70	.75
Black	lb.	.75—	.80
Coloring, Liquid	lb.	—	.75
Cocoa Butter (see Cacao).			
Codeine, ¼-oz. v.	oz.	3.75—	4.00
Acetate, ¼-oz. v.	ea.	—	.75
Citrate, ⅛-oz. v.	ea.	—	.75
Hydrobromate, ¼-oz. v.	ea.	—	.65
Hydriodate, ¼-oz. v.	ea.	—	.75
Muriate, ⅛-oz. v.	oz.	3.60—	3.85
Codeine Nitrate, ⅛-oz. v.	oz.	3.80—	4.05
Phosphate, ⅛-oz. v.	oz.	3.60—	3.85
Salicylate, ⅛-oz. v.	ea.	—	.75
Sulphate, ⅛ oz. v.	oz.	3.40—	3.65
Valerianate, ⅛-oz. v.	ea.	—	.65
Coelstin	lb.	—	.25
Coffee, Acorn	lb.	.15—	.20
Colchicine, Crystal, pure	oz.	—	40.00
15-gr. v.	ea.	—	2.10
Amorphous, pure 15-gr. v.	ea.	—	4.50
Colchicum Root, Sliced, English	lb.	.35—	.40
German	lb.	.30—	.35
Powdered	lb.	.40—	.45
Seed, English	lb.	.85—	.90
Powdered	lb.	—	1.00
German, Ground	lb.	—	.40
Powdered	lb.	—	.50
Collargolum (Argentum Crede), ½ and 1 oz.	oz.	—	2.75
Collinsonin (Eclectic Powder)	oz.	—	1.65
Collodion, 1-lb. bots.	lb.	—	.77
1 oz. v. Cork Stopped	doz.	—	1.25
1-oz. v. Glass Stopped	doz.	—	2.35
Cantharidal	lb.	—	2.00
1-oz. v.	ea.	—	.17
Flexible	lb.	—	.77
Collodion Amyl Acetate	gal.	1.75—	2.00
Photographic	lb.	1.10—	1.25
Colocynth Apple, broken	lb.	.42—	.47
Selected	lb.	.55	.60
Powdered, cases, 25 lbs. or less	lb.	.60—	.65
Pulp, Powdered, 1-lb. cans	lb.	2.25—	2.50
Colocynthidin, pure, 15-gr. v.	ea.	—	.75
Colocynthin, C. P., 15-gr. v.	ea.	—	.75
(Eclectic Powder)	oz.	—	1.50
Coltsfoot Leaves, Pressed, ozs.	lb.	—	.26
Powdered	lb.	—	.30
Root	lb.	.30—	.35
Powdered	lb.	.40—	.45
Conessine, 15 gr. v.	ea.	—	5.00
Colombo Root, bales 60 lbs.	lb.	.04—	.05
Bright, select	lb.	.12—	.15
Crushed	lb.	.15—	.18
Powdered	lb.	.18—	.22
Comfrey Root, Crushed	lb.	.18—	.22
Composition Powder, 2-oz. papers	lb.	.40—	.45
Bulk	lb.	—	.25
Condurango Bark, True	lb.	.25—	.30
Powdered	lb.	.35—	.40
Confection, Aromatic	lb.	—	1.50
Bitter, Almond	lb.	—	1.00
Black Pepper	lb.	—	.75
Hips	lb.	—	.75
Opium	lb.	—	2.00
Orange Peel	lb.	—	.50
Rose, U. S. P.	lb.	.35—	.40
English, Allen's	lb.	—	.80
Scammony	lb.	—	3.50
Senna, U. S. P.	lb.	.35—	.40
English, Allen's	lb.	—	.55
Sulphur	lb.	—	.50
Theriac	lb.	—	.90
Conglutin, ozs.	oz.	—	1.50
Conhydrin, 15-grs.	ea.	—	1.00
Coniferin	oz.	3.50—	3.60
Coniine, Alkaloid, ⅛-oz. v.	ea.	—	1.00
Bromide, 15-gr. v.	ea.	—	.50
Hydrobromate, Cryst. 15-gr. v.	ea.	—	.50
Powdered, 15-gr. v.	ea.	—	.50
Muriate, ¼-oz. v.	lb.	1.85—	2.00
Conium, Juice	lb.	—	1.75
Leaves	lb.	.12—	.18
Powdered	lb	.22—	.25
Seed	lb.	.15—	.20
Contrayerva Root	lb.	—	1.75
Convallamarin, 15-gr. v.	ea.	—	.75
Convallarin, 15-gr. v.	ea.	—	.60
Coolwort Herb, Pressed, ozs.	lb.	—	.30
Copaiba, Angostura	lb	.55—	.60
Central American	lb.	.40—	.45

See the Era each week for all changes in these prices.

Copaiba, Para	lb.	.50—	.55
Solidifiable	lb.	.65—	.75
Solid	lb.	.75—	.85
Copal, Gum	lb.	.40—	.45
Copper, Acetate, pure distilled	lb.	—	.50
Albuminate	oz.	.30—	.35
Aluminated (Divine Stone)	lb.	—	.50
Pencils	doz.	—	1.75
Ammoniated, 1-lb. bots	lb.	—	.50
Arsenate, pure, 1-oz. v	oz.	—	.20
C. P., 1-oz. v	oz.	—	.30
Arsenite	oz.	—	.20
Benzoate, 1-oz. v.	oz.	.40—	.45
Bichloride, pure	oz.	—	.14
Borate, 1-oz. v.	oz.	.20—	.25
Bromide, 1-oz. v.	oz.	—	.32
Butyrate, 1-oz. v.	oz.	—	.84
Carbonate, Precip. (Green)	lb.	.25—	.28
(Bergblau)	lb.	—	.75
C. P., precipitated	lb.	.70—	.75
Chlorate, 1-oz. v.	oz.	—	.80
Chloride, Pure, Cryst., 1-lb. bot.	lb.	—	.60
Ammon., lb. bots	lb.	.75—	.85
White (lb., 2.50)	oz.	—	.28
Chromate, 1-oz. v.	oz.	—	.25
Liquid	lb.	—	.75
Citrate, 1-oz. v.	oz.	—	.29
Cyanide, 1-oz. v.	oz.	—	.19
Formate (Formiate)	oz.	—	.29
Iodide, 1-oz. v.	oz.	—	.42
Lactate, 1-oz. v.	oz.	—	.50
Metallic, Powdered, pure	oz.	—	.25
Reduced	lb.	—	1.50
Foil, C. P.	lb.	—	1.35
Granulated	lb.	.50—	60
Sheet, or clippings, pure	lb.	.40—	.50
Nitrate, 1-lb. bots	lb.	—	.45
Cryst., C. P.	lb.	.60—	.65
Nitrate, Ammoniated	oz.	—	.19
Nitro-prussiate	oz.	.40—	.50
Oleate, 1-oz. v.	oz.	—	.20
Oxalate, 1-oz. v. (1-lb. bots., 1.50)	oz.	—	.20
Oxide, Black, Pure, Powd., 1-lb. bots.	lb.	—	.50
Pure Gran.	lb.	—	1.75
Sub. (Red), Commercial	lb.	.50—	.60
Red, Pure (lb. 1.40)	oz.	—	.18
Oxychloride	oz.	—	.24
Phosphate, 1-oz. v.	oz.	—	.25
Phosphide, 1-oz. v.	oz.	—	.50
Salicylate, 1-oz. v.	oz.	—	.60
Scales	lb.	.30—	.35
Silicide	lb.	—	1.00
Subacetate, Lump (Verdigris)	lb.	.28—	.30
Powdered	lb.	.35—	.40
Sulphate (Blue Vit.), bbls., 350 lbs. (.06 lb.) or less	lb.	.07—	.10
Powdered	lb.	.12—	.14
Purif., 1-lb., Anhydrous, cans incl.	lb.	—	.85
Purif. Gran.	lb.	.19—	.21
Pure, Cryst.	lb.	.19—	.21
Pencils, S. & Co.	doz.	—	1.00
Mounted, S. & Co.	doz.	1.80—	2.00
Sulphide, fused, granulated and powdered	lb.	.95—	1.05
Sulphocarbolate	oz.	—	.19
Tannate, 1-oz. v.	oz.	.22—	.27
Tartrate (1-lb. bots., 1.25)	oz.	.15—	.18
Copper and Ammon. Chlor.	lb.	—	.75
Potass.	lb.	—	.75
Copperas (see Iron Sulphate.)			
Copperdine, for scale	lb.	—	
Coraline	oz.	.10—	.15
Corals, white	lb.	—	.20
Precip.	lb.	—	.30
Red	lb.	—	.30
Precip.	lb.	—	.40
Cordial, Anise	lb.	—	.65
Godfrey's	lb.	—	.50
Coriander, English	lb.	.08—	.11
Powdered	lb.	.20—	.22
German, Ground	lb.	.08—	.10
Powdered	lb.	.15—	.18
Corn Ergot	lb.	—	.35
Cornestrin, grain	gr.	—	1.25
Corn Flowers	lb.	—	1.00
Cornin (Eclectic Powder)	oz.	—	.50
Cornu Cervi, Calcined	lb.	.10—	.12
Rasped	lb.	.25—	.30
Cornutin (Ecboline), 15-gr. v.	ea.	—	14.00
Citrate, 5-gr. v.	ea.	—	5.00
Coronillin, 15-gr. v.	ea.	—	2.50
Corrosive Sublimate (see Mercury Bi-chloride).			
Corsican Moss	lb.	.25—	.30
Corundum	lb.	.25—	.30
Corydalin (Eclectic Powder)	oz.	1.20—	1.30
Cosmoline, lbs.	lb.	—	.30
5-lbs.	lb.	—	.22
Fluid	lb.	—	.50
Carbolated	lb.	—	.40
Coto Bark	lb.	.90—	1.00
Cotoin, True, ½-oz. v.	ea.	—	1.75
Para (1-oz. v. 2.50) ⅛th-oz. v.	ea.	—	.35
Cotton Gun (Pyroxylin) (see Gun Cotton).			
Cotton Root Bark	lb.	.30—	.35
Ground	lb.	.35—	.40
Powdered	lb.	.40—	.45
Seed	lb.	—	.12
Wooled	lb.	—	.30
Couch Grass (see Dog Grass).			
Cowhage Down, 1-oz. cans	oz.	.50—	.60
Crab's Eyes	lb.	.75—	1.00
Powdered	lb.	1.25—	1.50
Cramp Bark	lb.	.30	.35
Powdered	lb.	.35	.40
Cranesbill	lb.	.20—	.25
Powdered	lb.	.25—	.28
Crategine	oz.	—	1.50
Crawley Root	lb.	1.75—	2.00
Cream Tartar, Crystals	lb.	.24—	.24½
Powdered, bbls., 300 lbs.	lb.	—	.26½
50 lb. cases or less	lb.	.28	.30
Creatine, 15-gr. v.	ea.	—	2.00
Creatinine, 15-gr. v.	ea.	—	5.00
Creolin-Pearson, 1-lb. bots.	doz.	—	8.00
¼-lb. bottles	doz.	—	4.00
Creomulsol, 1-gal. can	gal.	—	1.50
Creosotide, N. B. & Co.	oz.	—	1.50
Creosote (Wood Tar), Morson's English.	lb.	2.50—	2.85
	oz.	.22—	.25
Morson's Beech Wood	oz.	.20—	.22
1, ½ and ¼-lbs.)	lb.	1.50—	1.85
German, fr. Beech Wood	lb.	1.10—	1.20
Carbonate (Creosotal), lb., 9.00; ½ lb., 9.10; ¼ lb., 9.25	oz.	—	.65
Phosphite (Phosphotal), oz.	ea.	—	.67
Valerianate (Eosote)	oz.	—	.67
Cresalol-para, 1-oz. v.	oz.	—	1.75
Cresol	lb.	.60—	.69
Carb, Meta oz.	oz.	—	1.10
Crocus, Martis	lb.	—	.12
Metallorum, Powd. (Liver Antimony)	lb.	—	.27
Croton-Chloral (Butylchloral)	oz.	—	.35
Crurin-Kalle, 25 gram vial	ea.	—	1.50
Cryolite	lb.	.12—	.15
Crytopen, grm.	ea.	—	4.00
Cryptopine, 15 gr. v	ea.	—	4.00
Crystallose	oz.	—	.75
Cubeb, Berries, sifted	lb.	—	.15
Powdered	lb.	—	.20
Cubebin, ⅛-oz. v.	ea.	.65—	.70
Cudbear	lb.	.17—	.20
Pure	lb.	.25—	.27
Cuckold Weed	lb.	—	.25
Culver's Root	lb.	.18—	.22
Powdered	lb.	.20—	.25

Cumarin, Synthetic, 1-oz. v.	oz.	.— .45
True	oz.	— 1.00
Cumene (see Cumol).		
Cumin Seed	lb.	.15— .20
Powdered	lb.	.20— .25
Cuminol	oz.	1.75— 2.00
Cumol, lbs.	lb.	1.00— 1.10
Cundurango, bark	lb.	.30— .35
Powdered	lb.	.40— .45
Cupriformasal	oz.	.50— .60
Cuprol, oz. vials	oz.	— 1.20
½-oz. vials	oz.	— 1.25
¼-oz. vials	oz.	— 1.30
25-grm. vials	ea.	— 1.05
100-grm. vials	ea.	— 4.00
Curare, tested, 15-gr. v.	ea.	— 1.25
Curarine Sulphate	gr.	— .25
Curcuma Root	lb.	.10— .12
Fine Ground	lb.	.12— .14
Curcumin, 1-gm. vial	ea.	— .30
Cuttlefish Bone	lb.	.30— .35
Powdered	lb.	.19— .24
Jewelers'	lb.	.60— .65
Extra	lb.	.70— .80
Large	lb.	.90— 1.00
Cyanine, 15 gr. v.	ea.	.85— 1.00
Cymol, from Camphor	oz.	.90— 1.00
Cynoglossum (Hound's Tongue)	lb.	.20— .25
Cypripedin (Eclectic Powder)	oz.	— .75

D

Damar (see Gum).		
Damiana Herb	lb.	.20— .25
Leaf, pressed ozs.	lb.	.25— .30
Dandelion Herb	lb.	— .30
Juice, English, Allen's	lb.	— 1.75
Root	lb.	.15— .18
Cut	lb.	— .25
Powdered	lb.	.22— .25
Daphnetine (Merck), 15-gr. v.	ea.	— 2.00
Daturine, 5-gr. v., 15; 10-gr. v., 11½; 15-gr. v., 10	gr.	.10— .15
Hydrochlorate, 5-gr. v., 15; 10-gr. v., 11½; 15-gr. v., 10	gr.	.10— .15
Sulphate, 5-gr. v., 15; 10-gr. v., 11½; 15-gr. v., 10	gr.	.10— .15
Deer Fat	lb.	.65— .75
Deer Tongue Herb	lb.	.12— .15
Powdered	lb.	.15— .18
Leaves, pressed ozs.	lb.	— .30
Delphine, ⅛-oz.	ea.	— 2.50
Delphinine, 15-gr. v.	ea.	— 1.25
Dental Plaster (see Plaster of Paris).		
Dermatol, 1-oz. v.	oz.	— .20
1-lb. tins	lb.	— 2.70
Dextrin, Yellow	lb.	.07— .10
Pure, alc. ppt.	lb.	— .75
White	lb.	.10— .12
Dextro Quinine	oz.	— .50
Dextrose (Grape Sugar, C. P.)	lb.	1.50— 2.00
Diabetin	lb.	— 1.60
In Honey form	lb.	— 1.40
Diamond Dust	lb.	— .75
Ink	oz.	— .50
Diamylamine	oz.	— 1.75
Diamylamine Hydrochlorate	oz.	— 1.75
Diamylene	oz.	— 3.00
Diaphtherin	oz.	— .50
Diastase of Malt	oz.	— 1.15
Royal Chem. Co. oz.	oz.	— 1.50
Diastin	oz.	— 1.50
Diathesin	oz.	— 2.40
Diazo-amido-benzene	oz.	— 1.25
Didymium, Carbonate, 15-gr. v.	ea.	— .60
Chloride, 15-gr. v.	ea.	— .50
Metallic, 15-gr. v.	ea.	— 9.00
Nitrate, 15-gr. v.	ea.	— .60
Oxide, 15-gr. v.	ea.	— .65
Sulphate, cryst., 15-gr. v.	ea.	— .60
Sulphide, 15-gr. v.	ea.	— 1.75
Diethyl-amine	oz.	— 3.00
Hydrochlorate	oz.	— 3.00
Diethyl aniline	oz.	— .75
Diethyl-ketone	oz.	— 3.50
Difluordiphenyl (powder), 5 gramme Envelope	ea.	— 1.50
Digitalin Verum Kiliani, 1-grm. v.	ea.	— 7.25
Digitaline (Eclectic powder)	oz.	— .75
Digitaline, Pure, White, ⅛-oz. v.	oz.	7.75— 8.25
15-gr. vials	ea.	— .50
C. P. Cryst. (see Digitin).		
Digitalis Leaves, English, 1-lb. bot.	lb.	— 1.00
1-lb. tins	lb.	— .85
Cultivated, 1-lb. pprs.	lb.	— .50
German	lb.	— .20
Powdered	lb.	— .25
Pressed, ozs.	lb.	— .36
Digitalisin, 15-gr. v.	ea.	— 1.25
Digitin, 15-gr. v.	ea.	— 1.40
10 gr. v.	ea.	— 1.00
5 gr. v.	ea.	— .65
Digitoxin, 1-gr. v.	ea.	— 1.50
Tablets, 1-250 gr., 50's	ea.	— .50
1-250 gr., 100's	ea.	— .75
1-500 gr., 50's	ea.	— .40
1-500 gr., 100's	ea.	— .65
1-1000 gr., 50's	ea.	— .35
1-1000 gr., 100's	ea.	— .55
Di-iodoform	oz.	— 3.50
Dill Herb	lb.	— .25
Seed	lb.	— .25
Dimethyl-acetal	oz.	— 1.77
Di-Methyl-Amido-azo Benzol	oz.	.90— 1.00
Di-nitro phenol	oz.	— 1.00
Di-nitro-resorcin, ⅛ th-oz.	ea.	— 1.00
Diogen, 1-lb. cans	lb.	— 3.95
½-lb. cans	lb.	— 4.20
¼-lb. cans	lb.	— 4.80
oz. cans	oz.	— .37
Dionin, 15-gr. v.	ea.	— .35
⅛-ozs.	oz.	— 6.25
	oz.	— 6.00
¼-gr. Tablets, 50 and 100		.35— .60
Dioscorein (Eclectic Powder)	oz.	— .90
Diphenyl, C. P.	oz.	— 2.50
Diphenylamine, 1-oz. v.	oz.	— .20
Hydrochlorate	oz.	— .30
Sulphate, 1-oz. v.	oz.	— .30
Diphenyl-methane	oz.	— 2.50
Diphtheria Antitoxins (see Antitoxin Serums).		
Diresorcin	oz.	— 2.00
Dita Bark, Alstonia Constricta	lb.	— .90
Ditaine, cryst., 15-gr. v.	ea.	— 3.50
Sulphate, 15-gr. v.	ea.	— 3.50
Dithion	oz.	— .50
Dittany Herb	lb.	— .28
Diurazin	oz.	1.20— 1.40
Diuretin (25 ozs., 1.65)	oz.	— 1.75
Divi Divi (see Beans).		
Dog Grass, Herb, cut	lb.	.12— .14
Pressed, ozs.	lb.	— .24
Dogwood Bark (Cornus Florida)	lb.	.15— .18
Powdered	lb.	.18— .22
Flowers	lb.	— .35
Dormiol, ozs.	oz.	— .28
¼ lb.	lb.	— 4.25
½ lb.	lb.	— 4.10
1 lb.	lb.	— 4.00
Dover's Powder	lb.	1.10— 1.15
Dragons Blood, Drops	lb.	— .75
Powdered	lb.	.75— .85
Mass Powdered	lb.	.25— .35
Extra	lb.	.65— .75
Powdered	lb.	.80— .90
Reeds	lb.	.60— .70
Duboisine, Pure, Amorph., 15-gr. v.	ea.	— 2.50
Cryst., 15-gr. v.	ea.	— 2.50
Hydrobromate, 15-gr. v.	ea.	— 2.50
Hydrochlorate, 15-gr. v.	ea.	— 2.50
Salicylate, 15-gr. v.	ea.	— 2.50
Sulphate, Amorph., 5, .14; 10, .11, and 15-gr. v., .10	gr.	.10— .14

Dulcin (Sucrol, paraphenetol carbamid)..ea.		— 1.00
Duotol (Gualacol Carbonate) oz. v.ea.		— 1.50
Tablets, 7½-grs. (50 tablets in carton)..per carton		— 1.50
Tablets, 7½-grs. (50 tablets in carton)..per carton		— .90
Duotonol, S. & G.....oz.		— .50
Dwarf Elder, Root .....lb.		— .40
Powdered .....lb.	.40	— .45
Dye Woods—		
Bar Wood, Ground, bbls. or less lb.	.03	— .07
Barbary Root, cut, bbls.or less.lb.	.06	— .08
Brazil Wood, Ground, bbls. or less lb.	.03	— .06
Cam Wood, Ground, XX., bbls. or less..lb.	.05½	— .08
Extra, bbls. or less.....lb.	.10	— .12
Fustic, cut, bbls. or less.....lb.	.01¾	— .04
Ground, bbls. or less.....lb.	.02	— .04
Cuba, cut, bbls. or less.....lb.	.02	— .04
Ground, bbls, or less.....lb.	.02¼	— .04½
Green Ebony, Ground.....lb.	.04½	— .10
Hypernic, Cut, bbls. or less..lb.	.03½	— .06
Ground, bbls. or less.....lb.	.03¾	— .08
Lima Wood, Cut, bbls. or less.lb.	.03½	— .06
Ground, bbls. or less.....lb.	.03¾	— .08
Log Wood, St. Domingo, Cut..lb.	.01¾	— .03
Ground, bbls. .....lb.	.02	—.02½
Campeachy, Cut, bbls. .....lb.	.02	— .04
Ground, bbls .....lb.	.02¼	— .03
Nic Wood, Cut, bbls.....lb.	.02½	— .06
Peach Wood, Ground, bbls....lb.	.03	— .06
Quercitron Bark, bbls. .....lb.	.02	— .04
Red Sanders, Ground, bbls ....lb.	.03½	— .06
Red Wood, Cut, bbls.....lb.	.03	.. .05
Sapan Wood, Cut, bbls.....lb.	.03	— .05
Ground, bbls .....lb.	.03¼	— .05
Sumac, Sicily, bags.....lb.	.04½	— .06
Virginia, bags .....lb.	.03½	— .05
Turmeric, Ground, Dark, bbls..lb.	.07	— .12
Ground, Light, bbls. .....lb.	.07	— .12
Woad, English, casks .....lb.	.07½	— .11
German, casks .....lb.	.09	— .15
Weld, casks .....lb.	.12	— .18
Dymal, Bischoff ozs .....ea.		— .35
¼ lbs .....ea		— 1.20
Dyslysin, 15-gr v.....ea.		— .75

E

Earth, Fuller's .....lb.	.05	— .08
Powdered .....lb.	.06	— .08
Ecgonine, 15-gr v.....ea.		— .75
Hydrochlorate, 15-gr v.....ea.		— 1.25
Echafolta, ¼-lb. .....lb.		— 2.20
lbs. .....lb.		— 2.00
Edinol, Bayer (Powder) ozs.....ea.		— .75
2 ozs .....ea.		— 1.45
4 ozs .....ea.		— 2.75
8 ozs .....ea.		— 5.25
16 ozs .....ea.		—10.00
Cartridges, 5 in box.....box.		— .80
10 in box.....box.		— 1.50
Solution, 3 oz. .....ea.		— .60
8 oz. .....ea.		— 1.10
16 oz. .....ea.		— 2.00
Eglantine .....oz.		— 1.50
Elgon-Alpha, 1-oz. v. .....ea.		— .75
Elgon-Beta, 1-oz. (1-lb. tins, 3.95).oz.		— .37
Elkonogen, lb. cans .....lb.		— 3.95
½-lb. cans .....lb.		— 4.20
¼-lb. cans .....lb.		— 4.80
oz. cans .....oz.		— .37
Eka-Iodoform .....oz.		— .50
Elaterin, Cryst., 15-gr. v.....ea.		— 1.00
⅛-oz. v. .....oz.		—14.00
Elaterium, 1-oz. v. .....oz.		— .65
White (Clutterbuck's style) ⅛-oz.		— .85
Elder Bark .....lb.	.20	— .25
Berries .....lb.	.25	— .30
Flowers, Pressed, ozs. .....lb.	.27	— .30
Juice, Sambucl .....lb.		— .30
Elecampane Root .....lb.	.10	— .14
Ground .....lb.	.15	— .20
Powdered .....lb.	.18	— .22
Pressed, ozs. .....lb.		— .22
Electropion Fluid .....lb.	.08	— .10
Elemi Gum .....lb.	.30	— .40
Elm, Bark .....lb.		— .35
Select .....lb.	.35	- .40
Ground (bulk, bbl., 15), less..lb.	.18	— .22
Powdered, bulk .....lb.	.22	— .25
2-oz. papers .....lb.		— .30
1-oz. papers .....lb.		— .40
Emery, Powdered, kegs, 150 lbs. or less..lb.	.03½	— .08
0, 1, 2, 3, 4, 5, 6 (kegs) 150 lbs. or less..lb.	.08	— .10
Emetine, resinoid, ⅛-oz. v.....oz.		— 7.50
Alkaloid, C. P., 15-gr. v. .....ea.		— 1.25
5-gr. v. .....ea.		— .50
Emoleo, McK. & R. .....oz.		— .16
lb.		— 1.00
and Bals. Peru .....oz.		— .16
lb.		— 1.00
B. C. Soda and Carb. Acid.....oz.		— .16
lb.		— 1.00
Iodized .....oz.		— .16
lb.		— 1.00
Camphor and Menthol .....oz.		— .16
lb.		— 1.00
Emulsine .....lb.		— 1.00
Endermol (Oint. Base)1½-oz.tubes.ea.		— .15
½-lb. tins .....ea.		— .40
1-lb. tins .....ea.		— .75
Entonin, ozs. .....oz.		— .60
Eosine .....oz.		— .40
Eosote (Creosote Valerianate) ....oz.		— .67
Capsules, 3 minims ea.....per 100	1.00	— 1.25
Ephedrine Hydrochlorate, 15-gr. v. ea.		— 2.25
Pseudo Hydrochlorate, 15-gr. v.ea.		— 2.25
Epicarin .....oz.		— .50
Veterinary .....oz.		— .25
Epichlorhydrine, 15-gr. v. .....ea.		— .50
Epidermin .....lb.		— 1.00
Epidermol, Bischoff's, 20-gr. tubes.ea.		— .40
40 grammes, tubes .....ea.		— .75
Epine Blanche .....oz.		— .50
Epsom Salt (see Magnesium Sulphate).		
Erbium Chloride .....oz.		— 6.50
Metallic, 15-gr. v.....ea.		— 6.00
Nitrate .....oz.		— 5.00
Oxide, Anhyd., 15-gr. v. .....ea.		— 1.00
Ergot, Spanish .....lb.	.50	— .60
Powdered .....lb.	.60	— .70
Russian .....lb.	.45	— .50
Powdered .....lb.	.55	— .60
Ergotin-Bonjean, 1-lb. bots. .....lb.		— 5.50
1-oz. v. .....oz.		— .42
For hypoderm. use .....oz.	.75	— .90
Bonjean's Genuine, French.....oz.	2.50	— 2.75
Merck's (lbs., 5.50) .....oz.		— .42
(Bombelon) fluid, 25 gm. vial...ea.		— 2.50
(Eclectic Powder) .....oz.		— 1.50
Wernich's, Purif. for Inject...oz.		— 1.25
Ergotina, Reiser's, Fluid, ¼-lb. bots...lb.		— 2.00
½-lb. bots. .....lb.		— 1.85
1-lb. bots. .....lb.		— 1.75
Ergotin, pure, Amorph., 15-gr. v.ea.		— 9.50
Citrate, ,15-gr. v. .....ea.		—10.00
Ericolin, ⅛-oz. v.....oz.		— 3.50
Erythrol Tetranitrate, box of 2 doz. Tablets ½ grain..box.		— 1.00
Erythrophleine .....grm.	3.50	— 3.75
Hydrochlorate, 5-gr. v. .....ea.		— 1.25
Erythroretin, 15-gr. v. .....ea.		— .50
Erythrosine .....oz.	.50	— .55

See the Era each week for all changes in these prices.

Erythroxylin (Eclectic powder) ...oz.		— 3.60
Esciorcin, 15-gr. v. .....ea.		— 2.00
Esculetin, 15-gr. v. .....ea.		— 1.50
Esculin, 15-gr. v. .....ea.		— .50
Eserine, Alkaloid, 5-gr. v.....ea.		— .80
Hydrobrom. 5-gr. v. .....ea.		— .80
Hydrochlor., 5-gr. v. .....ea.		— .80
Salicylate, 5-gr. v. .....ea.		— .70
Eserine Sulphate, 1-gr. tubes.....ea.		— .23
10-gr. v. .....ea.		— 1.40
15-gr. v. .....ea.		— 2.10
1-gr. tubes .....ea.		— .23
1½-gr. tubes .....ea.		— .32
2-gr. tubes .....ea.		— .40
3-gr. tubes .....ea.		— .50
5-gr. tubes .....ea.		— .70
10-gr. tubes .....ea.		— 1.40
15-gr. tubes .....ea.		— 2.10
Eserine-Pilocarpine, 6-gr. v.....ea.		— .80
3-gr. v. .....ea.		— .45
Essence, Bay Rum .....lb.	2 00—	3.00
Ethene Chloride, Dutch, liquid....oz.	.30—	.35
Ether, Acetic, 1-lb. bots. .....lb.		— .50
Pure .....lb.		— 1.20
Amylic .....lb.		— 1.50
Amylo-valerianic, 1-oz. v.....oz.		— .55
Anaesthetic, 1-oz. v. .....oz.		— 1.25
Benzoic (Benzoate Ethyl.) ....lb.	2.50—	3.00
1-oz. v. .....oz.		— .34
Benzoyl-acetic .....oz.		— 3.00
Butyraceous (see Butyric).		
Butyric, absolute (Butyrate Ethyl)..lb.	2 50—	4.00
Capronic .....oz.		— 2.00
Caprylic .....oz.		— 5.00
Chloric, U. S. P., 1-lb. bots.....lb.		— .59
Conc., 1-lb. bots. .....lb.		— .67
Chloro-carbonic .....oz.		— .75
Cinnamic .....oz.		— 1.75
Formic, Conc. (Ethyl Formiate)lb.		— 2.00
oz.		— .24
Hydriodic (see Ethyl Iodide).		
Hydrobromic (see Ethyl Bromide).		
Hydrosulfuric (Mercaptan) 10 gm.ea.		— .75
Lactic .....oz.		— 1.00
Malonic .....oz.		— 1.25
Muriatic, 1-lb. bots. .....lb.		— 1.60
Nitrous,, Conct., 1 to 19, ¼-lbs., ½-lbs. and lbs...lb.	1.00—	1.25
1 to 21, ¼-lbs., ½-lbs. and lbs...lb.	1.00—	1.20
1 to 10½, ¼-lbs., ½-lbs. and lbs...lb.	.80—	1.00
Oenanthic (Ess. Cognac).....oz.	4.00—	5.00
Oxalic, 1-oz. v. .....oz.	.40—	.50
Pelargonic, 1-lb. bots. .....lb.		— 2.50
Petroleum (Rh'golene) .....doz.		— 6.00
Phosphoric, 1-lb. bots. .....lb.		— 2.00
Propionic .....oz.		— 1.50
Rum .....lb.	1.00—	1.50
Salicylic, 1-oz. v. .....oz.		— .79
Sebacic, 1-oz. v. .....oz.	.80—	.85
Spirit Nitrous, U. S. P.....lb.	.50—	.52
Succinic, 1-oz. v. .....oz.	.90—	1.00
Sulphuric, U. S. P., 1880.....lb.	.67—	.70
Stronger, U. S. P.,, 1890....lb.	.73—	.76
Washed .....lb.	.70—	.73
Tartaric .....oz.		— 1.00
Trichloracetic .....oz.		— 1.00
Valerianic (1-lb. bots., 5.00)..oz.		— .44
Ethoxycaffeine, ½-oz. v. .....⅛-oz.		— 1.25
Ethyl, Bromide (1-lb. bots., 2.00)..oz.		— .30
Chloride, 10-gm. tubes...per tube.		— .40
Bengue, 10-grm. tubes....doz.		— 5.00
30-gr. tubes .....doz.		—10.00
"Kelene" Fries		
No. 11 .....doz.		— 5.40
No. 13 .....doz.		— 6.00
No. 15 .....doz.		— 6.00
No. 31 .....doz.		—12.00
No. 32 .....doz.		—12.00
Ethyl, Chloride, "Kelene" Fries		
No. 33 .....doz.		—13.50
No. 34 .....doz.		—13.20
No. 35 .....doz.		—12.00
No. 61 .....doz.		—19.20
No. 63 .....doz.		—19.20
No. 64 .....doz.		—19.20
Less 20 per cent. on above.		
Merck's 10-gm. tubes .....ea.		— .40
Purity, tubes, 30-gm. doz.		— 9.00
60-gm. .....doz		—12.00
Ethyl Chloride, S. & Co.'s 10-grm. Auto. cap...doz.		— 4.50
30-gm. .....doz.		— 8.00
60-gm. .....doz.		—10.00
10-gm. Screw cap,....doz.		— 3.00
30-gm. .....doz.		— 6.00
60-gm. .....doz.		— 9.00
Cinnamate .....lb.		— 5.00
Iodide, 1-oz. tube .....oz.	.50—	.64
Ethylamine, De-hydrated, 5-gm. v. ea		— 2.50
Chloride .....oz		— 2.50
Iodide .....oz.		— 4.50
Sulphate .....oz.		— 3.00
Ethylene, Bromide, 1-oz. s'l'd tube.oz		— .74
Chloride .....oz.	.40—	.67
Cyanide .....oz.		— 4.00
Iodide .....oz.		— 2.00
Ethylenediamine .....oz.	.40—	.50
Ethylidene Chloride, 1-oz. v.....oz.		— .90
Ethylmorphine Hydrochlor (see Dionin).		
Eucaine Hydrochlor., ozs. and ½ ozs., 3.50; ¼ and ⅛ ozs.....oz.		— 3.60
Eucalyptol, U. S. P., 1-oz (1-lb. bots., 1.40) .....oz.		— .18
Eucalyptus Bark .....lb.	.20—	.25
Leaves .....lb.	.10—	.12
Pressed, ozs. .....lb.		— .25
Eucasin (Dietetic), ½-lb. and lbs..lb.		— 3.00
¼-lbs. .....lb.		— 3.20
Eudoxine .....oz.		— 2.10
Eudoxin Tablets, 5-grs.....oz.		— 2.50
3-grs. .....oz.		— 2.60
1-3 grs., ¼-ozs. bot.....ea.		— .75
Eugallol, 1-oz. v. .....ea.		— 1.00
Eugenol, 1-oz. v. .....oz.		— .39
Eumenol .....oz.		— .35
¼ lbs. .....lb.		— 4.25
½ lb .....lb.		— 4.10
1 lb .....lb.		— 4.00
Eunatrol, Zimmer's, bot., 50 pills.ea.		— .80
Bot. 100 pills .....ea.		— 1.30
Powdered, 25-grm. vials.....ea.		— .70
Euonymin (Eclectic powder) .....oz.		— .90
Eupatorium perfol. (Eclec. powder)oz.		— .35
Purpur (Eclectic powder) .....oz.		— .90
Euphorbia pilulifera Herb .....lb.	45—	.50
Euphorbin (Eclectic powder) .....oz.		— 1.50
Euphorbium .....lb.		— .30
Powdered .....lb.		— .40
Euphorin, 1-oz. v. .....oz.		— 1.00
Euphthalmine H'droclor., gm. v. ea		— 1.25
Eupurpurin (Eclectic powder) ....oz.		— .90
Eupyrine, Powder .....oz.		— 1.50
Euquinine .....oz.		— 1.40
Tablets, 5-gr .....per 100		— 1.75
2-gr .....per 100		— .75
Euresol .....oz.		— 1.00
Eurobin, 1-oz. v. .....ea.		— 1.25
European Centaury Herb. Pressed ozs .....lb.		— .40
Europhen, 1-oz. v. .....oz.		— 1.80
Euterin .....oz.		— .60
Euxanthone, 15-gm. v. .....ea.		— .75
Evening Primrose Herb, Pressed ozs. .....lb.		— .32
Exalgine, 1-oz. tins. .....oz.		— 1.40
Exodin .....oz.		— 1.40
Tablets, 7½-grs. ea., 10 in box.box		— .30
50 in bot. .....ea.		— 1.40

Extract Apples, Ferrated	lb.	—	.65
Cannabis, Indica	oz.	-	1.25
	lb.		15.00
Herring's, ozs.	oz.	—	1.25
¼-lb.	lb.	—	18.00
Licorice, Soft, U. S. P.	lb.	—	.60
Logwood, 12-lb. boxes	lb.	.09½	— .12
1-lb. boxes	lb.	.14	— .15
½ lb. boxes	lb.	15	— .16
¼-lb. boxes	lb.	16	— .18
Extract Logwood, assorted, ¼, ½, and lbs.	lb.	.15	— .16
Male, Fern	oz.	—	.22
	lb.	—	2.25
Malt, Dry Powder	lb.	—	1.25
Monesia, Aqueous, Dry	oz.	—	.40
Opium, Aqueous, Dry	oz.	—	1.04
Pine Needles	lb.	—	.40
Suprarenal Capsule, 15-gr. v., ea.		—	.50
Eyebright Herb, pressed ozs.	lb.	—	.40
Lye Stones	doz.	.48	— .60

F

Fagusol, ozs.	oz.	—	1.25
False Bittersweet, Bark of Root, Pressed, ozs.	lb.	—	.30
Fareol	oz.	—	.50
Farfar Herb	lb.	—	.26
Farfara Flowers (Coltsfoot)	lb.	.35	— .40
Root, Pressed	lb.	—	.36
Febralgine, ozs.	oz.	—	.35
Feldspar	lb.	.06	— .08
Powdered	lb.	.10	— .12
Fel Vitre (see Glass Gall).			
Fenatone	oz.	—	1.00
Fennel Root	lb.	—	.25
Seed, Long	lb.	—	.20
Powdered	lb.	—	.25
Short	lb.	—	.15
Fermormasol, ozs.	oz.	.50	— .60
Fern, Male, Root	lb.	—	.30
Sweet, leaves pressed, ozs.	lb.	—	.30
Ferratin (25 ozs., .75)	R. oz.	—	.85
Tablets	R. oz.	—	.85
Ferrinol, ozs.	oz.	—	1.20
Tablets, 3-gr. 100's	ea.	—	.90
3-gr. 500's	ea.	—	3.30
Ferratogen, Bischoff, 25 grm. carton	ea.	—	.90
Ferripyrine	oz.	—	1.35
Ferritol	doz.	—	8.00
Ferropyrine Knoll	oz.	—	1.35
Ferro-Somatose	lb.	—	6.50
½-lb.	lb.	—	6.50
¼-lb.	lb.	—	6.75
2 oz.	doz.	—	10.50
Fersan	oz.	—	.75
Fever Brush, Pressed, ozs.	lb.	—	.40
Fever Root, Pressed, ozs.	lb.	.35	— .40
Feverfew Herb, Pressed, ozs.	lb.	—	.45
Fibrin, 15-gr. v.	ea.	—	.18
Blood	oz.	.40	— .50
Filicin, 15-gr. v.	ea.	—	.50
Fioraventi Balsam	litre	—	2.00
Fire-weed, Pressed, ozs.	lb.	—	.28
Fish Berries	lb.	.08	— .10
Powdered	lb.	.15	— .20
Fish Sounds (see Isinglass).			
Fit Plant, Herb	lb.	—	.34
Five-Finger Herb	lb.	—	.34
Five-Finger Root	lb.	—	.34
Five-Flowered Gentian Root	lb.	—	.45
Fixing Salt, Bayer, Powder,			
3½-oz. boxes	ea.	—	.15
9-oz. boxes	ea.	—	.30
18-oz. boxes	ea.	—	.50
Cartridges, 10 in box	lot.	—	.55
Flake White, 28-lb. boxes, lb. .10 less	lb.	.12	— .14
Flashlight, Bayer,			
½-oz. tins	ea.	—	.30
1-oz. tins	ea.	—	.60
2-oz. tins	ea.	—	1.10
4-oz. tins	ea.	—	2.00
8-oz. tins	ea.	—	3.85
16-oz. tins	ea.	—	7.50
32-oz. tins	ea.	—	14.50
Flaxseed, Clean, bbls., 180 lbs. or less	lb.	.04	— .05
Ground, bbls. (.03¾) or less	lb.	.05	— .06
Fleabane Canada Herb, Pressed, ozs.	lb.	—	.34
Flour, Rice, bulk	lb.	.08	— .10
1-lb. papers	lb.	.10	— .12
Bolted, bulk (Fleur de Riz)		.12	— .15
Sago	lb.	.07	— .10
Flowering Spurge	lb.	—	.50
Fluorescein	oz.	—	.75
Fluorescin	oz.	—	.60
Fluor Spar	lb.	.06	— .10
Powdered	lb.	.10	— .14
Fluoene, 15-gr. v.	ea.	—	.50
Fluoroformal, Bischoff	lb.	—	1.00
Fluor-Rheumin, Bischoff, 20 gm. tubes	ea.	—	.40
40 gm. tubes	ea.	—	.75
Flux, Bismuth	oz.	—	.25
Black	lb.	—	1.75
Substitute	lb.	—	.20
White	lb.	—	1.25
Fly Stone (see Cobalt).			
Foenugreek Seed	lb.	.06	— .08
Ground	lb.	.07	— .09
Formalin Gelatin (Glutol)	oz.	—	.85
10-gramme vials	ea.	—	.25
Formalbumen, 1-oz. v.	ea.	—	1.00
Formaldehyde	lb.	—	.30
5 lbs.	lb.		.25
Dem., 50 lbs.	lb.	—	.18
Carboys, 130 lbs.	lb.	10½	— .11
Acetate	oz.	—	.75
Formaldehyde Para	oz.	—	.75
Formalin, ozs.	per. oz.	—	.10
¼-lbs.	lb.	—	.65
½-lb.	lb.	—	.55
1-lb.	lb.	—	.45
5 lbs.	lb.	—	.40
Dem.	lb.	—	.25
Formalin Pastils, 20s	box	—	.20
250s in tin	ea.	—	1.30
500s in tin	ea.	—	2.50
For Sterilizer, 60s	box	—	.25
Formalith	lb.	—	1.50
Formamide, ozs.	oz.	—	1.07
Formanilide	oz.	—	1.00
Formasal, ozs.	oz.	—	.50
Formin, 1-oz. v.	ea.	—	.21
1 lbs., ½ lbs., ¼ lbs.	lb.	—	1.75
Tablets, 5-gr. 30's, tubes	ea.	—	.25
100 in bottle	ea.	-	.75
7½-gr. 20's, tubes	ea.	—	.25
70 in bottle	ea.	—	.75
Formol	lb.	.50	— .55
Fortoine Powder, 10-gramme	ea.	—	2.00
Foxglove (see Digitalis).			
Frangula (see Buckthorn).			
Fraserin (Eclectic powder) 1-oz. v.	oz.	—	.75
French Berries	lb.	.40	— .45
French Chalk (see Chalk).			
Fringe Tree Bark, Pressed ozs.	lb.	—	.30
Frosting, White	lb.	.50	— .55
Frostwort Herb, Pressed ozs.	lb.	—	.30
Fuchsine, Medicinal	oz.	—	.50
Fucus Amylaceous	lb.	.30	— .35
Vesiculosus	lb.	.15	— .20
Fuller's Earth (see Earth, Fuller's).			
Fumigating Pastilles, Black	lb.	.35	— .40
Red	lb.	.40	— .45
Powdered	lb.	.75	— 1.00

Furfurin, 15-gr. v.	ea.	— .50
Nitrate, 15-gr. v.	ea.	— .50
Furfurol, vials 10 grms.	ea.	— .40
C. P., ozs.	ea.	— 2.00

Fusel Oil (see Alcohol Amylic).
Fustic (see Dyewoods).

G

Gaduol (lb. 4.50)	oz.	.33— .37
Galacophosphol, Fries'	oz.	— 1.50
Galactose	oz.	.55— .60
Galangal Root, Select	lb.	.12— .15
Ground	lb.	.14— .16
Powdered	lb.	.16— .20
Galbanum, in Grain	lb.	1.00— 1.25
Powdered (not free)	lb.	1.40— 1.50
Strained, pure	lb.	1.25— 1.50
Galega Vera (Goat's Rue) Herb	lb	— 1.00
Fld Ext., lbs.	lb.	— 1.75
½-lb.	lb.	— 1.85
¼-lb.	lb.	— 2.00
ozs.	oz.	— .15
Galena	lb.	— .15
Galeopsis Herb, German	lb.	.25— .30
Gall of the Earth	lb.	30— .35
Gall, Ox, Inspiss, 1-lb. jars	lb.	— 1.00
1-oz.	oz.	— .15
Powdered	lb.	— 1.50
ozs.	oz.	— .20
Purified	lb.	— 2.00
ozs.	oz.	— .30
Powdered	lb.	— 3.00
ozs.	oz.	— .40
Gallal (Aluminum gallate).		
Gallanol (Gallic acid anilid)	oz.	— 1.25
Gallicin	oz. v.	— 1.25
Gallobromol (Dibromgallic acid)	oz	— 1.25
Gallogen, Powder, Bischoff	oz.	— .80
Tablets, 24 in box	box	— .35
Gambier (Terra Japonica).	lb.	.08— .12
Gamboge, Blocky	lb.	.90— 1.00
Powdered	lb.	1.00— 1.10
Select, pipe, bright	lb.	1.00— 1.10
Garafon, Powder	oz.	— 1.00
Tablets	oz.	— 1.00
Garantose "Crest," lbs., 500	lb.	— 1.75
½ lbs., 500	lb.	— 1.80
¼ lbs., 500	lb.	— 1.85
ozs., 500	oz.	— .15
"Crystals," lbs., 500	lb.	— 1.75
½ lbs., 500	lb.	— 1.80
¼ lbs., 500	lb.	— 1.85
ozs., 500	oz.	— .15
Refined, lbs., 600	lb.	— 1.75
½ lbs., 550	lb.	— 1.80
¼ lbs., 550	lb.	— 1.85
ozs., 550	oz.	— .15
Garden Celandine, Pressed, ozs.	lb.	— .34
Lettuce Leaves, Pressed, ozs.	lb.	— .30
Garlic, on strings	string	.20— .25
Garnothol, N. B. & Co.	oz.	— 1.50
Gasoline	gal.	.25— .35
Gaultheria (see Wintergreen).		
Gaultherine (formerly Ascpsin)	oz.	— .45
¼-lbs.	lb.	— 6.80
½-lbs.	lb.	— 6.50
1-lbs.	lb.	— 6.50
Gedda, Gum	lb.	.15— .18
Geissospermine, C. P., 15-gr. v.	ea.	— 1.25
Gelanthum	lb.	— .75
Gelatin, Cooper's, sheet, bxs 12 lbs.	lb.	.48— .50
Shred in bxs. 12 lbs.	lb.	.48— .50
2-oz. papers in boxes, 18 lbs.	doz.	.72— .75
Cox's 1s, Sparkling (gro., 19.50)	dz.	1.75— 1.85
Cox's 6d. (gro., 12.00)	doz.	— 1.15
French, Pink, sheets	lb.	.90— 1.00
White, extra, sheets	lb.	— .95
No. 1	lb.	— .85
Gelatin, French, White No. 2	lb.	— .65
German, Gold Label	lb.	— .45
Silver Label	lb.	— .38
Copper Label	lb.	— .35
Gelatin, Nelson's English (gro., 7.50)	doz.	— 1.60
Plymouth Rock	doz.	1.25— 1.50
Powdered	lb.	.40— .50
Gelatol	oz.	— 3.50
Gelsemin (Eclectic Powder)	oz.	— 1.35
Gelsemin (Resinoid)	oz.	— 2.50
Gelsemine, Sulphate, Amorph., German, 15-gr. v.	ea.	— 2.50
Gelseminine, C. P., Cryst., German, 15-gr. vials.	ea.	— 2.50
Hydrobromate, 15-gr. v.	ea.	— 2.50
Hydrochlorate, 15-gr. v.	ea.	— 2.50
Nitrate, 15-gr. v.	ea.	— 2.50
Salicylate, 15-gr. v.	ea.	— 2.75
Sulphate, 15-gr. v.	ea.	— 2.50
Gelsemium Root	lb.	.20— .25
Powdered	lb.	.30— .35
Genista Flowers	lb.	— .50
Gentian Root, bales 330 lbs.	lb.	05—.06½
Select roots	lb.	.12— .15
Bruised, coarse	lb.	.10— .12
Ground	lb.	.11— .15
Powdered	lb.	.14— .18
Gentianine, 1-gm. v.	ea.	— .25
Gentisin, 15-gr. v.	ea.	— 3.00
Geoffroya Bark	lb.	.60— .65
Geosote (Guaiacol Valerianate)	oz.	— 1.34
Capsules, 3 min. ea.	per 100	— 2.10
Geranin (Eclectic Powder), 1-oz. v.	oz.	— .45
Geranyl Acetate	lb.	—12.00
Formate	lb.	—12.00
Germander, herb	oz.	.25— .30
Gillenin, 1-oz. v.	oz.	— .75
Gin, "American Arms"	gal.	2.25— 2.50
Holland, "Imperial Eagle"	gal.	3.25— 3.50
"Meder Swan"	gal.	3.50— 3.75
Ginger Root, African, bgs. 120 lbs.	lb.	.08— .09
Clean, select	lb.	.12— .15
Powdered	lb.	15— .18
Calcutta, bags 120 lbs.	lb.	.07— .09
Powdered, kegs 30 lbs.	lb.	.13— .15
Jamaica, Green (in the season)	lb.	.10— .15
Jamaica, London, Bleached	lb.	.12— .16
Ground	lb.	.18— .22
Powdered	lb.	.20— .25
Jamaica, Unbleached	lb.	.10— .12
Ground	lb.	.14— .16
Powdered	lb.	.16— .20
Ginseng	lb.	9.25—10.00
Powdered	lb.	9.25—10.25
Glandulen Tablets, 100 in bot. 10 per cent discount.	ea.	— 1.30
Glass, powdered	lb.	.08— .10
Gall, Lumps	lb.	.12— .15
Powdered	lb.	.15— .22
Glass, Soluble (see Sodium Silicate).		
Glass Wool	oz.	— 1.00
Glauber's Salt (see Sodium Sulphate).		
Glonoin, Spirit of, 1% (lb., 1.10)	oz.	— .12
Glucose	lb.	.06— .08
Anhydrous	lb.	.10— .15
C. P.	lb.	1.50— 1.75
Glue, Cooper's,		
No. A, Extra, bbls., 85 lbs. or less	lb.	.21— .25
No. 1, Extra, bbls., 85 lbs., or less	lb.	.17— .20
No. 1	lb.	.16— .18
No. IX., Moulding, bbls., 100 bbls. or less	lb.	14½— .16
No. 1¼, bbls., 100 lbs. or less	lb.	.14—.15½
No. 1⅜ bbls., 110 lbs. or less	lb.	.13— .16
No. 1½ bbls., 130 lbs. or less	lb.	.12— .14
No. 1⅝ bbls., 135 lbs. or less	lb.	.11— .13
No. 1¾ bbls., 150 lbs. or less	lb.	.10— .12
No. 1⅞	lb.	.09— .11
No. 2 bbls., 150 lbs. or less	lb.	.08— .12

See the Era each week for all changes in these prices.

Glue, Cooper's—Ground at the same prices:			
Frozen	lb.	.20—	.25
Glue, Irish	lb.	.20—	.25
Powdered	lb.	.22—	.25
Glutol, Dr. Schleich	oz.	—	.65
Glycerine, Conc.	lb.	.18—	.20
50 lb. cans	lb.	.15—	.15½
Bower's, 1-lb. bots.	lb.	.60—	.65
Conc., 1-oz. bots.	doz.	—	1.25
3-oz. bots.	doz.	—	2.25
50-lb. cans	lb.	—	.23
Colgate's, 50-lb. cans	lb.	.16—	.17
Gordon's, 50-lb. cans	lb.	.16—	.17½
Marchand's, C. P.	lb.	—	.50
M. & R., C. P., 50-lb. cans	lb.	.15½—	.16½
Less	lb.	.18—	.22
Nichol's, C. P., 1-lb. bots.	lb.	.85—	.95
Price's, 1-lb. bots.	lb.	.50—	.55
5 lbs.	lb.	.42—	.45
1-oz. bots.	doz.	1.25—	1.40
2-oz. bots.	doz.	2.25—	2.40
Schering's, 1-lb. bots.	lb.	—	.36
10-lb. bots.	lb.	—	.32
56-lb. cans	lb.	—	.25
Vienna, Sarg's, 1-lb. bots.	lb.	.35—	.40
56-lb. cans	lb.	.23—	.25
C. P., 5-lb. bots.	lb.	.55—	.60
Glycerophosphate, Iron	oz.	.35—	.40
	lb.	3.75—	4.25
Tablets, boxes, 50, 5-grs.	ea.	—	.40
Lime	oz.	—	.30
lbs.	lb.	2.75—	3.25
Tablets, boxes 50, 5-grs.	ea.	—	.30
Lithium	oz.	—	.75
lbs.	lb.	—	8.00
Magnesium	oz.	—	.45
lbs.	lb.	—	5.00
Manganese	oz.	—	.45
lbs.	lb.	—	5.00
Potassium	oz.	—	.35
lbs.	lb.	—	4.00
Quinine	oz.	—	1.25
Sodium	oz.	—	.35
lbs.	lb.	—	3.75
Strychnia, ozs.	oz.	—	2.50
Glycine, ozs.	oz.	—	.75
Glyco, 15-gr. vial	ea.	—	.75
Glycocoll, 15-gr. vial	ea.	—	.75
Glycogen, 15-gr. v.	ea.	—	1.00
Glycosine, Fries'	lb.	—	4.00
	oz.	—	.40
Glycozone, ¼-lbs.	doz.	—	9.30
½-lbs.	doz.	—	17.25
1-lb.	doz.	—	28.00
Glycyrrhizin, Ammoniacal (in 1-lb. bots., 3.00)	oz.	—	.30
Goa Powder	lb.	2.00	2.25
Goat's Blood	lb.	—	.25
Goat's Rue (Galega)	lb.	—	1.00
Fluid Ext. lbs. ½ lbs. & ¼ lbs.	lb.	1.75—	2.00
Gold Bromide, mono., 5-gr. v., 10c.; 10-gr. v., 8½c.; 15-gr. v., 8 1-3c.	gr.	.15—	.20
Tri., 5-gr. v., 9c.; 10-gr. v., 8c.; 15-gr. v., 7½c.	gr.	.10—	.18
Chloride, 15-gr. v.	doz.	5.10—	5.35
30-gr. vials	doz.	—	10.25
¼-oz. v.	oz.	—	12.00
Tri., 15-gr. v.	doz.	—	5.10
⅛-oz.	oz.	—	18.00
Cyanide, mono., 5-gr. v., 16c; 10 gr. v., 15c.; 15-gr. v., 14c.	gr.	.17—	.20
Tri., 5-gr. v., 9c.; 10-gr. v., 8c; 15c.; 15-gr. v., 14c.	gr.	.18—	.22
Iodide, 15-gr. v.	ea.	—	1.75
Leaf, Extra Deep, packs, 20 books	pack.	7.50—	7.75
Deep, packs, 20 books	pack.	6.50—	6.75
Usual, packs, 20 books	pack.	7.00—	7.25
Gold, Metallic, Powdered, 15-gr. v.	ea.	1.75—	2.00
Oxide, 15-gr. v.	ea.	—	1.20
⅛-oz. v.	oz.	26.50—	27.00
Sulphide, 15-gr. v.	ea.	—	2.00
Gold and Cadmium Chloride, 15-gr. vial	ea.	—	1.50
Gold and Potassium Bromide, 15-gr. vial	ea.	—	1.00
Gold and Potassium Chloride, 15-gr. vial	ea.	—	1.25
Gold and Potassium Cyanide, 15-gr. vial	ea.	—	1.25
Gold and Sodium Bromide, 15-gr. vial	ea.	—	.70
⅛-oz v.	oz.	—	15.00
Gold and Sodium Chloride, U. S. P., 15-gr. vial	doz.	—	2.70
⅛-oz. v.	oz.	—	6.10
Gold and Sodium Cyanide, 15-gr. vial	ea.	—	2.00
Gold Solutions.			
Gold and Arsenic Bromide	oz.	—	.50
Mercury Bromide	oz.	—	.50
Arsenic and Merc. Brom.	oz.	—	.50
Gold Thread (Coptis Trifolia)	lb.	.75—	.80
Golden Seal Root	lb.	2.00	2.25
Powdered	lb.	2.10—	2.35
Pressed	lb.	—	2.00
Gonosan, boxes 50 capsules	ea.	—	.75
Goose Grease	lb.	.50—	.60
True Anhydrous	lb.	—	.75
Gossypiin (Eclectic Powder) 1-oz. v.	oz.	—	1.20
Grains Ambrette	lb.	—	.60
Kermes (Coccus Ilicus)	lb.	2.40—	2.65
Paradise	lb.	.25—	.30
Powdered	lb.	.30—	.35
Granatorum Flowers	lb.	1.00—	1.10
Graphite, Lump, Select	lb.	.25—	.30
Pure, powdered	lb.	—	.45
Gravel, Bird, pt. cartons	doz.	—	.30
Quarts	doz.	—	.50
Gravel plant, Leaves, pressed ozs.	lb.	—	.24
Grindelia Robusta Herb	lb.	.30—	.35
Powdered	lb.	.35—	.40
Pressed, ozs.	lb.	—	.28
Squarrosa	lb.	—	.40
Gromwell, Herb, pressed ozs.	lb.	—	.65
Ground Ivy, Herb, Pressed ozs.	lb.	—	.25
Ground Pine, Pressed ozs.	lb.	—	.34
Guaco Leaves	lb.	.50—	.60
Guaiac, Resin, Good	lb.	.25—	.30
Select, strained	lb.	.35—	.45
Powdered	lb.	.40—	.50
Wood, Rasped	lb.	.03—	.06
Guaiacetin	oz.	—	3.50
Tablets, 100 in box	ea.	—	6.50
50 in box	ea.	—	3.50
25 in box	ea.	—	2.00
Guaiacol, Absolute, Liquid (lbs., 2.25) g. s. v.	oz.	.17—	.18
C. P., Cryst., 1-oz. v.	oz.	—	1.15
Benzoate, 1-oz. v.	oz.	—	1.25
Carbonate	oz.	—	1.50
Tablets, 4½ gr., 50 in carton,	ea.	—	.90
7½ gr., 50 in carton	ea.	—	1.50
Salicylate (Guaiacol-Salol), ¼-oz. vial	oz.	—	1.60
Valerianate (Geosote), oz.	ea.	—	1.34
Gualalin	oz.	1.20—	1.40
Gualamar (Dr. Endemann's)	oz.	—	1.25
¼ lbs.	lb.	—	18.00
½ lbs.	lb.	—	17.75
lbs.	lb.	—	17.50
Gualaquin	oz.	—	1.75

See the Era each week for all changes in these prices.

Guanidine, Carbonate, Cryst., 15-gr. vial....ea. — .50
Hydrochlorate, 15-gr. v.....ea. — .50
Nitrate, Cryst, 15-gr. v.....ea. — .50
Guanine, Powdered, 15-gr. v.....ea. — 1.50
Hydrochlor, 15-gr. v.....ea. — 1.50
Guarana (Pauillinia) .....lb. .85— .95
Powdered, true .....lb. 1.00— 1.10
Guaranin, 15-gr. v.....ea. — .85
Guaranine Tri-iodide, 15-gr. v.....ea. — 1.50
15-gr. v. .....ea. — .50
Guaza, (see Cannabis Indica).
Guethol, 1-oz. .....oz. — 1.40
Gun Cotton (Pyroxylin).....lb. 1.70— 2.00
oz. .18— .20
Anthony's Snow White ...oz. .55— .65
Gurjun Balsam (Wood Oil).....lb. .30— .40
Gutta Percha, Crude, chips.....lb. 1.50— 1.75
Sheet .....lb. 1.50— 1.75
White in Sticks .....oz. .70— .75
Solution, Traumaticin ...lb. — 2.50

H

Haematbumin (Dr. Dabmen) ....oz. — .50
¼-lbs. .....lb. — 7.00
Haematogen (Dr. Hommel's) ....doz. — 9.00
Hamamelin (Eclectic powder)....oz. — .60
Hamamelis (see Witch Hazel).
Hardback Leaves .....lb. — .30
Harmaline, 15-gr. v.....ea. — 2.00
Hartshorn Shavings .....lb. .25— .30
Hashishin .....oz. .75— 1.00
Hedera Gum .....lb. — 1.00
Hedge Hyssop, Herb .....lb. — .30
Hedonal, ozs. .....oz. — 1.60
Helcosol .....oz. — 1.25
Helenin, cryst., white, 15-gr. v....ea. — .50
Helicin, 15-gr. v. .....ea. — .35
Helicina .....oz. — .35
Heliotropin .....oz. — .69
Helleborein, 15-gr. v. .....ea. — .50
Helleborin, 15-gr. v. .....ea. — 15.00
Helmintochorton .....lb. — .15
Helmitol, ozs. .....oz. — .60
Helonias Root .....lb. .40— .50
Helonin (Eclectic Powder), 1-oz. v. oz. — 1.20
Helthin, .6 tests in package....pkge. — .60
Hemalbumen, 25-gm. v.....ea. — .50
Hematein, 15-gr. v. .....ea. — .40
Ammonium, 15-gr. v. .....ea. — .35
Hematin, 15-gr. v. .....ea. — 2.00
Hematoxylin, ⅛-oz. vials.....oz. — 2.00
Hemicranin, 1-oz. tin.....ea. — .90
Heminal, lbs. .....lb. — 2.30
½ lbs. .....lb. — 2.40
¼ lbs. .....lb. — 2.50
Hemlock Bark, crushed .....lb. .12— .15
Powdered .....lb. .16— .18
Gum .....lb. — .65
Hemlock-Lettuce, Herb .....lb. — .32
Hemogallol, 1-oz. v. .....oz. — .80
Tablets, 4-gr., 100s .....bot. — .80
Hemoglobin, Powder .....oz. — 1.04
Hemol .....oz. — .80
Bromo .....oz. — .75
Cupro .....oz. — .75
Ferro .....oz. — .75
Iodo .....oz. — 1.25
Mercuro-Iodo .....oz. — 1.50
Zinc .....oz. — .75
Hemp Seed, bags, 160 lbs.....lb..03¾— .06
Henbane, Juice .....lb. — 1.40
Leaves, English, 1-lb. tin.....lb. — 1.60
1-lb. bots. .....lb. — 1.75
Cultivated, 1-lb. pprs., S. & Co...lb. — .75
German .....lb. — .20
Powdered .....lb. — .30
Seed .....lb. — .35
Henna Leaves .....lb. — .50
Powdered .....lb. — ...

Heptane, Mineral .....oz. — .50
Heroin, 1-oz. v.....oz. — 4.85
½-oz. .....oz. — 5.00
¼-oz. .....oz. — 5.15
15-gr. vial .....ea. — .50
Hydrochlor. .....oz. — 4.85
½-oz. .....oz. — 5.00
¼-oz. .....oz. — 5.15
15-gr. v. .....ea. — .23
Hesperein, 15-gr. v. .....ea. — 1.50
Hesperidin, 15-gr. v. .....ea. — .50
Hetol .....oz. — 1.75
Hexamethylentetramine .....oz. — .18
lb. — 1.60
Tablets, 5-grs., 100s. .....ea. — .40
1,000s .....ea. — 3.75
7½ grs., 100s. .....ea. — .40
1,000s. .....ea. 3.75
Hexane, 15-gr. v. .....ea. — .35
Hexyl Iodide, 15-gr. v. .....ea. — .50
Heyden Sugar Crystals, 1-lb. bot., lb. —12.00
1-oz. bottles .....oz. — 1.00
Hiera Picra .....lb. .30— .35
High Cranberry (see Cramp Bark).
Hippol, Crystalline, ozs. .....oz. — 1.50
Tablets, 7½-grs., 20 in box..ea. — .65
Hoang-Nan, Bark, Powdered .....oz. — 1.15
Hoffman's Anodyne (see Anodyne).
Hogg Gum, True .....lb. .40— .50
Hollow Tooth Herb .....lb. .30— .35
Hollyhock Flowers .....lb. .40— .50
Pressed ozs. .....lb. — .36
Holocain, 1-gm. v.....ea. — .35
5-gm. v. .....per vial. — 1.50
1-oz. v. .....ea. — 7.00
Homatropine Alk., Pure, 5-gr. v., 45c; 10-gr.v., 42½c; 15-gr. v.40c.gr. — .50
Hydrobrom. 5-gr. v., 35c; 10-gr. v., 32½c; 15-gr. v., 30c....gr. — .40
Hydrochlor., 5-gr. v., 42c; 10-gr. v., 40c; 15-gr. v., 37c.....gr. — .45
Salicylate, 5-gr. v., 42c.; 10-gr. v., 40c; 15-gr. v., 37c.....gr. — .45
Sulphate, 5-gr. v., 42c; 10-gr. v., 40c; 15-gr. v., 37c.....gr. — .45
Honey, Strained, cans, 60 lbs. or less..lb. .10— .15
Hops, select .....lb. .45— .50
Pressed, ¼ and ½-lb. pkgs.....lb. .48— .52
Ounces .....lb. .54— .60
Horehound, Herb, ozs.....lb. — .22
Hornbeam Herb .....lb. — .25
Horse Chestnut, Bark.....lb. — .30
Horsemint, Herb .....lb. — .30
Horse Radish, Leaves.....lb. — .30
Root .....lb. — .26
Hydracetin (Acetylphenylhydrazin)oz. — 2.00
Hydragogin, 15-grm. vials.....ea. — .90
Hydrangea Root .....lb. .20— .25
Powdered .....lb. .30— .35
Hydrastin (Eclectic Powder).....oz. — 2.50
Muriate (Eclectic Powder) ...oz. — 1.75
Nitrate (Eclectic Powder).....oz. — 3.60
Phosphate (Eclectic Powder)...oz. — 3.00
Sulphate (Eclectic Powder)...oz. — 2.50
Hydrastine, Alkaloid, C. P., Cryst.oz. — 6.00
15-gr. vials .....ea. — .35
Bitartrate .....oz. — 4.50
Citrate .....oz. — 4.50
Hydrochlorate .....oz. — 6.00
15-gr. vials .....ea. — .35
Nitrate, ⅛-oz. v.....⅛-oz. — .70
Phosphate, ⅛-oz. v.....oz. — 4.50
Sulphate .....oz. — 6.00
15-gr. v. .....ea. — .35
Tartrate, ⅛-oz. v.....ea. — 1.50
Hydrastin Sulphate, Keith's .....oz. — 4.00
Hydrastinine Hydrochlorate, 5-gr. v.ea. — .80
10-gr. v. .....ea. — 1.50
15-gr. v. .....ea. — 2.00
⅛-oz. .....oz. — .52

See the Era each week for all changes in these prices.

Hydrastol, 4-oz. bot.	doz.	— 3.50
½-oz. v.	oz.	.32— .50
Hydrazine Sulphate	oz.	— 1.55
Hydrazo-benzene	oz.	— 1.80
Hydro-benzamide	oz.	— 1.00
Hydroberberine, 15-gr. v.	ea.	— 2.60
Hydrochinon	oz.	.15— .17
lbs.	lb.	— 1.52
½-lbs.	lb.	— 1.54
¼-lbs.	lb.	— 1.58
Hydrocotarnine, 1½-gr. v.	ea.	— 2.50
Hydrocotoin, 15-gr. v.	ea.	— .30
Hydrogen Peroxide, Sol. Medicinal	lb.	.20— .25
5-pt. bottles	ea	— .75
Sol. Technical, lbs.	lb.	.15— .20
5-gal. Demijohns	gal.	— .90
30 p. c. (100 vols.) C. P., 50-gram v.	ea.	— 1.35
Hydrohydrastinine Hydrochlorate, 15-gr. vial	ea.	— 1.25
Hydronaphthol	oz.	— .75
Hydroxylamin, Hydrochlorate	oz.	— .97
Sulphate	oz.	1.70— 1.80
Hykatol, ozs.	oz.	1.50— 2.00
Hyoscine, 15-gr. v.	ea.	— 5.50
Hydrobromate, 1, 3, 5, 10 and 15-gr. v.	gr.	.32— .50
Hydrochlorate, 3, 5, and 15-gr. v.	gr.	.32— .50
Hydriodate, 3, 5, 10 and 15-gr. vial	gr.	.32— .60
Sulphate, 3, 5, 10 and 15-gr. v.	gr.	.32— .50
Hyoscyamin (Eclectic Powder), 1-oz. vial	oz.	— 1.80
Hyoscyamine, Amorph., color, 15-gr. vial	ea.	— 3.00
Crystal, white, 5, 10 and 15-gr. vial	gr.	.32— .40
Hydrobromate, 5, 10 and 15-gr. vial	gr.	.20— .25
Hydrochlorate, 5, 10 and 15-gr. v.	gr.	.20— .25
Hydriodate, 5, 10 and 15-gr. v.	gr.	.32— .40
Salicylate, 15-gr. vial	gr.	— .20
Sulph., Amorph., dry, 5, 10 and 15-gr. vials	gr.	.20— .25
Cryst.	gr.	.32— .40
Hyoscyamus Leaves (see Henbane).		
Hypnal-Hoechst 1-oz. v.	oz.	— 1.45
Hypnone, 1-oz. v.	oz.	— 1.22
Hyraceum	oz.	.25— .30
Hyrgolum	oz.	— .85
Hyssop, Herb, German	lb.	— .25

I

Iatrol, 1-oz. v.	oz.	— .95
Iceland Moss	lb.	.12— .16
Cut	lb.	.14— .18
Ichthalbin	oz.	— .80
Tablets, 5-grs.	oz.	— 1.00
Ichthargan, ½ ozs.	oz.	— 3.10
ozs.	oz.	— 3.00
10-gramme vials	ea.	— 1.50
Ichthoform	oz.	— 1.00
Ichthyol, Sulpho-Ichthyol of Ammon.		
lbs	lb.	4.00
½-lbs.	lb.	— 4.10
¼-lbs.	lb.	— 4.25
ozs.	oz.	— .32
Lithium	oz.	.60— .65
Sodium, lbs.	lb.	— 5.25
½-lbs.	lb.	— 5.40
¼-lbs.	lb.	— 5.65
ozs.	oz.	— .40
Pills, 1½-gr.	100	— .60
Zinc	oz.	— .55
Oint., 4-oz. jars	lb.	— 1.75
1-lb. jars	lb.	— 1.50
1-oz. tubes	oz.	— .15
Ignatia Seeds (see Ignatia Beans).		
Illicin, 15-gr. v.	ea.	— .75
Imogen, lbs.	lb.	— 3.95
½-lbs.	lb.	— 4.40
¼-lbs.	lb.	— 4.80
Ozs.	oz.	— .37
India Rubber, crude, Para	lb.	— 1.50
Indian Black Root	lb.	.20— .25
Indian Hemp Root, Black	lb.	.35— .40
Powdered	lb.	.35— .40
White	lb.	.25— .30
Powdered	lb.	.40— .45
Indian Physic Root	lb.	— .25
Indian Turnip Root	lb.	.30— .35
Powdered	lb.	.30— .35
Indigo, Bengal, true	lb.	1.35— 1.50
Powdered	lb.	1.60— 1.70
Caracas, cerooms, 100 lbs. or les.	lb.	1.10— 1.25
Guatemala, cerooms, 100 lbs.		1.20— 1.30
Madras, best, cases, 300 lbs. or less.	lb.	.60— .70
No. 2, cases, 300 lbs. or less.	lb.	.55— .65
Manila, best, cases, 200 lbs. or less.	lb.	.60— .70
No. 2, cases, 200 lbs. or less.	lb.	.55— .65
Sulphate (Compound), in bots., 9 lbs.	lb.	.45— .55
Indigo Carmine Dry	oz.	— .25
Paste	lb.	— .50
Indigotine (German) 10-gm. v.	ea.	— .50
(Dyer's)	oz.	.35— .40
	lb.	2.00— 2.25
Indium, 15-gr. v.	ea.	— 9.00
Chloride, 1-gm. v.	ea.	— 8.50
Oxide, 1gm. v.	ea.	— 9.50
Sulphate, 1-gm. v.	ea.	— 8.50
Indol, 1½-gr. v.	ea.	.75— .85
Infusorial Earth, or Kieselguhr	lb.	— .15
Finest Powd.	lb.	— .50
Ingluvin	oz.	— .84
Tablets	oz.	— .84
Inosit, 15-gr. v. (Meat Sugar)	ea.	— 2.50
Insect Powder	lb.	.20— .28
Pure Uncolored Dalmatian	lb.	.35— .42
Intensifier, Bayer, Powder, 1-oz. bots.	ea.	— .60
Tablets, box 50 tablets	box.	— 2.75
Cartridges, box of 10	box.	— 1.20
Box of 5	box.	— .65
Inulin (Eclectic Powder)	oz.	— .75
Iodalbacid	oz.	— 1.00
Iodamyl, 1-oz. v.	oz.	— .80
Iodferratose, B. & S., 25-gm. pkgs.	ea.	.63— .67
Iodine, Bromide, 1-oz. v.	oz.	— 50
Solution, 15 per cent.	oz.	— .28
Chloride-mono, 1-oz. v.	oz.	— .65
Trichloride	oz.	— .65
Crude	lb.	— 4.00
Cyanide	oz.	2.50— 2.60
Oleate, 2 per cent.	oz.	— .50
Resublimed, 1-lb. bots.	lb.	4.20 - 4.50
1-oz. v.	oz.	.33— .40
Soluble, Burnham's, ozs.	ea.	— 1.00
2 oz.	ea.	— 1.75
4 oz.	ea.	— 3.00
Iodipin, 10 per cent.		
1-lb.	lb.	— 3.65
½-lb.	lb.	— 3.75
¼-lb.	lb.	— 3.90
Oz. v.	oz.	— .28
25 per cent.		
1-lb.	lb.	— 8.25
½-lbs.	lb.	— 8.35
¼-lbs.	lb.	— 8.50
Ozs.	oz.	— .80
Iodocin	oz.	— .80
Iodo Elgon	oz.	— .75
Sodium	oz.	— .75

See the Era each week for all changes in these prices.

Iodoform, Bituminized, ozs.	oz.	— .75
Crystals and Powd.	1 lb. bots.	4.50— 4.75
1-oz. vials	oz.	.37 .42
Deodorized	oz.	.55— .60
Odorless (see Cafflodoform).		
Oleate, 2 per cent., 1-oz. vials	oz.	— .50
Iodoformogen	oz.	— .50
Iodole, 1-oz. v.	oz.	— 1.25
Iodomuth	oz.	— .75
Iodophenin	oz.	— 1.25
Iodophosphine	oz.	— 2.00
Iodopyrine	oz.	— 1.40
Iodotheobromine	oz.	— 1.75
Iodothyrine, ozs.	oz.	— 3.40
½-ozs.	oz.	— 3.65
¼-ozs.	oz.	— 3.90
Tablets, 25 in vial	ea.	— 1.00
50 in vial	ea.	— 1.95
100 in vial	ea.	— 3.90
Iodozen Merritt's	oz.	— .75
Iogelidine (Gelatinized Iodine 15 per cent.) 2-oz. jars	ea.	— .35
Ipecac Root	lb.	1.50— 1.60
Ground	lb.	1.55— 1.65
Powdered	lb.	1.60— 1.75
Iridin., 1-oz. v.	oz.	— 2.55
Iridium, 15-gr. v.	ea.	.250— .275
Bromide, 15-gr. v.	ea.	— 1.50
Chloride, 15-gr. v.	ea.	— 1.00
Oxide, 15-gr. v.	ea.	— .75
Irish Moss, No. 1, bbls., 75 lbs. or less	lb.	.08— .12
Cut	lb.	.20— .25
XX. bbls., 75 lbs. or less	lb.	.14— .18
Very White Bleached	lb.	.18— .22
Irisin (Eclectic Powder)	oz.	— .60
Iron, Acetate, Dry, 1-oz. v.	oz.	— .26
Liquid, Ph. B., 1-lb. bots.	lb.	— .45
Albuminate, Scales, 1-oz. v. (lbs. 2.25)	oz.	— .22
Alcoholized (Limatura)	lb.	— .32
Ammoniated (Flores Martiales)	lb.	— .35
Anisate, 1-oz. v.	oz.	— 1.55
Arsenate, 1-oz. v.	oz.	.16— .18
Arsenite, 1-oz. v.	oz.	.16— .18
Benzoate, 1-oz. v.	oz.	— .29
Borocitrate, 1-oz. v.	oz.	.30— .35
Bromide, 1-oz. v.	oz.	— .17
	lb.	— 1.25
Camphorate	oz.	— 1.50
Carbazotate, 1-oz. v.	oz.	— .30
Carbonate, drops	lb.	.15— .18
Precip., cs., 50 lbs. or less	lb.	.12— .16
English, 1-lb. bot.	lb.	.25— .28
Saccharated	lb.	.40— .42
Vallet's Mass	lb.	— .30
Chloride, Ferric, Cryst., U. S. P., 1-lb. bots.	lb.	— .25
Solution, 1-lb. bots.	lb.	— .14
Tincture, 1-lb. bots.	lb.	— .32
Proto-Ferrous, Chloride	oz.	.12— .16
Chromate, Pure, 1-oz. v.	oz.	— .67
Powdered	lb.	— .15
Chromite	lb.	— 4.00
Citrate, U. S. P., Gran.	lb.	.55— .60
and Ammonia, Soluble	lb.	.55— .60
Green Scales	lb.	— .68
and Cinchonidine	oz.	— .19
and Magnesium, 1-oz. vials	oz.	— .13
and Manganese, 1-oz. vials	oz.	— .19
and Manganese Peptonized	oz.	— .39
and Quinine, U. S. P. (12 per cent. Q.) Scales	lb.	1.70— 1.90
1-oz. vials	oz.	— .22
Soluble (12 per cent. Q.), Scales	lb.	1.70— 1.90
Soluble (12 per cent. Q.), gran.	oz.	— .22
and Quinine, English, 1-oz. v.	oz.	.90— 1.00
Citrate, Quinine and Strychnine	oz.	— .25
and Strychnine, 1-oz. v.	oz.	— .13
Iron, Crocus Martis	lb.	.12— .14
Dialyzed (see Iron, Oxide, Dialyzed).		
Ferrocyanide, in 1-lb. bots.	lb.	— .44
1oz. vials	oz.	— .09
Filings	lb.	.10— .12
Filings, Clean Cuttings	lb.	.12— .15
Fluoride	oz.	— .45
Formate	oz.	— 1.55
Glycerinophosphate	oz.	— .40
Hydrated Oxide, ¼-lb. bots.	lb.	— .35
Hydrocyanate, 1-oz. v.	oz.	.72— .80
Hypophosphite	lb.	— 1.20
	oz.	— .16
Iodate, 1-oz. v.	oz.	— .77
Iodide, 1-oz. v.	oz.	.35 .40
Saccharated, 1-oz. v.	oz.	.29— .32
Liquor Conct., ¼-lbs.	lb.	— 2.70
½-lbs.	lb.	— 2.60
1-lb.	lb.	— 2.50
Syrup of	lb.	— .40
Tasteless, Creuse's, 1-oz. v.	oz.	— .70
Syrup	lb.	— .70
Lactate (1-lb. bots., 50)	oz.	— .09
and Manganese	oz.	— .45
and Quinine, 1-oz. vials	oz.	— .55
Lactophosphate	oz.	.16— .20
Malate, 1-oz. v.	oz.	— 1.14
Metallic, Fine Powder	lb.	— .32
Muriate, Solution, Saturated	lb.	.10— .14
Tincture	lb.	.32— .36
Creuse's	lb.	.70— .80
Nitrate Solution, U. S. P.	lb.	— .25
Oleate, 1-oz. v.	oz.	.25— .30
Oxalate (Ferrous)	oz.	— .16
Ferric	oz.	— .21
Oxide, Black, 1-lb. bots.	lb.	.60— .85
Brown	lb.	.12— .18
Dialyzed, Scales	oz.	— .30
Solution, Am., 1-lb. bots.	lb.	— .40
Ger., 1-lb. bots.	lb.	— .25
5-lb. bots.	lb.	— .20
Red, Saccharated, German	lb.	— .45
Peptonate	oz.	— .24
	lb.	— 2.50
Perchloride (see Sesquichloride).		
Pernitrate, Solution, 1-lb. bots.	lb.	— .25
Persulphate (see Sulphate and Tersulph.		
Phosphate, gran., 1-lb. bots.	lb.	— .50
U. S. P. Scales, 1-lb. bots.	lb.	.55— .60
Precipitated, 1-lb. bots.	lb.	— .37
Phosphide	oz.	— .97
Picronitrate	oz.	— .50
Protocarbonate (Vallet's Mass)	lb.	— .30
Protosulphate and Ammonium	lb.	.14— .22
Pyrophosphate, Scales, Soluble, 1-lb. bots.	lb.	.55— .60
1-oz. vials	oz.	— .11
Quevenne's (by Hydrogen), Gray, 1-lb. bots.	lb.	— .50
1-oz. vials	oz.	— .11
Resinate	oz.	— .55
Salicylate, 1-oz. v.	oz.	— .15
Santonate	oz.	— 2.30
Santoninate	oz.	— 1.30
Sesquichloride, 1-lb. bots.	lb.	.35— .40
1-oz. vials	oz.	— .11
Solution, 1-lb. bots.	lb.	— .15
Silicate	oz.	— .34
Subsulphate, 1-lb. bots.	lb.	— .27
1-oz. vials	oz.	— .08
Solution (Monsel's)	lb.	— .15
Succinate, 1-oz. v.	oz.	— .34
Sulphate (Copperas), bbls, 300 lbs. or less	lb.	.01— .03
Cryst., pure	lb.	.08— .10
Dried (Exsiccata)	lb.	.15— .20
Gran., Precip.	lb.	— .25
and Manganese	oz.	— .30
and Potash	lb.	— 1.10

See the Era each week for all changes in these prices.

Iron, Sulphocarbolate .....oz.	—	.13
Sulphocyanate .....oz.	—	.50
Sulphuret, 1-lb. bots. .....lb.	.16—	.18
Tannate, 1-oz. v. .....oz.	—	.24
Tart, and Ammonium .....lb.	—	.62
1-oz. vials .....oz.	—	.11
and Potassium, lbs. .....lb.	—	.48
oz.	—	.10
Scales (oz., 10) .....lb.	—	.48
Tersulphate, Solution, U. S. P..lb.	—	.20
Dried .....lb.	—	.40
Tungstate, 1-lb. bots. .....lb.	—	.30
Valerianate, 1-oz. v. .....oz.	—	.19
and Quinine, 1-oz. v. .....oz.	—	.73
Iron and Sodium Oxalate .....lb.	1.50—	1.75
Isarol, ozs. .....oz.	.30—	.35
4 ozs. .....lb.	—	4.25
8 ozs. .....lb.	—	4.15
1 lbs. .....lb.	—	4.10
1 kilo .....lb.	—	4.00
Isatin, 15-gr. v. .....ea.	—	.75
Isinglass, American (Fish Glue)..lb.	.85—	1.00
Brazil Thread .....lb.	2.75—	3.00
Cooper's (see Gelatine).		
Fish Sounds .....lb.	.90—	1.00
Japanese (Agar-Agar) .....lb.	.55—	.65
Russia, True .....lb.	4.75—	5.00
No. 2. .....lb.	4.00—	4.50
Thread, true .....lb.	3.00—	3.25
Isoborneol .....lb.	15.00—	16.00
Iso-quinoline, 15-gr. v. .....ea.	—	.75
Itrol, 1-oz. v. .....ea.	1.30—	1.40
Ivy, Herb, ozs. .....lb.	—	.25
Root, Bark of .....lb.	—	.20
Iwarancusa (Andropogon Muricatus)..lb.	.30—	.35

J

Jaborandi Leaves .....lb.	.25—	.30
Powdered .....lb.	.30—	.35
Pressed .....oz.	—	.34
Jaborin, 15-gr. v. .....ea.	—	3.25
Jacob's Ladder Herb, Pressed ozs..lb.	—	.30
Jalap Root, Selected.....lb.	20—	.25
Powdered .....lb.	.25—	.30
Jalapin (Eclectic Powder) .....oz.	—	1.20
Jamaica Dogwood .....lb.	.30—	.35
Powdered .....lb.	.35—	.40
Jambul Seed (oz., .10) .....lb.	.80—	.90
Powdered (oz., .25) .....lb.	1.00—	1.10
Jequirity Seed (Abrus Precatorius) oz.	.08—	.12
Powdered .....oz.	.15—	.20
Jersey Tea Root .....lb.	—	.30
Jerusalem Oak Leaves, Pressed, ozs. .....lb.	—	.33
Jervine, 15-gr. v. .....ea.	—	3.00
Jewel Weed, Pressed, ozs.....lb.	—	.30
Jimpson Weed or Seed (see Stramonium).		
Job's Tears, ordinary .....lb.	.40—	.50
White (Coix Lacryma) ....lb.	.60—	.75
on Strings .....ea.	.15—	.20
Johnswort Herb, Pressed, ozs.....lb.	—	.30
Juglandin (Eclectic Powder) .....oz.	—	.48
Juice, Amogara, Walker's .....doz.	—	8.50
Belladonna .....lb.	—	1.50
Broom Tops .....lb.	—	.50
Cineraria Maritima, Christy's, ½-ozs .....oz.	—	4.00
Luyties' .....doz.	—	9.00
Walkers' .....doz.	—	9.00
Conium, Succus Conii .....lb.	—	1.40
Digitalis .....lb.	—	1.50
Eider .....lb.	—	.50
Henbane .....lb.	—	1.50
Juniper Berries .....lb.	.35—	.40
Lime .....gal.	.75—	.85
Clarified .....gal.	1.00—	1.10
Pawpaw, Dry .....oz.	—	1.00
Juice from Fruit.		
Blackberry, qts. .....doz.	—	6.50
Black Currant, qts. .....doz.	—	6.50
Blood Orange, qts. .....doz.	—	6.50
Catawba, qts. .....doz.	—	6.50
Cherry, qts. .....doz.	—	6.50
Currants, qts. .....doz.	—	6.50
Grape, qts. .....doz.	—	6.50
Lemon, qts. .....doz.	—	6.50
Lime, Stowers' .....doz.	—	3.25
Orange, qts. .....doz.	—	6.50
Peach, qts. .....doz.	—	6.50
Pineapple, qts. .....doz.	—	6.50
Prune, bulk .....gal.	2.25—	2.50
Raspberry, qts. .....doz.	—	6.50
Strawberry, qts. .....doz.	—	6.50
Jujube Berries .....lb.	—	.50
Juniper Berries, new .....lb.	.05—	.08
Ground .....lb.	.10—	.12
Powdered .....lb.	.15—	.18
Flowers .....lb.	.30—	.35
Juice .....lb.	—	.38
Jurubeba Root .....lb.	—	1.00

K

Kairine, 20-gm. bot. .....bot.	1.75—	2.00
Kali, Citrate .....lb.	.63—	.67
Kamala .....lb.	.35—	.40
Powdered (lb. .50) .....oz.	.09—	.12
Purif. .....lb.	1.35—	1.50
Kamalin, 15-gr. v. .....ea.	—	.25
Kamnol .....oz.	—	1.00
Kaolin .....lb.	.05—	.08
Acid Washed .....lb.	—	.20
Kava Kava Root .....lb.	.30—	.35
Powdered .....lb.	.40—	.45
Kefir, Fungi, 1-oz. v.....oz.	—	1.00
Keratin, from Horn .....oz.	—	.75
Pepsinized, in ½-oz. vials.....oz.	—	3.75
From Quills .....oz.	—	5.00
Kermes Grains (Coccus Ilicis) ....lb.	2.50—	2.75
Kermes' Mineral (see Antimony Sulphide).		
Keroline, Ichthyol, 5 per cent, ¼-lb. bots..bot.	—	.60
2 per cent., ¼-lb. bots.....bot.	—	.45
Kieselguhr (see Infusorial Earth).		
Kieserite .....lb.	—	.35
Kino Gum (Dried Juice), True ....lb.	.40—	.45
Powdered .....lb.	.45—	.50
Klinol .....oz.	—	.50
Tablets, 5-gr. .....oz.	—	.50
Kola Nuts, Small to Large.....lb.	.15—	.20
Paste (lb., 2.50) .....oz.	.25—	.30
Kosin, 15-gr. v. .....ea.	—	1.00
Koussein, Amorph., ½-oz. v.....ea.	—	.75
Kousso, Abyssinia, Fresh, Flowers..lb.	.45—	.50
Powdered .....lb.	.55—	.60
Kowri Gum .....lb.	.45—	.50
Krameria (see Rhatany).		
Kreatin, 15-gr. v. .....ea.	1.50—	2.00
Kreatinine, 1-grm. v. .....ea.	—	5.00
Kreosote (see Creosote).		
Kresamin .....oz.	—	1.00
Kresin (Kresaprol) .....lb.	.40—	.50
Kryofin, Crystals, oz. v.....ea.	—	1.00
Tablets, 4 or 7½-grs., oz. v....ea.	—	1.00
Kryolite .....lb.	—	.15
Powd. .....lb.	—	.15

L

Labdanum Gum .....lb.	—	.40
Labordine .....oz.	—	1.00
Labrador Tea Leaves, Pressed, ozs..lb.	—	.50
Lacca, in globulis .....lb.	—	.50
Lac Dye, Powdered .....lb.	—	.14

Lacmoid, C. P.	oz.	.75— 1.00
Lacmus (see Litmus).		
Lactamide	oz.	— 5.00
Lactophenin (25 oz., .90)	oz.	— 1.00
Lactucarium, German, 1-lb. bots.	lb.	— 9.00
1-oz. vials	oz.	.60— .65
Lactucine, 15-gr. vial	ea.	4.25— 4.75
Lactyl-tropeine Nitrate, 15-gr. v.	ea.	— 2.50
Ladies' Slipper, Root	lb.	.55— .60
Powdered	lb.	.60— .65
Pressed	lb.	— .45
Laminaria Digitata (lb., .75)	oz.	.10— .12
Lamp Black, lb. pkts.	lb.	.15— .20
Fingers	doz.	— .18
Lanikol, ozs.	oz.	— .25
4-oz. pkgs.	oz.	— .19
Lanola, lbs	lb.	— .30
15-lb. lots	lb.	— .28
25-lb. lots	lb.	— .25
Tubes	doz.	— 1.10
6 doz. 10 per cent discount.		
Lanolin, Liebreich	lb.	— .75
Anhydrous, 1-lb. tins	lb.	— 1.00
Puriss. Hydrous	lb.	— .40
Anhydrous	lb.	— .60
Lanthanum, Metallic, Powder, .15-gr. vial	ea.	—18.00
Carbonate, 15-gr. v.	ea.	— 1.00
Chloride, 15-gr. v.	ea.	— 1.00
Nitrate, 15-gr. v.	ea.	— .75
Oxalate, 15-gr. v.	ea.	— 1.00
Oxide, 15-gr. v.	ea.	— 1.00
Sulphate, 15-gr. v.	ea.	— 1.00
Lanum, Adeps Lanae Hydrosus	lb.	.28— .40
Anhydrous	lb.	.45— .50
Lapis Calaminaris, dark	lb.	.10— .12
Light	lb.	.10— .12
Divinus (see Copper Aluminated).		
Lard, Anhydrous, Prepared, 5-lb. cans	lb.	.27— .30
Benzoinated, 5-lb. cans	lb.	.27— .30
Laudanum (see Tinct. Opium).		
Larch Bark (see Tamarack).		
Largin, 1-oz. v.	ea.	— 1.75
Larkspur Herb	lb.	.60— .75
Seed	lb.	— .50
Powdered	lb.	.60— .65
Laurel (see Bay Laurel).		
Laurel Berries	lb.	.10— .14
Powdered	lb.	.12— .16
Lavender Flowers	lb.	.12— .15
Extra	lb.	.16— .18
Lead Acetate (Sugar), very white	lb.	.10— .15
Brown	lb.	.08— .12
Powdered, white	lb.	.16— .20
Purified, 1-lb. cartons	lb.	.20— .22
Arsenate	lb.	— 1.00
Arsenite	oz.	.14— .16
Benzoate	oz.	— .29
Black Amer.	lb.	.04— .06
East India	lb.	.08— .10
Powdered	lb.	.10— .12
German, Silver	lb.	.12— .15
Powdered	lb.	.08— .10
Borate	oz.	— .20
Bromide	oz.	— .24
Carbonate, Medicinal	lb.	— .70
Pure (Flake White)	lb.	.12— .14
Chloride	lb.	.50— .55
Pure	oz.	— .11
Chromate, Neutral, fused	lb.	— 1.10
Powdered	lb.	— 1.10
Cyanide	oz.	.25— .30
Ferro-cyanide, 1-oz. v.	oz.	.20— .25
Formate	oz.	— .29
Glycerite, 1-lb. bots.	lb.	— 1.00
Hyperoxide, pure	lb.	— 1.00
Commercial	lb.	— .50
Hypophosphite	oz.	— .44
Hyposulphite	oz.	— .19
Iodide, Powdered (lbs., 3.00)	oz.	.24— .27
Lactate	oz.	— .35
Lead, Malate	oz.	— 1.05
Metallic, Bar	lb.	— .35
Gran., Pure (test lead)	lb.	— .50
Powdered, Pure	lb.	— 1.00
Foil	lb.	— .25
Molybdate	oz.	— .95
Nitrate	lb.	— .16
C. P.	lb.	— .40
Oleate, 10 per cent	oz.	— .20
20 per cent	oz.	— .25
Oxalate, Pure	oz.	— .19
Oxide, Brown (Peroxide)	lb.	.30— .40
Medicinal, Yellow	lb.	— .75
Peroxide	lb.	— .30
C. P.	lb.	.80— 1.00
Phenate	oz.	.30— .35
Phosphate, Pure	oz.	— .25
Phosphite	oz.	— .45
Salicylate	oz.	— .60
Selenate	oz.	— 3.00
Sesqui Oxide	oz.	— .24
Silicate	oz.	.20— .25
Subacetate Crystals	oz.	— .24
Subacetate, Solution (Goulard's Extract)	lb.	— .12
Sulphate, Pure	lb.	— .60
C. P.	lb.	— .60
Sulphide, Pure	oz.	— .19
Sulphite	lb.	— 1.00
Sulphocarbolate	oz.	— .19
Sulphocyanide	oz.	— .25
Tannate, Dry	oz.	— .24
Tartrate	oz.	— .15
Tungstate	oz.	— .70
Vanadate, 15-gr. v.	ea.	— .85
Lecithin, 1-oz. v.	oz.	— 7.00
½-oz. v.	oz.	— 7.10
¼-oz. v.	oz.	— 7.25
⅛-oz. v.	oz.	— 7.50
15-gr. v.	ea.	— .50
Leeches, Best Swedish	ea.	.04— .06
Legumin, 15-gr. v.	ea.	— .40
Lemon, Balm, Herb, Pressed, ozs.	lb.	— .40
Lemon Peel, Ribbons	lb.	.10— .15
Ground	lb.	.15— .20
Lenigallol, 1-oz.	ea.	— 1.00
Lenirobin, 1-oz.	ea.	— 1.00
Leontodin (Eclectic Powder)	oz.	— 1.20
Lepidine	oz.	— 1.00
Lepidolite	lb.	.12— .15
Leptandrin (Eclectic Powder)	oz.	— .35
Levulose 10-gm. v.	ea.	— .40
C. P. (Diabetin)	lb.	— 1.60
In Honey Form	lb.	— 1.40
Ferride, ozs.	oz.	— .50
lbs.	lb.	— 6.25
ozs., C. P.	oz.	— 3.25
Licorice Extract, Corigliano, Sticks, 16 to lb.		.34— .36
8 to lb.		.34— .36
6 to lb.		.34— .36
4 to lb.		.34— .36
Licorice Extract, Mass.	lb.	.24— .25
Powdered	lb.	.35— .40
M. & R., all sizes	lb.	.23— .25
P. & S.	lb.	.25— .28
Purified, soft	lb.	.60— .70
Refined English	lb.	.50— .60
Scudder's, all sizes	lb.	.23— .25
Solazzi, Sticks 4 to lb.		.20— .28
Y. & S., all sizes	lb.	.23— .25
Ringed	lb.	.30— .35
Powdered	lb.	.20— .25
Licorice Root, Russian, peeled	lb.	.15— .20
Extra	lb.	.20— .25
Cut	lb.	.20— .25
Powdered	lb.	.20— .25
Spanish, cut	lb.	.20— .25
Ground	lb.	10— .12
XX, bundles 4 to 6 lbs.	lb.	.14— .16

See the Era each week for all changes in these prices.

Licorice Root, Spanish, XXX, bundles, 4 to 6 lbs.	lb.	.16—	.20
Powdered	lb.	.12—	.15
Extra	lb.	.15—	.18
Select, bundles, 1½ to 6 lbs.	lb.	.16—	.20
Lettuce Seed	lb.	.50—	.55
Leucine, 15-gr. v.	ea.	—	2.00
Liantrol, 50-gm. bots.	ea.	—	.60
100-gm. bots.	ea.	—	1.00
Life-everlasting, Herb, Pressed, ozs.	lb.	—	.25
Life-root, Herb, Pressed, ozs.	lb.	—	.30
Lilacin 15-gr. vial	ea.	—	2.50
Lilacine	oz.	.50—	.60
Lily of the Valley, Flowers	lb.	.50—	.65
Lime (Calx.) U. S. P.	lb.	.30—	.35
Lime Juice, Martinique, qts.	doz.	—	3.50
Montserrat, qts.	doz.	—	3.25
Magnums	doz.	—	5.50
Rose's Magnums	doz.	—	5.00
Pints	doz.	—	2.50
Quarts	doz.	—	3.50
Lime, Salts of (see Calcium).			
Bisulphite solution	gall.	.25—	.30
Carbolated, No. 1, 50-lb. boxes	lb.	—	.09
No. 2, 50-lb. boxes	lb.	—	.06
1-lb.	doz.	—	1.50
Caustic, 1-lb. bots.	lb.	—	.50
Chlorinated (Chloride), bulk	lb.	.04—	.06
Cans, Acme, lbs.	lb.	.09—	.10
½-lbs.	lb.	.11—	.12
¼-lbs.	lb.	.13—	.14
Assorted	lb.	.11—	.12
Cartons, [illegible]	lb.	.08—	.09
½-lb.	lb.	.09—	.11
¼-lb.	lb.	.11—	.13
Assorted	lb.	.10½—	.12
Sulphurated, U. S. P.	lb.	.28—	.30
Vienna, cans, 20 and 60 lbs.	lb.	.08—	.21
Linalool	lb.	5.00—	6.00
Linalyl Acetate (Bergamiol)	lb.	—	12.00
Formate	lb.	—	10.00
Liniment, Absorbent	lb.	—	1.00
Aconite	lb.	1.00—	1.25
Ammonia	lb.	—	.40
Ammonium Iodide	lb.	—	1.50
Belladonna, U. S. P.	lb.	—	1.00
Camphor, U. S. P.	lb.	.50—	.60
Canada	lb.	—	1.00
Cantharides	lb.	—	1.00
Chloroform, U. S. P.	lb.	1.00—	1.25
Circus	lb.	—	.75
Goff's	lb.	—	1.00
Lead, Sub. Acet.	lb.	—	.60
Lime, U. S. P.	lb.	.25—	.40
Mustard Comp.	lb.	—	1.00
Soap, U. S. P.	lb.	—	.50
Soft Soap, U. S. P	lb.	.50—	.60
Stokes'	lb.	.40—	.50
Turpentine	lb.	.40—	.45
Lint, Absorbent, ozs.	lb.	—	.75
lb.	lb.	—	.55
Flax, No. 0, ozs.	lb.	—	1.50
Ricksecker's Marine, lbs.	lb.	—	.45
Taylor's A1., lbs.	lb.	1.30—	1.40
1-oz. papers	lb.	1.50—	1.65
Lipanin (original bots.)	doz.	—	8.00
Lippia Mexicana, Herb	lb.	1.75—	2.00
Liq. Ulex Diureticus, ozs.	ea.	—	.60
lbs.	lb.	—	6.50
Litharge	lb.	.10—	.12
English, scales	lb.	.14—	.16
Lithiformasal	oz.	—	.50
Lithium Acetate	oz.	—	.25
Arsenate	oz.	—	1.10
Benzoate, ¼-lbs., ½-lbs., 1-lbs.	lb.	1.60—	1.70
oz.		.18—	.20
Benzosalicylate (lb., 2.60)	oz.	—	.24
Biborate	oz.	—	.70
Bicarbonte	oz.	—	.37
Bichromate	oz.	.25—	.30
Bitartrate	oz.	.22—	.26
Borate	oz.	.35—	.40
Lithium Borocitrate	oz.	—	.80
Bromide, ¼-lbs., ½-lbs. and lbs.	lb.	2.20—	2.45
oz.		—	.25
Carbolate	oz.	—	.80
Carbonate, ¼-lbs., ½-lbs., lbs.	lb.	2.30—	2.45
oz.		—	.25
Chloride (lb., 2.70)	oz.	—	.26
Chromate	oz.	—	.45
Citrate (lb. 1.60)	oz.	.16—	.18
Gran. Efferves., 4-oz.	doz.	—	4.00
Dithiosalicylate	oz.	—	1.50
Ferrobenzoate	oz.	—	1.00
Ferrocitrate	oz.	—	.55
Fluoride	oz.	—	.90
Formate	oz.	—	1.05
Glycerino-Phosphate	oz.	—	.74
Guaiacate	oz.	—	1.15
Hippurate	oz.	—	1.30
Hydrate	oz.	—	.95
Ichthyolate	oz.	—	.70
Iodide, 1-oz. v.	oz.	.41—	.43
Lactate, 1-oz. v.	oz.	—	.32
Metallic, 1-grm. v.	ea.	—	8.00
Metaborate	oz.	—	.64
Nitrate, 1-oz. v.	oz.	—	.25
Oxalate, 1-oz. v.	oz.	—	.80
Phosphate, 1-oz. v.	oz.	—	.30
Salicylate (lb. 1.45)	oz.	—	.17
Silico-fluoride	oz.	—	1.15
Succinate	oz.	—	1.00
Sulphate	oz.	—	.30
Sulpho-Carbonate	oz.	—	.80
Tartrate	oz.	—	.30
Urate	oz.	—	1.05
Valerianate	oz.	.90—	1.00
Lithium and Sodium Tart.	oz.	—	.29
Litholite	oz.	—	1.25
Litmus (Lacmus) cubes	lb.	—	.30
Powdered,	lb.	—	.45
C. P.	oz.	.25—	.30
Red	oz.	.25—	.30
Paper, books	doz.	—	.40
Sheets	quire.	—	.75
Liverwort Leaves, Pressed, ozs.	lb.	—	.30
Lobelia Herb	lb.	.18—	.20
Powd.	lb.	—	.25
Pressed, ozs.	lb.	—	.28
Leaves, pressed, ozs.	lb.	—	.40
Seed, clean	lb.	.70—	.75
Powd.	lb.	.80—	.85
Lobelin (Eclectic Powder)	oz.	—	1.20
Lobeline, Sulphate, 15-gr. v.	ea.	—	2.50
Lodestone (Magnetite)	lb.	.25—	.35
Logwood (see Dye Woods).			
London-Purple	lb.	.15—	.20
Loretin	oz.	.70—	.80
Losophan (25 ozs., 1.65)	oz.	—	1.80
Lotion, Granville's	lb.	.38—	.42
Lovage, Leaves, Pressed, ozs.	lb.	—	.45
Root, select white	lb.	—	.75
Pressed	lb.	—	.28
Seed	lb.	—	.65
Low Mallow, Leaves Pressed, ozs.	lb.	—	.34
Lunar Caustic (see Silver Nitrate, fused).			
Lung Moss, Pressed, ozs.	lb.	—	.30
Lungwort Leaves, Pressed, ozs.	lb.	—	.34
Lupulin, American	lb.	.60—	.70
German	lb.	.40—	.50
(Eclectic Powder)	oz.	—	.60
Luteol-Authenreith, 25 grm. v.	ea.	—	10.00
Lutidine-Beta	oz.	—	4.00
Lycetol-Bayer, ozs. only	oz.	—	4.25
Water	doz.	—	5.50
Lycopin (Eclectic Powder)	lb.	—	.75
Lycopodium, Herb	lb.	—	.25
Spores, Pollitz	lb.	1.05—	1.15
Russian	lb.	1.10—	1.20

Lye, Conc., Pa. Salt Co.'s, cases; 48 lbs...case. 3.25— 3.50
Greenwich, cases 48 lbs..case. 3.00— 3.25
Acme, 4 doz. in case .....case. — 3.00
2 doz. in case .....case. — 1.60
Babbitt's (see Potash).
Lygosin (Natr. lygosin), 15-gr. v..ea. — .35
Lysidine, 50 per cent solution....oz. — 1.75
Lysol, lbs. .....doz. — 8.00
1-gal. jugs .....ea. — 4.00
Soft Soap, tubes .....doz. — 1.[illegible]

M

Mace, whole .....lb. .70— .75
Powd. .....lb. .80— .85
Macrotin (Eclectic Powder) .....doz. .36— .40
Madder, best Dutch, bbls., 300 lbs. or less..lb. .12— .16
Comp., bots., 6 lbs.....lbs. .14— .17
Magnalium .....lb. — 1.50
Magnesite .....lb. .10— .12
Powdered .....lb. .10— .12
Calcined .....lb. .15— .20
Magnesium, Acetate .....oz. .20— .25
Benzoate .....oz. .25— .29
Biphosphate .....oz. — 2.00
Bisulphate .....lb. 2.00— 2.25
Borate .....oz. .15— .20
Borocitrate, Powd. .....oz. — .18
Scales .....oz. — .25
Bromide .....oz. — .25
Butyrate .....oz. — 1.07
Calcined (Oxide) Amer. .....lb. .35— .40
Heavy, 1-lb. bts. .....lb. .50— .63
small bots. .....doz. — 1.25
Henry's .....doz. — 9.00
English, Jennings', 10-lb. tins..lb. .50— .55
1-lb. tins .....lb. .60— .65
1-lb. bots. .....lb. .70— .75
Pattison's, (none in market).
Ponderous Jennings', 1-lb. bots..lb. 1.15— 1.25
10-lb. tins .....lb. 1.25— 1.35
Carbonate, Jennings', 4-ozs....lb. .22— .25
2-oz. .....lb. .23— .27
Ponderous 1-lb. bots....lb. .80— .85
10-lb. tins .....lb. .65— .75
Small squares .....lb. .40— .45
K. & M., 4-oz.....lb. .15— .16
2-oz. .....lb. .17— .18
1-oz. .....oz. .20— .25
Small squares .....lb. .40— .45
Powd., bbls., 70 lbs. ....lb..05½— .06
Kegs, 25 lbs. .....lb..06½— .07
Cartons, 1-lb. .....lb. .16— .18
Pattison's 4-oz. .....lb. .16— .18
2-oz. .....lb. .18— .20
Small squares .....lb. — .40
Chlorate .....oz. — .67
Chloride, Com. .....lb. — .10
Cryst., pure .....lb. — .30
Fused .....lb. .30— .35
Fused, pure .....lb. — .30
Chromate .....oz. — .49
Citrate, Soluble .....oz. — .24
Efferves., Dry, 4-oz. bot...doz. 2.00— 3.50
Sol'n, 12-oz. bots.....doz. 1.75— 2.00
Copaivate .....oz. — 1.04
Eythl-sulphate .....oz. — .34
Formate .....oz. — .54
Glycerate .....oz. — 3.60
Glycerino-phosphate .....oz. .40— .44
Gynocardate .....oz. — 1.05
Hypophosphite, pure, (1.30 lb.).oz. — .17
Hyposulphite .....oz. — .25
Iodide .....oz. — .47
Lactate .....lb. — .24
Lactophosphate .....oz. — .29
Malate .....oz. — 1.55

Magnesium, Metal, bars.....lb. — 3.25
Coarse, Powd. (lb. 2.70)....oz. — .22
Fine, Powd. (lb. 2.95).....oz. — .24
Ribbon, lb., 8.00.....oz. — .60
Wire, lb., 8.00.....oz. — .60
Magnesium, Nitrate, pure, lb., 50..oz. — .11
Nitrate .....oz. — 1.05
Oxalate .....oz. — .20
Oxide (see Magnesia Calcined).
Palmitate .....oz. — 1.30
Phosphate, pure .....lb. .50— .52
oz. .08— .10
Phosphite .....oz. — .35
Propionate .....oz. — 1.25
Pyrophosphate .....oz. — .35
Salicylate, C. P., lb.....lb. — 3.00
oz. — .24
Silicate .....oz. — .19
Succinate .....oz. — .35
Sulphate (Sal Epsom) .....lb..01¾— .04
Dried .....lb. — .13
1-lb. cartons .....lb. — .15
Crystals, C. P. .....lb. — .15
1-lb. cartons .....lb. — .17
Dried, 1-lb. cartons..lb. — .27
Sulphite .....lb. .40— .42
Sulphocarbolate, 1-oz. v.....oz. .25— .30
Tartrate, 1-oz. v.....oz. — .30
Thiosulphate .....oz. — .30
Urate, 1-oz. v.....oz. — 1.00
Valerianate, 1-oz. v.....oz. 1.15— 1.20
And Ammon, Phosph., C. P.....lb. — 2.00
Magnetite, see Lodestone.
Magnolia Bark .....lb. .30— .35
Maiden Hair Herb, Pressed, ozs...lb. — .30
Malakin .....oz. — 1.50
Male Fern, Oleoresin.....oz. .18— .22
Root, Select Peeled.....lb. .35— .40
Powd. .....lb. .45— .50
Mallein, Dry (Foth) sealed tubes..ea. — 1.50
10-dose vials .....ea. — 3.00
1-dose tubes .....ea. — .50
Mulford Veterinary.
1 injection ..... — .35
2 injections ..... — .65
5 injections ..... — 1.50
10 injections ..... — 2.50
Roux (Pasteur Inst., France).
Concentrated, 4 injections.... — .94
Concentrated, 20 injections.... — 3.75
Solution, 2 injections..... — .60
Solution, 20 injections ..... — 4.32
Mallin (see Mollin).
Mallow (Low), Herb, Pressed, ozs..lb. — .34
Malt, Extract, Dry Powder.....lb. — 1.25
Maltina, ½-oz. .....ea. .25— .30
Maltose .....oz. — 1.29
Malva Flowers, Black, large .....lb. .30— .40
No calyx .....lb. .40— .50
Blue, small .....lb. .40— .50
Herb, lb. .....lb. — .12
Manaca Root .....lb. — 1.75
Mandrake Root .....lb. .10— .15
Pressed, ozs. .....lb. — .29
Powd. .....lb. .15— .20
Manganese, Metallic .....lb. — 3.50
oz. — .40
Acetate .....oz. — .24
Albuminate .....oz. — .65
Arsenate .....oz. — .44
Benzoate .....oz. .35— .39
Borate, coml. .....lb. — .52
Technical .....lb. — .25
Bin or Di-oxide (see Oxide).
Bromide .....oz. — .30
Butyrate .....oz. — 1.35
Carbonate, coml. .....lb. — .35
Cryst., Medicinal .....oz. — .14
Chromate .....oz. — .39

See the Era each week for all changes in these prices.

Manganese Cholride, Cryst. Pure..lb.	—	.50
oz.	—	.14
Citrate .....oz.	—	.29
Ferrocyanide .....oz.	—	.44
Fluoride .....oz.	—	.65
Glycerate .....oz.	—	3.00
Glycerino phosphate .....oz.	—	.40
Glycero-phosphate .....oz.	—	.45
Hypophosphite, lb., 1.20.....oz.	—	.16
Hyposulphite, 1-oz. v. .....oz.	—	.75
Iodide .....oz.	—	.50
Lactate .....oz.	—	.29
Lacto-phosphate, ozs. .....oz.	—	.29
Nitrate, lb., 1.50, 1-oz. v.....oz.	—	.22
Oleate (10 per cent.) .....oz.	—	.40
Oxalate .....oz.	—	.35
Oxide, black, 65 per cent.....lb.	.04—	.06
Gran., 82 per cent. ....lb.	.06—	.08
Artif., Pure (lb., 1.60)..oz.	—	.15
Powd., 93 per cent. ....lb.	.08—	.10
Recovered, Imported ....lb.	.06—	.08
Green .....oz.	—	.45
Peptonized (3.50 lb.) .....oz.	—	.29
Peroxide, pure .....lb.	—	.60
Phosphate, pure .....oz.	—	.18
Propionate .....oz.	—	2.00
Pyrophosphate .....oz.	—	.80
Ricinate .....lb.	—	.75
Salicyate .....oz.	—	1.30
Silicate .....oz.	—	.54
Stearate .....oz.	—	.37
Succinate .....oz.	—	.54
Sulphate, Pure Cryst. .....lb.	—	.45
oz.	—	.09
Pure Dried .....lb.	—	.45
oz.	—	.09
Coml. Powd. .....lb.	—	.30
Sulphide .....oz.	—	.44
Sulphite .....oz.	—	.30
Sulphocarbolate .....oz.	—	.45
Tannate .....oz.	—	.54
Tartrate .....oz.	—	.44
Valerianate .....oz.	—	1.30
Manna, Flake, large .....lb.	.50—	.55
Small .....lb.	.40 -	.45
Sorts. .....lb.	.35 —	.40
Mannit, Pure, 1-lb. carton.....lb.	—	2.85
½-lb. carton .....lb.	—	3.00
¼-lb. carton .....lb		3.00
Recrystallized. .....lb		4.00
Man-Root .....lb.	—	.30
Man-in-the-Ground Root .....lb.	—	.30
Manzanita Herb .....lb.	—	.50
Marble Dust, bbls. .....bbl.	1.25—	1.50
Marigold Flowers, Pressed, ozs....lb.	—	.70
Marshmallow (see Althea).		
Marjoram, Sweet, Leaves.....lb.	—	.36
Marsh Rosemary Root, bulk.....lb.	—	.35
Pressed .....lb.	—	.34
Mass, Blue (see Blue Pill).		
Vallet's (see Ferrous Carbonate).		
Masterwort Leaves, Pressed, ozs....lb.	—	.30
Root .....lb.	.30—	.40
Powd. .....lb.	.35—	.45
Mastic, Gum, Tears .....lb.	.40—	.45
Extra washed .....lb.	.60—	.65
Powd. .....lb.	.50—	.60
Mate, Leaves (see Paraguay Tea).		
Matico Leaves .....lb.	.35—	.40
Powd. .....lb.	.40—	.45
Pressed, ozs. .....lb.	—	.45
Maw Seed (Blue Poppy) .....lb.	.12—	.15
Mayweed Herb, Pressed, ozs. .....lb.	—	.35
Meadow Fern Leaves, ,Pressed, ozs.lb.	—	.34
Root, Peeled .....lb.	—	.45
Mealine, centigramme .....ea.	—	1.00
Mechoacan Root .....lb.	—	.60
Meconin, ½-oz. v. .....ea.	—	2.53
Medulla Sassafras (Sassafras Pith)lb.	1.40—	1.50
Medulladin, ozs. .....oz.	—	4.00
Medulline, 2-dr. pckg. .....ea.	—	.67
Melanine .....cgm.	—	1.00
Melilot Flowers (Sweet Clover)...lb.	.25—	.30
Melissa, Herb German .....lb.	.30—	.35
Menispermin (Eclectic Powder) ...oz.	—	.75
Menthol, Cryst., Japanese.....lb.	3.00	3.25
oz.	.25 —	.30
Recryst, Medicinal .....lb.	5.50—	5.75
oz.		.35
Benzoate .....oz.	—	2.00
Menthoxol, ¼-lbs. .....lb.	—	2.00
Mercurol, ¼-oz. v. .....oz.	—	1.60
½-oz. v. .....oz.	—	1.55
1-oz. v. .....oz.	—	1.50
4-oz. v. .....ea.	—	5.35
Mercuro iodo hemol .....oz. v.	—	1.25
Mercur-thymol-acetate .....oz. v.	—	.75
Mercury, flasks, 76½ lbs. .....lb.	.55	.60
Less than flasks .....lb	.60—	.65
Distilled .....lb.	.75—	.80
Acetate, Mercurous .....oz.	—	.38
Albuminate .....oz.	—	.25
Amido Propionate, ¼-oz. v.....oz.	—	3.50
Ammoniated (White Precipitate)lb.	1.05—	1.10
Powd. .....lb.	—	1.15
Arsenate .....oz.	.30—	.35
Arsenite .....oz.	.30—	.35
Asparaginate .....oz.	—	1.55
Benzoate .....oz.	.30—	.35
Bichloride (Corrosive Sublimate)lb.	.88—	.90
Granular .....lz.	.93—	.95
Powdered .....lb.	.98—	1.00
C. P., Cryst. .....lb.	1.25—	1.50
C. P., Powd. .....lb.	1.30—	1.60
Bichromate .....oz.	.30—	.33
Biniodide (see Iodide, Red).		
Bisulphate .....lb.	.63—	.66
1-oz. v. .....oz.	—	.11
C. P. .....lb.	1.10—	1.15
Bisulphide (Cinnabar) .....lb.	—	1.50
Borate, 1-oz. v. .....oz.	—	.55
Bromide, Mercuric .....oz.	—	.50
Mercurous .....oz.	.30—	.33
Carbolate .....oz.	—	.85
Chloride (Calomel) .....lb.	.85—	.95
English .....lb.	1.10—	1.20
Chloroiodide .....oz.	—	.50
Chromate .....oz.	.35—	.38
Citrate .....oz.	—	.50
Cyanide .....oz.	.24—	.27
Cyanide and Potassium .....oz.	—	.44
Deutoxide (Red Precipitate) ..lb.	1.00—	1.10
Levigated .....lb.	1.50—	1.60
Ethylene diamin, 10 p. c. sol...oz.	—	.40
Ferrocyanide .....oz.	—	.50
Fluoride .....oz.	—	1.50
Formamidate (Sol., 10 per cent)oz.	—	.30
Gallate .....oz.	.40—	.45
Iodide, Green, Proto .....lb.	3.00	- 3.25
oz.	.25 -	.30
Red, (Per)Biniodide, oz., .27.lb.	—	3.10
Yellow (Mercurous) .....lb	3.25	- 3.50
oz.	.26 -	.32
Lactate, 1-oz. v. .....oz.	—	.38
Mass Blue (see Blue Pill).		
Malate .....oz.	—	3.00
Nitrate, Crystals .....oz.	—	.24
Solution .....oz.	—	.15
Ointment (see Ointment).		
Oleate, 5 per cent. (lb., .85)..oz.	.15—	.18
6 per cent., (lb., 1.50)	.15—	.20
10 per cent., U. S. P. (lb., 1.00)..oz.	—	.18
20 per cent., (lb., 1.35)....oz.	—	.22
and morphia (5 per cent and 2 per cent...oz.	—	.28
(20 per cent. and 5 per cent..oz.	—	.35

See the Era each week for all changes in these prices.

Mercury Oxalate, Mercurous	oz.	.30—	.35
Mercuric	oz.	—	.50
Oxide, Black	oz.	—	.17
Hahnemann	oz.	.20—	.23
Red (Red Precipitate)	lb.	1.00—	1.10
Powd.	lb.	1.14—	1.19
Levigated	lb.	—	1.50
Yellow	oz.	—	.16
Oxcyanide	oz.	—	.59
Palmitate	oz.	—	.33
Peptonized, Dry	oz.	.25—	.35
Pernitrate	oz.	—	.30
Phosphate, Mercuric	oz.	—	.40
Mercurous	oz.	.35—	.40
Protoiodide (see Iodide, Yellow).			
Mercury, Proto Nitrate	oz.	—	.23
Protoxide (see Oxide, Black).			
Salicylate	oz.	—	.27
Sozo-Iodolate	oz.	—	1.15
Stearate	oz.	—	.39
Sub-Sulphate (Turpeth Mineral)	lb.	1.00—	1.10
	oz.	—	.15
Succinate	oz.	—	.69
Sulphide, Black (Eth. Min.)	lb.	—	.80
Red (Cinnabar)	lb.	—	1.50
Succinimide	oz.	—	1.00
Sulphocyanate, 1-oz. v.	oz.	.25—	.30
Tannate, ous (Oxydul)	oz.	.18—	.22
Tartrate	oz.	—	.44
Thiocyanate (see Sulphocyanate).			
Thymolacetate	oz.	—	.75
Thymolate	oz.	—	1.25
Thymol-Nitrate	oz.	—	1.00
Thymol-Salicylate	oz.	—	2.75
Thymol-sulphate	oz.	—	1.00
Tribromo-phenol, acetate	oz.	—	5.00
Urate	oz.	—	1.25
Valerianate	oz.	—	1.25
Mercury with Chalk (by Succussion)	lb.	.42—	.44
with Magnesia	lb.	.60—	.63
and Antimony Sulphide	lb.	.65—	.75
and Arsenic Iodide, Merck	oz.	—	1.05
Solution (Donovan's)	lb.	—	.22
and Lithium Iodide	oz.	—	.40
and Potassium Cyanide	oz.	—	.40
and Potassium Hyposulphite	oz.	—	1.00
and Potassium Iodide	oz.	.70—	.75
Mesotan, Bayer	oz.	—	.47
Metacarbol	oz.	—	.45
Metadiamidobenzol	oz.	—	1.85
Metaldehyde, C. P.	oz.	—	1.50
Methyl, Acetate	oz.	.35—	.45
Aceto-acetate	oz.	—	1.50
Benzoate	oz.	—	.60
Bichloride	oz.	.65—	.70
Bromide, tubes, 20 to 25 gm.	gm.	—	.10
Butyrate	oz.	—	.40
Carbonate	oz.	—	2.50
Chloride	siphon	—	25.00
Refilling siphon		—	5.00
Chloroform, Merck	oz.	—	1.00
Cinnamate	oz.	—	2.25
Cyanide, 1-oz. v.	oz.	—	5.00
Formate, 1-oz. v.	oz.	—	1.00
Gallate	oz.	—	2.00
Hydrated Oxide (see Naphtha, Wood).			
Iodide	oz.	—	.50
Lactate	oz.	—	1.50
Malonate	oz.	—	1.50
Naphtholate, Beta	oz.	—	1.50
Nitrate	oz.	—	1.40
Oxalate	oz.	—	.90
Propionate	oz.	—	2.00
Salicylate (lb., .60)	oz.	—	.15
Sebacylate, 1-oz. v.	oz.	—	2.00
Sulphide	oz.	—	3.00
Sulpho-cyanate	oz.	—	2.00
Valerianate	oz.	—	1.00
Methylacetanilide (see Exalgin).			
Methyl Alcohol (see Alcohol).			
Methylal	oz.	—	1.35
Methylamine, Chloride	oz.	2.25—	2.50
Methyldiphenylamine	oz.	—	1.00
Methyl-Glycocoll (see Sarcosin).			
Methyl- Pyridine (see Picoline).			
Methylene, Bichloride	oz.	—	.70
Blue, 1-oz. v.	oz.	—	.50
Medicinal	oz.	.75—	.80
Iodide	oz.	—	1.40
Methynol	lb.	—	3.50
½ and ¼-lb.	lb.	—	3.60
Metol	lb.	—	10.00
½ lbs.	lb.	—	10.50
¼ lbs.	lb.	—	11.00
	oz.	—	.75
Mezerein	oz.	—	1.35
Mezereon Bark of Root	lb.	.20—	.25
Mica	lb.	—	.25
Powd.	lb.	—	.20
Microcosmic Salt (see Sodium Ammon. Phosph.).			
Microcidin	oz.	.50—	.60
Microline, lb. jars	lb.	—	1.50
Migrainine-Hoechst	oz.	—	1.50
Migrol	oz.	—	4.00
Milk Sugar (see Sugar of Milk).			
Milfoil Flowers (Yarrow)	lb.	.30—	.35
Milkweed Root (see Silkweed).			
Millet Seed, Amer.	lb.	.04—	.05
German	lb.	.05—	.06
Millipedes	lb.	1.50—	1.60
Mineral Wool	lb.	—	.20
Minium (Lead Oxide, Red)	lb.	—	.10
Mistletoe leaves	lb.	—	.35
Mixture Almond, U. S. P.	lb.	—	.50
Ammoniac, U. S. P.	lb.	—	.30
Asafetida, U. S. P.	lb.	—	.40
Brown, U. S. P.	lb.	—	.50
Carminative	lb.	—	.75
Chalk	lb.	—	.30
Chloroform	lb.	—	.75
Cholera, "Sun"	lb.	—	.75
2-oz.	doz.	—	1.75
Cinchonine (see Cinchonine Mixture).			
Hope's N. F.	lb.	—	.50
Iron Comp., U. S. P. (Griffiths')	lb.	—	.75
Iron and Acetate Ammonium, U. S. P. (Basham's)	lb.	—	.35
Lafayette	lb.	—	.75
Licorice Comp.	lb.	—	.40
Magnesia and Asafetida, U. S. P.	lb.	—	.35
Neutral (Citrate of Potass.)	lb.	—	.75
Oleo-balsamic, N. F.	lb.	—	.60
Parrish's Camphor, N. F.	lb.	—	.60
Pink and Senna Powder	lb.	—	.65
Quinine	lb.	—	1.25
Rhubarb and Soda	lb.	—	.50
Squibb's Diarrhoea	lb.	—	1.00
Stokes' Expectorant, N. F.	lb.	—	.50
Sulphuric Acid	lb.	—	.50
Thielemann's Diarrhoea	lb.	—	1.50
Modoformal	oz.	.35—	.40
Mollin	lb.	—	1.00
Molybdenum, Metallic, 15-gr. vials	ea.	—	.35
Oxide	oz.	—	1.15
Sulphide	oz.	—	1.30
Monazite	lb.	—	.25
Monesia Bark	lb.	—	.30
Monochlorphenol, ortho, 1-oz.	ea.	—	.75
Monsel's Salt (Iron Subsulph.)	lb.	.27—	.29
	oz.	.06—	.08
Moosewood, Bark, Pressed	lb.	—	.40
Morphine, Acetate, ⅛-oz. vial	oz.	2.55—	2.80
Alkaloid, pure, ⅛-oz. vial	oz.	3.25—	3.50
Anisate	oz.	5.25—	5.50
Arsenate, ⅛-oz. v.	oz.	5.00—	5.25
Benzoate, ⅛-oz. v.	oz.	—	4.75
Bimeconate, ⅛-oz. v.	oz.	—	3.40
Solution	lb.	1.25—	1.35
Borate, ⅛-oz. v.	oz.	5.00—	5.50

Morphine Camphorate, ⅛-oz. v. . . oz. 5.75— 6.00
Citrate, ⅛-oz. v. . . . . oz. 4.75— 5.00
Ferrocyanide, ⅛-oz. v. . . . . oz. 6.00— 6.50
Formate, ⅛-oz. v. . . . . oz. 6.00— 6.50
Hydrobromate, ⅛-oz. v. . . . . oz. 3.10— 3.35
Hydrochlorate, ⅛-oz. v. . . . . oz. 2.80— 3.00
Hypophosphite, ⅛-oz. v. . . . . oz. 4.75— 5.00
Iodide, ⅛-oz. v. . . . . oz. — 5.50
Lactate, ⅛-oz. v. . . . . oz. 3.50— 3.75
Meconate, ⅛-oz. v. . . . . oz. — 3.40
Nitrate, ⅛-oz. v. . . . . oz. 4.80— 5.05
Oleate (5 per cent.), 1-oz. v. . . . oz. — .40
(10 per cent.), 1-oz. v. . . . . oz. — .75
Phosphate, ⅛-oz. v. . . . . oz. — 5.50
Phthalate, ⅛-oz. v. . . . . oz. 6.10— 6.30
Salicylate, ⅛-oz v. . . . . oz. — 4.75
Sulphate, ½-oz. cans. . . . . oz. 2.30— 2.40
1-oz. cans . . . . . oz. 2.35— 2.45
1-oz. v. . . . . oz. 2.35— 2.45
½-oz. v. . . . . oz. 2.55— 2.65
N. Y. Q. & C. Works. . . . . oz. 2.35— 2.45
⅛-oz. v. . . . . oz. 2.55— 2.65
P. & W., ⅛-oz. v. . . . . oz. 2.55— 2.65
Tannate, ⅛-oz. v. . . . . oz. 3.00— 3.10
Tartrate, ⅛-oz. v. . . . . oz. 3.00— 3.20
Valerianate, ⅛-oz. v. . . . . oz. 3.75— 4.00
Morrhuol . . . . . oz. .55— .60
Moss, Carrageen (Irish) Bleached. lb. .22— .25
Extra . . . . . lb. .18— .22
Cut . . . . . lb. .20— .25
Corsican . . . . . lb. .22— .25
Iceland . . . . . lb. .12— .16
Cut . . . . . lb. .14— .18
Irish, No. 1 . . . . . lb. .08— .12
Mother Cloves . . . . . lb. .90— 1.00
Motherwort, Herb, Pressed, ozs. . . . lb. — .34
Mountain Ash Bark, Pressed, ozs. . . lb. — .28
Mountain Cranberry Vine . . . . . lb. .25— .30
Mountain Laurel Leaves . . . . . lb. — .28
Mountain Mint, Herb, Pressed, ozs. lb. — .45
Mountain Sage, Pressed, ozs. . . . . lb. — .30
Moussein, (Saponine) . . . . . lb. — 5.00
Conct. Solution, Gall . . . . . lb. — 7.00
Muavine Hydrobromate, 15-gr. v. . . ea. — 4.00
Mucilage . . . . . gal. — 2.50
Mucin, 15-gr. v. . . . . ea. — 1.00
Mugwort, Leaves, Pressed, ozs. . . . . lb. — .34
Muira Puama, Fluid Extract . . . . . lb. — 4.50
Mullein Flowers, 1-lb. cans . . . . . lb. — .90
Herb, German . . . . . lb. — .15
Pressed, ozs. . . . . lb. — .22
Multitoxine, Aulde Chem Co. . . . . oz. — 2.00
Muraline . . . . . oz. — .50
Murexide, ⅛-oz. v. . . . . ea. — .40
Muscarine Nitrate, 5, 10 and 15-gr. v. gr. .50— .55
Sulphate, 5, 10 and 15-gr. v. . . . gr. .50— .55
Musculine, 2-dr. vial . . . . . ea. — .67
Musena Bark . . . . . lb. 1.50— 1.60
Powd. . . . . lb. 1.75— 1.85
Musk, Artif., Canton, 1-oz. cans. . . oz. .50— .60
Carbadine, pods . . . . . oz. 7.00— 8.00
Grained . . . . . oz. 12.00—15.00
Nepaul, pods . . . . . oz. 18.00—20.00
Tonquin, pods, extra . . . . . oz. 20.00—25.00
Good, pile No. 2 . . . . . oz. 17.00—19.00
Grain, No. 1 . . . . . oz. 20.00—22.00
Extra . . . . . oz. 21.00—23.00
Musk Root . . . . . .20— .25
Powdered . . . . . lb. .25— .30
Musk Seed (Hibiscus Abelmoschus). lb. — .60
Musk Skins . . . . . oz. 1.50— 1.60
Mustard Seed, Brown . . . . . lb. .11— .12
Ground . . . . . lb. .12— .15
Powdered . . . . . lb. .20— .25
White California . . . . . lb. .07½— .08
Ground . . . . . lb. .12— .15
Powdered . . . . . lb. .16— .20
Mustards, Ground . . . . . lb. .12— .15
Colburn's choicest, 20-lb kegs. . lb. — .28
4, 6 and 10-lb cans. . . . . lb. — .31
¼-lb. square cans . . . . . doz. — 1.25

Mustards, Ground, Colburn's,
½-lb square cans . . . . . doz. — 2.25
1-lb. square cans . . . . . doz. — 4.40
D. S. F., 20-lb kegs. . . . . lb. — .22
4, 6 and 10-lb cans. . . . . lb. — .25
¼-lb. square cans. . . . . doz. — 1.10
½-lb square cans . . . . doz. — 2.00
1-lb square cans . . . . . doz. — 3.75
Colman's English, D. S. F., 18-lb kegs. . lb. — .53
6-lb tins . . . . . lb. — .55
¼-lb tins . . . . . doz. — 1.75
½-lb. tins . . . . . doz. — 3.25
1-lb tins . . . . . doz. — 6.25
S. F., 18-lb kegs . . . . . lb. — .46
F., 18-lb kegs . . . . . lb. — .30
Mustards, Ground:
Durham or S., 18-lb kegs. . . . . lb — .30
10-lb cans . . . . . lb. — .31
4, 5 and 6-lb cans. . . . . lb. .32— .33
1-lb cans . . . . . doz. — 4.80
½-lb cans. . . . . doz. 2.25— 2.40
¼-lb cans . . . . . doz. 1.20— 1.30
Keen's, 5-lb tins . . . . . lb. — .45
1lb tins . . . . . doz. — 6.25
½-lb tins . . . . . doz. — 3.25
¼-lb. tins . . . . . doz. — 1.75
Mutton Suet, Higgins' Benzoated, 5-lb cans. . lb. — .20
Dehydrated, 5-lb can. . . . . lb. — .20
Snyder's . . . . . lb. .20— .25
Mydrine, 15-gr. v. . . . . ea. — 2.75
Myosin, 15-gr. v . . . . . ea. — 1.00
Myricin (Eclectic Powder) . . . . . oz. .36— .40
Myristin . . . . . oz. — 2.00
Myrrh (Gum-Resin) India. . . . . lb. .25— .30
Turkey . . . . . lb. .32— .38
Powdered . . . . . lb. .40— .45
Select . . . . . lb. .45— .50
Myrtillorum Berries (Bilberries). . lb. — .20
Myrtol . . . . . oz. 1.10— 1.14

N

Naftalan, 205-grm. tins . . . . . ea. — 1.25
Napelline, 5-gr. v. . . . . gr. .20— .25
Naphtha, 63 deg. (Benzine) at Market Prices.
Wood, Common (see Alcohol, Wood).
P. & W. . . . . lb. — .25
Naphthalene, Flake . . . . . lb. .04— .05
50-lb. boxes . . . . . lb. —.03½
bbls., 160 lbs. . . . . lb. —.02½
Balls . . . . . lb. — .06
50-lb. boxes . . . . . lb. —.03½
250-lb. bbls . . . . . lb. .02½— .03
1-lb cartons . . . . . doz. .84— .96
Naphthalin, Medicinal, Cryst. or pow'd. . oz. — .24
Resublimed . . . . . lb. .25— .27
Alpha Tetrachloride . . . . . oz. 1.00— 1.10
Bichloride, 1-oz. v. . . . . oz. .30— .35
Naphtoform . . . . . oz. — 1.00
Naphthol, Alpha, Recryst. . . . . oz. — .30
Beta, Resubl., Medicinal, (lb., .80). . oz. — .10
Recryst. . . . . oz. — .15
Beta benzoate . . . . . oz. .22— .25
Beta-Salicylate . . . . . oz. — .60
Naphthol Salol (Betol) . . . . . oz. — .60
Naphthylamin, crude . . . . . lb. .90— 1.00
Alpha-Pure, White . . . . . oz. — .34
Chloride . . . . . oz. .20— .25
Sulphate . . . . . oz. .25— .30
Narceine, Alkaloid . . . . . ¼-oz. — 1.25
Acetate, ½-oz. v. . . . . ea. — 2.25
Hydrobromate, ⅛-oz. v. . . . . ea. — 2.25
Hydrochlorate, C., 1-oz. v. . . . ea. — 2.25
Meconate, ¼-oz. v. . . . . ea. — 2.25
Nitrate, ⅛-oz. v. . . . . ea. — 2.25

Narceine, Salicylate, ⅛-oz. v.	ea.	2.25
Sulphate, ⅛-oz. v.	ea.	— 2.25
Valerianate, ⅛-oz. v.	ea.	— 2.25
Narcotine, pure ⅛ lbs.	oz.	1.25— 2.50
Hydrochlorate, ⅛-oz. v.	ea.	— .32
Sulphate, ½-oz. v.	oz.	— 2.50
Naregamine, 15-gr. v.	ea.	—13.50
Nargol, ¼-oz. vials	oz.	— 1.80
½-oz. vials	oz.	— 1.75
1-oz. vials	oz.	— 1.70
1-lb. bots.	lb.	—24.00
25-gramme vials	ea.	— 1.50
100-gramme vials	ea.	— 5.75
Nasrol (see Symphorol).		
Natro-Phen, ozs.	oz.	— 1.00
Neoderm.n, 20-gram. tubes	ea.	— .40
40-gram. tubes	ea.	— .75
Neurine, Sol., 15-gr. v.	ea.	— .50
Hydrochlorate, 15-gr. v.	ea.	— 3.50
Neurodin	oz.	— 2.00
Neurol	oz.	— 1.50
Nervine Root (see Ladies' Slipper).		
Nettle Flowers	lb.	1.50— 1.75
Pressed, ozs.	lb.	— 1.75
Root, Pressed, ozs.	lb.	— .24
Nickel, Acetate	oz.	— .34
Benzoate	oz.	— .65
Bromide	oz.	— .37
Carbonate, Pure	lb.	1.50— 1.65
Com.	lb.	.60— .75
	oz.	.15— .20
Chloride, C. P. (lb., 1.40)	oz.	.20— .27
Com. Tech.	lb.	.65— .70
Citrate	oz.	.25— .40
Cyanide	lb.	.25— .35
Hydrate	oz.	— .80
Iodide	oz.	.85— .92
In Grains	lb.	— .85
C. P.	oz.	.75— .80
Nitrate	oz.	.16— .19
Oxalate	oz.	.20— .25
Oxide, Black, C. P.	oz.	.20— .25
Com'l	lb.	1.00— 1.10
Green	oz.	— .20
Phosphate	oz.	— .35
Salts	oz.	— .17
Sulphate (oz., .10)	lb.	.30— .35
Tartrate	oz.	— .35
Nickel and Ammonium Chloride	lb.	.50— .60
Sulphate	lb.	.22— .25
C. P.	oz.	— .25
Pure	lb.	.85— .90
Nicotine, ⅛-oz. v.	ea	— .55
Hydrochlorate	oz.	— 4.00
Tartrate	oz.	— 5.00
Nic Wood (see Dye Woods).		
Nihil Album	lb.	— .20
Niobium, Metallic, 15-gr. v.	ea.	— 8.00
Chloride, 15-gr. v.	ea.	— 3.00
Nioform (Iodochloroxyquinolin).		
Nigella Seed (see Caraway, Black).		
Night-Blooming Cereus (Stems and Flowers), in alcohol	lb.	— 1.75
Nirvanin	oz.	— 3.50
10-grm. v.	ea.	— 1.50
Tablets, ½-gr., 20 in tube	ea.	— .28
½-gr., 100 in bot.	ea.	— 1.27
1-gr., 20 in tube	ea.	— .45
1-gr., 100 in bot.	ea.	— 2.15
Nitrobenzaldehyde, ortho., 15-gr. v.	ea.	— .30
Nitro-benzene	lb.	.20— .60
Nitro-ethane, 15-gr. v.	ea.	— .75
Nitro-glucose	lb.	— 1.60
Nitroglycerine, Sol. (see Glonoin Spirit).		
Nitro-Methane, 15-gr. v.	ea.	— .75
Nitro-pentane, 15-gr. v.	ea.	— 1.00
Nitro-phenol, Meta	oz.	— 5.00
Ortho	oz.	— .75
Para	oz.	— 1.00
Nitro-propane, 15-gr. v.	ea.	— 1.00
Nitro-toluene, Meta	oz.	— 5.00
Ortho, liq.	oz.	— .25
Para, cryst.	oz.	— 2.50
Nitro-xylene, Meta	oz.	— 1.25
Ortho	oz.	— 2.75
Para	oz.	— 2.50
Nitroso-beta-naphthol	oz.	— 1.50
Nitroso-diethylene	oz.	— 4.00
Nitroso-dimethyl-aniline	oz.	— 3.75
Hydrochlorate	oz.	— 1.25
Nitroso-dimethylene	oz.	— 3.50
Nitroso-ethyl-aniline	oz.	— 3.75
Nitroso-phenol, Para, 15-gr. v.	ea.	— 1.00
Nitroso-phenyl-dimethyl-pyrazole, ½-oz.		— .75
Nosophen	doz.	— 4.50
Gauze, yd. rolls	ea.	— .20
Nuclein, 15-gr. v.	ea.	— .75
Solution, ½-oz	doz.	— 9.00
Tablets, 100 in vial	ea.	— .50
Nutgalls, Aleppo	oz.	.38— .42
Bruised	lb.	.42— .50
Powdered	lb.	.43— .50
Nutmegs, selected, No. 1 Penang	lb.	.38— .45
Extra large, 80 to lb.	lb.	.60— .70
Powdered	lb.	.45— .50
Nutrose, 1-lb.	lb.	— 3.35
½-lb.	lb.	— 3.70
¼-lb.	lb.	— 4.00
Nux Vomica	lb.	.06— .10
Powdered	lb.	.18— .25
Rasped	lb.	.16— .20
Nylander's Reagent	lb.	— 1.00

O

Oak Bark (see Black, Red and White).		
Oakum, bales, 50 lbs or less	lb.	.08— .12
Oatmeal	lb.	.05— .07
Scotch, 1-lb.	lb.	.12— .14
Ochre, Rochelle	lb.	.03— .05
Oenanthol	oz.	— 1.75
Oil Alboiene	lb.	.36— .40
Allspice (from Berries)	lb.	2.65— 2.90
	oz.	.19— .23
Almond, Bitter, Artificial	lb.	— 1.50
Essential, English	lb.	6.50— 7.00
(without acid)	lb.	— 8.00
Essential, French	lb.	4.50— 5.00
Sweet, Allen's pure	lb.	.55— .60
Persic	lb.	.30— .35
French	lb.	.28— .32
Amber, Crude, dark	lb.	.18— .20
Rectified	lb.	.35— .40
German	lb.	.40— .45
Ambretta Seed	oz.	9.00—10.00
Ambergris	oz.	.75— 1.00
Angelica, from Fresh German Root	oz.	1.00— 1.10
From Seed, 1-oz. bots.	oz.	1.75— 2.00
Angle Worm	lb.	1.50— 1.65
Angostura Bark	oz.	2.25— 2.50
Anilin, Com'l	lb.	.20— .25
Black	lb.	1.00— 1.25
White	lb.	.50— .60
Animal Ethereal, Dippel's	oz.	.20— .25
Fetid	lb.	.20— .25
Aniseed	lb.	1.35— 1.50
Extra, Anethol	lb.	2.40— 2.50
German	lb.	— 2.25
Russian	lb.	3.00— 3.25
Apple, 1-lb. bots.	lb.	3.75— 4.00
Arnica Flowers	oz.	20.00—22.00
Root	oz.	2.50— 2.75
Asafetida	lb.	20.00—24.00
Asarum Canadense, pure	oz.	.70— .80
Asphaltum	oz.	.30— .45
Aspic	lb.	1.25— 1.40
Balm Mint (Mentha Crispa)	oz.	.30— .35
Balsam Fir	lb.	— .50
Peru (Cinnamein	lb.	1.40— 1.50
Tolu	lb.	.40— .45
Basil, Sweet, oz. v.	ea.	1.35— 1.40

Oil Bay Leaf (for Bay Rum), bot. .20 ozs. or less	oz.	.20—	.35
West India, bot., 23 oz. or less	oz.	.40—	.50
Bead for Liquors	lb.	—	1.75
Beechwood Nuts	lb.	5.00—	5.50
Belladonna (Coctum)	lb.	.55—	.65
Benne (Sesame), Imported, bbls. or less	gal.	.75—	1.00
Bergamot, Finest Finest, cans, 40 lbs. or less	lb.	2.20—	2.30
5-lb. copper cans	lb.	2.30—	2.40
1-lb. copper cans	lb.	2.50—	2.60
Betel Leaves	oz.	7.50—	8.00
Betula Crude (Oleum Rusci)	lb.	.25—	.30
Birch, Black, for flavoring	lb.	2.00—	2.25
Birch Tar	lb.	.20—	.25
Ethereal	lb.	3.00—	3.25
Rectified	lb.	.90—	1.00
"Waldheim"	lb.	—	1.00
Boldo Leaf	lb.	12.00—	14.00
British	lb.	.40—	.50
Buchu, from Leaves	oz.	2.25—	2.50
Burdock	lb.	—	.50
Perfumed	lb.	—	.75
Cade	lb.	.30—	.35
Cajuput, bots., 20-oz. or less	lb.	.95—	1.00
Calamus	lb.	2.50—	2.75
Camphor, Rectified, cans, 36 lbs.	lb.	.12—	.20
Bottles, 20 ozs.	lb.	.25—	.30
Ethereal	lb.	.20—	.25
Camphorated	lb.	.40—	.50
Canada Snake Root	oz.	.70—	.80
Cananga Indian	lb.	6.00—	6.50
Java	lb.	13.50—	15.00
Cantharides	oz.	.45—	.55
Capsicum, Red	oz.	.45—	.50
Caraway, Chaff	lb.	.75—	.85
Seed, best, pure	lb.	1.75—	2.00
Ordinary	lb.	1.25—	1.50
Cardamom, pure	oz.	2.25—	2.50
Cascarilla	oz.	1.00—	1.10
Cassia, cans	lb.	1.00—	1.10
Cassie, Fatty (Huile au fleur), for Hair oils	lb.	2.25—	2.50
Spirituous	lb.	2.75—	3.00
Castor, Amer. Cryst., bbls., 350 lbs.	lb.	.12—	.12½
Cases, 4 cans, 40 lbs. ea.	lb.	12½—	.13¼
Cans, 40 lbs.	lb.	.13	.13½
A. A., bbls., 350 lbs.	lb.	.11—	.11½
C.s. 4 cans, 40 lbs. ea.	lb.	.11½—	.12
Cans	lb.	.12—	.12½
No. 3, bbls., dark for lubricant	lb.	.10—	.10½
Cans	lb.	.10½—	.12
East Indies, Filtered cs., 40 lbs., ea.	lb.	...—	...
Cedar, Red	lb.	.55—	.60
White	lb.	.50—	.60
Pure	lb.	.85—	1.00
Cedar Wood, Microscopic (oz., .25)	lb.	—	3.00
For Perfumery	lb.	.85—	1.00
Cedrat, Chiris, ½-lb. bots.	lb.	4.50—	5.00
Celery	oz.	.75—	.80
Cerae (Oil Wax)	oz.	—	.25
Chamomile, Citrat, Ph. B.	oz.	1.00—	1.10
German	oz.	2.75—	3.00
Roman	oz.	1.25—	1.50
(Coctum)	lb.	.45—	.50
Chaulmoogra	oz.	2.00—	2.50
Cherry Laurel	oz.	.50—	.60
Cinnamon Bark, Heavy Ceylon	oz.	1.00—	1.25
Leaf, bots., 22 ozs. or less	lb.	—	2.00
Citronella, Native, bots., 20 ozs. or less	lb.	.60—	.70
Fisher's	lb.	1.00—	1.10
Winter's, bots., 20 ozs. or less	lb.	.75—	1.00
Civet, Spiritous	oz.	.50—	.60
Oil Cloves, buds, 5 lbs. or less	lb.	.85—	.95
Cochlearia, Synthetic	oz.	3.00—	3.50
Cocoanut, Refined	lb.	.16—	.22
Cod Liver, Brown, Bergen	bbl.		40.00
Less	gal.	1.75—	2.00
White, Newfoundland, Filtered 25-gal. kegs or less	gal.	1.35—	1.40
Oil, Cod Liver, Norwegian, Devold's, bbls.	ea.	38.00—	45.00
½-bbl.	ea.	21.00—	24.00
10-gal. cans	ea.	—	14.00
Less	gal.	1.50—	1.75
Isdahl's, bbls.	ea.	—	48.00
½-bbls.	ea.	—	25.50
10-gal. cans	ea.	—	18.00
less	gal.	2.00—	2.25
Jervell's 30-gal. bbls.	ea.	—	43.00
Meyer's 30-gal. obls.	ea.	—	47.00
Three Fish, bbls.	ea.	—	50.00
½-bbls.	ea.	—	26.50
less	gal.	2.10—	2.25
Pt. bottles	doz.	—	3.50
½-pt. bottles	doz.	—	2.00
Cognac, Fine	oz.	—	6.00
Good	oz.	3.00—	4.00
Cologne, French	oz.	7.25—	7.50
Conium (coctum)	lb.	.60—	.65
Copaiba, pure	lb.	1.00—	1.10
Coriander	oz.	.60—	.70
Costus Root	oz.	5.00—	5.50
Cottonseed, white winter, bbls.	gal.	.39—	.41
5-gal. cans	gal.	.50—	.55
Yellow winter, bbls.	gal.	.36—	.38
5-gal. cans	gal.	.45—	.50
White, Summer, bbls	gal.	.38—	.40
5-gal. cans	gal.	.45—	.50
Yellow, Summer, bbls.	gal.	.37—	.38
5-gal. cans	gal.	.45—	.60
Croton, bots., 20 ozs.	lb.	1.00—	1.20
English	lb.	1.75—	2.00
Cubeb, pure, 1-lb. bots.	lb.	1.10—	1.20
Allen's	lb.	3.00—	3.25
Cumin, true	oz.	.35—	.45
Curacao	lb.	5.00—	5.50
Cuscus (Vetiver)	oz.	4.50—	5.00
Cypress	oz.	1.75—	2.00
Dill	oz.	.45—	.50
Dittany	lb.	—	1.50
Egg Yolk (see Oil Ovorum).			
Elecampane	oz.	1.25—	1.50
Elemi	lb.	4.50—	5.00
Ergot	oz.	—	.10
Erigeron, true	lb.	1.50—	1.75
Estragon	oz.	1.25—	1.75
Ethereal, U. S. P. (see Oil Wine).			
Eucalyptus, Australian 1-lb. bots.	lb.	.85—	1.10
Fennel Chaff	lb.	.60—	.75
Seed, pure	lb.	1.50—	1.60
Crystal	lb.	2.25—	2.50
Fir	lb.	.75—	.85
Fireweed	lb.	1.50—	1.75
Fleabane, Canada (see Erigeron).			
Fish, Menhaden, bbls	gal.	.32—	.35
5-gal.	gal.	.45—	.55
Straits, bbls	gal.	.34—	.36
5-gal. cans	gal.	.50—	.60
Fleur d'Orange (Huile au fleur) for Hair Oils	lb.	2.75—	3.00
Spirituous	lb.	—	3.00
Fossil Wood	lb.	1.75—	2.00
Fusel	gal.	1.60—	1.75
Twice rectified	lb.	.40—	.50
Galangal	oz.	1.25—	1.50
Galbanum	oz.	1.50—	1.75
Garlic	oz.	8.50—	10.00
Geranium Rose, "Prepared"	lb.	15.00—	17.00
French	lb.	6.50—	7.50
Turkish, best	lb.	10.50—	12.00
Natural	lb.	3.00—	3.50
Ginger	oz.	.50—	.60
Grass	lb.	1.75—	2.00

Oil Golden Rod, Sweet Scented	oz.	.25— .60
Goose (Goose Grease)	lb.	.65— .75
Guaiac Wood	oz.	.75— 1.00
Gurjun Balsam	lb.	.50— .60
Haarlem Dutch	gross.	2.25— 2.50
	doz.	.50— .75
Heliotrope, Spirituous	lb.	— 3.00
Hemlock, cans, 20 lbs. or less	lb.	.50— .60
Henbane (coctum)	lb.	.45— .50
Hops	oz.	3.00— 3.50
Horsemint	lb.	2.50— 2.75
Horseradish	oz.	.50— .75
Hyssop, Ethereal	oz.	1.00— 1.15
Ivy	oz.	— 7.50
Jaborandi Leaves	oz.	2.00— 2.25
Jasmin Fatty (Huile au Fleur), for Hair Oils	lb.	2.75— 3.00
Spirituous	lb.	— 3.00
True	oz.	— 6.00
Jockey Club, Spirituous	lb.	— 3.00
Jonquil, Spirituous	lb.	— 3.00
Juniper Berries	lb.	1.25— 1.50
Extra	lb.	1.75— 2.00
Wood	lb.	.45— .55
Kuro Moji	lb.	1.75— 2.00
Lard, Ext. Winter, strained, bbls.	gal.	.67— .68
less	gal.	.80— .90
Prime	gal.	.70— .80
Off Prime	gal.	.65— .70
Extra No. 1	gal.	.60— .65
No. 1	gal.	.55— .60
No. 2	gal.	.50— .55
Laurel, Fatty	lb.	.35— .40
Essential	oz.	.50— .55
Lavender, English (Mitcham)	oz.	1.50— 1.75
Flowers, French, fine	lb.	2.50— 2.75
Extra	oz.	.40— .50
Garden, French	lb.	.75— .90
Forte	lb.	1.40— 1.50
Spike	lb.	.90— 1.00
Lemon, finest, cans, 20 lbs.	lb.	.65— .75
Good	lb.	.60— .70
5 lb. coppers	lb.	.85
1 lb. coppers	lb.	1.00
Lemon-Grass, Native, fine	lb.	2.50— 2.75
Lilac Flowers (Muguet)	lb.	6.50— 7.00
Limette	oz.	.30— .40
Linaloe	oz.	.40— .50
Extra Strong (Linalool)	lb.	6.00— 6.50
Linseed, boiled, bbls. 45 gals., cask	gal.	.47— .49
½-bbls.	gal.	.48— .50
5-gal. cans	gal.	.57— .58
	gal.	.60— .65
Raw, bbls., 40 gals., cask	gal.	.45— .47
½-bbls.	gal.	.47— .48
5-gal. cans	gal.	.53— .54
	gal.	.55— .60
Calcutta	gal.	.85— .90
Lobelia Seed	oz.	.90— 1.00
Lovage, Root	oz.	1.15— 1.25
Mace, Ethereal	lb.	.60— 1.75
Solid	lb.	1.35— 1.50
Machine "A"	gal.	.50— .55
"B"	gal.	.40— .45
"C"	gal.	.35— .40
Male Fern, Ethereal	lb.	2.10— 2.25
1-oz. v.	oz.	.16— .20
Mandarin Orange	oz.	.80— 1.00
Marasquino	oz.	1.25— 1.35
Marjoram, German	oz.	.65— .75
Marsh Tea, Ledum Palustre	oz.	3.00— 3.50
Mastic	oz.	— 3.00
Matico	oz.	1.00— 1.25
Melissa, Citrat	oz.	.50— .55
German	oz.	1.25— 1.35
Mignonette, Spirituous	lb.	— 3.00
Milfoil	oz.	1.75— 2.00
Millefleur, Fatty (Huile au fleur for Hair Oils)	lb.	2.75— 3.00
Spirituous	lb.	— 3.00
Oil Mineral (Water White)	gal.	1.10— 1.20
Muguet (see Oil Lilac Flowers).		
Mullein	oz.	.45— 1.00
Musk Root (Sumbul)	oz.	10.50—11.50
Seed (Grains d'Ambrette)	oz.	—12.00
Spirituous, fine	oz.	1.10— 1.15
Mustard, Essential, from Seed	oz.	.45— .50
Artificial	oz.	.38— .40
Expressed	gal.	.75— .85
Myrrh	oz.	1.50— 1.75
Myrbane	lb.	.40— .50
Myrtle, Spanish	lb.	6.00— 6.50
Neatsfoot, Cooper's No. 1, bbls. or less	gal.	.55— .75
Ordinary, bbls. or less	gal.	.50— .65
Neroli, Bigarade, best	oz.	2.50— 2.75
Petale, Extra	oz.	2.75— 3.00
Portugal	oz.	1.75— 2.00
Petit Grain	oz.	.40— .50
Nigella, oz. v.	ea.	6.50— 7.00
Niobe (Methyl Benzoate)	lb.	2.00— 2.25
Nutmeg, Essen., bots., 20 ozs. or less	lb.	1.25— 1.50
Olibanum	oz.	.80— 1.00
Olive, Bertrand, French	gal.	— 2.75
qts.	doz.	— 7.00
pts.	doz.	— 4.00
5-oz.		— 2.50
Mottet's Virgin, qts.	doz.	— 7.75
pts.	doz.	— 4.50
½-pts.	doz.	— 2.50
Malaga, Yellow, 10-gal. can		.70— .75
1-gal. can	gal.	— .90
qts., 16-oz.	doz.	— 4.00
pts., 8-oz.	doz.	— 2.25
2-oz.	doz.	— .75
1-oz.	doz.	— .50
Green, bbls.	gal.	.64— .66
10-gal. can	gal.	— .65
1-gal. can	gal.	— .90
Salad in bulk, 30-gal. tin-lined bbl.	gal.	2.20— 2.25
15-gal. can	gal.	2.25— 2.30
11½-gal. jars	ea.	—26.00
5¾-gal.	ea.	—13.50
6-gal. can	gal.	— 2.40
3-gal. can	gal.	— 2.50
1-gal. can	gal.	— 2.75
½-gal. can	gal.	— 3.00
Cooking, 10-gal. can	gal.	— .60
1-gal. can	gal.	— .70
Ferrari, pt.	doz.	3.75— 4.25
½-pt.	doz.	2.50— 2.75
Lucca Cream Salad, qts.	doz.	— 7.50
Pts.	doz.	— 4.25
½-pts.	doz.	— 2.75
Marseilles, qt.	doz.	3.50— 3.75
Pt.	doz.	2.00— 2.25
Virgin of Aix, qt.	doz.	— 7.25
½-pt.	doz.	— 2.75
Union, 10-gal. can	gal.	— .57
1-gal. can	gal.	— .65
Opoponax	oz.	1.50— 2.00
Orange, bitter	lb.	2.50— 2.75
Sweet, cans, 20 lbs. or less	lb.	1.70— 1.75
1-lb. coppers	lb.	1.95— 2.20
Origanum (see Oil Thyme).		
Orris, Butter, Florentine	oz.	— 7.00
Liquid	oz.	2.25— 2.50
Ovorum	oz.	— .40
Palm, Red, bulk, kegs	lb.	.10— .12
35-lb. packages	lb.	.13— .16
10-lb. packages	lb.	.20— .24
Palma Rosa	lb.	3.75— 4.00
Paraffine (Lubricating)	gal.	.40— .50
White No. 3	gal.	— .65
Parsley	oz.	— 1.25
Patchouli, French, true	oz.	.50— .75
Extra	oz.	.75— .85
Spirituous	lb.	— 3.00
Peach Kernels	lb.	.30— .35

See the Era each week for all changes in these prices.

Oil, Peanut	gal.	1.00— 1.25
Pear	lb.	— .75
Pennyroyal	lb.	1.40— 1.50
Pepper, Black	lb.	.75— .80
Peppermint, Western	lb.	3.90— 4.15
Wayne Co.	lb.	4.00— 4.25
Hotchkiss	lb.	4.25— 4.50
Redistilled	lb.	4.25— 4.50
English, Mitcham Garden	oz.	.90— 1.00
Pepperwort	oz.	.50— .60
Petit Grain, Paraguay	lb.	300— 3.50
Pimenta (lb., 2.90)	oz.	.18— .22
French	lb.	5.00— 5.50
Phosphorated	lb.	.65— .70
Pinus Picea (Silver Fir)	lb.	5.00— 5.50
Pumilionis	lb.	4.00— 4.50
Sylvestris	lb.	1.00— 1.25
Poppy, true	lb.	.20— .30
Portugal	lb.	5.50—10.00
Prickly Ash	oz.	.40— .45
Pumpkin Seed	oz.	.60— .70
Rape Seed	gal.	.90— 1.10
Rhodium, 1-lb. bots.	lb.	7.50—10.00
Rose, Crescent	oz.	— 4.00
Good	oz.	4.50— 5.00
Kissanlik	oz.	5.00— 5.50
Rose Geranium (see Oil Geranium).		
Rosemary Flow., Eperle	lb.	1.25— 1.50
No. 1	lb.	1.00— 1.15
Trieste	lb.	.75— .90
Rosewood	oz.	5.00— 6.00
Rue, pure	oz.	.25— .35
Sage	oz.	.30— .40
Salad, Union, bbls. or less	gal.	.50— .60
Sandal Wood, East India	lb.	4.50— 5.00
English, best	lb.	6.00— 6.50
German, good	lb.	2.25— 2.50
Turkish, extra	lb.	9.00—10.00
West India	lb.	2.75— 3.00
Sassafras (true), cans, 40 lbs. or less	lb.	.80— .90
Bots.	lb.	— .75
Synthetic, or Safrol, cans, 40 lbs. or less	lb.	.40— .45
Satureja	oz.	.50— .55
Savin, true, French	lb.	1.35— 1.60
Seneca	gal.	.40— .50
Serpolet (Wild Thyme)	lb.	2.50— 3.00
Sesame (Benne), bbls. or less	gal.	.85— 1.00
Skunk	lb.	.70— .80
Smartweed	lb.	3.00— 3.50
Snake Root, Canada	oz.	.70— .80
Solidago (see Golden Rod).		
Spearmint, pure	lb.	5.25— 5.50
Extra	lb.	5.75— 6.25
Sperm, Winter, Bleached	gal.	.90— .95
Sewing Machine	gal.	.60— .80
Spike (gal., 2.00)	lb.	— .25
Lavender	lb.	.65— .95
Spruce, Cans, 20 lbs. or less	lb.	.60— .65
Stillingia	oz.	.70— .80
St. Johnswort	lb.	.40— .50
Stone, Black	lb.	.15— .20
White	lb.	.20— .25
Storax	oz.	3.50— 4.00
Sturgeon	lb.	.20— .25
Succinum (see Oil Amber).		
Summer Savory	oz.	.50— .60
Sweet Basil	oz.	1.35— 1.40
Syringa	oz.	1.75— 2.00
Tanners', bbls., 40 gals., market prices.		
Tansy, Pure	lb.	4.25— 4.50
Tar	gal.	.30— .40
Thyme, Commercial, cans, 55 lbs. or less	lb.	.30— .50
Prime, cans, 55 lbs. or less	lb.	.50— .60
Red Flowers, No. 1	lb.	.90— 1.00
Red Flowers, cans, 55 lbs. or less	lb.	1.00— 1.20
White, for Perfumers	lb.	1.40— 1.50
Oil, Thuja (Arbor Vita)	oz.	.25— .30
Tobacco, 1-oz. v.	oz.	— 1.25
Tolu-Balsam	oz.	— .50
Tuberose, Fatty (Huile au fleur), for Hair Oils	lb.	2.75— 3.00
Spirituous	lb.	— 3.00
Synthetic	oz.	— 4.00
Turpentine, bbls. gal., market prices.		
Rectified	lb.	.25— .35
Valerian	oz.	.40— .50
Vanilla, Spirituous	oz.	.60— .75
Verbena, fine	oz.	.40— .50
Vetiver (Cuscus)	oz.	2.50— 4.50
Violet, Fatty (Huile au Fleur), for Hair Oils	lb.	2.75— 3.00
Spirituous	lb.	— 3.00
Root	oz.	— 7.00
Whale	gal.	.60— .62
White Rose, Spirituous	lb.	— 3.00
Wild Ginger	oz.	.75— .85
Wine, Ethereal, Light	lb.	3.50— 3.75
	oz.	— .30
Heavy, true, from Grapes	lb.	6.00— 6.50
	oz.	— .50
Wintergreen (Oil Betula) Natural	lb.	2.25— 2.50
Synthetic	lb.	.50— .60
True, from Leaves	lb.	3.50— 3.75
Wistaria	oz.	— 3.00
Wormseed, Baltimore	lb.	2.15— 2.30
Western	lb.	1.90— 2.15
Wormwood, American, best	lb.	4.50— 4.75
Good	lb.	3.75— 4.00
Xanthoxylum	oz.	.40— .45
Yarrow (Oil Milfoil)	oz.	— 2.00
Ylang Ylang, true, Chiris	oz.	5.00— 5.50
Fair, Manila	oz.	2.50— 2.75
Ointment, Antimonial, Br.	lb.	— .60
Aconite, Br.	lb.	— .75
Althea	lb.	— .60
Atropine, Br.	lb.	— 1.25
Basilicon	lb.	— .50
Belladonna, U. S. P.	lb.	— .50
Benzoin	lb.	— .50
Boracic Acid, Br.	lb.	— .60
Caffiodoform	lb.	— 1.25
Camamine, Br.	lb.	— .75
Camphor, Br.	lb.	— .60
Cantharides, Br.	lb.	— 1.25
Carbolic Acid, U. S. P.	lb.	— .50
Chrysarobin, U. S. P.	lb.	— 1.25
Citrine	lb.	46— .48
Creosote, Br.	lb.	— .40
Diachylon, U. S. P.	lb.	— .45
Hebra's	lb.	— .45
Elder Flower	lb.	— 1.25
Elemi, Br.	lb.	— .75
Gallic Acid	lb.	— .75
Galls (see Nutgalls).		
Galls and Opium, Br.	lb.	— 1.10
Hamamelis, Br.	lb.	— .75
Ichthyol, 10 per cent	lb.	— 1.25
Iodine, U. S. P.	lb.	— 1.25
Comp.	lb.	.90— 1.00
Iodoform, U. S. P.	lb.	— 1.25
Lead Acetate, Br.	lb.	.50— .60
Carbonate, U. S. P.	lb.	— .50
Compound (Mayer's)	lb.	.45— .75
Iodide, U. S. P.	lb.	.70— .75
Mercurial, ½ mercury	lb.	.54— .56
1.3 mercury	lb.	.43— .46
Mercury, Ammoniated, U. S. P.	lb.	— .75
Oxide, Red, Br.	lb.	— .75
Nitrate (Citrine) U. S. P.	lb.	.46— .48
Oxide, Red, U. S. P.	lb.	— .85
Yellow, U. S. P.	lb.	— .75
Mezereum	lb.	— .60
Nutgall, U. S. P.	lb.	— .60
Potassium Iodide, U. S. P.	lb.	— 1.00
Poplar	lb.	.60— .70
Resorcin Comp., L. & F.	lb.	— 1.75
Rose Water, U. S. P.	lb.	— .65

Ointment, Savin, Br.	lb.	— .60
Simple, U. S. P.	lb.	.35— .40
Spermaceti, Br.	lb.	— .60
Stramonium, U. S. P.	lb.	.60— .75
Storax	lb.	— .75
Sulphur, U. S. P.	lb.	— .60
Compound	lb.	— .60
Iodide, U. S. P.	lb.	— .75
Tannic Acid, U. S. P.	lb.	— .75
Tar, U. S. P.	lb.	.50— .60
Tartar Emetic	lb.	— .60
Tobacco	lb.	— .60
Tyndale's Eucalyptus	lb.	— 1.50
Veratrine, U. S. P.	lb.	2.00— 2.25
Verdigris	lb.	.65— .90
Witch Hazel	lb.	— .75
Zinc Carbonate	lb.	— .75
Iodide	lb.	— .75
Oxide, U. S. P.	lb.	.45— .50
Higgins'	lb.	— .60
5-lbs.	lb.	— .50
Oleandrin, 15-gr. v.	ea.	— 5.00
Oleate, Aconitine, 2 per cent., Duquesnel's	oz.	— 2.50
Aconitine, 2 per cent	oz.	— 1.00
2 per cent., Merck's	oz.	— .50
Aluminum, Precip.	oz.	— .35
Ammonium	oz.	— .25
Arsenic, 2 per cent	oz.	.20— .25
Atropine, 2 per cent	oz.	— .60
Bismuth, Precipitated	oz.	— .30
Cadmium	oz.	.30— .40
Cocaine, Normal (50 per cent. Alk.) ½-oz. v.	ea.	— 1.00
5 per cent., Alk.	oz.	— .75
Copper, Powdered	oz.	— .25
5 per cent	oz.	— .25
Iodoform, 2 per cent	oz.	— .50
Iron, Precipitated	oz.	.23— .30
Lead, 10 per cent.	oz.	.15— .20
20 per cent.	oz.	— .25
Manganese	oz.	— .40
Mercury, 5 per cent (.85)	oz.	— .15
6 per cent. (1-lb. jars, 1.75)	oz.	.18— .20
10 per cent. (lb., 1.00)	oz.	— .18
20 per cent. (lb., 1.35)	oz.	— .22
5 per cent. and Morphine 2 per cent.	oz.	— .28
20 per cent. and Morphine 5 per cent.	oz.	— .35
Morphine, 2 per cent.	oz.	— .30
5 per cent.	oz.	— .40
10 per cent.	oz.	— .70
Potassium	oz.	.25— .30
Quinine, 5 per cent.	oz.	— .20
10 per cent.	oz.	— .30
25 per cent.	oz.	— .40
Sodium, lb., 2.25	oz.	— .25
Strychnine, 2 per cent.	oz.	— .40
Tin	oz.	.20— .25
Veratrine, U. S. P., 2 per cent.	oz.	— .40
10 per cent.	oz.	.55— .75
Zinc, 5 per cent. (lb., 1.00)	oz.	— .16
10 per cent.	oz.	— .20
12½ per cent.	oz.	— .20
Precipitated (lb., 1.25)	oz.	— .20
Oleocreosote	oz.	— .65
Oleo-Guaiacol	oz.	— 1.50
Oleoresin, Capsicum	oz.	.48— .60
Cubeb	oz.	.20— .30
Ergot	oz.	.50— .60
Ginger	oz.	.75— 1.00
Horse Chestnut	oz.	— .75
Iridin	oz.	— .50
Lobelia	oz.	.50— .55
Lupulin	oz.	1.35— 1.50
Male Fern (lb., 2.25)	oz.	.18— .22
Matico	oz.	— .75
Mezereon	oz.	— .75
Mullein, true	oz.	— 2.00
So-called	oz.	.25— .50
Oleoresin, Orris	lb.	— 1.25
Pepper (lb., .75)	oz.	.10 — .15
Savin	oz.	.60— .65
Saw Palmetto	oz.	— 1.00
Stillingia	oz.	— .90
Vanilla	oz.	— .90
Olibanum, Garblings	lb.	.12— .16
Grain	lb.	.15— .18
Olibanum, Powdered	lb.	.30— .35
Tears, Select	lb.	.20— .25
Ononidis (Ononis Spinosa, Rest Harrow)	lb.	.15— .20
Ononin, 15-gr. v.	ea.	— 1.00
Opium (Natural), U. S. P., 9 to 10 per cent.	lb.	3.10— 3.35
Denarcotized, U. S. P., 1880	lb.	— 8.35
Deodorized, U. S. P., 1890	lb.	— 8.35
Granulated	lb.	4.50— 5.00
Powdered, 14 per cent.	lb.	4.00— 4.25
Salonica, 14 per cent.	lb.	3.75— 4.00
Opoponax (lb., .80)	oz.	— .10
Orange Apples	lb.	.10— .12
Flowers	lb.	1.00— 1.25
Peel, Curacao, in quarters	lb.	.12— .15
Discs	lb.	— .10
In Ribbons	lb.	.20— .25
Ground	lb.	.10— .15
Powdered	lb.	.15— .18
Malaga or Seville, in quarters	lb.	.12— .15
Ground	lb.	.15— .18
Powdered	lb.	.18— .20
Orcein, 15 gr. v.	ea.	.20— .25
10-grm. v.	ea.	1.90— 2.00
Orchille (Orseille)	lb.	.25— .30
Orcin, 15-gr. v.	ea.	— .50
Oregon Grape Root	lb.	.20— .30
Orexin Tannate, 1-oz. v.	oz.	— 1.00
Orexoids, 4-gr. ea., 50 in bot.	per bot.	— .55
100 in bot.	ea.	— 1.00
Ormosine, Hydrochlorate, cryst., 15-g. v.	ea.	— 3.00
Ornin	oz.	4.00— 4.25
Orphol	oz.	— .80
Orpiment, see Arsenic, yellow.		
Orris, Florentine, large	lb.	.15— .20
Small	lb.	.14— .18
Cut	lb.	.25— .30
Granulated	lb.	.18— .23
Ground	lb.	.18— .23
Powdered	lb.	.20— .25
Infant's, A good	lb.	.75— .85
B fine	lb.	1.75— 2.00
C select	lb.	2.00— 2.25
D select extra	lb.	2.25— 2.50
Select Finger	lb.	.70— .85
Verona	lb.	.10— .12
Ground	lb.	.10— .12
Powdered	lb.	.14— .18
Orthoform	oz.	— 1.40
Hydrochloride	oz.	— 1.80
Ortol	oz.	— .75
Os Sepia, cases, 25-lbs. or less	lb.	.20— .25
Extra large	lb.	.38— .42
Jewelers	lb.	.60— .65
Extra large	lb.	.85— 1.00
Fine	lb.	.80— 1.00
Broken	lb.	.06— .10
Powdered	lb.	.16— .20
Osier Bark, Green, Pressed	lb.	— .25
Osmium, Metallic, 15-gr. v.	ea.	— 4.00
Iridium	grm.	— 2.50
Ovaraden, Knoll	oz.	— 1.25
Ovarin	oz.	2.00— 2.10
Tablets, 3-gr. 100s	bot.	— 1.50
Oviprotogen (see Protogen).		
Oxamide	oz.	— 1.50
Oxanilide	oz.	— 1.50
Oxaphor	oz.	— 1.50
Ox-Eye Daisy, Flowers, Prsd., ozs.	lb.	— .25

Oxgall, Inspissated (Fel Tauri)...lb.	1.00—	1.10
Powdered ....oz.	.10—	.12
Purified, U. S. P. ....lb.	—	1.60
Powd. ....oz.	—	.35
Oxy-acanthine, C. P., 15-gr. vials..ea.	—	3.00
Hydrochlorate, 15-gr. v. ....ea.	—	1.50
Sulphate, 15-gr. v. ....ea.	—	1.50
Oxychinaseptol (see Diaptherin).		
Oxy-Cresole, 25 per cent. solution..lb.	.15—	.20
Oxy-Ferrin, 5-gr. tablets ....oz.	—	1.25
Oxygen cubes ....lb.	.55—	.60
Oxy-hemoglobin, 15-gr. v. ....ea.	—	1.00
Oxy-sparteine, 15gr. v. ....ea.	—	.75
Hydrochlorate, 15-gr. v. ....ea.	—	.65
Oxymel, Simple ....lb.	—	.25
Squills ....lb.	—	.30
Oyster Shells, prepared ....lb.	—	.15
Ozokerite, Black ....lb.	.20—	.25
Purified ....lb.	.50—	.55
White ....lb.	.25—	.30
Yellow ....lb.	.20—	.25

P

Palladium, Asbestos, 5 per cent., 15-gr. v...ea.	.35—	.40
Black, Mohr. ....grm.	—	1.50
Chloride, Dry, 15-gr. v....ea.	—	1.75
Solution, 5 per cent.,1 dram.ea.	—	.50
Iodide, 15-gr. v. ....ea.	—	2.25
Metallic, Wire or Sheet, 15-gr. vials..grm.	1.25—	1.50
Spongy, one-eighth ....ea.	1.35—	1.50
Nitrate, Dry, 15-gr. v....ea.	1.25—	1.75
Solution, 5 p. c., 15-gr. v...ea.	—	.50
and Sodium Chloride, 15-gr. v..ea.	1.00—	1.25
Palmetto Berries ....lb.	.25—	.30
Pancreatin, U. S. P., (lb., 5.50)...oz.	.40—	.44
Sacch. (lb., 6.00) ....oz.	—	.45
Pankreon, Powder, 25 grammes....ea.	—	1.50
50 tablets ....ea.	—	1.00
Pansy Herb, Pressed, ozs....lb.	—	.42
Papain, "B. & S."....oz.	—	.75
Merck, 1-oz. ....oz.	—	1.10
½-oz. ....oz.	—	1.20
Papaverine, pure, ⅛-oz. v....ea.	—	.80
Hydrochlorate, ⅛-oz. v. ....ea.	—	.50
Nitrate, ⅛-oz. v. ....ea.	—	.50
Phosphate, ⅛-oz. v. ....ea.	—	.50
Sulphate, ⅛-oz. v. ....ea.	—	.50
Papayotin, pure (1:200) ....grm.	—	.20
25 per cent. ....grm.	—	.15
Papoid, ½-oz. vials ....oz.	—	2.00
Paprika Pods (Hungarian Pepper).lb.	—	.50
Powdered ....lb.	—	.60
Paracetphenetidin (see Phenacetin).		
Parachloralose ....oz.	—	4.50
Parachlorphenol ....oz.	—	.75
Parachlorsalol, oz. v. ....ea.	—	1.00
Paracotoin ....ea.	—	2.54
15-gr. v. ....ea.	—	.35
Paraffin, Bulk ....lb.	.10—	.14
lbs. ....lb.	.11—	.14
½ and ¼ lbs. ....lb.	.14—	.16
Paraform ....oz.	—	.35
Paraformaldehyde, oz. v....ea.	—	.30
Paraguay Tea, Leaves ....lb.	.50—	.60
Paraldehyde, 1-lb. bots. ....lb.	—	1.50
1-oz. v. ....oz.	—	.16
Paramide, 15-gr. v. ....ea.	—	1.00
Paramido Phenol ....oz.	—	.85
Pareira Brava Root, Crushed ....oz.	—	.25
Powdered ....lb.	.28—	.32
Paris Green, boxes, lbs., 18c.; ½s, 20c.; ¼s..lb.	—	.22
Casks, 300-400 lbs. ....lb.	—	.13
Drums, 14-28-56 lbs. ....lb.	.15—	.17
Kegs, 100 lbs. ....lb.	.12—	.15
Parsley Leaves, Pressed, ozs. ....lb.	—	.40
Root ....lb.	—	.50
Seed ....lb.	—	.20
Parvaline, Merck, 15-gr. v....ea.	—	.65
Passiflora (Eclectic), oz. ....ea.	—	1.50
Paste Bassorin, 1-lb. bottle ....lb.	—	.75
5-lb. pckgs. ....lb.	—	.65
Jujube, boxes, 5-lb. ....lb.	.35—	.40
Pastilles, Fumigating, Black....lb.	.32—	.38
Red ....lb.	.35—	.40
Patchouli Flowers ....lb.	.60—	.65
Herb ....lb.	.50—	.60
Powdered ....lb.	.60—	.70
Peach Bark, Pressed ....lb.	—	.25
Leaves, Pressed ....lb.	—	.30
Pearl Ash (see Potassium Carbonate).		
Pectoral Flowers ....lb.	—	.35
Pelletierine, Pure, 1-gm. v....ea.	—	2.50
Benzoate, 15-gr v....ea.	—	2.00
Hydrobromate, 15-gr. v....ea.	—	2.00
Hydrochlorate, 15-gr. v....ea.	—	2.00
Nitrate, 15-gr. v....ea.	—	2.00
Salicylate, 15-gr. v....ea.	—	2.00
Sulphate, 15-gr v....ea.	—	1.75
Tannate, 15-gr. v....ea.	—	.40
10-gr. v. ....ea.	—	.30
5-gr. v. ....ea.	—	.20
Tanret's ....doz.	—	24.00
Valerianate, 15 gr. v....ea.	—	2.00
Pellitory Root, Pressed....lb.	—	.40
Peliotine Hydrochlorate, 1-gr. v...gr.	—	.35
Pengawar, Djambi ....oz.	.40—	.50
Pennyroyal Leaves, Pressed, ozs...lb.	—	.20
Pental, 10-gm. v. (10 in a box)...ea.	—	.30
Penta-methylene-diamine, 15-gr. v.ea.	—	2.50
Hydrochlorate, 15-gr. v....ea.	—	2.50
Pentane ....pt.	—	1.00
Peony Flowers ....lb.	.50—	.60
Root, Pressed ....lb.	—	.46
Pepper, Bird (Capsicum Baccatum).lb.	.16—	.20
Powd., cases, 25 lbs. or less...lb.	.20—	.25
Black, Singapore, bags, 100 lbs.lb.	.14—	.15
Clean, Sifted ....lb.	.16—	.18
Pow'd, boxes, 25 lbs. or less.lb.	.19—	.22
Long ....lb.	.30—	.35
White ....lb.	.26—	.28
Powdered ....lb.	.30—	.35
Peppermint, Herb, German....lb.	.60—	.70
Leaves, Pressed, ozs....lb.	—	.24
Pepsin, A B C Scale....lb.	—	7.00
Powdered ....lb.	—	7.00
Armour's, Gran. Scale, or Powd., oz., 30c.; ¼s and ½s..lb.	4.60—	4.70
1-lb. bots. ....ea.	—	4.50
Sacch. ....lb.	—	1.00
Beal's (Pepsin Porci) ....oz.	—	4.00
Beeman's Scale (oz. .60)....lb.	—	8.00
Boudault's, Acid, or Neutral..doz.	—	7.50
¼-lb. bots ....ea.	—	2.40
½-lb. bots ....ea.	—	4.50
1-lb. bots. ....ea.	—	8.75
Cudahy's Rex, U. S. P., Gran. or powdered..oz.	—	.60
¼s, lb., 6.50; ½s, lb., 6.00..lb.	—	5.50
Dike's (lb., $7 20)....oz.	—	.50
Fairchild's Powd. ....oz.	—	.45
¼s, ½s, or 1....lb.	—	7.00
Sacch., ozs. ....oz.	—	.20
1s ....lb.	—	1.75
Scale, ozs. ....oz.	—	.50
¼s, ½s, or 1s ....lb.	—	7.50
Finzelberg's, ozs. ....oz.	—	.60
¼-lb. bots. ....lb.	—	9.00
½-lb. bots. ....lb.	—	8.40
1-lb. bots. ....lb.	—	8.00
Ford's Powdered ....oz.	—	.75
Scale (lb., 10.00)....oz.	—	.75
Golden Scale, or Powd., ozs....oz.	.30—	.35
¼s, ½s, or 1s....lb.	4.00—	4.50
Hawley's Sacch., ozs., .35....lb.	—	4.00
Holloway's Sacch., U. S. P....oz.	—	.25
lb.	—	2.50

See the Era each week for all changes in these prices.

Pepsin, Houghton's, Dry	oz.	—	.40
Liquid	oz.	—	.40
Jensen's, Crystal (oz., 1.00)	lb.	—	12.00
Kidder's, Saccharated, ozs.	doz.	—	1.50
¼-lb. bots.	lb.	—	2.00
Maltbie Chem. Co.'s Comp.			
Powder, 4-oz. can		—	1.00
Comp. Tablets 4-oz. can		—	1.00
Pepsin, Merck's, U. S. P.	oz.	—	.35
Gran., Powd. and Scale	lb.	4.50—	4.65
Ph. G. III.	lb.	2 50—	2.65
	oz.	—	.20
P. D. & Co., Aseptic, 3,000	oz.	—	.36
	lb.	—	4.50
Royal	oz.	—	.40
	lb.	—	6.00
Royal Comp.	lb.	—	5.00
	oz.	—	.40
Ray Chem. Co.'s	lb.	—	2.50
Smith's Sacch., ozs.	oz.	—	.25
Tilden's Sacch	oz.	.11—	.12
Velpeau's, Dry	doz.	—	3.50
Webber's, Pepsin	oz.	—	.80
	lb.	—10.00	
Peptone, Albumen	oz.	.40—	.50
Meat, Dry	lb.	—	3.50
	oz.	—	.34
Witte's, 25 grm.	ea.	—	.25
100 grm.	ea.	—	.90
250 grm.	ea.	—	1.75
500 grm.	lb.	—	3.25
Pep. Vanin, 17-gramme vials	ea.	—	1.00
Pereirine, in 15-gr. v.	ea.	—	.75
Hydrochlorate, 15-gr. v.	ea.	—	.75
Pernambuco Wood	lb.	.12—	.15
Peronin, 15-gr. v.	ea.	—	1.00
Persian Berries	lb.	—	.40
Persimmon Bark, Pressed	lb.	—	.25
Pertussin	doz.	—	9.00
Peruol, ¼-lb. bots.	ea.	—	.75
Peruvian Bark (see Cinchona).			
Petrolatum, Yellow, U. S. P., 50-lb. cans	lb.	.06—.06½	
25-lb. cans	lb.	.06½	.07
10-lb. cans	lb.	.07—.07½	
5-lb. cans	lb.	—	09
1-lb. cans	lb.	—	.12
Snow White, 50-lb. cans	lb.	.15—	.16
25-lb. cans	lb.	—	.17
10-lb. cans	lb.	—	.19
5-lb. cans	lb.	—	.20
1-lb. cans	lb.	—	.22
White, 50-lb. cans	lb.	.13—	.14
25-lb. cans	lb.	.14—	.15
10-lb. cans	lb.	.15—	.17
5-lb. cans	lb.	.18—	.19
1-lb. cans	lb.	.20—	.22
Petroleum, Mass., Crude	oz.	.08—	.16
¼, ½ and lbs.	lb.	.55—	.75
Peucedanin, 15-gr. v.	ea.	—	.75
Phenacetin (25 ozs., .95)	oz.	—	1.00
Phenacetolin, ozs.	oz.	.80—	.90
Phenadul, ozs.	oz.	—	1.00
Phenalgin	oz.	—	1.00
Tablets, 2½ grs.	bot.	—	1.00
Capsules, Pink Top	bot.	—	1.00
Phenammone, Latham	oz.	50—	.60
Phenanthreen	oz.	25—	30
Phenanthrene	oz.	50—	.60
Quinone	oz.	—	2 00
Phenazone (see Antipyrine).			
Phenetol	oz.	—	1.00
Phenetol-carbamide, Para	oz.	—	1.00
Pheno-Bromate, oz.	ea.	—	1.00
Tablets, 2½ and 5-grs.	oz.	—	1.00
Phenocol, Hydrochloride, 25-gm. v.	ea.	—	1.50
Salicylate, 25-gr. v.	ea.	—	1.25
Phenol, Benzoate	oz.	—	1.00
Bismuth	oz.	—	.80
Iodide	oz.	—	2.50
Salicylate, 1-oz. v.	oz.	—	.60
Trichloride, 1-oz. v.	oz.	—	.40
Phenolphthalein, pure	oz.	.50—	.60
Phenosalyl, pure	lb.	—	1.50
Phenylhydrazine, pure, 1-oz. vials	oz.	—	1.07
Acetate	oz.	—	1.60
Hydrochlorate	oz.	—	.57
Phenyl Iodide	oz.	5.00—	5.25
Phenylendiamin, Hydrochlorate	oz.	—	1.25
Phenyloxycaffeine, 15-gr. vials	ea.	.70—	.75
Phloretin, 15-gr. vials	ea.	—	.60
Phloridzin, ⅛-oz. vials	oz.	1.75—	2.00
Phloroglucin, Merck, 15-gr. vials	ea.	—	.35
Phloral	oz.	—	3.50
Phlorone	oz.	—	5.00
Phosphates, Liquid, pts.	ea.	—	.25
5 pts.	ea.	—	1.00
1-gal. jugs	ea.	—	1.25
5-gal. jugs	ea.	—	4.00
Phosphotal (Fries)	oz.	—	1.00
Phosphoric Anhydride	lb.	—	1.50
Phosphorus, cases, 10 cans, 11 lbs.	lb.	—	.80
1-lb. cans	lb.	—	.90
½-lb. cans	lb.	—	1.10
¼-lb. cans	lb.	—	1.30
1-oz. cans	oz.	—	.18
Amorphous, 1-lb. cans	lb.	1.30—	1.40
11-lb. cans	lb.	—	1.20
Pentabromide	oz.	—	.67
Pentachloride	oz.	.20—	.25
Pentasulphide	oz.	—	.57
Tribromide	oz.	—	.67
Trichloride	oz.	.30—	.35
Tri-iodide	oz.	—	1.25
Tri-sulphide	oz.	—	.77
Physostigmine, alkaloid, 5-gr. v.	gr.	—	.19
Hydrobromate, 5-gr. v.	gr.	—	.19
Hydrochlorate, 5-gr. v.	gr.	—	.19
Salicylate, 5, 10 and 15-gr. v.	gr.	.17—	.19
Sulphate, 5, 10 and 15-gr. v.	gr.	.17—	.19
Phytolaccin (Eclectic Powder)	oz.	—	.75
Pichi, Stems and Branchlets	lb.	.25—	.35
Pickling Spice	lb.	.17—	.20
Picra Hiera (Pulvis Aloes et Canellae)	lb.	.30—	.35
Picrotoxin, German, ⅛-oz. vials	oz.	—	5.00
Picoline (Methyl Pyridine-a)	oz.	.40—	.50
Picro-podophyllin, 15-gr. vials	ea.	—	.50
Pill, Blue, U. S. P.	lb.	.50—	.55
Powd.	lb.	.55—	.60
English	lb.	1.00—	1.10
Pilocarpine, Alk., Pure, 5-gr. v., 15-gr.	gr.	.14—	.15
Hydrobromate, 5-gr. v.	gr.	—	.15
Hydrochlorate (Muriate), 5, 10 and 15-gr. vials	gr.	.06—	.07
⅛-ozs.	oz.	—	9.75
Nitrate, 5, 10 and 15-gr. v.	gr.	—	.06
⅛-ozs.	oz.	—	9.75
Salicylate, 5-gr. vials	gr.	—	.15
Sulphate, 5-gr. vials	gr.	—	.15
Tannate, 5-gr. vials	gr.	—	.25
Valerianate, 5-gr. v.	gr.	—	.25
Pilocarpidine Nitrate, Harnack, Merck, 15-gr. vials	ea.	—	3.00
Pimpinella Root, pressed	lb.	—	.30
Pimento, Fruit (Allspice)	lb.	.14—	.18
Ground	lb.	.18—	.22
Pinacone	oz.	—	5.00
Pine Bark	lb.	.12—	.15
Pinene	oz.	—	1.25
Pinghwar-kar-Jambi	oz.	.40—	.50
Pink Root, True	lb.	.45—	.50
Powdered	lb.	.50—	.55
Pressed	lb.	—	.40
Pinol, B. W. & Co.	oz.	—	.50
lbs.	lb.	—	7.00
Pipe Clay	lb.	.08—	.10
Powdered	lb.	.10—	.12
Piperazine-Bayer, ½ and 1-oz. v. (10 ozs., 3.80)	oz.	—	4.25
10 gram vials	ea.	—	1.50
Tubes, 10 Tablets, each 16 grain	tube	—	1.50

See the Era each week for all changes in these prices.

Piperazine, Hydrochlor, 1-oz. v...ea.	—	4.25
Schering, 10-gm. v. (30 v.,1.35).ea.	—	1.50
Water, quarts .....doz.	—	5.25
Citrate, ½ and 1-oz. (10 oz., 3.80) oz.	—	4.25
Piperidine, 1-oz. vials.....ea.	.85—	.90
Hydrochlorate, oz. vials.....oz.	—	1.25
Piperin, 1-oz. v. .....oz.	.58—	.60
Piperonal (Heliotropin) .....oz.	—	.60
Pipsissewa Leaves, Pressed, ozs...lb.	—	.23
Pistache Nuts .....lb.	1.25—	1.50
Pitch, Beech (Pix Fagi).....lb.	—	.25
Black, Common .....lb.	.06—	.08
Burgundy, American, boxes, 20 lbs...lb.	.04—	.08
Genuine, Stands, 80 lbs. or less..lb.	.03½—	.06
Pitcher-plant Root .....lb.	—	.35
Pith, Sassafras, select.....oz.	.12—	.15
Pixol .....oz.	—	.65
Plantain Leaves, Pressed, ozs.....lb.	.20—	.25
Plaster, Adhesive, ½-lb. rolls....lb.	—	.38
Spread (1-yd. rolls, doz., 2.00), 5-yd. rolls...yd.	.12—	.15
Aconite, ½-lb. rolls.....lb.	—	1.25
Ammoniac, ½-lb. rolls.....lb.	—	.75
with Cicuta .....lb.	—	1.25
with Mercury .....lb.	—	1.00
Arnica .....lb.	—	1.25
Anodyne (see Opium).		
Belladonna, ½-lb. cans .....lb.	—	1.25
Calafaciens .....lb.	—	.60
Cantharides .....b.	—	1.00
Conium .....lb.	—	1.00
Diachylon, ½-lb. rolls .....lb.	—	.38
Galbanum, ½-lb. rolls .....lb.	—	.45
Comp., ½-lb. rolls .....lb.	—	.45
Iron, ½-lb. rolls .....lb.	—	.38
Mercury, U. S. P., ½-lb. rolls..lb.	—	1.00
Mother's, ½-lb. rolls .....lb.	—	.50
Opium, ½-lb. rolls .....lb.	—	1.75
Oxycroceum .....lb.	—	.60
Pitch, Burgundy .....lb.	—	.50
Cantharidal .....lb.	—	.60
Comp. .....lb.	—	.75
Resin, ½-lb. rolls .....lb.	—	.38
Soap, ½-lb. rolls .....lb.	—	.50
Vigo's, with Mercury, ½-lb. rolls..lb.	—	1.50
Plaster, Calcined (Plaster Paris)..lb.	.03—	.04
True, Dentist's, sifted .....lb.	.04—	.05
Platinite Chloro, Ammon, 15-gr...ea.	—	.75
15-gr. v. .....doz.	—	7.00
Potassium, 15-gr. .....ea.	—	.60
doz.	—	5.40
1-oz. vial .....oz.	—	11.50
Platinum, Black .....grm.	—	.98
Chloride, Tetra, dry.....oz.	—	10.00
Solution, 10 per cent ..oz.	—	1.50
and Ammonia, ¼-oz. v. .....ea.	—	1.70
and Ammon. Chloride, ⅛-oz.ea.	—	1.75
and Barium Cyanide, ⅛-oz..oz.	—	20.00
and Potass., ¼-oz. v. .....ea.	—	1.15
and Potass. Chloride, Platinous..oz.	—	11.00
15-gr. vials .....ea.	—	.50
and Potass. Chloride, Platinic 15-gr. v...ea.	—	.65
and Potass. Cyanide, ⅛-oz..ea.	—	3.50
and Sodium-Chloride, ⅛-oz..ea.	—	2.75
Cyanide and Magnes., 5-grm. v.ea.	—	4.00
and Potass. Brom., 15-gr. v.ea.	—	1.50
Foil, ½-oz. .....ea.	—	1.25
Iodide, 15-gr. v. .....ea.	—	1.25
Metal, Sheets .....grm.	—	.75
Wire .....grm.	—	.75
Nitrate, 15-gr. v. .....ea.	—	1.00
Sponge .....oz.	—	3.50
Pleurisy Root .....lb.	.20—	.25
Powdered .....lb.	.30—	.35
Plumbago, C. P., ozs. .....oz.	—	.50
Podophyllin (Eclec. Powder), 1-lb. bots..lb.	3.00—	3.25
1-oz. vials .....ea.	.30—	.35
Podophyllotoxin, ½-oz. v.....ea.	—	.75
Poison Oak Leaves, Pressed, ozs. lb.	—	.40
Poke Berries .....lb.	—	.25
Root .....lb.	.16—	.20
Powdered .....lb.	.20—	.25
Pollantin (Dunbar's Hay Fever Antitoxin), Powder and Liquid Complete.. ..	—	2.00
Polypody, Root, Pressed .....lb.	—	.34
Pomade, 11-lb. can or less, Cassie, Jasmin, Orange, Rose, Tuberose..lb.	1.90—	2.25
Violette .....lb.	3.00—	3.25
Pomegranate, Bark of Root, Thick.lb.	.30—	.35
Thin .....lb.	.35—	.40
Fruit .....lb.	.12—	.18
Pond Lily Root, White .....lb.	.25—	.30
Powdered .....lb.	—	.32
Yellow .....lb.	—	.25
Powdered .....lb.	—	.32
Poplar, Bark, Ground .....lb.	—	.12
Powdered .....lb.	—	.15
Poppy Capsules, Germ .....lb.	.16—	.20
French .....lb.	.35—	.40
Flowers .....lb.	—	.65
Leaves, Pressed, ozs. .....lb.	—	.34
Seed, Blue (Maw) .....lb.	.14—	.17
White .....lb.	.20—	.22
Populin (Eclec. Powd.) .....oz.	—	.45
Porphyrine, 15-gr. vials.....ea.	—	4.50
Potash, common, casks, 400 lbs. or less..lb.	.05½—	.10
Conc., Babbitt's, cans .....doz.	1.05—	1.10
Potassa, Caustic, Com., 1-lb. bots..lb.	—	.25
White, Sticks .....lb.	—	.28
Powdered .....lb.	—	.64
C. P., by Alcohol.....lb.	—	.55
by Barium .....lb.	—	2.50
Solution, U. S. (Liquor Potassae)..lb.	—	.11
Sulphurated .....lb.	.15—	.16
Pure .....lb.	—	1.00
with Lime (Potassa cum Calce).lb.	—	.55
Potassium, Metallic, ¼-oz. v.....oz.	—	1.70
Acetate, 1-lb. bots. .....lb.	.25—	.30
C. P., 1-lb. bots. .....lb.	—	.50
Aceto-tungstate .....oz.	—	.35
Amyl-sulphate .....oz.	—	.40
Amyl-xanthogenate .....oz.	—	.40
Anthranilate, 15-gr. v. .....ea.	—	.75
Antimonate, 1-lb. bots. .....lb.	.85—	1.00
Arsenate .....oz.	—	.14
Arsenite .....oz.	—	.14
Benzene-disulphonate .....oz.	—	.95
Benzoate .....oz.	—	.19
Biborate .....oz.	—	.25
Bicarbonate .....lb.	.12—	.14
C. P., 1-lb. bots. .....lb.	.25—	.27
Granular .....lb.	.14—	.17
Powdered .....lb.	.14—	.17
Bichromate .....lb.	.12—	.15
C. P. Granular .....lb.	.50—	.52
Powdered .....lb.	—	.20
Bifluoride .....oz.	—	.45
Biniodate .....oz.	—	1.50
Binoxalate (Sal Acetosella) ...lb.	—	.23
Biphosphate .....lb.	—	1.50
Bisaccharate .....oz.	—	1.55
Bisulphate, Cryst., pure, 1-lb. bots. lb.	—	.50
C. P. .....lb.	—	.45
Fused, pure .....lb.	—	.64
C. P. .....lb.	—	.90
Bisulphite .....lb.	—	.35
C. P. .....lb.	—	2.00
Bitartrate, Ref. (Cream Tartar), Pure Powder..lb.	.27—	.30
Borate, pure .....oz.	—	.15
Boro-sulphite .....oz.	—	.38

Potassium, Boro-tartrate, 1-lb. bots.	lb.	— .65
and Sodium	lb.	— 1.00
Bromate, 1-lb. bots.	lb.	— .75
Bromide, crys. or gran., in bulk	lb.	.35— .40
1-lb. bots. incl.	lb.	.43— .45
C. P.	lb.	— .85
Bromo- arsenite	oz.	— 1.50
Bromo-salicylate	oz.	— 4.00
Butyl-sulphate, Iso	oz.	— .80
Butyrate	oz.	— .90
Camphorate	oz.	— 1.55
Carbolate	oz.	— .24
Carbonate (Pearl Ash)	lb.	.09— .11
C. P.	lb.	— .30
Refined (Sal Tartar)	lb.	.12— .15
Chlorate, Eng., 112 lbs. or less	lb.	.09— .12
Powdered	lb.	.10— .15
French	lb.	.16— .20
Powdered	lb.	.25— .30
Medicinal	lb.	— .35
Purified gran.	lb.	.17— .22
Chloride, crude, 1-lb. bots.	lb.	.16— .18
C. P.	lb.	.25— .27
Chloro-chromate	lb.	— .85
Chloroplatinite, 15-gr. v.	ea.	— .80
Chloro-platinous, 15-gr. v.	doz.	— 6.00
1-oz.	oz.	—11.00
Chromate, Commercial	lb.	.38— .40
C. P.	lb.	.60— .62
Chrysamminate, 15-gr. v.	ea.	— .75
Cinnamate	oz.	— 1.90
Citrate, 1-lb. bots.	lb.	.48— .55
C. P.	lb.	— 1.10
Cyanate	oz.	— 1.10
Cyanide, crude (for killing ants)	lb.	.28— .30
Fused, No. 1, 1-lb. bot.	lb.	— .40
No. 1, 1-lb. can	lb.	— .36
No. 1, 10-lb. cans	lb.	— .33
No. 2, 40 per cent., 10-lb. cans	lb.	— .30
No. 3, 30 per cent., 10-lb. cans	lb.	— .26
Chem. Pure, 1-lb. bot.	lb.	— .42
1-lb. can	lb.	— .39
Granular, No. 1, 1-lb. bot.	lb.	— .50
1-lb. can	lb.	— .46
No. 2, 1-lb. bot.	lb.	— .45
1-lb. can	lb.	— .41
No. 3, 1-lb. bot.	lb.	— .41
1-lb. can	lb.	— .37
C. P., 1-lb. bot.	lb.	— .52
1-lb. can	lb.	— .48
Highest Purity, Merck's	lb.	— 3.25
Dithio Carbsminate	oz.	— 1.07
Dithiocarbonate	oz.	— .97
Ethyl-Sulphate	oz.	— .20
Ferric-Oxalate, Cryst.	lb.	— .85
Solution	lb.	— .60
Ferricyanide, Gran.	lb.	— .60
C. P.	lb.	— .95
Ferrocyanide, Cryst.	lb.	.20— .25
Powd.	lb.	— .30
C. P., Cryst.	lb.	— .50
Fillcate, 15-gr. v.	ea.	— 1.00
Fluorescinate	oz.	— 1.50
Fluoride, C. P.	lb.	— 4.50
Crude	lb.	— .50
Neutral	lb.	— 1.00
Formate	oz.	.25— .30
Glycerate	oz.	— 5.00
Glycerinophosphate, lb., 4.25	oz.	— .34
Hippurate, 1-oz. v.	oz.	— 2.00
Hypochlorite	lb.	— .50
Hypophosphite, Purified, 1-lb. bots.		— .68
1-oz. v.	oz.	— .12
Hyposulphate	oz.	— 1.00
Hyposulphite	lb.	1.20— 1.30
Indigo-disulphonate	oz.	— .75
Indigo-monosulphonate	oz.	— 2.00
Iodate	oz.	— .54
Potassium, Iodide, Amer., 1-lb. bots.	lb.	3.15— 3.25
American	oz.	.28— .33
English	lb.	— 4.50
Merck's Highest Purity	lb.	— 4.15
Iodo-hydrarg	oz.	.62— .67
Lactate	oz.	— .30
Lactophosphate	oz.	— .55
Manganate	lb.	— .30
Malate	oz.	— 1.50
Metabisulphate	oz.	.10— .14
Methyl-sulphate	oz.	— .45
Molybdate	oz.	.30— .34
Myronate, 15-gr. v.	ea.	— 2.40
Nitranilate	oz.	— 5.00
Nitrate, Refined, Balls (Sal Prunelle)	lb.	— .28
Crystals	lb.	.06½— .07
Granular	lb.	.06—.06½
Powdered	lb.	.06½— .07
C. P.	lb.	.25— .30
Nitrate, C. P., sticks, lb., 1.20	oz.	— .16
Pure, tech.	lb.	— .80
Nitroprussiate	oz.	— .90
Osmate, 15-gr. v.	ea.	1.20— 1.50
Oxalate, neutral	lb.	— .21
C. P.	lb.	.50— .60
Para-tungstate	oz.	— .75
Perbromate, Cryst.	oz.	— 2.00
Percarbonate	oz.	.30— .35
Perchlorate	oz.	— .34
Periodate	oz.	— 2.00
Permanganate, lge. cryst., 1-	lb.	.20— .22
1-oz. v.	oz.	— .08
Carton	oz.	— .06
Pure Powd.	lb.	— .30
Sml. cryst.	lb.	.19— .21
Phenate	oz.	— .24
Phosphate, C. P. (lb., .65)	oz.	— .12
Pure Dry	lb.	— .55
	oz.	— .11
Phosphite	oz.	— .49
Picrate	oz.	— .24
Piperate	oz.	— 3.00
Plumbate, 1-lb. bots.	lb.	— 1.90
Propionate	oz.	— 1.00
Propyl-sulphate	oz.	— 1.55
Prussiate, Red (see Ferricyanide).		
Yellow (see Ferrocyanide).		
Pyrophosphate	oz.	— .24
Pyrosulphate	oz.	— .30
Pyrosulphate (Meta-Bisulphite)	oz.	— .12
Ruthenate, 15-gr. v.	ea.	— 4.00
Salicylate	oz.	— .15
Salicylite, 15-gr. v.	ea.	— 1.00
Santoninate	oz.	— 2.50
Salicylite, 15-gr. v.	ea.	— 1.00
Sesquicarbonate	lb.	— .50
Silcate, 1-lb. bots.	lb.	— 2.00
Solution, Coml.	lb.	— .10
Pure	lb.	— .45
Silicofluoride	oz.	— .19
Sozo-iodolate	oz.	— .75
Stannate	oz.	— .40
Succinate	oz.	— .60
Sulphate, Cryst.	lb.	— .10
Purif.	lb.	.18— .20
Powdered	lb.	— .12
Purif.	lb.	— .20
C. P. 1-lb. bots.	lb.	[illegible]— .32
Powdered	lb.	— .30
Sulphide	lb.	.14— .15
C. P.	lb.	— .75
Sulphite, 1-lb. bots.	lb.	.40— .42
Pure, 1-lb. bots.	lb.	— 1.50
Sulphoethylate	oz.	— .20
Sulphobenzoate	oz.	— .80
Sulphocarbolate	oz.	.09— .11
Sulphocyanate (lb., .85)	oz.	— .19
Sulphoindylate	oz.	— .75
Sulphophenylate	oz.	— .15
Sulphuret, 1-lb. bots.	b.	— .15
C. P.	lb.	— .80

See the Era each week for all changes in these prices.

Potassium, Tannate .....oz.	—	.49
Tartrate, Powd. (Soluble Tartar)..lb.	—	.55
Tellurate, 15-gr. v. .....ea.	—	1.15
Tellurite, 15-gr. v. .....ea.	—	1.00
Potassium, Tetraoxalate .....lb.	1.30—	1.50
Tungstate, C. P., 1-lb. bots.....lb.	2.00—	2.25
Urate .....oz.	—	.60
Valerianate, 1-oz. v. .....oz.	—	.55
Xanthogenate, 1-lb. bots. .....lb.	—	1.00
oz.	—	.15
Potassium and Cobalt Nitrite.....oz.	—	1.25
Potassium and Mercury Iodide...oz.	.65—	.70
Potass. and Sodium Tart. (see Rochelle Salt).		
Potpourri, Rose Leaf .....lb.	—	1.25
Powder, Antimonial .....lb.	.65—	.75
Aromatic .....lb.	1.00—	1.25
Composition, bulk .....lb.	—	.25
4-oz. papers .....lb.	—	.27
2-oz. papers .....lb.	—	.30
1-oz. papers .....lb.	—	.40
Curry .....lb.	.75—	1.00
Dover's U. S. .....lb.	1.10—	1.15
Elm Bark, fine.....lb.	—	.25
1-ozs. .....lb.	—	.30
Fumigating .....lb.	.90—	1.00
Goa (lb., 2.50) .....oz.	—	.20
Seidlitz, U. S. P.....doz.	—	1.75
1-gross bulk .....ea.	—	1.50
Insect, true, Dalmatian, in kegs, 120 lbs...lb.	—	.35
Kegs 50 lbs.....lb.	—	.35½
Drums, 25 lbs.....lb.	—	.36
Less .....lb.	.40—	.45
Good, kegs, 120 lbs.....lb.	—	.20
Kegs, 50 lbs.....lb.	—	.20½
Drums, 25 lbs.....lb.	—	.21
Less .....lb.	.22—	.25
Licorice, Comp. .....lb.	.20—	.30
Tully's .....lb.	1.75—	2.00
Prickly Ash, Bark .....lb.	.30—	.35
Powdered .....lb.	.35—	.40
Berries .....lb.	.25—	.35
Prince's Pine, Leaves .....lb.	—	.20
Pressed, ozs. .....lb.	—	.30
Privet Leaves, Pressed, ozs.....lb.	—	.45
Proferrin .....oz.	—	.50
Tablets, 5-grs., 1.00.....ea.	—	.60
Propylamine, 10 Per Cent, sol...oz.	.50—	.55
Hydrochlor, ⅛-oz.....oz.	—	3.50
Prostaden-Knoll .....oz.	—	2.75
Solution .....oz.	—	.30
Protagon, pure, 15-gr. v.....ea.	—	2.00
Amer., ½-lb. bots.....lb.	—	4.00
Protargol, oz. v.....oz.	—	1.25
½-oz. .....oz.	—	1.35
Protan, Powd., Capsules or Tablets.oz.	—	.50
Protein, 1-oz. v .....oz.	—	2.00
Prunin (Eclec. Powd.) .....oz.	—	.45
Pseudo-Cumol C. P. .....lb	—	12.00
Ptelein (Eclec. Powd.).....oz.	—	1.20
Ptyalin, Active .....oz.	—	1.30
Glycerite .....oz.	—	.39
Pulp, Tamarind (see Tamarind).		
Pulsatilla Herb .....lb.	—	.30
Pressed, ozs. .....lb.	—	.40
Pumpkin Seed .....lb.	.15—	.20
Purgatine .....oz.	.50—	.70
Purple of Cassius.....oz.	—	3.50
Purpurin .....oz.	—	1.50
Purslane, Herb.....lb.	—	.50
Putty Powder, 1st quality.....lb.	—	.50
Pyoktanin, Blue, ¼, ½ and 1-oz.v.oz.	1.50—	2.00
Yellow, ¼, ½ and 1-oz. v....oz.	1.50—	2.00
Pencils, blue and yellow.....ea.	—	.75
Pyramidon .....oz.	—	2.15
Camphorate, Acid, oz. cartons..oz.	—	1.50
Neutral, cartons .....oz.	—	1.75
Salicylate, cartons .....oz.	—	1.50
Pyretin .....oz.	.85—	1.00
Pyridin (lb., 3.00) .....oz.	—	.32
Chloral-Iodated .....oz.	—	1.54
Pyridin, Citrate .....oz.	—	1.00
Hydrochlorate .....oz.	—	.75
Methyl-chloride .....oz.	—	2.00
Nitrate, cryst. .....oz.	—	.75
Sulphate, cryst. .....oz.	—	.75
Pyrocatechin .....oz.	—	.84
Pyrodine (Acetylphenylhydrazin)..oz.	—	2.00
Pyrogallol-Bismuth .....oz.	—	1.10
Pyrogallol (see Acid Pyrogallic).		
Pyrol, ozs. .....oz.	—	.30
¼-lb. .....ea.	—	1.10
½-lb. .....lb.	—	4.85
1-lb. .....lb.	—	4.70
Pyrosol .....oz.	.70—	.80
Pyroxylin .....oz.	.25—	.40
Pyrozone, 25 per cent .....doz.	—	6.00
3 per cent .....doz.	—	3.50
Pyrrole, 15-gr. v. .....ea.	.25—	.45
Pytalin .....oz.	—	1.29

Q

Quaking-Asp (see White Poplar)		
Quassia, cut in cubes .....lb.	.35—	.40
Quassia, Rasped .....lb.	.06—	.08
Powdered .....lb.	.15—	.18
Quassine, Amorph., ⅛-oz. v.....ea.	—	.90
Cryst., C. P., 15-gr. v. .....ea.	—	2.25
Pure, Powd., ⅛-oz. v. .....ea.	—	1.50
Quassin, Purified Powder, ⅛ths...oz.	—	7.00
Sulphate, pure, 15-gr. v. .....ea.	—	.50
Quebracho, Bark .....lb.	.25—	.35
Quebrachanine, Hesse, 15-gr. v. ...ea.	—	5.00
Sulphate, 15-gr. v. .....ea.	—	5.00
Quebrachine, Hesse, 15-gr. v.....ea.	—	3.50
Hydrochlorate, 15-gr. v. .....ea.	—	3.50
Queen of Meadow, Leaves, Pressed, ozs..lb.	—	.24
Root, Pressed .....lb.	—	.22
Powdered .....lb.	.28—	.30
Queen's-root (see Stillingia).		
Quercetin, 15-gr. v. .....ea.	—	1.00
Quercit, 15-gr. v. (Acorn Sugar)...ea.	.60—	.65
Quercitrin, 15-gr. v. .....ea.	—	.35
Quercitron .....lb.	—	.20
Quicksilver (see Mercury).		
Quinacetine .....oz.	—	1.00
Tablets, 2 and 5-gr. .....oz.	—	1.00
Quinaldine, C. P. .....oz.	—	3.00
Quinalgen .....oz.	—	1.30
Quinamin, 1-oz. v. .....oz.	—	1.00
Quinaphtol .....oz.	—	2.50
Quince Seed, German .....lb.	.40—	.45
Russian .....lb.	.30—	.35
Quinetum (Chinetum), Pure .....oz.	—	.75
Quinidine, pure crystals .....oz.	—	.70
Precipitated .....oz.	—	.65
Bisulphate .....oz.	—	.75
Citrate .....oz.	—	.80
Hydrobromate .....oz.	—	.80
Sulphate .....oz.	—	.60
Tannate .....oz.	—	.72
Quinine, Acetate .....oz.	.60—	.63
Albuminate .....oz.	—	3.50
Alkaloid, pure .....oz.	.57—	.60
Anisated .....oz.	—	1.25
Antimonate .....oz.	—	1.25
Arsenate .....oz.	.58—	.59
Arsenite .....oz.	.55—	.60
Benzoate .....oz.	.55—	.60
Bimuriate .....oz.	.54—	.59
Bisulphate, 1-oz. vials .....oz.	.28—	.31
5-oz. tin, incl. .....oz.	.23	.25
Bitartrate .....oz.	.45—	.50
Borate .....oz.	.52—	.57
Bromate .....oz.	.56	.67
Camphorate .....oz.	.80—	1.00
Carbolate .....oz.	.79—	.83
Chinate, ⅛-oz. v. .....ea.	—	.85

Quinine, Chlorate, C. P.	oz.	— 1.25
Chlorate, C. P.	oz.	— 1.25
Cinnamate	oz.	— .25
Citrate	oz.	.50 - .52
Di-Hydrochlor.	oz.	.52— .57
Ferrocitrate	oz.	.65— .70
Ferrocyanide	oz.	.55— .60
Ferroiodide	oz.	.95— 1.05
Ferrolactate	oz.	.95— 1.05
Formate	oz.	1.50— 1.60
Glycerophosphate	oz.	— 1.50
Hydrobromate	oz.	.50— .55
Hydrochlorate (Muriate)	oz.	.48— .53
Hydriodate	oz.	.58— .63
Hydrofluorate	oz.	— 1.75
Hypophosphite	oz.	.55— .60
Iodo-sulphate	oz.	— 2.50
Lactate	oz.	.55— .60
Lactophosphate	oz.	1.45— 1.70
Nitrate	oz.	— 1.40
Oleate, 5 per cent.	oz.	— .25
10 per cent	oz.	— .30
25 per cent	oz.	— .35
Peptonate	oz.	— .90
Phosphate	oz.	.51— .56
Phthalate	oz.	— 1.75
Picrate	oz.	— 1.25
Saccharate	oz.	— 2.50
Salicylate	oz.	.50 - .51
Santonate	oz.	— 2.75
Stearate	oz.	— 1.20
Succinate	oz.	— 1.20
Sulphate, B. & S.		
100 oz. tins	oz.	.21 .21½
50-oz. tins	oz.	.21½— .22
25 oz. tins	oz.	.22 .22½
5 oz. tins	oz.	.23 - .25
1-oz. tins	oz.	.25— .28
1 oz. vials	oz.	.28 .31
½-oz. vials	oz.	.33— .35
¼ oz.	oz.	.43— .45
⅛ oz.	oz.	.53 - .55
1/12-oz.	oz.	.71— .74
1/16 oz.	oz.	.85 - .90
Java, 100-oz. tins	oz.	— .21
N. Y. Q., 1-oz. tins.	oz.	.25— .28
1 oz. vials	oz.	.28 - .31
5-oz. cans	oz.	.23 .25
P. & W., 1-oz. cans.	oz.	.25 - .28
1-oz. vials.	oz.	.28— .31
5 oz. cans	oz.	.23 - .25
2-gr. tablets	oz.	.32— .35
Sulphocarbolate	oz.	.42— .43
Sulpho-tartrate	oz.	— 1.25
Sulphovinate	oz.	.75— .80
Tannate	oz.	.33 - .34
Neutral	oz.	.32— .37
Tartrate	oz.	— .90
Thiosulphate	oz.	— 1.25
Thymate	oz.	— 2.75
Urate	oz.	— 2.25
Valerianate	oz.	.53 - .54
and Iron Valer., ⅛-oz.	oz.	— .75
Quinine and Urea Bimuriate	oz.	.61— .66
Quinine-Flower, Root	lb.	— .45
Quinoidine	oz.	— .12
Borate	oz.	— .45
Citrate	oz.	— .40
Hydrochlorate	oz.	— .60
Sulphate, Dry	oz.	— .40
Tannate	oz.	— .40
Quinoline, ozs.	oz.	— .45
Salicylate	oz.	— .55
Tartrate	oz.	— .45
Quinoline Blue (Cyanine)	grm.	— .85
Quinonin, Paris Med. Co.	oz.	— 1.00
Quinonine	oz.	1.00— 1.10
Quinoliv	oz.	— 1.00
Quinosol	oz.	— 1.00
Quinquinia	oz.	— .60

R

Radium, (240 active) 1-gram vial	ea.	—12.00
Raffinose, 10-gram v.	ea	— 1.00
Ragweed Herb, Pressed, ozs.	lb.	— .30
Rape Seed, Eng.	lb.	.06— .08
Summer, German	lb.	.05— .06
Raspberries, Dried	lb.	.35— .40
Raspberry Leaves, Pressed, ozs.	lb.	— .30
Red Alder	lb.	— .20
Clover Blossoms, Pressed, ozs.	lb.	— .24
Cohosh Root, Pressed	lb.	— .35
Gum	lb.	2.00— 2.50
Powdered	lb.	2.75— 3.00
Maple Bark	lb.	— .20
Oak Bark	lb.	— .15
Osier Bark	lb.	— .32
Poppy Flowers	lb.	— .50
Precipitate (see Mercury).		
Saunders	lb.	.06— .08
Ground	lb.	.10— .1-
Wood (see Dye Woods).		
Rennet, Powder	oz.	— .75
Rennin, ozs., R. C. Co.	oz.	— .40
P. D. & Co.	oz.	— .60
1-gr. Tabs.	oz.	— .40
Renol, Powder	oz.	— 1.00
Tablets, 5-grs.	oz.	— 1.00
Resin, Common, in bbls. per 280 lbs.		1.85— 2.40
Good, strained per 280 lbs.		2.50— 4.00
Powd. (bulk and in 1-lb. pkgs.)	lb.	.08— .10
White, strained	lb.	.05— .07
Resin, Copaiva	lb.	1.25— 1.40
Guaiac	lb.	— .40
Strained	lb.	— .75
Jalap	oz.	— .50
Podophyllin	oz.	.35— .40
Scammony	oz.	.40— .60
Resineon	oz.	— .30
Resol (see Pixol).		
Resorbin, ½-lb. jar	ea.	— .75
Resorbin-Mercury, 33 1-3 Per Cent		
1-oz. tubes	ea.	— .30
½-lb. jars	ea.	— .75
50 Per Cent 1-oz. tubes	ea.	— .40
½-lb. jars	ea.	— .85
Resor-Bisnol	oz.	— .60
Resorcin, Pure, White, lb. bots.	lb.	— 1.60
	oz.	— .17
C. P., resub., 1-oz. v.	oz.	— .66
Resorcin-Eucalyptol	oz.	— 1.50
Resorcin Oint. Comp.	lb.	— 1.75
Resorcin-phthalein (see Fluorescein).		
Resorcin-Salol	oz.	— 3.00
Resorcinol (from Resorcin and Iodo-form)	oz.	— 1.00
Retene	oz.	— 1.25
Retinol	oz.	— .65
Rhamnin (Eclec. Powd.)	oz.	.60— .75
Rhamnus Frangula, Bark (see Buckthorn).		
Rhatany, Crushed	lb.	.20— .25
Powd.	lb.	.25— .30
Pressed	lb.	— .32
Rhein (Eclec. Powd.)	oz.	1.50— 1.75
Rheumaciate	oz.	— .50
¼-lb.	lb.	— 7.00
½-lb.	lb.	— 6.50
1-lb.	lb.	— 6.00
Rheumatin, oz. cartons	oz.	— 1.15
Rhigolene	bot.	— .50
Technical	gal.	— 2.50
Rhodinol III (Synthetic Rose)	oz.	— 4.00
Rhodium Powd., 15-gr. v.	ea.	— 6.00
Chloride, 15-gr. v.	ea.	—12.00
Rhododendron, Chrysanthemum Leaves	lb.	— 1.00
Ferrugineum, Leaves	lb.	— .45
Rhorum, 15-gr. v.	ea.	—14.50

See the Era each week for all changes in these prices.

Rhubarb, Canton, as imported	lb.	.45— .60
High dried, ordinary to fine	lb.	.35— .50
Large, flat	lb.	.65— .75
Small, flat	lb.	.55— .60
Clippings	lb.	.40— .50
Compressed, Fingers	lb.	— 1.25
Rounds	lb.	— 1.25
Cubes	lb.	— .85
Cut Fingers, No. 1	lb.	— 1.85
No. 2	lb.	— 1.15
Cut Cubes, No. 1	lb.	— 1.50
No. 2	lb.	— .90
Cut Rounds, No. 1	lb.	— 2.25
No. 2	lb.	— 1.35
No. 1, small	lb.	— 2.00
No. 2, small	lb.	— 1.50
Granulated	lb.	.75— .85
Powd. extra, tins	lb.	.90— 1.25
Good	lb.	.60— .65
Sawdust	lb.	.40— .45
Shensi, as imported	lb.	.60— .65
Selected, large	lb.	.80— .90
Small, flat	lb.	.70— .80
Round	lb.	.80— .90
Rhus Aromatica, Bark of Root	lb.	— .35
Rhusin (Eclec. Powd)	oz.	— .45
Ricin, 15-gr. v.	ea.	— 2.50
Robins' Eye, Powdered	lb.	— .35
Roboral, 100-gr. pkgs	ea.	— .20
Rochelle Salt (see Sodium and Potassium Tartrate).		
Rock Candy, Red, 25-lb. Pails	lb.	— .13
All strings, 5-lb. box,	lb.	— .12
White, 25-lb. Pail	lb.	— .10
All strings, 5-lb. box	lb.	—.12½
Half-strings	lb.	— .12
Yellow, 35-lb. Pails	lb.	— .12
All strings, 5-lb. box	lb.	— .13
Half strings	lb.	—.12½
Rodagen	oz.	— 1.00
Rodinal, 3-oz. bots.	ea.	— .60
8-oz. bots.	ea.	— 1.10
16 oz.	ea.	— 2.00
Rosaniline	oz.	.35— .40
Acetate	oz.	.40— .45
Hydrate	oz.	— .75
Hydrochlorate	oz.	.45— .50
Roscentol	oz.	— 3.25
Rose Leaves, Pale	lb.	.40— .50
Red	lb.	1.50— 1.75
Powd.	lb.	— 1.50
Rosemary, Flowers, Pressed, ozs.	lb.	— .40
Leaves, Pressed, ozs.	lb.	— .28
Root	lb.	— .30
Rose Pink	lb.	— .25
Rose Willow Bark Pressed	lb.	— .35
Rosin (see Resin).		
Rosin-weed, Leaves	lb.	— .25
Powd.	lb.	— .35
Root	lb.	— .25
Rotoine, Merck, 15-gr. v.	ea.	— 2.50
Rotten Stone, 340 lbs. or less	lb	.07— .10
Powdered	lb.	.06— .08
Rouge, Jewelers' Balls	lb.	.60— .75
Extra	lb.	.75— .85
Powd.	lb.	.80— .90
Hard fingers	lb.	.75— .85
Powd., for glass, polish, etc.	lb.	.60— .75
for Nickel, sticks and powd.	lb.	— .40
for Silver, sticks and powd.	lb.	— .50
for Gold, sticks and powd.	lb.	— .50
Rubidium, Pure, 15-gr. v.	ea.	— 8.00
Acetate, 15-gr. v.	ea.	— .50
Alum, 10-grm. v.	ea.	.40— .50
Bichromate, 15-gr. v.	ea.	.30— .40
Bitartrate, 15-gr. v.	ea.	.25— .30
Bromide	oz.	.90— 1.00
Carbonate, 15-gr. v.	ea.	— .50
Rubidium, Chloride, 15-gr. v.	ea.	.30— .35
Chromate, 15-gr. v.	ea.	— .40
Iodide, 1-oz. v.	oz.	— 1.00
Nitrate, 15-gr. v.	ea.	— .40
Rubidium, Sulphate, 15-gr. v.	ea.	.30— .40
Tartrate, 15-gr. v.	ea.	— .50
Caesium and Ammon. Brom., 15-gr. v.	ea.	— 2.75
and Ammon. Brom., ½-oz. v.	oz.	— 2.75
Rue, Herb, Pressed, ozs.	lb.	— .34
Rum, Jamaica	gal	5.00— 6.00
New England	gal.	1.85— 2.10
St. Croix	gal.	4.50— 5.00
Rumin (Eclec. Powd.)	oz.	— .60
Ruthenium, 15-gr. v.	ea.	— 5.00
Chloride, 15-gr. v.	ea.	— 2.50
Oxy-Chloride, 15-gr. v.	ea.	— 1.75
Red, 1-grm.	ea.	— 1.25
Rutile	lb.	2.00— 2.25

S

Sabadilla Seed	lb.	.20— .25
Powd.	lb.	.30— .35
Sabadilline, 15-gr. v.	ea.	— .75
Sulphate, 15-gr. v.	ea.	— .75
Sabadine, Crystals, 15-gr. v.	ea.	— 4.00
Hydrochlorate, 15-gr. v.	ea.	— 2.50
Nitrate, 15-gr. v.	ea.	— 2.50
Sulphate, 15-gr. v.	ea.	— 2.50
Sabattin, 15-gr. v.	ea.	— 1.50
Sabbatia Campestris	lb.	— .45
Saccharine, Fahlberg, tins, No. 500, 15-oz.	ea.	— 4.50
250, 7½-oz.	ea.	— 2.35
100, 3-oz.	ea.	— 1.00
50, 1½-oz.	ea.	— .55
25, 3¼-oz.	ea.	— .35
Tablets, bot. 1,000	ea.	— 1.35
bot. 500	ea.	— .75
bot. 100	doz.	— 2.00
Safflower, Carmine	oz.	2.50— 2.75
Safrol, 1-lb. bots.	lb.	.40— .45
Saffron, American (Safflower)	lb.	1.60— 1.70
Spanish, Alicante	lb.	6.50— 7.50
True Valencia (oz., 75)	lb.	8.00— 8.50
Pow... (oz., 1.00)	lb.	—11.00
Sagapenum, Gum	lb.	2.25— 2.50
Sage, Leaves, Italian	lb.	.10— .12
Pressed, ¼, ½ and lbs.	lb.	.12— .15
ozs.	lb.	.16— .18
Domestic	lb.	.30— .35
Pressed, ¼ and ½-lbs.	lb.	— .30
ozs.	lb.	— .35
Ground	lb.	.35— .40
Mountain Pressed	lb.	— .30
Sago, Pearl	lb.	.05— .06
Powd. (flour)	lb.	.09— .12
Sal Acetosella	lb.	.20— .22
Ammoniac (see Ammonium Chloride).		
Epsom (see Magnesium Sulphate).		
Prunelle (see Potassium Nitrate).		
Rochelle (see Sodium and Potassium Tartrate).		
Soda (see Sodium Carbonate).		
Salacetol	oz.	.75— .85
Salamid	oz.	— .60
Salbromalide, 1-oz. v.	ea.	— .80
Salep, Root	lb.	.80— .90
Powdered	lb.	.90— 1.00
Saleratus	lb.	.08— .10
Salfene, Powder and Tablets	oz.	— 1.00
Salicin, 1-lb. cartons	lb.	— 4.60
½-lb. cartons	lb.	— 4.65
¼-lb. cartons	lb.	— 4.70
1-oz. cartons	oz.	— .37
1-oz. vials	oz.	— .39
Salicylamide	oz.	— 1.50
Salifebrin, 1-oz. v.	ea.	— .75
Saliformin, 1-oz. v.	ea.	— .60
Saligenin, 15-gr. v.	ea.	— .50
Salicyl-resorcin, 15-gr. v.	ea.	— .75
Salipyrin, oz. cartons	oz.	— .80
Tablets	oz.	— .80

Salix Nigra (Willow) Bark	lb.	.14—	.18
Salochinin, oz. cartons	oz.	—	1.25
½-ozs.	oz.	—	1.30
Salitonia, Powd. or Tablets	oz.	—	1.00
½-oz. cartons	oz.	—	1.30
Salocoll, Schering, 25-gm. v.	bot.	—	1.25
Salol, 5 lb. cans, bulk	lb.	—	1.20
1-lb. bot.	lb.	—	1.35
½-lb. bot.	lb.	—	1.40
¼-lb. bot.	lb.	—	1.55
1-oz. bot.	oz.	—	.15
1-lb. cartons	lb.	—	1.27
½-lb. cartons	lb.	—	1.29
¼-lb. cartons	lb.	—	1.38
1-oz. cartons	oz.	—	.12
Camphorated	oz.	—	.50
Salophen, 1-oz. cartons	oz.	—	1.00
Saloquinine, 1-oz. ctn.	oz.	—	1.25
½-oz. ctn.	oz.	—	1.30
Salicylate, 1-oz. ctn.	oz.	—	1.25
½-oz. ctn.	oz.	—	1.30
Salt, Sea, bulk	lb.	.02—	.03
5-lb. bags	doz.	.60—	.72
10-lb. bags	doz.	1.20—	1.32
Microcosmic, Sodil et Ammon. Phosph.	lb.	—	.85
Salts, Carlsbad, gen., ¼-lb. bots.	doz.	—	8.50
½-lb. bots.	doz.	—	16.00
Crab Orchard	lb.	.20—	.22
bottles	doz.	.85—	1.00
German, artificial	lb.	.08—	.12
Powdered	lb.	—	.16
Kissingen, for 10 gals. water	box	—	1.50
Kreusnacher	lb.	.12—	.16
Lemon, bulk	lb.	.75—	.80
Vichy, for 10 gals. water	box	—	1.50
Salumin	oz.	—	.44
Sampson Snakeroot	lb.	—	.50
Sanatogen, 50-grams	ea.	—	.75
Sandalwood	lb.	.20—	.25
Ground	lb.	.25—	.30
Powdered	lb.	.35—	.40
Sandarac, Gum, clean	lb.	.30—	.35
Powd.	lb.	—	.40
Sanguinaria (Bloodroot)	lb.	.20—	.25
Crushed	lb.	.22—	.27
Powd.	lb.	.25—	.30
Sanguinarin (Eclec. Powd.)	oz.	—	.60
Sanguinarine, Alkaloid, 5 and 10 gr. v.	gr.	.05—	.08
Nitrate, 5, 10 and 15-gr. vials	gr.	.07—	.10
Sulphate, 5, 10 and 15-gr. vials	gr.	.07—	.10
Sanguis, Exsiccat, 4-oz. box	lb.	—	2.50
Sanicle Root, Black	lb.	—	.70
White	lb.	—	.35
Sanoform	oz.	.65—	.75
Sanose	lb.	—	3.75
	oz.	—	.25
Sanosin 50 tubes in packages	ea.	—	12.00
Santalin	oz.	—	.90
Santonin, Cryst.	lb.	9.75—	10.00
	oz.	.75—	.85
Powdered	lb.	10.15—	10.50
	oz.	.80—	.90
Cones Red 100s	100	—	.50
White 100s	100	—	.50
Santonin-oxim, ⅛-oz. v.	⅛-oz.	—	.35
Saoria	oz.	.25—	.35
Sapodermin, 3 cakes in box	doz.	—	2.40
Sapogenin, 15-gr. v.	ea.	—	1.00
Sapo Kalinus	lb.	—	.50
Saponin, Crude	oz.	—	.44
Pure, ½-oz. v.	ea.	—	.25
Sapotoxin, 15-gr. v.	ea.	—	.75
Sarcine, 15-gr. v.	ea.	—	5.00
Hydrochlor., 15-gr. v.	ea.	—	5.00
Sarcosin, 5-gr. v.	ea.	—	1.00
Sarsaparilla, Root, Amer., Pressed	lb.	—	.30
Hond	lb.	.35—	.40
Crushed	lb.	.37—	.42
Cut	lb.	.38—	.45
Powd.	lb.	.42—	.45
Sarsaparilla, Mexican	lb.	.15—	.18
Crushed	lb.	.20—	.25
Cut	lb.	.20—	.25
Powd.	lb.	.25—	.30
Sassafras, Pith (oz., .15)	lb.	1.60—	1.75
Bark of Root, bags 100 lbs. or less	lb.	.10—	.15
Extra	lb.	.25—	.30
Powdered	lb.	.30—	.35
Sassafras, Nuts, South American	lb.	.58—	.60
Savin Tops, Pressed, ozs.	lb.	—	.28
Saw Palmetto, Berries	lb.	.25—	.30
Saxifrage Root	lb.	—	.50
Scammony, Gum, Aleppo, 30 per cent. to 40 per cent.	lb.	3.00—	3.50
Powdered	lb.	3.50—	4.00
Virgin, true, 70 per cent. to 80 per cent.	lb.	8.50—	9.00
Powdered	lb.	9.00—	10.00
Resin	oz.	.30—	.35
Extra Powd.	oz.	.75—	.90
Scarlet Pimpernel, Pressed, ozs.	lb.	—	.40
Scillipicrine, 15-gr. v.	ea.	.30—	.35
Scillitin, 15-gr. v.	ea.	—	.30
Scillitoxin, 15-gr. v.	ea.	—	2.00
Scoparin, 15-gr. v.	ea.	—	.60
Scopolamine Hydrobromate, 15-gr. v.	ea.	—	1.65
5-gr. v.	ea.	—	.60
Hydrochlorate, 5-gr. v.	ea.	—	.75
15-gr. v.	ea.	—	1.95
Hydriodate, 15-gr. v.	ea.	—	1.95
Sulphate, 15-gr. v.	ea.	—	1.95
Scopoleine, 15-gr. v.	ea.	3.50—	3.75
Scouring Rush Plant, Pressed, ozs.	lb.	—	.30
Scullcap Leaves, Pressed, ozs.	lb.	—	.30
Scurvy Grass (Cochlearia)	lb.	.35—	.40
Scutellarin (Eclec. Powd.)	oz.	—	.90
Seed Lac	lb.	.60—	.70
Seidlitz Mixture	lb.	.21—	.23
Selenium, Cryst., 15-gr. v.	ea.	—	1.25
Precip.	oz.	1.70—	1.75
Sticks	oz.	—	1.80
Selenite, see Gysum.			
Senecin (Eclectic Powd.)	oz.	—	.90
Senega Root	lb.	.85—	.90
Crushed	lb.	—	.95
Powdered	lb.	1.00—	1.10
Senegine, 15-gr. v.	ea.	—	.75
Senna Leaves, Alexandria, 1st Select.	lb.	.28—	.32
2d Select	lb.	.25—	.30
Siftings	lb.	.12—	.15
Powdered	lb.	.25—	.35
East India	lb.	.15—	.20
Powd.	lb.	.20—	.25
Tinnevelly, select	lb.	.16—	.20
Powd.	lb.	.25—	.30
Senna Pods	lb.	.30—	.35
Sepia, True	oz.	.20—	.25
Serpentaria (Virginia Snake Root)	lb.	.55—	.60
Sheep Laurel	lb.	—	.35
Sorrel Herb, Pressed, ozs.	lb.	—	.38
Shellac, Bleached	lb.	.60—	.65
Powd.	lb.	.70—	.75
D. C.	lb.	1.00—	1.10
English (Powd. .65-.70)	lb.	.70—	.75
Garnet	lb.	.55—	.60
Native	lb.	.60—	.65
Powdered	lb.	.65—	.70
Shepherd's Purse, Herb	lb.	—	.30
Sidonal	oz.	—	3.75
New	oz.	—	2.00
Sienna, Burnt	lb.	.03—	.05
Raw	lb.	.04—	.05
Silica, pure (Silex)	oz.	.20—	.25
(Quartz)	lb.	.05—	.06
Powdered	lb.	.06—	.08
Silicium, Amorph. 1-gm. v.	ea.	—	.25
Bromide, 1-gm. v.	gm.	.20—	.25
Chlorate, 1-gm. v.	gm.	.10—	.15
Crystals, 1-gm. v.	gm.	.40—	.50

Silkweed Root, Pressed	lb.	— .30
Silver, Acetate, C. P., 1-oz. v.	oz.	— 2.00
Albuminate, 15-gr. v.	ea.	— .15
Arsenite	oz.	— 2.50
Benzoate	oz.	— 2.00
Silver, Borate	oz.	— 2.50
Bromate	oz.	— 2.50
Bromide	oz.	1.15— 1.19
Carbonate	oz.	— 1.34
Chloride	oz.	— .79
Chromate	oz.	— 1.79
Cinnamate	oz.	— 2.54
Citrate	oz.	— 1.24
Tablets, 1½ grs., boxes, 5 vials of 10 tablets each	box	— 1.00
Cyanide	oz.	— 1.04
and Potassium	oz.	— 1.54
Fluoride	oz.	— 4.50
Iodide	oz.	— 1.09
Lactate	oz.	— 1.29
Tablets, 3 grs., boxes 5 vial of 10 tablets each	box	— 1.15
Leaf, packs 20 books	pack	1.75— 2.00
Metallic, precip., 1-oz. v.	oz.	— 1.54
Nitrate, Cryst., pure (lb., $6.75, $7.00)	oz.	.43— .46
Fused, cones, with 5 per cent. chloride	oz.	.55— .60
Granulated	oz.	— .89
Stick, pure (Lunar Caustic)	oz.	.45— .48
No. 2 (Lunar Caustic)	oz.	.30— .32
No. 3 (Lunar Caustic)	oz.	.23— .25
Nitrite	oz.	— 1.54
Oxalate	oz.	2.00— 2.25
Oxide	oz.	— 1.14
Permanganate	oz.	— 1.79
Phosphate	oz.	— 1.79
Sulphate	oz.	— 1.14
Sulphide	oz.	— 2.25
Sylvate	oz.	— 2.04
Tartrate	oz.	— 2.54
Simaruba, Bark of Root	lb.	.40— .45
Powdered	lb.	.50 - .55
Pressed	lb.	— .70
Simulo Fruit	lb.	3.50— 4.00
Sirolin, 4-oz. bots.	doz.	— 8.00
Skatol, 1½ gr. v.	ea.	— 1.00
Skunk Cabbage, Root	lb.	.30— .35
Ground	lb.	.35— .40
Pressed	lb.	— .28
Slippery Elm (see Elm).		
Smalts, Black	lb.	.06— .08
Blue or Red	lb.	.18— .20
Brown	lb.	.08— .10
Green	lb.	.15— .18
Smartweed (see Water Pepper).		
Smilacin (Eclec. Powd.)	oz.	— 1.80
Snuff, Copenhagen	lb.	.66— .70
Maccaboy, Miller's, jars	lb.	.40— .42
1-oz. tin cans	doz.	— .35
1 2-3-oz. tin cans	doz.	— .65
Lorillard's, jars, 5, 10 & 20 lbs.,	lb.	.51— .55
Rappee, American, Gentleman jars, 1, 2, 3, 5 & 10 lbs.	lb.	— .80
Lorillard's jars	lb.	.52— .57
French or coarse Rappee	lb.	.59— .62
Scotch, Helme's, jars or bladders	lb.	— .48
1-oz. tin cans	lb.	— .64
Garrett's, 1-oz. tin cans	doz.	— .48
Lorillard's, bladders	lb.	.51— .55
Soap, Castile, Blue, Eng., boxes, 112 lbs., 40 bars	box	5.50— 6.00
Less than box	bar	— .20
Green, Conti's box	lb.	.10— .12
Less than box	lb.	.12— .14
Mottled, genuine, box, 35 lbs.	lb	.06—.06½
Less than box	lb.	.08— .09
Extra, box, 35 lbs.	lb.	.07— .08
Less than box	lb.	.10— .12
½-lb. cakes	gross	4.00— 4.25
Soap, Castile, White, Bocobello (40-lb. boxes)	lb.	—.12½
White, Beekman, 4-oz.	gro.	— 5.00
6-oz.	gro.	— 7.00
8-oz.	gro.	— 8.00
Soap, Castile, White, Conti's, box, 35 lbs.	lb.	.11½— .12
Less than box	lb.	.13— .15
Floating	lb.	.16— .18
Powdered	lb.	.30— .35
Colonna, box, 50 lbs	lb.	— .10
Less	lb.	.11— .13
La Primera, box of 12 cartons, per box.		—10.80
per carton.		— 1.00
Spanish, Blue, Red and White Mottled	lb.	.23— .25
White Horse, 40-lb. boxes	lb.	— .12
Cocoanut, sml.	doz.	— .75
lge.	doz.	— 1.25
Soap, Green, 1-lb. jar	lb.	— .22
2-lb. jars	lb.	— .20
5-lb. jars	lb.	— .18
10-lb. jars	lb.	— .16
110-lb. kegs	lb.	.07—.07½
Green, German, soft, jars	lb.	.31— .35
Hamburg, Cocoa, sml.	doz.	.60— .70
Large	doz.	.90— 1.00
Jalap	oz.	.20— .25
Opodeldoc, boxes, 60 lbs. or less	lb.	.10— .12
Whale Oil	lb.	.08—.08½
1-lb. cans	doz.	— 1.50
Soap-stone (see Stone).		
Soap-tree Bark, cut	lb.	.08— .10
Ground	lb.	.10— .12
Powd.	lb.	.14— .16
Soapwort, Herb, Pressed, ozs.	lb.	— .35
Root	lb.	— .34
Soda Ash	lb.	.02½— .05
Caustic, crude, drums, 600 lbs.	lb.	—.03½
Jars, 10 lbs.	lb.	.07— .09
Purified, fused	lb.	— .30
Pure by alcohol	lb.	— .50
By Baryta	lb.	2.00— 2.10
Sticks by lime	lb.	.23— .25
C. P. from Sodium	lb.	— 3.25
Soda Lime, Gran.	lb.	— .45
Chlorinated Sol, U. S. P.	gal.	— .40
g. s. bot.	doz.	— 3.05
C. S., bot.	doz.	— 2.45
Solution, U. S. P.	lb.	— .25
Sodiformasol, ozs.	ozs.	— .50
Sodium, Acetate, 1-lb. bots.	lb.	.14— .15
Granular	lb.	— .17
Anhydrous, Pure, 1-lb. bots.	lb.	— .30
	oz.	— .12
Acetotungstate	oz.	— .30
Amalgam, Granular (3 per cent. Sodium)	lb.	— 1.50
Amyl-sulphate	oz.	— .45
Amyl-xanthogenate	oz.	— .40
Anisate	oz.	— 1.05
Anthranilate	oz.	1.00— 1.05
Arsenate	lb.	— .25
Pure	lb.	— .40
	oz.	— .09
Arsenite, Pure	lb.	— .55
	oz.	— .12
Benzene-sulphonate	oz.	— .55
Benzoate	lb.	.50— .52
From True Benzoic Acid	lb.	— 2.75
	oz.	— .26
Biborate (see Borate).		
Bicarbonate, C. P. cryst.	lb.	.13— .15
C. P., Granulated	lb.	— .15
C. P., Powdered	lb.	— .15
Chance's	lb.	.05½— .08
Church's, kegs, 112 lbs.	lb.	.02— .03
Howard's pure, crystals	lb.	.25— .30
Powd.	lb.	.25— .30
Kidder's	lb.	.10— .12
Natrona, kegs, 112 lbs.	lb.	.02½— .04

Sodium Bicarbonate, Newcastle, kegs, 112 lbs.	lb.	.02½—	.04
Swan, kegs, 150 lbs.	lb.	.02¼—	.04
Bichromate	lb.	.13—	.15
C. P.	lb.	.60—	.70
Binoxalate	lb.	—	.84
Biphosphate	lb.	—	1.20
Bisulphate, Pure, Cryst.	lb.	—	.45
Fused	lb.	—	.65
Bisulphite, Eng., 1-lb. bots.	lb.	—	.35
Coml., Dry	lb.	—	.18
Acid Solution, 30 per cent.	lb	—	.12
Bitartrate	lb.	—	1.00
Borate (see Borax).			
Borobenzoate	lb.	—	1.75
Borocitrate	lb.	—	1.80
Borosalicylate	oz.	—	.50
Borosulphite	oz.	—	.30
Borotartrate	oz.	—	.35
Bromate	lb.	—	.90
Bromide, 1-lb. bots.	lb.	.40—	.45
Butyrate	lb.	—	1.70
Cacodylate, ⅛ths	oz.	—	4.00
Camphorate	oz.	—	1.25
Cantharidate, 15-gr. v.	ea.	—	1.25
Carbolate	oz.	—	.24
Carbonate (Sal Soda)	lb.	.01—	.03
Pure Cryst.	lb.	—	.08
1-lb. cans	lb.	—	.11
1-lb. cartons	lb.	—	.10
Gran.	lb.	—	.08
1-lb. cans	lb.	—	.11
1-lb. cartons	lb.	—	.10
Dried	lb.	—	.16
1-lb. cartons	lb.	—	.18
C. P., Crystals	lb.	.17—	.20
1-lb. cans	lb.	—	.24
1 lb. cartons	lb.	—	.22
Dried, 1-lb. cartons	lb.	—	.32
Photographic, 1-lb. bot.	lb.	—	.22
5-lb. bot.	lb.	—	.17
1-lb. cans	lb.	—	.17
1-lb. bottle	lb.	—	.22
Carminate, 15-gr. v.	ea.	—	.50
Chlorate, 1-lb. bots.	lb.	—	.25
1-oz. v.	oz.	—	.10
Chloride, C. P., 1-lb. bots.	lb.	.20—	.22
Pure	lb.	.15—	.17
Cholate, 1-oz. v.	oz.	.18—	.22
Chromate, neutral, Com'l	lb.	—	.60
Pure	lb.	—	1.50
Cinnamate	oz.	—	.64
Citrate, 1-lb. bots.	lb.	.48—	.54
Chem. Pure	lb.	—	1.10
Citro-benzoate	oz.	—	.65
Citro-Tartrate	oz.	.15—	.19
Copalvate	oz.	—	1.05
Cresotinate	oz.	.30—	.35
Cyanide	oz	—	.50
Di-iodsalicylate	oz.	—	1.25
Di Oxide, Dental, 2-oz. tins	ea.	—	.40
Dithiosalicylate, beta	oz.	—	1.20
Ethylate, Dry	oz.	—	.70
Richardson's	oz.	—	.35
Liq., Ph. Brit.	oz.	—	.25
Ferric Oxalate Solution	lb.	—	.85
Ferricyanide	lb.	2.75—	2.85
Ferrocyanide	lb.	—	.80
Fluoride, pure	oz.	—	.20
Formate (lb. 1.25)	oz.	—	.18
Glycerino Phosphate, 75 p. c.	oz.	—	.34
lb. bottles	lb.	—	3.90
Glycerophosphate, 75 p. c., S. & G.	oz.	—	35
Glycocholeate, 1-gm. v.	ea.	—	.30
ozs.	oz.	—	2.50
Gynocardate	oz.	—	1.55
Hippurate	oz.	—	1.05
Hydrosulphate	lb.	—	.63
Fused	lb.	.65—	.70
Hypochlorite	lb.	—	.50
Hypophosphite	lb.	.60—	.63
	oz.	—	.13
Sodium Hypophosphite, Purified	lb.	—	.95
	oz.	—	.15
1-oz. v.	oz.	—	.13
and Calcium Hypophos.	lb.	—	.63
Hyposulphate	oz.	—	.50
Sodium, Hyposulphite, cryst., 1-lb. cart.	lb.	—	.07
5-lb. boxes	lb.	—	.05
Kegs, 112 lbs.	lb.	.02¼—	.02½
Barrels	lb.	—	.02
Pea, Crystals	lb.	—	.07
5-lb. boxes	lb.	—	.06
Kegs, 112 lbs.	lb.	.02⅛—	.02¼
Bbls.	lb.	—	.02¼
Granular	lb.	—	.07¼
5-lb. boxes	lb.	—	.06¼
Kegs, 112 lbs.	lb.	.02⅛—	.02¼
Hyposulphite, C. P., Cryst.	lb.	—	.14
C. P. Granular	lb.	—	.14
Iodate	oz.	—	.79
Iodide (oz., 34-40)	lb.	4.40—	4.60
Medicinal (oz. .36)	lb.	—	4.10
Lactate, Syrupy (lb. 3.50)	oz.	.25—	.30
Diluted	lb.	—	2.50
	oz.	—	.21
and Magnesium, 1-oz. vials	oz.	.50—	.55
Lactophosphate	oz.	—	.24
Metabisulphite	oz.	—	.16
Metaphosphate	oz.	—	.44
Metallic (1-lb. tins, 1.00)	oz.	.15—	.25
Methyl Arsenate, ozs.	oz.	—	1.25
½-oz.	oz.	—	1.35
¼-oz.	oz.	—	1.50
⅛-oz.	oz.	—	1.75
Molybdate	oz.	—	.50
Naphtholate, Beta	oz.	—	.75
Nitrate, purified, 1-lb. bots.	lb.	—	.12
1-lb. cartons	lb.	—	.14
C. P., cryst., lb. bots.	lb.	—	.20
1-lb. cartons	lb.	—	.22
Powd., Purified	lb.	.14—	.16
1-lb. cartons	lb.	—	.16
Gran., Pure	lb.	.16—	.18
1-lb. cartons	lb.	—	.18
Nitrite, Pure, Sticks (lb. 1.00)	oz.	—	.16
Nitromolybdate	oz.	—	2.50
Nitroprusslate	oz.	.50—	.55
Oxalate, (Neutral) 1-lb. bots.	lb.	—	.45
C. P.	lb.	—	.55
Paracresotate	oz.	—	.75
Permanganate, 1-lb. bot.	lb.	.50—	.55
Perosmate, 15-gr v.	ea.	—	2.00
Peroxide (Sodium Di-Oxide)	lb.	—	1.00
1-oz. tins	ea.	—	.25
Phenate Phthaleinate	oz.	—	2.00
Phosphate, Crystals	lb.	—	.09
1-lb. cans	lb.	—	.11
1-lb. cartons	lb.	—	.12
Gran., Pure	lb.	—	.11
1-lb. cans	lb.	—	.14
5-lb. cans	lb.	—	.13
1-lb. cartons	lb.	—	.13
Recryst, lbs.	lb.	—	.11
1-lb. cans	lb.	—	.14
1-lb. cartons	lb.	—	.13
Dried, Powd.	lb.	—	.22
1-lb. cartons	lb.	—	.24
Bis Depur	lb.	—	.35
C. P., Dried	lb.	—	.40
Ammonio (Microcos. Salt)	lb.	—	.85
Phosphomolybdate	oz.	.45—	.50
Phospho-Tungstate	oz.	.40—	.45
Picrate, ozs.	oz.	—	.24
Picro-carminate	oz.	—	1.85
Plumbate	lb.	1.20—	1.35
Propionate	oz.	—	1.05
Propylsulphate	oz.	—	2.05
Pyrophosphate, 1-lb. bots., .50	oz.	—	.10
Dried	lb.	—	1.00
Pyrosulphite, oz.-v.	ea.	—	.16
Rosolate	oz.	—	.45
Salicylate, white	lb.	.45—	.47
	oz.	—	.10

See the Era each week for all changes in these prices.

Sodium Salicylate, C. P. Crystals	lb.	.55—	.60
From Oil Wintergreen	oz.	—	.44
	lb.	—	6.50
Santonate	oz.	—	.64
Santoninate	oz.	—	.64
Selenate, ½-oz. v.	ea.	.50—	.60
Silicate, dry	lb.	.18—	.20
Liquid	lb.	.04—	.10
Pure, cryst.	lb.	—	1.00
Silico-fluoride	oz.	.30—	.34
Sozoiodolate	oz.	—	.80
Stannate	lb.	.40—	.50
Pure	lb.	—	1.00
Stearate, C. P.	oz.	—	.50
Succinate	oz.	—	.26
Sulphoantimonate (Schlippe's Salt)	lb.	—	1.00
Sulphate (Sal Glauber)	lb.	.01½—	.03
Cryst., Pure	lb.	—	.11
1-lb. cans	lb.	—	.14
5-lb. cans	lb.	—	.13
1-lb. cartons	lb.	—	.13
Gran., Pure	lb.	—	.11
1-lb. cans	lb.	—	.14
5-lb. cans	lb.	—	.14
1-lb. cartons	lb.	—	.13
Dried Commercial, bulk	lb.	.05—	.06
Pure	lb.	—	.10
1-lb. cartons	lb.	—	.12
Sulphide, 1-lb. bots.	lb.	.40—	.50
Sulphite, Crystals	lb.	—	.08
1-lb. cans	lb.	—	.11
5-lb. cans	lb.	—	.10
1-lb. cartons	lb.	—	.10
Recryst., 1-lb. bot.	lb.	—	.25
5-lb. bot.	lb.	—	.20
Dried, Powd.	lb.	—	.13
1-lb. can	lb.	—	.16
5-lb. can	lb.	—	.16
1-lb. carton	lb.	—	.15
Anhydrous, Photo,			
1-lb. bot.	lb.	—	.30
5-lb. bot.	lb.	—	.25
1-lb. can	lb.	—	.25
5-lb. can	lb.	—	.22
Sulphocarbolate (Sulpho-Phenate) (ozs., .11)	lb.	—	.50
Powd. Pink	lb.	—	.55
Sulphocyanate	oz.	.15—	.19
Sulphoichthyolate	oz.	—	.40
Sulphoricinate	oz.	—	1.30
Sulphosalicylate, C. P.	oz.	—	.70
Sulphovinate	oz.	—	.16
Sulphuret (see Sulphide).			
Sylvate	oz.	—	1.05
Tannate	oz.	.25—	.30
Tartrate	lb.	—	.55
Taurocholeate, 15-gr. v.	ea.	.25—	.35
Tellurate, 15-gr. v.	ea.	.90—	1.00
Tetraborate	oz.	—	.54
Thiosulphate, Cryst., or Gran.	lb.	.14—	.16
Tungstate, crude	lb.	—	.50
Pure	lb.	—	.65
Uranate (Uran Yellow)	oz.	.35—	.40
Urate	oz.	—	.60
Valerianate	oz.	.45—	.52
Vanadate, Meta.	oz.	—	1.75
Xanthogenate	oz.	.25—	30
Sodium and Ammonium Phosph.	lb.	—	.85
and Lithium Tartrate	oz.	.35—	.40
and Potassium Tartrate (Rochelle Salt)	lb.	.21½—	.22
Solanidin, 15-gr. v.	ea.	—	2.25
Solanine, 15-gr. v.	ea.	.90—	1.00
Hydrochlorate, 15-gr. v.	ea.	—	2.25
Solomon's-seal, Root	lb.	.28—	.30
Solution Aluminium Acetate	lb.	.15—	.25
Ammonium Sulphide	lb.	—	.30
Gutta Percha (oz., .20—.25)	lb.	—	2.50
Iron Chloride	lb.	—	.14
Subsulphate	lb.	—	.17
Solutol	lb.	—	.50
Solveol	oz.	—	.35
Somatose, 2-oz.	doz.	—	8.25
¼-lbs.	lb.	—	5.25
lb. & ½-lbs.	lb.	—	5.00
Somnal, 1-oz. v.	oz.	—	.80
Soot, German	lb.	.12—	.15
Sorbin, 15-gr. v.	ea.	—	1.50
Sorbit, 15-gr. v.	ea.	—	2.00
Soson, 1-5 lb.	doz.	—	4.13
½-lb.	doz.	—	8.25
1-lb.	doz.	—	15.75
Sourwood, Leaves	lb.	—	.25
Southern-wood, Herb, Prsd., ozs.	lb.	—	.45
Sozal	oz.	—	1.00
Sozoiodol Lithium	oz.	1.25—	1.35
Mercury	oz.	—	1.15
Potassium	oz.	—	.75
Sodium	oz.	—	.80
Zinc	oz.	—	1.10
Spanish Brown	lb.	.03—	.04
Needles	lb.	—	.30
Sparteine, Alkaloid, ⅛-oz. v.	ea.	—	.75
Hydrochlorate, ½-oz. v.	ea.	—	.60
Hydroiodate, ⅛-oz. v.	ea.	—	.75
Sulphate	oz.	.75—	.80
½-oz. v.	oz.	.95—	1.05
15-gr. v.	ea.	—	.12
Spasmotin, Tri-iodide, ⅞-oz.	ea.	—	.75
Spearmint, Leaves, Pressed ozs.	lb.	—	.30
Species, Aromatic	lb.	.40—	.42
Cataplasm	lb.	.25—	.28
Lignorum	lb.	.20—	.25
Marienbad	lb.	.60—	.70
Pectoralis	lb.	.25—	.30
Resolventes	lb.	.25—	.30
St. Germain	lb.	.70—	.80
Speedwell, Herb, Pressed, ozs.	lb.	—	.35
Spelterin, Powder	lb.	—	1.20
Spermaceti, Cakes	lb.	.30 —	.33
Lump.	lb.	.31—	.34
Spermin-Poehl, boxes containing four 1 cc. tubes, for Hypodermic Use	per box.	—	3.00
for Internal Use, bottles (1-oz)	bot.	—	3.00
Spigelia (see Pinkroot).			
Spikenard, Root.	lb.	.35 —	.40
Spiney Clotbur, Herb	lb.	—	.25
Spirit, Ammonia	lb.	—	.50
Aromatic	lb.	.48—	.53
Fetid, Br. P.	lb.	—	.75
Angelica, Aromatic	lb.	.50—	.65
Comp. Germ.	lb.	—	.60
Anise	lb.	—	.65
Armoracia	lb.	—	.70
Balsamicus	lb.	—	1.50
Cajuput, Br. P.	lb.	—	1.00
Camphor	lb.	—	.65
Carmelita	lb.	—	1.00
Chamomile, dist., Ph. G.	lb.	—	1.00
Chloroform, U. S.	lb.	—	.60
Cinnamon, U. S.	lb.	.75—	.85
Ph. G.	lb.	.75—	.85
Columbian, cans, 10 gals.	gal.	1.35—	1.40
Cans, 5-gals.	gal.	1.35—	1.40
Less	gal.	1.45—	1.50
Elder Flowers, distilled, Ph. G.	lb.	.75—	.85
Ether	lb.	—	.60
Compound	lb.	.55—	.80
Formicarium, Germ	lb.	—	1.25
Gaultheria, U. S.	lb.	—	1.00
Glonoin (U. S. P., lb., 1.10)	oz.	—	.12
10 per cent	oz.	—	.85
Juniper, U. S.	lb.	.50—	.75
Comp., U. S.	lb.	.50—	.75
Lavender, U. S.	lb.	.45—	.50
Compound	lb.	.50—	.55
Lemon, U. S.	lb.	—	.75
Lettuce, distilled	lb.	—	1.00
Mastic, Comp.	lb.	.80—	.90
Melissa Compound	lb.	.75—	.85
Dist., Ph. G.	lb.	—	1.00

See the Era each week for all changes in these prices.

Spirit, Muriatic Ether, Ph. G.	lb.	— 1.00
Myrcia (Bay Rum), U. S. P.	gal.	2.25— 2.75
Nitre, U. S. P., demijohns, 35 lbs. or less	lb.	.48— .50
Spirit Nitre, Concentrated, 1s.	lb.	.90— 1.00
½s	lb.	1.00— 1.10
¼s	lb.	1.10— 1.25
Nutmeg, U. S. P.	lb.	— .50
Opopleticus	lb.	— .75
Orange, U. S. P.	lb.	.75— .85
Peppermint, U. S. P.	lb.	.65— .75
Phosphorus, U. S. P.	lb.	1.00— 1.25
Pimenta	lb.	— .45
Raspberry, dist., Ph. G.	lb.	1.35— 1.50
Rose	lb.	— 1.50
Rosemary	lb.	.45— .60
Sage, dist., Ph. G.	lb.	— 1.00
Scurvy Grass (Cochlearia)	lb.	.60— .75
Soap, N. F.	lb.	— .50
Spearmint, U. S.	lb.	.75— .90
Tar	lb.	— .50
Thymol	lb.	— 1.00
Tilia, distilled	lb.	.90— 1.00
Turpentine, bbls., 40 gals. or less,	gal.	.60— .75
Sponge, Burnt	lb.	.90— 1.00
Spongia Pilin	ft.	— .60
Spongin, 15-gr. v.	ea.	— 1.50
Spruce Balsam	lb.	— .25
Spruce Gum, True	lb.	— 1.75
Extra Select	lb.	2.00— 2.25
Spunk, Select	lb.	1.00— 1.50
Squaw Vine, Herb, Pressed, ozs.	lb.	— .25
Squill Root	lb.	.08— .12
White, selected	lb.	.12— .16
Powd.	lb.	.35— .40
Staphisagrine, 15-gr. v.	ea.	— 1.35
Starch, U. S. P. (Corn Starch)	lb.	.05— .06
Iodized	oz.	— .30
Potato	lb.	.05— .08
Powdered	lb.	.08— .10
Soluble	oz.	— .25
Stavesacre, Seed	lb.	.15— .20
Powd.	lb.	.30— .35
Stearin, dry	lb.	.15— .18
Steresol	lb.	— 1.00
St. John's Bread	lb.	.08— .10
Sticklac	lb.	.35— .40
Stillingia, Root	lb.	.12— .15
Crushed	lb.	.15— .18
Powdered	lb.	.20— .25
Stillingin (Eclec. Powd.), 1-oz.	oz.	1.00— 1.10
Stoechados Flowers, Citrini	lb.	.40— .50
Rubu	lb.	.60— .65
Stone, Pumice	lb.	.03½— .06
Large Pieces, selected	lb.	.06— .08
Powd.	lb.	.03½— .06
Rotten	lb.	.07— .10
Powd., super.	lb.	.08— .10
Soap, Powd., bbls. or less	lb.	.03— .06
Stone Root	lb.	.20— .25
Powd.	lb.	.25— .30
Storax, dry, Calamita	lb.	.30— .35
Liquid	lb.	.25— .30
Stramonium, Leaves	lb.	.25— .30
Powdered	lb.	.30— .35
Pressed, ozs.	lb.	— .24
Seed	lb.	.15— .20
Powd.	lb.	.25— .28
Strawberry Leaves, Pressed, ozs.	lb.	— .30
Streptolytic Serum-Stearns' (Anti-streptococcic, Hubbert Process), 20 c.c.	ea.	— 2.25
Strontium, Acetate (lb., 1.40)	oz.	.12— .16
Arsenite	oz.	— .44
Bromate	oz.	.60— .64
Bromide, Cryst. (lb., .65)	oz.	— .12
Anhydrous (lb., 1.00)	oz.	— .17
Granular (oz., .12)	lb.	— .65
Carbonate	lb.	.25— .27
Precip., 1-lb. bots.	lb.	.35— .40
Caustic	oz.	— .30
Strontium Chlorate	oz.	.25
Chloride (Muriate)	lb.	— .30
Pure, 1-lb. bots.	lb.	— .45
Chromate, pure	lb.	2.25— 2.50
Dioxide	oz.	— .45
Fluoride	lb.	2.00— 2.25
Formate	oz.	— .50
Hydrate	lb.	1.25— 1.35
Hyposulphate	oz.	— .70
Hyposulphite	lb.	3.50— 3.60
Iodide (lb., 3.70)	oz.	— .32
Lactate (lb., 1.25)	oz.	— .16
Metallic, 15-gr. v.	ea.	4.50— 5.00
by electrolysis, 15-gr. v.	ea.	—12.00
Nitrate, Dry	lb.	.15— .17
Granular, C. P.	lb.	— .60
Pure, Dried	lb.	— .50
Nitrite	oz.	1.00— 1.05
Oxalate, 1-lb. bots.	lb.	— .60
C. P.	lb.	1.30— 1.40
Oxide, cryst.	lb.	— .90
Anhydrous	lb.	2.50— 2.60
Phosphate	lb.	— 1.10
Salicylate (lb., .75)	oz.	— .12
Sulphate, precip.	lb.	— .20
Pure	lb.	.70— .75
Sulphide	lb.	1.10— 1.25
Tartrate	lb.	2.50— 2.60
Strophanthin, C. P., 5-gr. v.	ea.	— .30
Strophanthus, Seed, Brown	lb.	— .75
Powd.	lb.	— .90
Green	lb.	1.15— 1.25
Powdered	lb.	1.60— 1.75
Strychnia, Crystals, ⅛-oz. v., pure	oz.	1.20— 1.25
1-oz. v., pure	oz.	1.00— 1.10
Powd., ⅛-oz. v., pure	oz.	— 1.25
1-oz. v.	oz.	1.00— 1.10
Strychnine, Acetate, ⅛-oz. v.	oz.	— 1.65
Arsenate, ⅛-oz. v.	oz.	— 1.65
Arsenite, ⅛-oz. v.	oz.	— 1.65
Bisulphate, ½-oz. v.	oz.	— 2.00
Bromide, ⅛th-ozs.	oz.	— 1.65
Camphorate, ⅛-oz. v.	oz.	4.50— 4.75
Citrate, ⅛-oz. v.	oz.	1.55— 1.65
with Iron, 1-oz. v.	oz.	— .13
Crystals, ⅛-oz. v., pure	oz.	1.25— 1.35
1-oz. v., pure	oz.	1.05— 1.15
Ferrocitrate, -oz. v.	oz.	— 1.90
Glycerophosphate, ½-ozs.& ozs.	oz.	— 2.60
Hydrochlorate, ⅛-oz.	oz.	— 1.65
Hypophosphite, ⅛-oz. v.	oz.	— 1.90
Iodide (Hydriodate), ⅛-oz.	oz.	4.00— 5.00
Lactate	oz.	— 4.00
Nitrate, ⅛-oz. v.	oz.	— 1.65
Oleate, 2 per cent., 1-oz. v.	oz.	— .25
Phosphate, ⅛-oz. v.	oz.	— 1.75
Sulphate, Cryst., ⅛-oz. v.	lb.	1.20— 1.30
Powdered, ⅛-oz. v.	oz.	1.15— 1.35
Valerianate, ⅛-oz. v.	oz.	— 2.60
Styracin, Cryst., White	oz.	3.00— 3.50
Styracol	oz.	— 4.00
Styrax (see Storax).		
Styrone, Liquid, 1-oz. v.	oz.	— 1.54
Stypticin (Cotarnine Hydrochlor.)	oz.	— 6.25
½-ozs.	oz.	— 6.35
¼-ozs.	oz.	— 6.50
⅛-ozs.	oz.	— 6.75
15-gr. v.	ea.	— .30
Dental Tabs., ¾-gr., ⅛-oz. v.	oz.	— 7.25
Hypodermic Tablets, ¾-gr., 4 tubes—40 in box	ea.	— .60
S. C. Tablets, ¾-gr., 20 in tube, per tube		— .25
Suberine	oz.	— .60
Sublamine Tablets, 15-gr. ea., 20 in tube, 5 tubes in box, box		— 2.25
Succinamide	oz.	— 3.50
Succinimide	oz.	— 1.25
Succinum (see Gum Amber).		
Succinyl Chloride	oz.	— 1.25
Succus (see Juices).		
Sucrol	oz.	— 1.00

See the Era each week for all changes in these prices.

Sugar-Hydra ..... oz.	—	1.25
Suet ..... lb	.18—	.20
Mutton, Benzoated, 5-lb. tin..... lb.	—	.20
Dehydrated, lb. 5-lb. tins... lb.	—	.20
Sugar, Acorns, 1 grm. vials..... gr.	—	.60
Cane, C. P. ..... lb.	—	1.00
Color ..... gal.	.75—	.90
Drops ..... lb.	—	.25
Grape ..... lb.	—	.10
Dry ..... lb.	—	.15
Anhydr. ..... lb.	—	1.50
Sugar of Lead (see Lead Acetate).		
Sugar of Milk, Crystals ..... lb.	.20—	.25
Granulated ..... lb.	.20—	.25
Powd. ..... lb.	.18—	.20
1-lb. Cartons ..... lb.	.22—	.25
Impalpable, lbs. ..... lb.	.25—	.30
Sulfonal (25 ozs., 1.25)..... oz.	—	1.35
Sulfurous Glycerine ..... lb.	—	.75
Sulphaldehyde ..... oz.	—	2.75
Sulphaminol, ⅛-oz. v. ..... ea.	—	.25
Creosote, ½-oz. v. ..... ea.	—	.35
Salicylate, ½-oz. v. ..... ea.	—	.35
Sulphur, Black (Caballin) ..... lb.	.15—	.20
Bromide ..... oz.	—	.75
Chloride, Liquid ..... oz.	.10—	.20
lb.	—	.75
Dioxide, 20-oz. tins ..... ea.	—	.45
70-oz. cylinders ..... ea.	—	3.00
Flowers (bbls. 180 lbs., .02¾)..lb.	.02¾@	.04
Hypochloride, dry, 1-oz. vials. oz.	.50—	.60
Iodide ..... oz.	.38—	.45
Lac (with Calcium Sulphate)... lb.	10—	.12
Precipitated, English ..... lb.	.16—	.18
Rolls (bbls., 340 lbs., .02¼)... lb.	.03—	.03½
Strips or Sheets ..... lb.	.15—	.16
Trioxide (see Acid Sulph., Anhydr.)		
Vivum ..... lb.	.08—	.10
Washed ..... lb.	.09—	.12
Sumach, Bark ..... lb.	.15—	.20
Powdered ..... lb.	—	.25
Pressed ..... lb.	—	.24
Leaves, Pressed, ozs. ..... lb.	—	.30
Summer Savory, Leaves, Prsd., ozs. lb.	—	.30
Sundew, Herb ..... lb.	.60—	.75
Sunflower Seeds ..... lb.	.08	.10
Sweet Balm (see Lemon Balm).		
Sweet Basil, Herb, Pressed, ozs... lb.	—	.50
Sweet Cicely, Root, Pressed..... lb.	—	.70
Sweet Clover, Herb, Pressed, ozs.. lb.	—	.30
Sweet Fern Leaves, Pressed, ozs... lb.	—	.30
Sweet Flag, Root ..... lb.	—	.20
Sweet Gale, Bark ..... lb.	—	.40
Sweet-gum ..... lb.	2.25—	2.50
Sweet-gum Bark ..... lb.	—	.35
Sweet Marjoram, Leaves, Prsd., ozs. lb.	—	.36
Sykorine Powder (oz., .50) ..... lb.	5.25—	5.75
Symphorol (Nasrol) ..... lb.	—	1.70
Lithium ..... oz.	—	1.35
Natrium ..... oz.	—	1.50
Strontium ..... oz.	—	1.35
Syntonin, 15-gr. v. ..... ea.	—	.75
Syringin, 15-gr. v. ..... ea.	—	.25
Syrup, Acacia, U. S. P. ..... lb.	.50—	.60
Acid Hydriodic ..... lb.	.67—	1.05
Almond, U. S. P. ..... lb.	.50—	.60
Althaea, U. S. P. ..... lb.	.50—	.65
Blackberry, Arom., N. F. ..... lb.	.40—	.50
Blackberry and Matico ..... lb.	—	.90
Bloodroot ..... lb.	.40—	.50
Comp. Millnor's ..... lb.	—	.60
Buckthorn, Bark ..... lb.	—	.50
German ..... lb.	.50—	.60
Buchu ..... lb.	—	.75
Butternut ..... lb.	—	.75
Calcium & Sodium Hypophosphites... lb.	—	.60
Calcium Bromide ..... lb.	—	.75
Chlorhydrophosphate, N. F.. lb.	—	.60
Hypophosphite ..... lb.	—	.52
Iodide, N. F. ..... lb.	—	.55
Syrup, Calcium Lactophosphate, U. S. P... lb.	—	.85
with Iron ..... lb.	—	.80
Canada Snake Root Compound, N. F... lb.	—	.50
Cascara Sagrada ..... lb.	—	.75
Chestnut ..... lb.	—	.75
Chloral Hydrate ..... lb.	—	.75
Cimicifuga, Comp., N. F. ..... lb.	—	.75
Cinnamon, N. F. ..... lb.	—	.50
Citric Acid, U. S. P. ..... lb.	.45—	.50
Coca ..... lb.	—	.75
Codeine, N. F. ..... lb.	—	1.50
Coffee, N. F. ..... lb.	—	.70
Corn Silk ..... lb.	—	.70
Coto Bark ..... lb.	—	1.00
Cubeb ..... lb.	—	.65
Dandelion ..... lb.	—	.60
Dover's ..... lb.	—	.70
Eucalyptus ..... lb.	—	.60
Fennel ..... lb.	—	.60
Ferrous Chloride, N. F. ..... lb.	—	.50
Iodide, U. S. P. ..... lz.	.37—	.40
Galls, Aromatic ..... lb.	—	.50
Garlic, U. S. P. ..... lb.	.45—	.60
Ginger, U. S. P. ..... lb.	—	.50
Glycyrrhiza, N. F. ..... lb.	.50—	.60
Grindelia Robusta ..... lb.	—	.60
Hops ..... lb.	—	.70
Hydriodic Acid, U. S. P..... lb.	.67—	1.05
Hypophosphites, U. S. P. ..... lb.	.50—	.65
Comp., N. F. ..... lb.	.50—	.60
Ipecac, U. S. P. ..... lb.	—	.60
and Opium, N. F. ..... lb.	—	.70
Irish Moss, Comp., N. F. ..... lb.	—	.50
Iron and Manganese Iodides ... lb.	.65—	.75
Iron Arsenate, N. F. ..... lb.	—	.65
Bromide, N. F. ..... lb.	—	.75
and Quinine ..... lb.	—	2.00
Citrate ..... lb.	—	.65
and Quinine ..... lb.	—	1.00
Hypophosphite ..... lb.	—	.60
Iodide, U. S. P. ..... lb.	.37—	.40
Lactophosphate ..... lb.	—	.80
Krameria, U. S. P. ..... lb.	—	.60
Lactucarium, U. S. P. ..... lb.	.75—	1.00
Lemon ..... lb.	.30—	.40
Lime, U. S. P. ..... lb.	.50—	.60
Lithium Bromide ..... lb.	—	1.00
Manganese, Iodide ..... lb.	.65—	.75
Manna, N. F. ..... lb.	—	.50
Morphine, Comp., N. F. ..... lb.	—	.75
Sulphate, N. F. ..... lb.	—	1.00
Mulberry, German, ½-lb. bot.. lb.	—	.50
Orange, U. S. P. ..... lb.	—	.50
Flowers U. S. P. ..... lb.	.40—	.50
Pectoral, N. F. ..... lb.	—	.60
Phosphates, Comp. (Chem. Food) lb.	.50—	.60
Phosphates of Iron, Quinine and Strychnine (Easton's Syrup). lb.	—	.70
Poppy, N. F. ..... lb.	.50—	.60
Raspberry, Ph. G. ..... lb.	—	.40
U. S. P. ..... lb.	—	.40
Rhubarb, U. S. P. ..... lb.	.40—	.45
and Potassa, N. F. ..... lb.	.50—	.60
Aromatic, U. S. P. ..... lb.	.40—	.50
Rock Candy, bbls. ..... gal.	.55—	.56
½-bbls. ..... gal.	.57—	.58
10-gal. kegs. ..... gal.	.61—	.62
5-gal. kegs. ..... gal.	.66—	.67
Less ..... gal.	.70—	.75
Rose, U. S. P. ..... lb.	.45—	.75
Rubus, U. S. P. (see Syrup Blackberry).. lb.	—	.50
Sanguinaria (see Syrup Bloodroot).		
Sarsaparilla, Compound, U. S. P. lb.	—	.50
Senega, U. S. P. ..... lb.	.75—	.85
Senna, U. S. P. ..... lb.	.40—	.50
Aromatic, N. F. ..... lb.	—	.50
Compound, N. F. ..... lb.	—	.65

Syrup, Simple, U. S. P. .....gal. — .75
Sodium Bromide .....lb. — .75
Hypophosphite .....lb. — .60
Squill, U. S. P. .....lb. — .40
Comp., U. S. P. .....lb. .45— .50
Stillingia .....lb. — .50
Comp., N. F. .....lb. — .50
Tar, U. S. P. .....lb. — .35
Comp. .....lb. — .50
Tolu, U. S. P. .....lb. .45— .50
Trifolium, Comp. .....lb. — .50
Turkey Corn, Comp. .....lb. — .60
Violets, Ph. G. .....lb. — .90
White Pine, Comp., N. F. ....lb. .50— .55
Wild Cherry, U. S. P. .....lb. .30— .40
Wormwood .....lb. — .50
Comp. .....lb. — .60
Yellow Dock .....lb. — .50
Comp. .....lb. — .60
Yerba Santa, Aromatic, N. F. ..lb. .40— .50
Syzygium Jambolanum Seeds (see Jambul).

T

Tacamahac, Gum .....lb. 1.25— 1.50
Tag Alder, Bark .....lb. .16— .20
Talcum, Powdered .....lb. .03— .05
Purified .....lb. .16— .20
Tallow .....lb. — .16
Tamarack Bark .....lb. .15— .20
Powdered .....lb. .20— .25
Pressed .....lb. — .28
Gum, no genuine now in market.
Tamarinds, 40-lb kegs .....lb. .05— .06
10-lb. jars .....lb. .08— .10
bulk .....lb. .10— .12
Bots., 1-lb. .....doz. — 2.25
Pulp .....lb. .25— .30
E. I., Sour .....lb. .10— .12
Tannal .....oz. — .34
Tannalbin .....oz. — .80
Tablets, 5-gr. .....per 100 — 1.00
per package of 50 — .55
Veterinary .....oz. — .65
Tannin (see Acid Tannic).
Tannigen (25 ozs., .65).....oz. — .75
Tannoform, ozs. .....oz. — .20
¼-lb. ctn. .....lb. — 2.33
½-lb. ctn. .....lb. — 2.29
1-lb. ctn. .....lb. — 2.25
Tannopine .....oz. — .75
Veterinary .....oz. — .23
Tannocol, ozs. .....oz. — .50
Tansy Flowers, Bulk .....lb. .20— .24
Herb, Pressed, ozs. .....lb. — .25
Tantalum, Metallic, 15-gr. vials..ea. — 7.50
Chloride, 15-gr. vials .....ea. — 7.00
Tantalum, Red .....lb. 2.20— 2.25
Tapers, 3 mos., Green .....doz. — .40
6 mos., Green .....doz. — .70
Tapioca, E. I., White, bags,150 lbs.lb. .05— .07
Rio, White .....lb. .07— .09
Tar, Barbadoes .....gal. .60— .75
North Carolina, bbls. .....obl. 2.25— 2.50
1-gal, cans .....doz. — 4.00
Quart cans .....doz. — 1.25
Pint cans .....doz. — .85
½-pint cans .....doz. — .75
4-oz. Boxes .....doz. — .55
2-oz. Boxes .....doz. — .35
Stockholm .....lb. .10— .15
Tarragon, Herb .....lb. .50— .60
Taro (Flour), 5-lb. pkgs. .....lb. — .20
Tartar, Cream (see Cream Tartar).
Cryst. (red Argols) .....lb. .10— .12
Emetic (see Antimony Tartrate).
Red Powdered .....lb. .12— .15
Tartarus Boraxatus .....lb. — 1.25

Tellurium, 15-gr. v. .....ea. — .35
Bichloride, 15-gr. v. .....ea. — 1.50
Oxide .....grm. — 1.50
Taurin, 15-gr. v. .....ea. — 2.50
Tea, Leaves .....lb. .40— .80
Tenax .....lb. .65— .70
Terbium, 15-g-r. v. .....ea. — 9.00
Terebene, 1-lb. bots., incl. .....lb. — .66
1-oz. vials incl. .....oz. — .14
Terpene Hydrochlorate .....oz. — .75
Terpilene .....oz. — 1.30
Terpin Dihydrochlorate (see Eucalyptol)
Terpin Hydrate, 1-lb. cartons.....lb. — .57
½-lb. cartons .....lb. — .59
¼-lb. cartons .....lb. — .61
1-oz. cartons .....oz. — .08
Terpineol .....oz. — .55
Terpinol, 1-oz. v. .....oz. — .47
Terra, Alba .....lb. .08— .10
Sigillata .....lb. .20— .25
Tripoli .....lb. .06— .10
Terra Japonica (see Catechu).
Tetanus Serum, 25 c. c. m.....ea. — 5.00
Veterinary .....ea. — 3.00
Tetra-ethyl-ammonium hydrate, 10 per cent. solution..oz. — 2.00
Iodide .....oz. — 1.75
Tetra-hydro-quinoline .....oz. — 2.50
Tetronal, ½-oz. vials .....oz. — 2.75
Teucrin, boxes, 4 vials.....box — 2.00
Thalline, Periodate, 25-gm. bots..bot. — 2.75
Salicylate, 25-gm. bots.....bot. — 2.75
Sulphate .....oz. — 3.00
Tartrate, 25-gm. bot. .....ea. — 2.75
Thallium (grm., .20) .....oz. — 2.00
Acetate, 15-gr. v. .....ea. — .35
Bromide, 15-gr. v. .....ea. — .35
Carbonate, 15-gr. v. .....ea. — .35
Chloride, 15-gr. v. .....ea. — .25
Iodide, 15-gr. v. .....ea. — .40
Nitrate, ⅛th-oz. .....ea. .50— .55
Oxide, 15-gr. v. .....ea. — .35
Sulphate, 15-gr. v. .....ea. — .25
Sulphide, 15-gr. v. .....ea. — .35
Thebaine, 15-gr. v. .....ea. .45— .55
Hydrochlorate, 15-gr. v. .....ea. — .65
Tartrate, 15-gr. v. .....ea. — .65
Theine (see Caffeine).
Theobromine, C. P., 1-oz. v. .....oz. — .90
Hydrochlorate .....oz. — 4.50
Nitrate .....oz. — 4.50
Salicylate .....oz. — 1.50
and Lithium Benzoate .....oz. — 2.50
Salicylate .....oz. — 2.50
and Sodium Benzoate .....oz. — 1.75
Salicylate .....oz. — .60
Theocin, Bayer, oz. .....oz. — 2.70
Theophylin (Boehringer) .....oz. — 1.40
Sodium .....oz. — 1.50
Salicylate .....oz. —1 10
Therapin .....oz. — 1.00
Thermin Hydrochlorate .....oz. — 5.00
Thermit, Black .....lb. — .90
Red .....lb. — .75
Thermodin, 25-gm. v.....ea. — 2.00
Thermofuge, ½-lb. jars.....lb. — .54
1-lb. jars .....lb. — .41
Thermol .....oz. — .75
Tablets, 5 and 2½-gr..... .oz. — .75
Thialdin .....oz. — 1.54
Thigenol (lb., 4.00) .....oz. — .32
Thilanin (Sulphurated Lanolin)...lb. — 1.75
Thimble-weed Herb, Pressed, ozs..lb. — .40
Thiocarbamide .....oz. — .90
Thiocol .....oz. — 1.40
Syrup, 6 grs. to 1 dr. ¼-lbs...lb. — 2.75
Tablets, 5 grs.....per 100 — 1.75
Thioform, 25-gm. v.....bot. — .75
Salicylate .....oz. — 2.50

See the Era each week for all changes in these prices.

Thiol, Dry-Powder	oz.	— 1.00
Liquid	oz.	— .40
¼-lbs.	lb.	— 5.00
½-lbs.	lb.	— 4.90
1-lbs.	lb.	— 4.80
Thiophene, Synthetic	oz.	— 3.50
Biniodide	oz.	— 4.00
Tetra-bromide	oz.	— 3.50
Thioresorcin	oz.	— .75
Thiosinamine, 1-oz. v.	oz.	— .60
Thorium, Metallic, 15-gr. v.	ea.	2.00— 2.50
Chloride	oz.	1.50— 1.75
Nitrate	lb.	6.25— 7.00
Oxide	oz.	1.75— 2.00
Sulphate	oz.	— 1.50
Thyme, Herb, Bulk	lb.	15— .18
Leaves, Pressed, ozs.	lb.	— .26
Thymiodol	oz.	— 1.00
Thymodine, Frolich	oz.	— 1.00
	lb.	— 5.00
Thymol	lb.	2.25— 2.50
	oz.	— .23
Thymoxol, ¼-lb. bot.	lb.	— 2.00
Thymus Powder, Armour's	oz.	— 1.00
Tablets	oz.	— .50
P. D. & Co.	oz.	— .80
Thyraden	oz.	— 1.30
Tablets, 2-gr.	per 100	— .15
Thyroidin, Dry, Powdered	oz.	— 1.25
Tilia (Basswood) Flowers, no leaves	lb.	.45— .50
With leaves	lb.	.30— .35
Tin, Bichloride, fuming, 1-oz. v.	oz.	.15— .20
Cryst., White	lb.	.55— .60
Binoxide	oz.	— .12
Bisulphide	oz.	.25— .30
Chloride (Proto.) C. P.	lb.	.65— .70
Dichloride	lb.	.35— .40
Foil, French	lb.	.75— .80
Medium	lb.	.20— .25
Fancy, Silver surface	lb.	— .30
Tissue	lb.	.28— .30
Tobacco, Heavy	lb.	.18— .22
Hypophosphite	oz.	.75— 1.00
Iodide	oz.	.60— .70
Metallic, Feathered	lb.	— .65
Granulated, pure	lb.	.70— 1.00
Powdered, pure	lb.	— 1.25
Rasped	lb.	— 1.00
Sticks, pure	lb.	— 1.00
Muriate, Cryst., 1-lb. bots.	lb.	— .31
C. P.	lb.	— .60
Solution, bots., 6-lb.	lb.	— .20
In Carboys	lb.	— .18
Oxalate	lb.	2.00— 2.10
Oxide, Black	lb.	— 1.25
Grey (Flores Jovis)	lb.	.75— .80
Pure	lb.	— 2.00
White (Polishing Putty)	lb.	.65— .75
Pure	lb.	.90— 1.00
Oxymuriate Solution	lb.	— .23
Phosphide	oz.	.70— .75
Sulphate, Oxydul	lb.	.15— .20
Sulphide-Bl	oz.	.20— .25
Sulphuret, Mono	oz.	.15— .20
Tannate	oz.	— .65
Tartrate	oz.	— .45
Tin and Gold, ppt. (Purple of Cassius)	oz.	— 3.50
Tincture Aconite Leaf	lb.	— .50
Root, U. S. P.	lb.	— .60
Ethereal, Ph. G.	lb.	— .75
Fleming's	lb.	— .75
Adonis Aestivalis	lb.	— 1.50
Argaric	lb.	— .60
Allanthus	lb.	— 1.50
Alkanet (Anchusa)	lb.	— .50
Aloes, U. S. P.	lb.	.40— .50
Comp., Ph. G.	lb.	— .65
and Myrrh, U. S. P.	lb.	— .55
Amara, N. F.	lb.	— .75
Ambergris (oz., 50)	lb.	— 6.00
Ambrette	lb.	— .75
Tincture Antacrida, N. F.	lb.	— 1.00
Arbor Vitae (Thuja)	lb.	— .50
Arnica Flowers, U. S. P.	lb.	.40— .45
Root, U. S. P.	lb.	— .45
Aromatic, N. F.	lb.	— .55
Asclepias (see Pleurisy Root).		
Asafetida, U. S. P.	lb.	— .50
Avena Sativa	lb.	— .75
Keith's	lb.	— 1.50
½-lb.	lb.	— 1.62
¼-lb.	lb.	— 1.80
⅛-lb.	lb.	— 2.16
Belladonna Leaves, U. S. P.	lb.	.40— .45
Benzoin, U. S. P.	lb.	.60— .70
Comp., U. S. P.	lb.	.60— .75
Berberis Aquifolium	lb.	— .60
Bestucheff's (see Tinct. Iron, Chlor. Eth.).		
Bitter Root	lb.	— .50
Blackberry	lb.	40— .50
Black Cohosh (Cimicifuga)	lb.	— .50
Bladder Wrack	lb.	— .50
Blood Root (Sanguinaria)	lb.	.50— .60
Black Haw (see Viburnum Prun.).		
Blue Cohosh, U. S. P.	lb.	— .60
Comp.	lb.	— .50
Blue Flag (Iris Versicolor)	lb.	— .60
Boldo	lb.	1.25— 1.60
Boneset	lb.	.50— .60
Bryonia, U. S. P.	lb.	.50— .60
Buchu, B. P.	lb.	.50— .60
Burdock	lb.	.40— .50
Cactus Grandiflora	lb.	1.50— 1.75
Calabar Bean	lb.	— .75
Caladium Seg.	lb.	— 3.00
Calcium Iodide	lb.	— .90
Calendula, U. S. P.	lb.	— .45
Calumba, U. S. P.	lb.	.45— .50
Camphor	lb.	— .75
Canella	lb.	— .60
Cannabis Indica	lb.	.90— 1.00
Ethereal	lb.	— 1.25
Cantharides, U. S. P.	lb.	.50— .60
Capsicum, U. S. P.	lb.	— .45
and Myrrh. (Hot Drops)	lb.	— .50
Cardamom, U. S. P.	lb.	.50— .60
Comp., U. S. P.	lb.	.50— .60
Carduus Marianus	lb.	.70— .75
Carminative	lb.	— .50
Cascara Sag	lb.	— .60
Cascarilla	lb.	— .45
Castor, U. S. P., 1870	lb.	2.00— 2.25
British	lb.	— 1.50
French Codex	lb.	— 3.00
Catechu	lb.	— .50
Catechu Comp., U. S. P.	lb.	— .50
Celandine	lb.	— .50
Cereus Bonplandia	lb.	— 2.50
Chamomile (Anthemis)	lb.	— .60
Cherry Bark	lb.	— .50
Chewstick	lb.	— .60
Chinoidin	lb.	— .50
Chiretta, U. S. P.	lb.	.45— .60
Comp., King's Disp.	lb.	— .75
Cinchona, U. S. P.	lb.	— .50
Comp., U. S. P.	lb.	— .60
Detannated, N. F.	lb.	.90— 1.00
Pale	lb.	— .60
Cinnamon, U. S. P.	lb.	— .40
Vinous, Ph. G.	lb.	— .75
Civet	lb.	3.00— 6.00
Cloves	lb.	— .50
Coca	lb.	— .60
Cocculus Indicus	b.	.50— .60
Cochineal	lb.	— .60
Colchicum Root	lb.	— .50
Seed, U. S.	lb.	— .50
Ethereal	lb.	.75— .85
Collinsonia (Stone Root)	lb.	— .65
Ph. G.	lb.	— .65
Colocynth, Ph. G.	lb.	— .55
Conium, N. F.	b.	.40— .50

Tincture Copper Acet., Rademacher's, lb. .50— .60
Corn Silk ..... lb. .50— .65
Corydalis, Comp. (see Turkey Corn).
Coto, N. F. ..... lb. .75 – 1.00
Cramp Bark (Viburnum Opulus) lb. — .65
Comp. (K.'s Disp.) ..... lb. — .65
Cranesbill ..... lb. .40— .50
Cubeb, U. S. P. ..... lb. — .50
Cudbear, N. F. ..... lb. .40— .50
Comp., N. F. ..... lb. — .50
Curcuma (see Turmeric) ..... lb. — .45
Damiana ..... lb. .75— .85
Digitalis, U. S. P. ..... lb. .45— .50
Eth., Ph. G. ..... lb. — 1.00
Fat Free ..... lb. — 1.00
Doggrass ..... lb. .45— .50
Drosera (see Sundew).
Dulcamara (Bittersweet) ..... lb. .45— .50
Ergot, Br. ..... lb. .65— .75
Ethereal ..... lb. — .70
Eucalyptus ..... lb. .50— .60
Formicarium, Ph. Germ. ..... lb. — 1.30
Foxglove (see Digitalis).
Frangula ..... lb. — .60
Fucus Vesic. (Bladder Wrack) lb. .50— .60
Galls, U. S. P. ..... lb. .45— .50
Compound ..... lb. .55— .60
Garlic ..... lb. — .60
Gelsemium, U. S. P. ..... lb. — .50
Fresh Root ..... lb. .70— 1.10
Gentian ..... lb. — .40
Comp., U. S. P. ..... lb. — .45
Ginger, U. S. P. ..... lb. .55— .60
Golden Seal (Hydrastis) ..... lb. 1.00— 1.10
Grains Paradise ..... lb. .60— .70
Green Soap (see Tincture Soap, Green).
Grindelia Robusta ..... lb. .75— .80
Guaiac, U. S. P. ..... lb. — .60
Ammoniated, U. S. P. ..... lb. .60— .65
Guarana ..... lb. .75— .80
Hellebore, American (see Verat. Vir.)
Hemp, American or Black ..... lb. — .50
Indian (see Cannabis Indica).
Dewee's, N. F. ..... lb. .50— .85
Ethereal ..... lb. — 1.00
Henbane (see Hyoscyamus).
Hops, U. S. P. ..... lb. .50— .60
Hops and Chammomile ..... lb. — .50
Horehound ..... lb. .40— .50
Horse Chestnut ..... lb. .50— .60
Horse Nettle, Conet ..... lb. — 2.00
Hydrangea ..... lb. .45— .60
Hydrastis, U. S. P. (see Golden Seal).
Hydropiper ..... lb. — .60
Hyoscyamus, U. S. P. ..... lb. — .45
Ignatia, N. F. ..... lb. .60— .85
Indian Cannabis, U. S. P. ..... lb. .90— 1.00
Iodine, U. S. P. ..... lb. — .80
Ph. G. ..... lb. — 1.00
(Churchill's), N. F. ..... lb. 1.25— 1.35
Colorless, N. F. ..... lb. 1.10— 1.25
Comp. ..... lb. — 1.10
Ethereal ..... lb. — 2.00
Ipecac ..... lb. — .75
and Opium, U. S. P. ..... lb. — .75
Iris (see Orris).
Iron Acetate, U. S. P., 1880 .. lb. — .50
Br. ..... lb. — 1.00
Ethereal, Ph. G. ..... lb. — .80
Rademacher's ..... lb. .40— .50
Chloride, U. S. P. ..... lb. .31— .35
Tasteless (Creuse's) ..... lb. — .75
Eth., N. F. (Bestucheff's, Golden) lb. — .80
Citro-chloride, N. F. ..... lb. .50— .70
Pomati, N. F. ..... lb. .35— .40
Jaborandi ..... lb. — .55
Jalap, N. F. ..... lb. .60— .75
Comp., N. F. ..... lb. — 1.00

Tincture Juniper Berries ..... lb. .40— .50
Kino, U. S. P. ..... lb. — .75
Comp., N. F. ..... lb. — .75
Krameria (see Rhatany).
Lactucarium, U. S. P. ..... lb. 2.00— 4.00
Larkspur ..... lb. — .60
Lavender, Comp., U. S. P. ..... lb. .50— .55
Leptandra (Culver's Root) ..... lb. .40— .45
Lettuce ..... lb. — .50
Lemon Peel, Fresh ..... lb. — 1.00
Licorice ..... lb. — .40
Life Root ..... lb. — .40
Lily of the Valley Root ..... lb. .60— .75
Litmus ..... lb. .50— .60
Lobelia, U. S. P. ..... lb. — .50
and Capsic, (K.'s Disp.) ... lb. — .70
Ethereal, N. F. ..... lb. .60— .75
Herb ..... lb. .40— .50
Seed ..... lb. — .75
Lupulin ..... lb. .55— .60
Malva ..... lb. — .75
Mandrake ..... lb. — .60
Marrubium (Horehound) ..... lb. — .40
Matico, U. S. P. ..... lb. — .55
Mountain Balm ..... lb. — .75
Musk, U. S. P. ..... oz. 2.00— 2.50
Ph. G. ..... oz. — 1.50
Com'l ..... lb. — 2.50
Myrrh, U. S. P. ..... lb. .55— .65
and Capsicum (Hot Drops), N. F. .. lb. — .50
Comp. ..... lb. — 65
Nux Vomica, U. S. P. ..... lb. .50— .60
British ..... lb. — .65
Ph. G. ..... lb. .70— .75
Eth. ..... lb. .70— .75
Opium, U. S. P., 1870 ..... lb. .75— 1.00
1890 ..... lb. .90— 1.00
Ph. G. ..... lb. — 1.20
Acetated, U. S. P., 1870 ... lb. 1.00— 1.15
Ammon., Br. ..... lb. .85— 1.50
Camphorated U. S. ..... lb. .40— .50
Crocat, Ph. G. ..... lb. — 2.50
Deodorized, U. S. P., 1870 ..... — 1.10
U. S. P., 1890 ..... lb. — 1.25
Orange, Bitter, U. S. P. ..... lb. — .45
Sweet, U. S. P. ..... lb. — .45
Concentrated ..... lb. — 1.00
Orris ..... lb. — .45
Passiflora ..... lb. — .75
Pectoral, N. F. ..... lb. — .75
Pellitory, U. S. P. ..... lb. — .75
Phosphorus, Alcoholic ..... lb. 1.00— 1.25
Ethereal ..... lb. — 2.00
Thompson's, N. F. ..... lb. 1.00— 1.10
Physostigma (see Calabar Bean).
Phytolacca (see Poke Root).
Pilocarpus (see Jaborandi).
Pimpinella, N. F. ..... lb. — .50
Ph. G. ..... lb. — .75
Pleurisy Root (Asclepias) ..... lb. — .50
Podophyllum (see Mandrake).
Poison Oak (Rhus Tox) ..... lb. — .60
Poke Root ..... lb. — .50
Poppy, N. F. ..... lb. .50— .60
Prickly Ash Bark ..... lb. .40— .50
Pulsatilla ..... lb. .50— .60
Rademacher's ..... lb. — 1.25
Pyrethrum (see Pellitory).
Quassia, U. S. P. ..... lb. — .40
Comp. ..... lb. — .50
Quebracho ..... lb. — 1.25
Quillaia (see Soap Bark).
Quinine ..... lb. — 1.25
Quinine Comp., Dr. Loomis ... lb. — 2.00
Red Saunders ..... lb. — .45
Rhatany, U. S. P. (Krameria) . lb. — .45
Rhubarb, U. S. P. ..... lb. — .50
Aqueous, N. F. ..... lb. — .50
Aromatic, U. S. ..... lb. — .60

See the Era each week for all changes in these prices.

Tincture Rhubarb and Aloes	lb.	.55— .60
and Gentian, N. F.	lb.	.50— .60
and Senna	lb.	.50— .60
Sweet, U. S. P.	lb.	.50— .70
Vinous, N. F.	lb.	.60— .75
Rhus Tox (see Poison oak).		
Saffron, American (Safflower)	lb.	1.30— 1.40
Spanish, U. S. P.	lb.	1.50— 2.50
Sandalwood	lb.	— .60
Sanguinaria (see Bloodroot).		
Savin	lb.	— .50
Senega, Br.	lb.	.90— 1.00
Senna, Br. (Comp.)	lb.	.45— .50
Serpentaria, U. S.	lb.	— .50
Comp. (K.'s Disp.)	lb.	.60— .75
Sigesbeckia Orientalis	lb.	— 5.00
Simulo, Boeddeker's	lb.	— 3.00
Christy's	lb.	— 4.25
Merck's (oz., .35)	lb.	— 5.00
Fraser's	lb.	— 4.00
Skullcap	lb.	— .45
Soap Bark (Quillaya)	lb.	— .50
Soap, Camphorated	lb.	— .45
Green	lb.	— .50
Comp., N. F.	lb.	— .60
Spearmint	lb.	— .50
Squill, U. S. P.	lb.	— .45
Stavesacre	lb.	— .50
Star Grass	lb.	.50— .60
Stone Root	lb.	— .50
Stramonium Leaf	lb.	— .40
Comp.	lb.	— .40
Strophanthus, U. S. P.	lb.	— .75
ozs.	oz.	— .16
Strychnine Comp. (K.'s Disp.)	lb.	— .75
Styrax	lb.	.70— .80
Sudorific (K.'s Disp.)	lb.	— 1.50
Sumbul, U. S. P.	lb.	.65— 1.00
Sundew (Drosera)	lb.	.70— .80
Tar	lb.	— .60
Thuja	lb.	.50— .60
Tolu, U. S.	lb.	.60— .70
Soluble, N. F.	lb.	— .75
Tonca	lb.	.75— .85
Tonga	lb.	— 1.50
Turkey Corn (Corydalis)	lb.	— .60
Turmeric (Curcuma)	lb.	— .45
Comp.	lb.	— .60
Unicorn	o.	.50— .60
Valerian, U. S. P.	lb.	— .45
Ammon, U. S. P.	o.	.60— .65
Ethereal, Ph. G.	lb.	.90— 1.00
Vanilla, U. S. P.	lb.	— 1.75
Vanillin, Comp., N. F.	lb.	— 1.00
Veratrum Viride, U. S. P.	lb.	.70— .75
Norwood's 4-oz.	doz.	—12.00
Vetivert Root	lb.	— .75
Viburnum (Black Haw)	lb.	.45— .50
Comp., N. F.	lb.	— .75
Violets	lb.	— .75
Virginia Snake Root	lb.	— .50
Wahoo	lb.	.45— .50
Warburg's, N. F.	lb.	— 1.50
without Aloes	o.	— 1.50
Fraser's	o.	1.50— 1.75
Capsules, 2-dr., 100s.	ea.	— 4.50
1-dr., 100s	ea.	— 2.75
Modified, same prices.		
Fairchild's, original	lb.	— 3.00
Modified	lb.	— 2.00
Neergard's, 1-lb. bot.	lb.	— 2.00
½-lb. bot.	lb.	— 3.75
¼-lb. bot.	lb.	— 4.00
Reichardt's	lb.	— 3.00
Schieffelin's, lb. (with or without Aloes)	lb.	— 1.00
¼-lb.	lb.	— 1.10
½-lb.	lb.	— 1.25
Capsules, ½-dram, 100s.	ea.	— .50
½-dram, 12s	ea.	— .08
Tincture, Warburg's, Schieffelin's, Capsules, 1-dram, 100s	ea.	— .70
1-dram, 12s	ea.	— .10
2-dram, 100s	ea.	— 1.10
2-dram, 12s	ea.	— .15
Nelson, Baker & Co., ozs.	doz.	— 1.65
¼-lb.	doz.	— 4.50
½-lb.	lb.	— 1.30
1-lbs.	lb.	— 1.20
Modified, ozs.	doz.	— 1.40
¼-lbs.	doz.	— 4.00
½-lbs.	lb.	— 1.10
1-lb.	o.	— 1.00
Wild Yam	lb.	.45— .50
Witch Hazel	lb.	— .40
Wormwood	lb.	— .50
Tincture, Yerba Santa	lb.	— .60
Xanthoxylum	lb.	— .40
Zedoary, Comp., N. F.	lb.	— .75
Tinkal (Native Sod Borate)	o.	— .75
Titan Metal	grm.	— .50
81 per cent. Cast. Titanium	lb.	— 1.50
Titanium Carbide	lb.	— 1.50
Chloride, Tetra (1 and 10.0 tubes)	grm.	— .15
Nitrate	grm.	— .30
Nitride	lb.	— 1 25
Oxide	oz.	— .45
Sulphate	oz.	— 3.75
Tobacco dust	lb.	.08— .12
Tolidol, ozs.	oz.	— .60
Toluene	lb.	— .60
Sulphate	oz.	— .45
Toluol (see Toluene).		
Tolypyrin, 1-oz. cartons	oz.	— 1.25
Tolysal, 1-oz. cartons	oz.	— 2.00
Tonca Beans, Angostura	lb.	.75— .85
Para	lb.	.30— .40
Surinam	lb.	.50— .60
Tormentilla Root	lb.	.15— .20
Powd.	lb.	.25— .30
Pressed	lb.	— .32
Tragacanth Aleppo, Ribbon	lb.	.90— 1.00
Extra	lb.	.80— .90
No. 1	lb.	.75— .85
Powd.	lb.	.80— .85
No. 2	lb.	.65— .75
No. 3	lb.	.45— .50
Turkey No. 1	lb.	.85— .95
Powd.	lb.	.95— 1.05
No. 2	lb.	.75— .80
Powd.	lb.	.50— .65
No. 3	o.	.50— .60
Sorts, Round	lb.	.30— .40
Trailing Arbutus (see Gravel Plant).		
Tranquille Baume, per litre		— 1.00
Traumaticin (see Sol. Gutta Percha).		
Traumatol, ozs.	oz.	— 1.50
Tribromphenol	oz.	— 1.50
Bismuth	oz.	— .80
Trichloromethyl Sulphite	oz.	6.00— 6.25
Trichlorophenol, Cryst (see Phenol Trichloride).		
Tricresol (Trikresol) (oz., .15)	lb.	— .80
Tricresolamine	oz.	— .25
Tricresol Iodine	oz.	— 1.00
Triethylamin	oz.	— 4.00
Hydrochlorate, ⅛-oz. v.	oz.	— 4.00
Triferrin, Powder	oz.	— 1.00
Liquid, 8-oz. bots.	doz.	—12.00
Tablets, 7½-grs.	oz.	— .75
Trillin (Eclec. Powd.)	oz.	— .60
Trimethylamine, 10 per cent. Solution	oz.	— .55
Hydrochlorate, ⅛-oz. v.	oz.	— 3.50
Sulphate, ⅛-oz. v.	oz.	— 6.00
Trinitrin (see Sol. Nitro Glycerine).		
Trinitro-cresol	oz.	— 1.00
Trional, 1-oz. cartons (25 ozs., 1.40)	oz.	— 1.50
Trioxymethylene (Paraform)	oz.	— .30

Triphenin	oz.	— .50
Tablets, 5-gr., 100 in bot.		— .65
Triphenyl-guanidine	oz.	— 3.00
Tropa-Cocaine, Hydrochlorate. 5 gr. v.	ea.	— .40
15-gr. v.	ea.	— .95
Tropaeolin	oz.	.40— .50
Tropine, pure, 15 gr. v.	ea.	— 1.00
Sulphate, 1-gm. v.	ea.	— 1.00
Tropon	doz.	— 6.75
Trumpet Plant, Rhizome	lb.	.35— .40
Trypsin	oz.	— 4.00
Tsa Tsin, ozs.	oz.	— 1.00
	lb.	—12.00
Tubercule Bacilli For Agglutinating Liquid 1-10-grm.	vials..ea.	— 1.15
Tuberculin, Dr. Koch, 1 ccm. vials	ea.	— .25
5 ccm. vials	ea.	— 1.25
Tuberculin, New, Dr. Koch, 1 ccm. vials	ea.	— 2.90
Tuberculin, New, Dr. Koch (Bacilli Emulsion, 1 ccm. vials	ea.	— .35
5 ccm. vials	ea.	— 1.25
Tuberculin, Mulford's for Human Practice, 2 cc. vials		— 1.00
Discount, 25 per cent.		
Tuberculin, P. D. & Co., Antituberele Serum, cases, 10 bulbs, 1 cc.	ea.	— 1.50
10 bulbs, 2 cc.	ea.	— 3.00
10 bulbs, 4 cc.	ea.	— 6.00
Discount, 20 per cent.		
Tuberculin, Roux's Concentrated in vials, 4, 8, 20 or 40 injections, per four injections		— .40
Roux's Solution in vials, 4, 8 or 20 injections, per four injections		— .48
Tuberculin, Veterinary, Mulford's, 2 c. c. vials, 2 injections		— .35
5 c.c. vials, 5 injections		— .75
10 c.c vials, 10 injections		— 1.25
25 c.c. vials, 25 injections		— 2.50
50 c.c. vials, 50 injections		— 4.50
100 c.c. vials, 100 injections		— 8.50
250 c.c. vials, 250 injections		—20.00
Discount, 25 per cent.		
Tuberculocidin, Kleb's, in 5 c. c. vials	ea.	— 8.75
Tulip-tree, Bark	lb.	.18— .20
Tumenol, Paste, ozs.	oz.	— .55
¼-lb. jar	lb.	— 7.00
½-lb. jar	lb.	— 6.50
Oil, ozs.	oz.	— .65
½-lb. bots.	lb.	— 6.50
1-lb. bots.	lb.	— 6.30
Powder, ozs.	oz.	— 1.10
2 ozs.	ea.	— 1.85
Tupelo Root	lb.	.25— .30
Turkey Corn, Root	lb.	.10— .20
Pressed	lb.	— .28
Turmeric, Rhizome	lb.	.08— .10
Ground	lb.	.10— .12
Turpentine, Chian, genuine	oz.	.40— .45
Venice, bbls. 400 lbs.	lb.	.17— .19
Stands, 150 lbs.	lb.	.17— .19
Cans, 45 lbs.	lb.	.18— .20
Less	lb	.20— .25
White (Gum Thus)	lb.	.07— .10
French	lb.	.15— .18
Turpeth Root (Turbith)	lb.	.40— .50
Powdered	lb.	.45— .50
Tussol	oz.	— 1.65
Tutty, Prep'd., Impure Oxide Zinc	lb.	.40— .50
Twin Leaf, Rhizome	lb.	.14— .16
Pressed	lb.	— .18
Tyrosin, 15-gr. v.	ea.	— 2.00

U

Ultramarine Blue	lb.	.10— .15
Umber, Burnt	lb.	.06— .08
Raw	lb.	.06— .08
Unguentine	lb.	— .95
5 lbs.	lb.	— .85
¼-lb.	lb.	— 1.35
Collaps. Tubes	doz.	— 2.00
Unguentum Crede, ½ ozs. only	oz.	— .90
Unicorn Root (Aletris), Ground	lb.	.40— .45
Powdered	lb.	.50— .55
Pressed	lb.	— .50
False (Helonias) pressed	lb.	— .70
Ural	oz.	— 1.00
Uralium (Chloral-urethane)	oz.	— .55
Uramil, Merck	oz.	— 4.00
Uran Intensifier, Bayer, Powder, 1-oz. bots.	ea.	— .60
Tablets, 50 in box	ea.	— 2.75
25 in box	ea.	— 1.40
Cartridges, 10 in box	ea.	— 1.20
5 in box	ea.	— .65
Uranine, 1-oz. vials	oz.	.30— .35
Uranium, Acetate	oz.	— .57
Benzoate	oz.	— .60
Borate	oz.	— .95
Bromide	oz.	— .80
Chloride	oz.	— .42
Ferricyanide	oz.	— 1.05
Iodide	oz.	— .67
Metallic, 15-gr. v.	ea.	— .85
Ore	oz.	— .50
Nitrate	oz.	— .37
Oxalate	oz.	— .65
Oxide, Black	oz.	— .55
Red	oz.	— .85
Yellow (lbs., 4.50)	oz.	— .34
Phosphate	oz.	— .95
Sulphate	oz.	— .47
Ur-a-Sol, ozs.	oz.	— .75
Tablets, 2½ or 5 grs.	oz.	— .75
Urea, Acetate	oz.	— 1.00
Citrate	oz.	— 1.00
Hydrochlorate	oz.	— 1.00
Nitrate	oz.	— .45
Oxalate	oz.	— .50
Pure Cryst. (lb., 3.35)	oz.	— .32
Sulphate	oz.	— .80
Urethane, C. P.	oz.	— .54
Ethylate	oz.	— .50
Uricedin, 5-oz.	doz.	—12.00
½ size	doz.	—10.00
Uriform, S. & Co.'s	doz.	— 9.00
Uropherin S (Lithium-diuretin)	oz.	— 2.50
Urosine, (Eff. Powder, ozs.)	ea.	— .80
Tablets, 7½-grs., 10 in vial	ea.	— .40
25 in v.	ea.	— 1.00
Urotropin, ½ and 1-oz. vials	oz.	.60— .65
Tablets, 7½ grs., 20 in box	box	— .25
5 grs., 30 in box	box	— .25
Urson, 15-gr. v.	ea.	— .60
Ustilago Maidis	lb.	.12— .15
Powdered	lb.	.15— .20
Uva Ursi, Leaves	lb.	.08— .12
Powdered	lb.	.18— .20
Pressed, ozs.	lb.	22— .24

V

Vaccine, Alexander's Crusts	ea.	— 1.25
Ivory Points (10 in pkge.)	pkge.	.60— .75
½-Quill Slips (10 in pkge)	pkge.	.60— .75
Capillary Tubes Glycerinated, Individual, 10 in package	pckg.	— .75

See the Era each week for all changes in these prices.

Vaccine, Alexander's, Sternberg Bulbs.
Glycerinated, 10 in pkg. — .75
Multiple tubes, 10 vaccinations..ea. — .70
20 vaccinations .....ea. — 1.30
50 vaccinations .....ea. — 3.00
Bovine crust, not guaranteed..ea. — 1.50
Ivory Points .....doz. — .90
Quill Slips .....ea. — .20
Full doz. — 1.25

Vaccine, Mulford's,
Glycer., Lymph, pkgs., 10 tubes. — 1.00
packages, 3 tubes ..... — .35
Glass Points, pkgs., 10 points. — 1.00
Dry Glass Points, pkgs., 10 points — 1.00
Dry Ivory Points, pkgs., 10 points — 1.00
Vaccine Shields,
Aseptic (celluloid)....doz. — .75
Linen, boxes, 1 dozen..... — .35
National Glycerinized Lymph Ivory Points, per 100 — 6.00
New York Board of Health, 1 Capillary Tube..ea. — .10
10 Capillary Tubes.....ea. —.07½
Large Vial, 50 vaccinations..ea. — 3.00
Parke, Davis & Co.'s Aseptic,
Cases, 3 vaccinations ..ea. — .28
Cases, 10 vaccinations..ea. — .80
Points Aseptic, boxes of 10.ea. — .80
Slee's Glycerinated, 1 vaccination...ea. —.06½

Vaccine, Stearn's.
Capillary Tubes ..... — 1.00
Imp. Glyc. Points ..... — 1.00
Discount, 40 per cent.

Vaccine, Wyeth's.
Ivory Points (dry), 10 in pkg.pkg. — .60
Ivory Points (dry), single containers, 10 in pkg..pkg. — .60
Ivory Points, Glyc., 10 in pkg.pkg. — .60
Capillary Tubes, Glyc. (Individual), 10 in pkg..pkg. — .60
Sternberg Bulbs, Glyc., 10 in pkg..pkg. — .60
Multiple Tube,
(10 vaccinations) .....tube — .54
(20 vaccinations) .....tube — 1.05
(50 vaccinations) .....tube — 2.40

Vaccine, Veterinary.
Mulford's Anthrax Vaccine,
Per tube of 10 complete doses for cattle, horses and mules, or 20 complete doses for sheep and goats..... — 2.00
(One complete dose consists of two injections of Vaccine, marked Nos. 1 and 2.)
Mulford's Anti-Pneumococcic Serum, in vials of 20 c.c. — 2.75
Mulford's Anti-Streptococcic Serum, 10 c.c. (immunizing dose). — 1.50
20 c.c. (curative dose) ..... — 3.00
Mulford's Black-Leg Vaccine (Powd.), Special Strength, No. 1 (10 to 20 animals) — 1.25
Special Strength, No. 2 (20 to 40 animals) — 2.25
Special Strength, No. 3 (50 to 100 animals) — 5.00
Special Strength, No. 4 (100 to 200 animals) — 9.50
Black-Leg Vaccinating Outfit. — 5.00
(Consisting of special veterinary hypodermic syringe, extra reinforced needles, tube for inserting vaccine, glass mortar, pestle and funnel, graduated measure, straining cloths; packed in neat polished hard-wood case.)

Vaccine, Mulford's Black-Leg Vaccine, Cord or String, Ready for instant use, each dose separate.
No. 1, 10 animals ..... — 1.25
No. 2, 20 animals ..... — 2.25
No. 3, 50 animals ..... — 5.00
Black-Leg Outfit for using Cord, with extra needle — .50
Extra Needle ..... — .20

Vaccine, Veterinary, Mulford's Mallein,
Vials, 1 c.c., 1 injection..... — .35
Vials, 2 c.c., 2 injections.... — .65
Vials, 5 c.c., 5 injections.... — 1.50
Vials, 10 c.c., 10 injections... — 2.50
Mulford's Immunized Serum for Influenza and Distemper, vials 20 c.c. — 1.00

Mulford's Tetanus Antitoxin, animals, 20 c.c. (curative dose) — 1.50
Immunizing dose, 5 c.c..... — .50
N. B.—In ordering Tetanus Antitoxin, always specify "Veterinary" or "Human, as may be needed.

Vaccine, Black Leg, P. D. & Co.'s, per packet, 10 doses..ea. — 1.20
Double cases, 10 double vaccinations..ea. — 1.60

Valerian Root, Belgian.....lb. .15— .20
English .....lb. 30— .40
Powdered .....lb. .40— .50
Pressed, ozs. .....lb. — .40
German .....lb. .15— .20
Powdered .....lb. .20— .25
Pressed, ozs. .....lb. — .30

Valerian Root, Vermont .....lb. .20— .25
Powdered .....lb. .25— .30
Pressed, ozs. .....lb. — .30
Valeryl Chloride, ozs. .....oz. — 2.00

Validol, 25-grm. .....ea. — 1.20
10-gramme v. .....ea. — .50
Camphorate, 10-gramme v....ea. — .90
25-gramme v. .....ea. — 1.20
Valyl, 25 caps. in bot. .....ea. .45— .50
50 caps. in bot. .....ea. .90— 1.00

Vanadium, Chloride, ⅛-oz. v.....oz. — 2.75
Metallic, 15-gr. v. .....ea. — 3.00
Pentoxide, 15-gr. v. .....ea. — 4.00
Sulphate, 15-gr. v. .....ea. — .75
Sulphide, 15-gr. v. .....ea. — .75
Van Dyke Brown, American, Dry.lb. .06— .08

Vanilla Beans, Mexican, Large...lb.10.50—12.00
Medium .....lb.10.00—11.50
Small .....lb. 9.00—10.50
Cut .....lb. 8.00— 9.50
Bourbon, 6, 7 and 8 in.....lb. 6.00—10.50
Cut .....lb. 5.00— 6.00
Tahiti .....lb. 1.75— 2.00

Vanillin .....oz. .75— 1.00
Vanilla Crystals, Kidder's .....oz. — 1.00
Vanillon, Powd., Shoemaker's, 1-lb. packages..lb. 4.00— 4.50
Vanillons .....lb. 1.75— 2.00
Vapocaine, 2-dram vials .....doz. — 3.50
Varnish, Asphaltum .....gal. .50— .60
Coach .....gal. 1.25— 1.50
Furniture .....gal. 1.75— 2.00
Japan Dryer, Extra .....gal. 1.25— 1.35
No. 1 .....gal. .60— .70
Shellac .....gal. 2.00— 2.25
White Copal .....gal. 1.10— 1.35
Damar .....gal. 1.50— 1.75

Vasicine, 15-gr. vial .....ea. —10.00
Vasogen Capsules—
Creosote-Vasogen, 4 min..box — .35
7½ min. .....box — .50
Iodine Vasogen .....box — .60
Mercury Vasogen, Soft Capsules, 8 grs..box — .60

Vasogen Compounds, Liquid—		
Beta-Naphthol, 10 p. c., ozs.	oz.	— .35
¼-lb. bottles	lb	— 4.20
Camphor-Chloroform, ozs.	oz.	— .35
Creosote, 20 p. c. ozs.	oz.	— .35
Guaiacol, 20 p. c., ozs.	oz.	— .35
Vasogen Compounds, Liquid,		
Ichthyol, 10 p. c.	oz.	— .35
Iodine, 3 p. c. ozs.	oz.	— .35
6 p. c. ozs.	oz.	— .35
10 p. c., ozs.	oz.	— .35
Iodoform, 3 p. c., ozs.	oz.	— .35
Menthol, 2 p. c., ozs.	oz.	— .35
Methyl Salicylate, 20 p. c., ozs.	oz.	— .35
Oil Wintergreen, 20 p. c.,	oz.	— .35
Quinine, 3 p. c., ozs.	oz.	— .35
Salicylic Acid, 10 p. c., ozs.	oz.	— .35
Sulphur, 3 p. c., ozs.	oz.	— .35
Tar, 25 p. c., ozs.	oz.	— .35
Thiol, 10 p. c., ozs.	oz.	— .35
Vasogen Ointment, base, tin, ½-kilo.	ea.	— 1.50
Mercury (1-3), tin	lb.	— 1.50
(½)	lb.	— 1.50
¼-lbs.	lb.	— 1.80
ozs.	oz.	— .20
Venetian Red, American	lb.	.00¾— 01½
English	lb.	.01½— .03
Dry	lb.	.02— .03
Veratrine, ⅛-oz. v.	oz.	— 2.40
Veratrine, ⅛-oz. v.	oz.	2.50— 2.75
Acetate, ⅛-oz. v.	oz.	— 2.65
Hydrochlorate, ⅛ oz. v.	oz.	— 2.65
Nitrate, ⅛-oz. v.	oz.	— 2.65
Sulphate, ⅛-oz. v.	oz.	— 2.65
Valerianate, ⅛-oz. v.	oz.	— 2.65
Veratrole, Merck's, 15-gr. v.	ea.	— 1.25
Veratrum Viride, Root	lb.	.15— .20
Powdered	lb.	.25— .30
Verbenin	oz.	— 1.00
Verdigris, Distilled	lb.	.50— .60
C. P.	lb.	.80— .90
Dry	lb.	.30— .35
Powdered, pure	lb.	.35— .40
Vermilion, American	lb.	.14— .18
Deep, English style	lb.	.80— .90
Light, English style	lb.	.80— .90
Veronal (Diethylmalyonylurea)	oz.	— 1.60
Tablets, 5 grs. each, tube 15	ea.	— .40
bot. 100	ea.	— 2.25
Vervain Herb, ozs., Pressed	lb.	— .24
Root, Pressed	lb.	— .34
Vesuvin (Brown, Aniline)	oz.	.12— .15
Vetivert Root	lb.	.35— .40
Powdered	lb.	.40— .50
Viburnin (Eclectic Powder)	oz.	— .90
Vierin, 15-gr. v.	ea.	— 3.00
Vienna Lime	lb.	.10— .12
Powdered	lb.	.12— .15
Vinegar, Arom., N. F.	lb.	.35— 1.00
Cantharides, Br.	lb.	.50— 1.00
Colchicum, Ph. G.	lb.	.50— .75
Digitalis	lb.	.40— .75
Distilled, Ph. G.	lb.	— .35
Garlic	lb.	— .75
Lobelia, N. F.	lb.	— .75
Opium, U. S. P., 1880	lb.	— 1.00
Raspberry	lb.	— .75
Sanguinaria, N. F.	lb.	.40— .65
Squill, U. S. P.	lb.	.35— .40
Vioform	oz.	— 1.40
Violet Flowers	lb.	.60— .70
Pressed, ozs.	lb	— .80
Virginia Snakeroot	lb.	.65— .75
Viscum quercin	lb.	— .15
Powd.	lb	— .25
Vitellin, from Eggs, 15-gr. v.	ea.	— .75
Vitogen,		
2 ozs.	doz.	— 5.00
4 ozs.	doz.	—10.00
Volesan, 50 capsules in box	doz.	— 9.00

W

Wafer Ash, Bark of Root, Pressed ozs.	lb.	.25— .30
Powdered	lb.	.30— .35
Wahoo, Bark of Root	lb.	— .38
Powdered	lb.	.30— .35
Bark of Tree	lb.	— .26
Waldmeister	lb.	.75— .85
Wall Pellitory, Herb, Pressed, ozs.	lb.	— .60
Walnut, Bark	lb.	— .18
Leaves	lb.	— .30
Peelings	lb.	.25— .28
Warburg's Extract, Mass, ozs.	oz.	.75— 1.00
Powd., ozs.	oz.	.75— 1.00
Tincture (see Tincture).		
Water Avens, Root	lb.	— .30
Water Eryngo, Rhizome	lb.	.40— .50
Water Fennel Seed	lb.	.20— .25
Powdered	lb.	.25— .35
Water Hemlock	lb.	— .40
Water Germander, Herb	lb.	— .30
Water Pepper, Herb, Pressed, ozs.	lb.	— .24
Watercup Plant, Pressed, ozs.	lb.	— .35
Watermelon Seed	lb.	.18— .20
Waters, Medicinal—		
Anise, U. S. P.	lb.	.25— .30
Asafetida, German	lb.	— .50
Bitter Almond, U. S. P.	lb.	.28— .30
Camphor, U. S. P.	lb.	.25— .30
Caraway, Br.	lb.	.25— .30
Chamomile, Br.	lb.	— .25
Conct.	lb.	— 1.00
Cherry Laurel, cans, 6⅝ gals.	ea.	5.50— 6.00
	lb.	.25— .30
Chicory	lb.	— .30
Chlorine, U. S. P.	lb.	.10— .15
Chloroform, U. S. P.	lb.	— .60
Cinnamon, U. S. P.	lb.	.25— .30
Spirituous, Ph. G.	lb.	— .30
Cologne	lb.	.75— .85
Creosote, U. S. P.	lb.	.25— .30
Dill, Br.	lb.	.25— .30
Distilled	gal.	.12— .15
Elder Flower	lb.	— .60
Concentrated	lb.	— 1.00
Fennel, U. S. P.	lb.	.25— .30
Heliotrope	lb.	— 1.00
Hydrogen Dioxide, U. S. P.	lb.	.25— .50
Hyoscyamus	lb.	— .30
Javelle	gal.	.50— .60
Lavender	lb.	— .60
Lead	lb.	— .10
Lettuce	lb.	— .25
Concentrated	lb.	— 1.00
Lime	gal.	— .50
Lovage	lb.	— .30
Lycetol, Bayer, Gout., qts.	doz.	— 5.50
Melissa	lb.	— .40
Concentrated	lb.	— .90
Mineral (see page 85).		
Nux Vomica, Rademacher's	lb.	— .25
Opium, Ph. G.	lb.	— .50
Orange Flower, Quadruple, Cans (5½ gals.)	ea.	9.50—10.00
Cans (3¼ gals.)	ea.	5.50— 6.00
Bottles, large	doz.	2.50— 2.75
Medium	doz.	2.00— 2.50
Small	doz.	1.40— 1.50
Waters, Medicinal, Orange Flower Triple, Cans (6⅝ gals.)	ea.	7.00— 7.50
(5½ gals.)	ea.	6.00— 6.50
(3¼ gals.)	ea.	4.50— 5.00
	gal.	1.50— 1.75
Parsley	lb.	— .60
Peppermint, U. S. P.	lb.	— .25
Concentrated	lb.	— 1.00
Pimpinella	lb.	— .35
Quassia, Rademacher's	lb.	— .30
Rose, Stronger, U. S. P.	lb.	.25— .30

Water, Rose, Quadruple, Cans (3¼ gals.)	ea.	7.50— 8.00
Bottles, Large	doz.	3.25— 3.50
Medium	doz.	2.50— 2.75
Small	doz.	1.60— 1.75
Rose Triple, Cans (6⅝ gals.)	ea.	6.00— 8.50
(5½ gals.)	ea.	7.75— 8.25
(3¼ gals.)	ea.	5.25— 5.75
	gal.	1.75— 2.00
Rosemary Flower	lb.	— .60
Sage	lb.	— .30
Concentrated	lb.	— 1.00
Sassafras	lb.	— .30
Spearmint, U. S. P.	lb.	— .30
Tar	lb.	— .25
Tilia	lb.	— .25
Concentrated	lb.	— .80
Valerian	lb.	— .30
Concentrated	lb.	— 1.00
Wintergreen	lb.	— .25
Witch Hazel (Hamamelis), N.F.	gal.	.60— .75
Wax, Bay	lb.	.30— .35
Bees, Yellow	lb.	.33— .38
Select	lb.	.40— .45
Carnauba, No. 1	lb.	.60— .65
No. 2	lb.	.32— .35
No. 3	lb.	.30— .33
Composition for Fruit Cans	lb.	.08— .10
Japan	lb.	.17— .20
Mineral Ceresin, Yellow	lb.	.20— .25
White	lb.	.25— .30
Paraffin	lb.	.10— .12
White, Leonhardt's, T. L.	lb.	.50— .55
(Diamond L)	lb.	.45— .50
Star	lb.	.52— .55
Sun-bleached	lb.	.30— .35
Whisky, Bourbon, fine old, bbls.	gal.	4.50— 5.00
Fine, bbls.	gal.	2.75— 3.75
Fair, bbls.	gal.	2.00— 2.50
Rye, fine, bbls.	gal.	2.75— 3.25
White Ash Bark	lb.	— .20
Powdered	lb.	.20— .25
White Bryony, Root	lb.	— .30
White Clover Blossoms, Prsd., ozs.	lb.	— .35
White Cohosh Root	lb.	— .35
White Hellebore Root	lb.	.08— .12
Powdered	lb.	.12— .15
White Indian Hemp Root	lb.	— .30
White Lily Flowers	lb.	— 1.25
White Oak Bark	lb.	— .12
Powdered	lb.	— .16
White Pine Bark	lb.	.15— .20
Ground	lb.	.20— .25
White Pond Lily Root, Pressed	lb.	.28— .40
White Precipitate (see Mercury Ammoniated).		
White Poplar Bark	lb.	.10— .15
Powdered	lb.	.16— .20
White Snake Root, Pressed	lb.	— .45
White Vervain Root	lb.	— .34
White Willow Bark (Salix Alba, see Willow, White).		
Whiting (bbl., 1c lb.)	less lb.	.01½—.02½
Gilders'	lb.	.03— .05
per bbl.	lb.	— .02
Wickup, Herb, Pressed	oz.	— .35
Wild Bergamot (Horsemint), Leaves, Pressed ozs.		— .30
Wild Carrot, Herb Pressed, ozs.	lb.	— .35
Wild Celandine, Herb, Prsd., ozs.	lb.	— .35
Wild Cherry Bark	lb.	.08— .10
Ground	lb.	.10— .12
Powdered	lb.	.12— .15
Wild Indigo Root	lb.	.18— .20
Ground	lb.	.25— .30
Pressed, ozs.	lb.	— .30
Wild Lettuce Leaves	lb.	— .30
Wild Marjoram, Herb	lb.	.18— .25
Pressed, ozs.	lb.	— .36
Wild Turnip Root	lb.	.20— .25
Powdered	lb.	.25— .30
Wild Yam, Root, Pressed	lb.	— .24
Willow Bark, Black	lb.	— .18
White	lb.	— .25
Wine, Aloes, N. F.	lb.	.50— .60
American Ash	lb.	— .50
Antimony, U. S. P.	lb.	.60— .65
Aromatic	lb.	.60— .65
Beef, N. F.	lb.	— .65
and Iron, N. F.	gal.	— 1.75
Beef, Iron and Cinchona, N. F.	lb.	— .65
Blackberry	gal.	2.75— 3.00
Calisaya	lb.	— .67
and Iron	lb.	— .70
and Strychnine	lb.	— .84
Coca, N. F.	gal.	— 3.00
and Beef	lb.	— .67
Cod Liver Oil, Merck's, 1 pt.	ea.	— .65
5 pts.	ea.	— 3.00
Colchicum Root, U. S. P.	lb.	— .75
English	lb	1.50— 1.75
Seed, U. S. P.	lb.	— .75
English	lb.	1.50— 1.75
Comfrey, Comp.	lb.	— .85
Condurango	lb.	— .60
Ergot, U. S. P.	lb.	— .75
Glycerine "Tonic"	pt.	— .50
Ipecac, U. S. P.	lb.	— .90
Iron, Bitter, U. S. P.	lb.	— .40
Sweet	lb.	— .60
Citrate, U. S. P.	lb.	— .60
Kola	lb.	— .65
Ladies' Slipper (Rt.)	lb.	— .90
Madeira, Cadiz	gal.	3.50— 3.75
Malaga	gal.	2.25— 2.50
Opium, U. S. P.	lb.	— 1.50
Rousseau, Ph. Fr.	lb.	— 4.50
Sydenham	lb.	— 1.50
Orange, N. F.	lb.	— .50
Comp., N. F.	lb.	— .70
Pancreatine	lb.	— 1.25
Pepsin, N. F.	lb.	— .75
Port, California	gal.	— 2.25
Imported, Burgundy	gal.	2.00— 3.00
Cockburn's	gal.	6.00— 6.50
Osborn's	gal.	4.00— 4.50
Quinine, B. P.	lb.	— 1.00
Red, U. S. P.	gal.	1.00— 2.00
Rhubarb, N. F.	lb.	— .90
Sherry, California	gal.	— 1.25
Imported	gal.	2.00— 4.50
Squill	lb.	— .75
Tar, N. F.	lb.	— .70
Tokay, Azu., pts.	doz.	—20.00
Stein, pts.	doz.	—10.00
Reich's, pts.	doz.	—30.00
White, U. S. P.	gal.	— 2.00
Stronger	gal.	— 2.50
White Ash, N. F.	lb.	— .70
Wild Cherry, N. F.	lb.	— .75
Ferrated, N. F.	lb.	— .85
Wintergreen, Leaves, Pressed, ozs.	lb.	— .24
Winter's Bark	lb.	— .75
Witch Hazel, Extract	gal.	.60— .75
Dble. Dist., bbls.	gal.	.62½— .65
½ bbls.	gal.	.65—.67½
10 gal.	gal.	.70—.72½
5 gal.	gal.	.72½— .75
Bark	lb.	— .22
Leaves, Pressed, ozs.	lb.	— .24
Witherite	lb.	.10— .15
Powdered	lb.	.10— .15
Wolfram, Metal (Tungsten) tech.	lb.	1.10— 1.20
Metallic, 1-gm. v.	gm.	.20— .25
Mineral	lb.	— .75
Wood, (see Dye Woods).		
Wood Betony, Leaves, Pressed, ozs.	lb.	— .40
Wool fat (see Adeps Lanae and Lanolin).		
Wood Sanicle, Herb, ozs.	lb.	— .50
Woodwool	lb.	.75— .80

Woorari, (see Curare).			
Wormseed (Chenopodium)	lb.	.18—	.20
Powdered	lb.	.20—	.25
Levant (Santonica)	lb.	.18—	.20
Powd.	lb.	.20—	.25
Sugared	lb.	—	.40
Wormwood, Leaves, Bulk	lb.	.20—	.25
Powd.	lb.	.20—	.25
Pressed, ozs.	lb.	—	.30

X

Xanol	oz.	1.00—	1.10
Xanthine, 1½-grain v.	ea	1.25—	1.50
Xanthium Spinosum, Herb	lb	.45—	.50
Xanthoxylin (Eclec. Powd.)	oz.	—	.90
Xanthoxylum (see Prickly Ash).			
Xeroform	oz		.45
Boxes, Perf. Top, 5-grams	doz.	—	1.40
Gauze, 10 per cent.	yd.	—	.34
Xylene (Xylol)	lb.	—	.60
Xylidine (lb., 1.00)	oz.	.10—	.15
Xylol (see Xylene).			

Y

Yarrow, Flowers, Pressed, ozs.	lb.	—	.35
Herb, Pressed, ozs.	lb.	—	.28
Yellow Dock Root	lb.	.12—	.16
Powd.	lb.	.20—	.25
Pressed, ozs.	lb.	—	.26
Yellow Jessamine, Rt.	lb.	.18—	.20
Pressed	lb.	—	.22
Yellow Parilla Root	lb.	.18—	.20
Powd.	lb.	.25—	.30
Pressed, ozs.	lb.	—	.30
Yellow Pond-lily Root	lb.	.20—	.25
Powdered	lb.	—	.25
Pressed	lb.	—	.30
Yerba Buena, Leaves	lb.	—	.50
Rheuma, Herb	lb.	—	.40
Santa, Leaves, Pressed	lb	.25	.30
Powd.	lb.	.25—	.35
Yohimbin, Hydrochlor., 7½-gr. v.	ea.	—	5.00
Tablets, 1-12 grain, 10 in tube per tube		—	1.00
10 tubes or more	ea.	—	.90
Yttrium, Metal, 15-gr. v.	ea.	—	7.50
Acetate, 15-gr. v.	ea.	—	1.00
Carbonate, 15-gr. v.	ea.	—	1.00
Chloride, 15-gr. v.	ea.	—	1.00
Nitrate, 1-oz. v.	oz.	—	3.75
Oxide, ⅛-oz.	ea.	—	1.25
Yucatol	oz.	—	.50

Z

Zaffre, Crude	lb.	.45—	.50
Black	lb.	3.00—	3.50
Zanol, Merrill's	oz.	1.00—	1.25
Zedoary Root	lb.	.15—	.20
Crushed	lb.	.18—	.22
Powd.	lb.	.20—	.25
Pressed, ozs.	lb.	—	.30
Zibethum (Civette)	oz.	3.50—	4.50
¼th-ozs	ea.	—	.75
Zinc, Acetate, 1lb. bots.	lb.	.24—	.26
C. P.	lb.	.30—	.32
Albuminate	oz.	—	.50
Arsenate	oz.	—	.24
Arsenite	lb.	—	.24
Benzoate	oz.	—	.24
Borate	oz.	—	.24
Bromide	oz.	.10—	.17
Carbolate	oz.	—	.24
Carbonate, or Flowers	lb.	.23—	.25
Chlorate	oz	—	.50
Chloride, Fused (lb., .30)	oz.	—	.13
Gran. (lb., .22)	oz.	—	.09
Solution, Commercial	lb.	.11—	.12
Medicinal, 1-lb. bots.	lb.	.18—	.20
Zinc, Chloroiodide	oz.	.50—	.60
Chromate	oz.	—	.15
Citrate	oz.	—	.40
Cyanide	oz.	—	.21
and Mercuric Cyanide	oz.	—	.54
Ethylsulphate	oz.	—	.75
Ferrocyanide	oz.	—	.24
Formate	oz.	—	.70
Gynocardate	oz.	—	1.50
Hypophosphite	oz.	—	.29
Iodide	oz.	.33—	.40
Lactate	oz.	—	.21
Lactophosphate	oz.	—	.60
Metal Plates	lb.	—	.15
Sheet	lb.	—	.20
Powd. (Dust)	lb.	.18—	.20
Granulated	lb.	—	.20
Sheet, C. P.	lb.	—	.50
As., Fe. & Co., free, sticks	lb.	—	.40
As., Fe. & Co., gran.	lb.	—	.40
20, 30, 40, 60 and 80 m.	lb.	—	.50
Shot, C. P.	lb.	—	.40
Mossy, C. P.	lb.	—	.40
Pure	lb.	—	.20
Powd., C. P.	lb.	—	.75
Sticks and Gran., C. P.	lb.	—	.75
Nitrate, Pure (1-lb. bots., 1.00)	oz.	.16—	.20
Fused	oz.	—	.20
Oleate	oz.	—	.25
Oleate Stearate, and Combinations (see Emoleo).			
Oxalate	oz.	—	.24
Oxide, American	lb.	.10—	.12
Eng., Hubbuck's (boxes 14 lbs., lb., .35)	lb.	.40—	.45
German, prepared, dry	lb.	.10—	.12
Moist	lb.	.28—	.30
Permanganate	oz.	—	.52
Phosphate	lb.	—	.80
	oz.	.10—	.12
Phosphide (lb., 1 75)	oz.	—	.23
Phosphite	oz.	—	.40
Picronitrate	oz.	—	.30
Salicylate	oz.	—	.19
Silicofluoride	oz.	.35—	.40
Sozoiodole	oz.	—	1.10
Stearate Comp.	oz.	—	.30
Merck's	oz.	—	.44
Subgallate	oz.	—	.24
Sulphate, Cryst., bulk	lb.	.04—	.06
1-lb. cans	lb.	—	.11
1-lb. carton	lb.	—	.10
C. P., 1-lb. cans	lb.	—	.15
1-lb. cartons	lb.	—	.14
5-lb. boxes	lb.	—	.13
Dried, 1-lb. cartons	lb.	—	.25
Gran., 1-lb. cans	lb.	—	.15
1-lb. cartons	lb.	—	.14
5-lb. boxes	lb.	—	.13
Dried, Powd.	lb.	—	.13
Sulphide, Pure, 1-oz. v.	oz.	.15—	.19
Com'l (oz., .12)	lb.	—	.50
Sulphite, 1-oz. v.	oz.	—	.19
Sulphocarbolate (lb., .50)	oz.	.07—	.09
Sulphocyanate	oz.	—	.25
Sulphydrate	oz.	—	.65
Tannate	oz.	—	.24
Tartrate	oz.	—	.29
Valerianate, Light, Cryst.	oz.	—	.20
Powdered	oz.	—	.20
White, Amer. (dry)	lb.	.08—	.10
French	lb.	.14—	.16
Zincformasal	oz.	—	.50
Zinnstein	lb.	1.00—	1.10
Zirconium, Metallic, ¼-grm. v.	ea.	—	.20
Chloride	oz.	—	.75
Mineral	lb.	.25—	.30
Nitrate, 15-gr. v.	oz.	.80—	.85
Oxide	oz.	.65—	.75
Sulphate	oz.	.65—	.75

See the Era each week for all changes in these prices.

MINERAL WATERS.

	No. in Package	Price by Package	Price by Dozen
Aesculapin, Bitter.....pts. bots.	50	$8.50	$2.25
Allouez Magnesia .....½ gals.	12	4.75	5.00
qts.	50	6.50	1.75
pts.	100	9.50	1.35
Apenta Aperient .....bots. R.	50	10.00	2.25
Apo-Ha-Qui	12	4.00	4.00
Apollinaris .....pts. bots. R.	100	12.00	1.65
qts. bots. R.	50	8.50	2.25
split bots. R.	100	6.50	1.20
Aquatone Lithia .....½-gals.	24	6.00	3.00
qts.	50	10.00	2.40
pts.	50	8.00	1.90
Arethusa .....qts.	50	8.50	2.25
pts.	100	11.00	1.50
qts.	24	5.00	..
pts.	24	4.00	..
Arondack Saratoga.....qts.	48	7.00	2.00
qts.	24	3.75	..
pts.	100	10.00	1.40
pts.	48	5.50	..
Assmannhauser Lithion.....bots.	50	11.00	3.25
Ballard Vale, Efferv.....pts.	100	11.00	1.50
Efferv. qts.	50	6.75	2.00
Still, ½ gal.	12	4.25	4.50
Ballston Spa .....pts.	48	7.00	2.00
Bareges	..	..	7.00
Bear Lithia .....½ gal. bots.	12	3.75	4.00
qts. bots.	50	6.50	1.75
pts.	50	5.00	..
pts. bot.	100	9.50	1.35
½ pts. bots.	100	7.50	1.00
5-gal. demijohn, ea. ..		2.40	
Bedford .....½ gals.	12	3.75	4.00
Bethesda .....pts. bots.	100	10.00	1.32
qts. bots.	50	7.00	1.88
½ gal. bots.	12	4.50	4.75
Bilin Sauerbrunnen.....pts. bots.	50	8.50	2.25
Birmenstorfer .....qts. bots.	50	9.50	2.75
Birresburner Brunnen...qts. bots.	50	6.50	2.00
Black Barren.....½ gals.	12	4.25	..
Blue Lick.....pts. bots.	48	6.00	1.75
Bonifacious Salzschlirt....qt. bots.	50	11.00	3.00
Bonnes	..	..	4.50
Boro-Lithia ....pts.	100	9.00	1.25
qts.	50	6.50	1.75
½ gal.	12	4.50	4.65
Splits 100		7.75	1.00
Bourboule .....qts. bots.	50	14.00	3.75
Bowden Lithia.....½ gal. bots.	12	4.50	..
qts. bots.	50	7.00	1.88
pts. bots.	50	5.00	1.40
5 gall dem.....each ..		3.00	..
12 gall carboys.....each ..		5.75	..
Bowles' Natural	24	3.50	2.00
Bromine and Arsenic..½ gal. bot.	12	5.25	..
Bromo Lithia, 1-gal. jugs..... —		...	24.00
Buffalo Lithia .....½ gal. bot.	12	4.75	5.00
Bussang	50	14.00	3.75
Capon Spring .....½ gal. bots.	12	4.75	5.00
Carabana .....bots.	100	23.00	3.00
Carabana .....bots.	50	12.00	..
Carlsbad Colorado .....½ gal.	12	4.50	..
Saratoga ..... qts.	24	4.50	2.50
pts.	48	6.00	1.60
Carlsbad Muhlbrun .....bots.	30	9.00	3.75
Schlossbrunn .....qts.	30	9.00	3.75
Sprudel .....qts.	30	9.00	3.75
Carrizo .....qts.	50	10.00	2.75

	No. in Package	Price by Package	Price by Dozen
Castallan .....bots. ..		..	8.00
Clysmic .....qts. bots.	50	7.50	2.00
pts. bots.	100	10.50	1.50
Colonial .....½ gals.	12	4.50	4.75
Columbian .....½ pts. bots.	48	4.75	1.25
pts. bots.	48	6.25	1.75
Congress .....pts. bots.	48	6.00	1.60
qts. bots.	24	4.50	2.50
Contrexeville, all sp'gs...qts. bots.	50	12.00	3.25
Crab Orchard.....small bots. ..		..	3.00
large bots...		..	4.00
Crockett .....½ gals.	12	4.25	4.50
Crystal Spring, Pine Hill....qts.	50	7.50	2.00
qts.	25	3.95	2.00
pts.	100	10.50	1.50
pts.	50	5.40	1.50
pts.	25	2.80	1.50
Deep Rock, Natural .....½-gals.	12	2.50	2.75
Aerated .....qts.	24	3.00	1.65
qts.	50	5.50	1.65
pts.	48	4.00	1.65
pts.	100	7.50	1.15
Eger Franzensbrunnen, qts. bots.	50	11.50	3.00
Elizabeth ..... qts.	50	7.00	2.00
pts.	100	9.50	1.35
Elk Lithia.....½ gals.	12	4.00	..
Empire .....pts. bots.	48	6.50	1.75
qts. bots.	24	4.75	2.50
Ems, Kesselbrunnen ....qts. jugs	50	11.00	3.00
Rock Spring Victoria.qts. bots.	50	10.50	2.75
Kraenchen .....qts. jugs.	50	11.00	3.00
Equinox ..... qts.	50	8.00	2.25
Evian	50	11.00	3.00
Excelsior Saratoga .....pts.	48	6.50	1.75
Fachingen .....qts. jugs.	50	8.50	2.25
Farmville Lithia....bots., ½ gal.	12	4.00	4.25
Ferdinand's Brunnen.....bots.	50	16.00	4.00
Fitch's Concentrated..... ..		..	4.25
Fonticello Lithia.....½ gal.	12	4.50	..
Franklin Lithia.....pts.	72	6.50	1.40
qts.	50	6.00	1.75
½ gals.	12	3.10	..
1 gal.	6	..	6.00
5 gal. carboys, ea. ..		..	2.75
Franz Joseph Aperient .....bots.	50	11.50	3.00
French Lick, Natural.....R. ..		..	1.75
Friedrichshall .....pts. bots.	50	10.00	2.85
Garrod Spa..... ..	25	1.50	..
Geneva Lithia .....pts.	100	11.25	1.50
qts.	50	8.50	2.25
½ gal. bots.	12	4.25	4.50
5 gal. jugs or demi., ea	1	3.50	..
Gettysburg .....qts.	24	6.50	3.50
Geyser, Saratoga.....pts. bots.	48	6.00	1.75
qts. bots.	24	4.75	2.50
Geyza (Bitter) .....qts.	**50**	**6.00**	..
Giesshuebl Sauerbrunnen.pts. bots.	100	11.50	1.65
qts. bots.	50	8.00	2.50
Go-lin-do .....qts.	50	6.50	1.75
Great Bear, Still.2-3 gal.g. s. bots.	**6**	**1.50**	..
Case, 80c.; bots., 20c ea.			
Lithia Aerated .....pts.	**50**	**4.25**	**1.25**
Sparkling ....pts.	**50**	**4.25**	**1.25**
qts.	50	6.25	1.68
Guberquelle 100		25.00	3.50
Hathorn .....pts. bots.	48	6.00	1.65
qts. bots.	24	4.25	2.50
Healing Springs, Va.....½ gal.	12	4.75	..

See the Era each week for all changes in these prices.

	No. in Package	Price by Package	Price by Dozen
Highland .....½ gal.	12	3.75	..
High Rock, Saratoga....pts. bots.	48	6.50	1.75
qts. bots.	24	5.00	2.75
Homburger, Elizabeth..qts. bots.	50	13.00	3.75
Stahl .....qts. bots.	50	13.50	3.75
Hudor Lithia.....pts. bots.	100	9.00	1.25
qts. bots.	50	6.50	1.75
½ gals. bots.	12	4.50	4.75
Conc., doz.	..	..	4.00
Hungarian-Kossuth .....qts.	50	7.00	2.00
Hunyadi Janos .....bots. R.	50	11.00	2.75
Lajos	50	8.00	2.20
Matyas, Seal brand.....bots.	50	7.50	2.00
Hygeia, still.....pts.	100	8.50	1.20
qts.	50	5.50	1.50
½-gal. bots.	12	4.25	4.50
5 gal. demi.	..	..	2.25
(demijohns returnable, $1.50 each).			
Hygeia Lithia, Sparkling....pts.	100	10.00	1.50
qts.	50	7.00	2.00
Imperial .....pints.	100	10.50	1.50
qts.	50	7.00	2.00
Irondale .....bots. ½ gals.	12	4.00	..
Isham, California....bots. ½ gals.	6	6.50	..
	12	12.00	..
Jackson Lithia.....pts. bots.	100	9.50	1.25
qts. bots.	50	7.50	2.00
½ gal. bots.	12	3.75	..
Johannis Lithia.....pts. bots.	100	10.50	1.50
qts. bots.	50	6.50	1.75
Jullushaller, Harzer, Sauerbrunnen:			
pts.	100	9.50	1.40
qts.	50	7.50	2.25
Kaiserwater, Achner, Kaiserbrunnen:			
pts.	100	10.00	1.40
qts.	50	7.00	2.00
Kalium Spring .....½ gals.	12	4.00	4.25
Kaludor, Effervescent.....pts.	100	10.00	1.50
	12	1.30	..
	24	2.50	..
	50	5.00	..
qts.	50	7.00	2.00
	12	1.80	..
	24	3.50	..
Non-effervescent .....qts.	50	5.50	1.75
qts.	12	..	1.60
qts.	24	..	2.90
5-gal. dem.	..	..	3.00
Kirkland Mineral Sparkling...qts.	50	5.00	1.60
pts.	72	7.50	1.40
Glacier Pure Spring, sp'k'g.qts.	50	6.00	1.60
pts.	72	7.50	1.40
Still .....½ gal.	12	3.50	4.00
qts.	50	6.00	1.60
pts.	72	7.50	1.40
3 gal. dem.	..	..	2.50
5 gal. dem.	..	..	3.60
15 gal. carboy	..	..	7.00
Kissingen, Artif.....½ pt. bots.	24	2.00	1.25
bots., pts.	24	3.50	2.00
Bitter .....pts. jugs.	50	8.00	2.25
Oofner Rakoczy ....qts. bots.	50	11.50	3.00
Kissingen, Saratoga.....pts.	48	6.00	1.60
qts.	24	4.00	2.25
Kreuznacher, Elizabeth..qts. bots.	50	11.00	3.00
Krondorf .....qts., bots.	50	5.00	1.50
pts. bots.	100	7.00	1.25
Kronenquelle Obersalzbrunnen....	50	11.00	2.90
La Margaritta or De Loeches.bots.	100	28.00	3.50
Lajos, Hungarian Bitter.....bots.	50	7.00	2.00
Lepiker Jod	50	8.50	2.75
Lax-O	36	..	1.35
Levico, mild or strong.....bots.	100	25.00	3.50
Lincoln Spring.....	40	5.00	1.50
Lincoln Lithia .....½ gals.	12	4.50	4.65
Lippsprings .....pts. bots.	50	18.00	4.75
Londonderry Lithia.....pts. bots.	100	11.00	1.50
qts. bots.	50	8.00	2.00
½ gal. bots.	12	4.50	4.75
Magi Caledonian			
Duncan Aperient.....qts.	..	..	2.85
pts.	..	..	1.65
White Sulphur.....qts.	..	..	2.85
Magnolia .....qts.	50	8.00	2.25
pts.	100	9.00	1.40
Manacea .....½-gals.	12	4.50	5.00
Manitou .....pts.	100	9.75	1.40
qts.	50	7.50	2.00
Mardella .....qts.	24	4.50	2.50
½ gals.	12	4.50	5.00
Marienbad, Ferd'br'n'n.....bots.	50	11.00	3.25
Kreuz'br'n'n ....bots.	50	11.00	3.25
Massanetta .....qts. bots.	50	6.50	1.80
½ gal. bots.	12	3.50	4.00
Massena, Sulphur .....qts. bots ..		..	2.50
Mergentheimer, Bitter...qts. bots.	50	11.00	3.25
Missiquoi .....qts.	24	4.50	2.50
½ gals.	12	4.40	..
less than a case	..	..	5.50
5 gal. carboys, ea.	..	3.00	..
Mohican .....pts.	100	10.00	1.35
pts.	50	5.50	..
qts.	50	7.00	1.85
½ gals.	12	4.00	..
5 gal.	1	2.00	..
Mont-Dore	..	..	6.00
Morning Sun, Bitter.....	50	5.50	1.50
Mount Clemens, Bitter.....qts.	24	5.75	3.25
Lithiated, Aperient, Meyer's	..	..	3.00
Plain .....qts.	24	4.75	2.75
Natrolithic .....bots.	..	..	2.20
Neuenahrer, Sprudel	50	10.00	2.75
Oak Orchard	..	..	2.40
Obersalzbrunnen	50	11.00	3.25
Ofner, Rakoczy .....pts. bots.	50	11.50	3.00
Old Dominion Lithia.....½ gal.	..	..	4.50
Orezza .....bots.	30	8.50	3.75
Otterburn Lithia .....½ gals.	12	4.00	4.25
Pluto Springs, Laxative.....splits	50	5.00	..
splits	25	2.75	1.25
Pluto, Concentrated .....qts.	24	6.50	..
½ pts.	50	5.00	..
Buffet Spike 100		6.50	..
Natural .....qts.	24	3.50	2.00
Poland .....pts. bots.	100	11.00	1.50
pts. bots.	50	6.00	..
qts. bots.	50	7.50	2.00
½ gal. bots.	24	7.50	..
½ gal. bots.	12	4.50	..
5 gal. Dem...ea.	..	..	3.00
Pougues, Saint-Leger.....bots.	50	11.00	3.25
Proserpine, Natural .....qts.	24	3.50	..
Pullna, Artificial.....½ pts. bots.	24	2.00	1.25
pts. bots.	24	3.50	2.20
Bitter, genuine.....pts. jugs.	20	2.75	2.00
pts. jugs.	50	7.00	2.00
qts. jugs.	20	3.50	2.40
Pyrmont, Steel.....qts. bots.	50	13.00	3.75
Red Jacket, ½ galls.....doz.	..	4.00	..
5 gall. carboy.....each	..	3.00	..
Red Raven Splits .....cases.	50	5.00	1.30
cases.	100	9.00	1.30
Red Springs, Saratoga.....pts.	48	7.50	2.00
qts.	24	6.50	3.50
Red Sulphur .....qts.	24	4.50	2.50
Rennyson Tredyffrin Lithia ½gals.	12	2.50	2.75
Rex Lithia .....pts.	..	..	1.50
qts.	..	..	2.50
½ gal.	12	..	4.50
Rhens .....pts. bots.	100	10.50	1.50
qts.	50	7.50	2.00
qts. jugs.	50	10.00	3.00
Richfield Springs.....pts.	48	7.25	2.00

See the Era each week for all changes in these prices.

	Package	No. in Package	Price by Package	Price by Dozen
Ripley Bromo Lithia	qts.	..	..	4.50
	1 gal. jugs.	..	..	20.00
Rockbridge Alum	qts. bots.	12	5.00	5.25
Roisdorfer	qts. bots.	50	6.75	2.00
Roncegno Arsenic	bots.	100	26.00	4.00
Rosbach (from Homb'g)	pts. bts.	100	11.00	1.50
	qts. bots.	50	7.50	2.00
Ross, Common	pts.	100	11.00	1.50
	qts.	50	7.75	2.00
	½ gals.	12	4.50	..
Royat		50	16.00	4.00
Rubinat Condal	bots.	50	12.00	3.25
		30	8.25	3.25
Llorach	bots.	50	12.00	3.25
Serre		50	10.00	3.25
Rubino Lithia	pts.	50	6.00	..
	qts.	24	4.50	..
	½ gals.	12	4.50	..
Salzschlirfer Bonifacius		50	11.50	3.00
Saratica		50	9.00	..
Schwallbach Stahl	qts. bots.	50	13.00	4.00
Schwalheim	pts. bots.	100	15.00	2.25
	qts. bots.	100	16.00	3.50
Seawright Magnesia	½ gals.	12	4.25	4.50
Selters-Oberselters	qt. jugs.	50	9.50	2.75
Selters-Veritas	pts. bots.	50	4.75	1.50
	qts. bots.	50	7.00	2.00
	jugs.	50	9.25	2.75
Seltzer, Artificial	pts. bots.	24	2.00	1.25
	qts. bots.	24	3.50	2.00
	jugs.	50	6.50	2.25
German	qts.	50	9.50	2.75
Sharon Springs		48	7.25	2.25
Sheboygan	qts.	50	6.00	1.75
Silurian	pts.	100	9.50	1.50
	qts.	50	7.50	2.00
	½ gals.	12	4.50	..
Soden Mineral	qts.	50	15.00	4.00
St. Catherine's	½ pt. bots.	..	..	4.00
	pt. bots.	..	..	8.00
St. Galmier	qts.	50	7.00	2.00
	pts.	100	9.00	1.35
St. Leger	qts.	50	11.00	3.00
St. Moritz	qts.	24	9.00	4.75
Stafford Spring	pts. bots.	100	10.50	1.40
	qts. bots.	50	7.50	1.88
	½ gal. bots.	12	5.25	5.50
Star-Saratoga	qts.	50	7.50	2.00
Suwanee Spring	½ gal. bots.	12	4.50	.
	Carboys	12 gals. each.	..	..	5.50
Tarasp		50	14.00	3.75
Thompson's (see Bromine and Arsenic).				.
Tuckahoe Natural Lithia—				
Still	½ gal. bots.	12	..	4.50
	5 gal. dem. each	..	..	3.25
	12 gal. carboy each	..	..	6.25
Carbonated	qts. bots.	50	6.00	1.75
	pts. bots.	50	4.50	1.25
Turkish Mineral				2.00
Underwood Sparkling	qts.	50	7.50	2.00
	pts.	100	10.50	1.50
	Still	qts. 50	6.50	1.75
German			.11 —	.13

	Package	No. in Package	Price by Package	Price by Dozen
Vals Source Desiree	qts. bots.	50	13.00	3.50
Imperatrice	qts., jugs.	50	12.50	3.00
Madeline	qts., jugs.	50	12.50	3.00
Precieuse	qts., jugs.	50	12.50	3.00
St. Jean	qts., jugs.	50	12.50	3.00
Veronica	3-pt. bots.	..	..	5.00
Vichy, Celestin	pts., pts.	100	12.00	1.75
	qts., bots.	50	10.00	2.75
Grande-Grille	qts., bots.	50	10.00	2.75
Hauterive	qts.	50	10.00	2.75
Hopital	qts.	50	10.00	2.75
Regnier	qts.	50	9.00	2.50
Saratoga	pts.	100	10.00	1.50
	qts.	50	7.50	2.00
St. Yorre	qts.	50	8.50	2.50
Victoria, Bitter		..	..	2.00
Brunnen	pts.	100	9.50	1.40
	qts.	50	6.50	1.75
	splits.	100	8.50	1.25
Villacabras	small bots.	50	10.75	2.65
	large bots.	50	18.25	4.50
White Rock, Ozonated, Lithia	pts.	100	10.50	1.50
	pts.	50	5.75	..
	qts.	50	8.00	2.25
	splits.	100	9.00	1.20
	½-gals.	12	..	4.00
White Sulphur, Greenbrier	pts.	100	10.25	1.50
	qts.	50	8.00	2.25
	qts.	24	6.00	3.25
Wiesbaden Gichtwasser		50	11.50	3.25
K & S		50	10.00	2.75
Weisbaden, Kochbrunnen		50	10.00	2.50
Wildungen (Helenin & George Victor)	qts.	50	10.00	3.00
Wilhelmsquelle	qts.	50	7.00	1.75
	pts.	100	10.00	1.40
Yampah	bots.	24	5.25	2.75
York's Laxative		35	..	2.50
Ypsilanti Water				2.50

ARTIFICIAL MINERAL WATERS.

	Package	No. in Package	Price by Package	Price by Dozen
Carbonic Selters and Vichy	½ pts.	..	..	1.00
	pts.	50	5.50	1.50
	qts.	50	5.50	1.50
Carlsbad, Double	pts.	..	..	2.20
Quadruple	pts.	..	..	2.40
	qts.	50	7.00	2.00
Ems (Kraenchen)	pts.	..	..	1.75
Kissingen, Bitterwater	½ pts.	..	..	1.75
	pts.	..	..	2.20
(Rakoczy)	pts.	..	.	2.20
Lithia	pts.	..	..	2.40
	qts.	50	11.00	3.00
Lithia-Carlsbad	pts.	..	..	2.20
Lithia-Vichy	pts.	50	9.00	2.40
	qts.	50	9.00	2.50
Marienbad (Kreuzbrunnen)	pts.	..	..	2.20
Pulina	½ pts.	..	..	1.75
	pts.	..	..	2.20
Pyrmont (Neubrunnen)	pts.	..	..	2.20
Schwalbach (Stahlbrunnen)	pts.	..	..	2.20
Seltzer	pts. bots.	24	2.00	1.25
	qts. bots.	24	3.50	2.00
	qts. jugs.	50	6.50	2.25
Vichy, Artificial	½ pts., jugs.	24	2.00	1.25
	pts., jugs.	24	3.50	2.00

PAINTS AND OILS.

White Lead Zin Etc.

Litharge, Amer., powdered lb.	.08 —	.10
English flake	.13 —	.16
Foreign Glassmakers'	.09 —	.12
Orange, Mineral, American	.10 —	.11
English	.10½ —	.12
French	.13 —	.14
Red Lead, American lb.	.07 —	.09
Foreign	.08 —	.10
White Lead, American, dry	.07½ —	.08½
American, in oil	.08 —	.09
English, dry	.09 —	.10
English, in oil	.10 —	.11
English, flake	.12 —	.15

See the Era each week for all changes in these prices.

Red, Indian	lb.	.12 — .17
Venetian		.07 — .11
Yellow, chrome		.10 — .20
Ochre, French		.06½— .11

Miscellaneous.

Barytes, prime white	per ton.	18.00 —20.00
Foreign floated	per ton.	19.00 —21.00
Domestic	per ton.	19.00 —20.00
Chalk	100 lbs.	.50 — .75
China Clay	per ton.	12.00 —18.00
Fuller's Earth, bbls	100 lbs.	.80 — 1.00
Bags	100 lbs.	.75 — .90
Paris, White English	lb.	.00¾—.01½
American	100 lbs.	.65 — .95
Plaster	100 lbs.	1.50 — 1.75
Dental	100 lbs.	1.75 — 2.25
Pumice Stone, selected lump, bbls.	lb.	.06 — .08
Powdered, pure, bbls	lb.	.03½— .06
Putty, bulk	lb.	.01½—.02½
Bladders	lb.	.02¼— .03
Rotten Stone, lumps	lb.	.07 — .10
Powdered, pure, bbls	lb.	.03½— .08
Silica, polishing	lb.	.02 — .05
Smalts, blue	lb.	.15 — .18
Black	lb.	.06 — .10
Talc, American	100 lbs.	.90 — 1.10
French	100 lbs.	2.50 — 4.50
Terra Alba	100 lbs.	.65 — 1.00
Whiting, commercial	100 lbs.	.50 — .60
Gilders'	100 lbs.	.65 — .85
Extra gilders'	100 lbs.	.70 — .90

Oils, Turpentine, Etc.

Alcohol, Grain, Wood, etc. (see Price List of Drugs & Chemicals).		
Benzine, 76 deg	gal.	.15 — .25
Glue, Brown	lb.	.10 — .15
Ground	lb.	.15 — .20
White	lb.	.15 — .25
Oil, Corn	100 lb.	5.85 — 6.00
Linseed, Raw	gal.	.45 — .55
Boiled	gal.	.47 — .57
Peanut, White	gal.	1.25 — 1.40
Rosin	gal.	.20 — .25
Spirits Turpentine, bbls	gal.	.59 — .60
	gal.	.70 — .75
Varnish Gums—		
Asphaltum	lb.	.08 — .10
Copal	lb.	60 — .75
Damar	lb.	.16 — .23
Kauri	lb.	.35 — .65
Manila	lb.	.15 — .25
Shellac, D. C.	lb.	.55 — .60
V. S. C.	lb.	.45 — .50
G. double triangle	lb.	.42 — .47
S. S.	lb.	.40 — .45
A. C.	lb.	.12 — .17
Button No 1	lb.	.35 — .40
Bleached	lb.	.45 — .55

Varnishes.

Asphaltum, Turps	gal.	.50 — .60
Benzine	gal.	.30 — .35
Copal, Ex. No. 1	gal.	1.00 — 1.35
No. 1	gal.	.85 — 1.00
T. & B.	gal.	.60 — .80
Coach, Ex. No. 1	gal.	1.25 — 1.50
No. 1	gal.	.95 — 1.10
Damar, Extra	gal.	1.60 — 1.75
No. 1	gal.	1.25 — 1.50
Flowing, Extra	gal.	1.95 — 2.10
Hard Oil Finish, light	gal.	.95 — 1.10
Dark	gal.	.90 — 1.00
White	gal.	1.25 — 1.50
Japan Turpentine	gal.	.55 — .70
Japan Benzine	gal.	.30 — .40
Oil Shellac	gal.	.85 — 1.10
Shellac, Orange	gal.	2.00 — 2.25
White	gal.	2.25 — 2.50

Zinc, White American XX	lb.	.06 — .08
Selected		.08 — .10
Florence, R. S.		.08¼—.08½
G. S		.08½—.09½
Zinc, White, Paris, G. S.		.09⅞—.10¼
Paris, R. S.		.09⅞—.10¼
Antwerp, R. S.		.07⅜—.08½
German		.07¼—.08¼
Zinc, Sulphide		.04½—.06½

Dry Colors.

BLACKS.

Lamp, Commercial	lb.	.07 — .12
Germantown	lb.	.08 — .12
Calcined	lb.	.16 — .23
Fine Spirit	lb.	.22 — .40
American Bone	lb.	.04 — .08
English Drop	lb.	.12 — .15
Ivory Black	lb.	.12 — .21
Carbon Gas Black	lb.	.10 — .25

BLUES.

Celestial	lb.	.06 — .08
Chinese	lb.	.40 — .50
Cobalt	lb.	.12 — .20
Prussian Blue	lb.	.30 — .45
Soluble Blue	lb.	.40 — .50
Ultramarine Blue	lb.	10 — .25

BROWNS.

Sienna, Italian, burnt and powd.	lb.	.04½—.08½
Raw, powdered	lb.	.04½— .08
American, burnt and pow'd	lb.	.02½—.03½
Raw	lb.	.02½— 03½
Spanish Brown, per bbl	lb.	.01 —.02¼
Umber, Turkey, burnt and powdered	lb.	.03½— .05½
Raw and Powdered	lb.	.03½— .05½
American burnt	lb.	.02 — .03
Raw	lb.	.02 — .05

GREENS.

Chrome, chem. pure	lb.	.22 — .30
Extra	lb.	.15 — .22
Chrome, Superior	lb.	.12 — .13
Common	lb.	.06 — .08
Paris Green	lb.	.13 — .21

REDS.

Carmine, No. 40	lb.	4.00 — 4.50
Indian Red, American	lb.	.04 — .06
English	lb.	.06 — .10
Rose Pink, English	lb.	.09 — .12
American	lb.	09 — .12
Tuscan Red, English	lb.	.09 — .13
Venetian Red, Eng. prime	lb.	.01½— .04
Vermillion, Imported	lb.	.90 — 1.00
American	lb.	.15 — .20
Chinese	lb.	1.10 — 1.25

YELLOWS.

Chrome, Yellow	lb.	.13 — .27
Ochre, French	100 lbs.	1.75 — 2.00
Domestic	100 lbs.	.75 — .95

Colors in Oil.

Black, Coach, in Japan	lb.	.25 — .35
In oil		.18 — .25
Lampblack, prime		.16 — .20
Medium		.10 — .15
Low grade		.06½— .12
Drop black	lb.	.16 — .20
Ivory black	lb.	.16 — .20
Blue, Chinese		.45 — .55
Prussian		.30 — .50
Ultramarine		.10 — .20
Brown, Sienna, burnt		.12 — .17
Raw		.12 — .17
Umber, burnt		.12 — .17
Raw		.12 — .17
Vandyke		.11 — .15
Green, chrome		.12 — .18
Paris		.18 — .30

See the Era each week for all changes in these prices.

Price List of Proprietary Medicines.

INCLUDING PHARMACEUTICAL PREPARATIONS AND SPECIALTIES OF A SEMI-PROPRIETARY CHARACTER

The prices per "dozen" are the usual jobbing rates for single dozen lots. On some articles there is an advance for fractions of a dozen; upon the other hand there is a reduction when purchased in "quantity" lots.

The retail prices are the full retail rates druggists are supposed to obtain.

The key number in parenthesis, after the name of a preparation refers to the corresponding number in the List of Manufacturers of Proprietary Medicines (See Yellow List).

The letter "R" before the price indicates that the article is on the Rebate List of the National Wholesale Druggists' Association.

NOTICE.—The contents and the arrangement of this list of Proprietary Medicines with reference figures are original with us and are protected by Copyright.

A

	Retail.	Doz.
Abbey's Celery Tonic Bitters (1)	1.00—	5.00
Effervescent Salt (2).....	R. .25—	2.10
	.50—	4.20
	1.00—	8.40
Fig Syrup (Comp.) (1).....	.50—	3.00
Liquid Diastase (1).....	1.00—	6.50
Abbott's Nuclein (3).....	.75—	6.00
Saline Laxative (3)	.50—	4.00
Salithia (3)	.75—	6.00
Tape Worm Remedy (3).....	1.50—	12.00
Abbott Bros.' Catarrh Cure (5)..	.25—	1.75
Compound Pills (5).....	.25—	1.75
Cough Balsam (5).....	.25—	1.75
Liniment (5).....	.50—	4.00
Pile Cure (5)	.50—	4.00
Rheumatic Cure (5)	.75—	6.50
	1.00—	8.50
	1.25—	10.50
Vegetable Tonic (5)	1.00—	8.50
Abbott's Angostura Bitters (4)..	1.00—	7.00
West of Missouri River		8.00
Comp. Menthol Drops (T. A.) (1300)	.25—	2.00
East India Corn Paint (1448A)	.25—	1.75
Hemorrhoidal Astringent (30)	.25—	1.80
Menthol Corn Cure (6)....R.	.10—	.75
Plasters (6) .....R.	.25—	2.00
Abenethy's Fumigator	.25—	1.75
Green Ginger Brandy (1668) per case		— 9.00
Abram's Arnica Liniment (1487) R.	.50—	3.75
	1.00—	7.50
Buchu (1487) .....R.	1.00—	7.50
Sarsaparilla & Potash (1487) R.	1.00—	7.50
Specific Injection (1487).....	1.00—	8.00
Solution (1487).....	1.00—	8.00
Tetter and Ringworm Ointment (1487)..R.	.50—	4.00
Violet Dentifrice (1487).....	.25—	1.75
	.50—	3.50
Absorbine, Veterinary (2692)...	2.00—	18.00
Junior (2692)	1.00—	9.00
Absorption Salt (1138)	.25—	1.85
Abyssinian Desert Companion (1112)	1.00—	8.00
Acanthia (644)	1.00—	9.00
Acetafein (648)	.75—	4.00
Acetanilid & Salol Comp., Liquid (2548)		—12.00
Aceto Caffein Wafers (2152)....	.25—	2.00
Achor's Choco-Lactine (8C).....	.35—	3.00
	.60—	5.00
Acker's Dyspepsia Tablets (1148)	.25—	2.00
	.50—	4.00
English Blood Elixir (1143)..	.50—	4.00
	1.00—	7.50
Pills (1148)	.25—	1.50
Remedy (1148)	.25—	1.85
	.50—	3.50
	1.00—	7.00
Ackley's Active Appetiser (9)..	.25—	1.80
"On Time" Tabules (9).....	1.50—	12.00
Skunk Oil Liniment (9).....	.25—	2.00

	Retail.	Doz.
Acme Blood Purifier (13)	1.00—	8.00
(11)	.25—	1.75
	.50—	3.50
	.25—	1.75
Corn Cure (13)	.10—	.75
Cough Balsam (11).....	.25—	1.75
	.50—	3.50
Plasters (10)	.15—	1.25
Syrup (13)	.25—	1.75
	.50—	3.50
Cough Tablets (2643) 40 5c pkgs.		— 1.00
Cream of Lilacs (2643)	.10—	.75
	.25—	2.00
Dental Cream (2643)	.10—	.75
	.25—	2.00
Emulsion Cod Liver Oil (11).	1.00—	7.50
Gluten Suppositories (10).....	.35—	2.75
	.23—	1.75
Iron Cordial (11)	1.00—	7.50
Kidney Cure (11)	.25—	1.75
	.50—	3.00
Plasters (10)	.25—	1.75
Liver & Kidney Cure (13)..	1.00—	9.00
Liver Pills (11)	.25—	1.75
(13)	.25—	1.50
Menthol Inhaler (10)	.10—	.75
Nerve King (13)	.50—	4.00
	.75—	6.00
Ointment (13)	.25—	2.00
	.50—	4.00
Pain Cure (13)	.25—	1.75
Rat Poison (166).....	.10—	.75
South American Antimalarial Tonic (10)	.25—	2.00
Syrup of Figs (10)	.25—	2.00
Tooth Powders (13)	.10—	.75
Toothache Wax (10)	.10—	.40
Vegetable Soap (13)	.10—	.75
Woodman Pills (10).....	.10—	.75
Worm Candy (13).....	.25—	1.50
A-Corn Salve (914).....R.	.15—	.85
Acorn Chicken Cholera Powders (324)	.25—	1.75
Coffee (249)	.25—	2.00
Hog Cholera Remedy (97)...	.50—	4.00
Acreine (14)	.50—	3.75
Acuman's Eureka Oil (16)....	.50—	8.50
Active Corn Remedy (16A)	.10—	.75
Headache Remedy (16A)	.10—	.75
Pellets (2148)	.25—	1.50
Adams' Anti-Spasmodic Tablets (19)	.50—	4.50
Adams' Arnica Salve, roll.....	.10—	.75
Camphorated Ointment	.25—	1.90
Cough & Lung Balsam.....	.25—	2.00
Forest Cure	.50—	4.00
Golden Salve	.25—	1.75
Hay Fever Kuer (19).....	1.00—	9.00
Herbilina Tea (19)	.25—	1.25
La Duchesse Poudre (19)....	.25—	1.25
La Promoteur Tablets (19)..	2.00—	18.00
Pepsin Chewing Gum (60) per box of 20 pkgs		— .55
Laxative Tablets (19).....	.50—	4.50
Medicated Toilet Powder (19)	.25—	1.25
Rheumatic & Gout Tablets (19)	1.00—	9.00

	Retail.	Doz
Adams' Esall Liniment (19)....	.15—	1.30
	.25—	2.25
	.50—	4.50
Tar Cream (20)	.50—	3.00
Tar Pellets (20)	.25—	1.75
Tutti Frutti Chewing Gum (60) per box of 36 pkgs.		— .85
Vegetable Comp.	1.00—	7.75
Vegetable Comp. Pills.....	.25—	2.00
Adamsons' Botanic Cough Balsam (1346)	.10—	.75
	.35—	2.75
	.75—	6.00
Botanic Cough Lozenges (1346)	.10—	.75
	.25—	2.00
Mandrake Pills (1346).....	.25—	2.00
Pile Ointment (1775A)	.50—	4.00
Addison Arsenite Gold (847)....	2.00—	18.00
Syrup of White Pine & Tar (718)	.25—	1.25
Adelina Tooth Wash (255A).....	1.00—	9.00
Ade's White Clover Injection (170)	.75—	5.00
Adipo-Malene, Chichester's (461)	5.00—	45.00
Adirondack Balsam Inhalant (23)	.60—	4.50
Cough Drops, per box.....		— 1.00
Adler's Infallible Asthma Remedy	.50—	4.00
Admiral's Obesity Soap (847)...	1.00—	10.50
Adonis Tablets (1704A).....	.50—	4.50
Adrian's Haemoglobin Wine....	2.00—	17.60
Terpinol Capsules (847).....	1.00—	8.00
Aegopodium, Welch's (561).....	1.00—	8.00
Aesculapius (180)	.25—	1.80
Aesculoid Cerate (1469B).....	.25—	2.00
Afco Female pills (503).....	.50—	3.00
Aicolets (503)	.10—	.80
	.25—	1.60
After Dinner Pepsin Gum (25 A) per box		— .55
Agnel's Paste (847).....	.75—	6.50
Poudre (847).....	1.50—	15.00
Agnew's Baby Drops (1981).....	.10—	.75
Cough Balsam (1981).....	.10—	.75
Cough Remedy (149).....	.25—	2.00
	.75—	5.00
Cur-it-up (1805A)	.50—	4.00
Dyspepsia Tablets (1931)	.10—	.75
Hair Restorer (1981).....	1.00—	7.50
Headache Tablets (1981).....	.10—	.75
Pain Killer (1981).....	.10—	.75
Rheumatic Pills (1097)....R.	1.00—	8.00
Sarsaparilla	1.00—	8.00
Syrup Tar, Wild Cherry & Flax Seed	.25—	1.75
	.50—	3.50
Womb Tablets (1228)	1.00—	8.00
Agro-San (1562)		—12.00
Agutone (2453) .....R.	.50—	4.00
Ahab's Magic Grease, Paint & Insect Destroyer (842A)	.40—	
Magic Shampooing Powder (842A)	.40—	
Ainslie's Hair Balsam.....	.25—	2.00
Ajax's Tablets (27)	.50—	4.00

Copyright, 1905, D. O. Haynes & Co.

	Retail.	Doz.
Akan Kura (1743)	.10—	.75
	.25—	1.75
	.50—	3.50
	1.00—	7.00
A.-K. Co.'s Anti-Dolor Tablets (85A) per M	—	1.25
Boroguentine Ointment (85A) per lb.	—	.60
Unguentum Ichthyol Comp. (85A) per lb.	—	.60
Ake-in-the-Head (1414)	.10—	.75
Akta Drops No. 17 (63)	.25—	2.00
	.50—	4.00
Alain's Hair Powder (847)	1.25—	10.00
Pomade (847)	1.00—	10.06
Alaska Camphor Ice (2483)	.25—	1.25
Alaxne, Von Tagen's	1.00—	7.50
Alba Cough Powder (1519)	.15—	4.00
Fever Drops (1519)	.15—	4.00
Hair Tonic (1519)	.50—	4.00
Horse Blister (1519)	.50—	4.00
Alba Horse Salve (1519)	.25—	2.00
Nerve & Bone Liniment (1519)	.25—	2.00
Stock Powders (1519)	.25—	2.00
Worm Powders (1519)	.50—	4.00
Albatross Blood Tablets (29)	1.00—	8.00
Nerve Tablets (29)	1.00—	8.00
Salve (29)	1.00—	8.00
Albert's Rheumatic Remedy	1.00—	8.00
Sarsaparilla Wine (847)	2.00—	17.00
Alberta's Pomade (847)	2.00—	20.00
Alberti's Blood Tea	.25—	1.00
Alberto's Hair Pomade (847)	2.50—	20.00
Albespeyre's Blistering Tissue (847)	1.00—	6.00
	1.50—	10.00
Epispastic Paper (847)	.50—	3.00
Albino Cream (750)	.50—	4.00
Albolene (1560) per lb.	—	.42
	.15—	1.25
	.25—	2.00
	.40—	3.50
Liquid, per qt (1560)	—	.42
Albro's Dyspepsia Powders (402)	.50—	4.25
Heart Tablets (402)	1.00—	8.50
Albu-Perri Compound (2305)	1.00—	8.00
Aletris Cordial (Rio) (2036)....R.	1.00—	8.00
Alexander's Cholera Infantum Cure (2039)	.50—	4.00
Cholera Morbus Cure (2039)	.50—	4.00
Liver & Kidney Tonic (32)	1.00—	8.00
Liver Pellets (32)	.20—	1.00
Pile Ointment (2039)	1.00—	8.00
Rheumatic Remedy (32)	1.00—	8.00
Tonic Pills (2039)	.50—	4.00
Alfalfarine (see "Shults")		
Alfredum's Egyptian Henna (1401)	1.00—	7.50
Algicide & Combinations (927)	1.25—	12.00
Alhambra Mouth and Tooth Wash (2019)	.25—	2.00
Velvet Cream	.25—	2.00
Alinit (782) R. per vial	—	2.00
Alisma	1.00—	7.50
Alkacetamid (2306) per oz.	—	.40
Alkagesta (1647A)	1.00—	9.00
Alkalithia Effervescent (1294)	1.25—	10.00
Alkalol (34)	.50—	4.00
	.75—	6.75
Alkalyptol (529)	.50—	4.50
Alkanesia (2212)	1.00—	8.00
Alkaseptol (1213)	.50—	4.00
Alkathrepta	.35—	2.75
Allan's Anti-Fat (2264)....R.	1.50—	11.75
Auburn Hair Producer (1091A)	.50—	4.00
Baby Powder (36)	.15—	1.00
Compound Extract Celery (36)	.75—	6.00
Medicated Bougies (561)	1.50—	12.50
Policeman (36)	.15—	1.00
Allcock's Belladonna Plasters (38)	.25—	1.15
Bunion Plasters (38)....R.	.25—	1.50
Corn Plaster (38)....R.	.10—	.70
	.25—	1.50
Porous Plasters (38)....R.	.20—	1.15
Allenbury's Malted Food (40)	.36—	2.70
	.60—	5.40
Milk Food (40) No. 1.	.50—	4.50
	1.00—	9.00
No. 2.	.50—	4.50
	1.00—	9.00
Pastilles (40)	.30—	2.70
Allen & Hanbury's "Perfected" Cod Liver Oil (40)	.75—	6.00
	1.25—	11.00
"Tasteless" Castor Oil (40)	.20—	1.75
	.25—	2.70
	.50—	4.50
Allen's Antiseptic Bunion Plasters (671) per gross	—	9.00
Catarrh Remedy (39A)	1.00—	8.00
Corn Plasters (671) per gross	—	9.00
Belladonna & Capsicum Plasters (41)	.25—	1.25

	Retail.	Doz.
Billous Physic	.25—	2.00
Brain Food	1.00—	8.00
Carbolic Disinfectant	.25—	1.50
Catarrhal Jelly (41)	.25—	1.75
Celery & Cocoa Compound (2650)	1.00—	7.00
Cocaine Ointment	.50—	4.00
Congo Oil (41)	.50—	3.75
Corn Killer (39A)	.25—	2.00
	.50—	4.00
Cough Balsam (41)	.25—	2.00
	.50—	3.75
	1.00—	7.50
Diarrhoea Balsam (41)	.25—	1.75
Dyspepsia Tablets (2650)	.35—	2.75
Emolcream (41)	.25—	1.75
Female Restorer (1805A)	1.00—	7.50
Foot-Ease (1776)	.25—	2.10
Foot-Rest (39A)	.25—	2.00
Green Salve (39A)	.25—	2.00
Headache Powders	.10—	.75
Horse & Cattle Liniment (39A)	.59—	4.00
(39A)	.50—	4.00
	1.00—	8.00
Indian King, Liquid or Powder	1.00—	7.50
Pills	.25—	1.75
Powders	1.00—	8.00
Insect & Bug Killer (39A)	.25—	2.00
	1.00—	8.00
Iron Tonic Bitters (41)	1.00—	7.50
Lung Balsam (619) R.	.25—	2.00
	.50—	4.00
	1.00—	8.00
Malt Whiskey (1805A)	1.00—	9.00
Mandrake Comp. Pills (41)	.25—	1.50
Manna Cordial (2650)	.25—	1.75
Nerve & Bone Liniment (2622)	.25—	2.00
Nerve Builder (2650)	1.00—	6.00
New Discovery for Piles (1776)	.50—	4.20
New Treatment	.50—	4.20
One Day Cold & Grippe Cure (2650)	.25—	1.50
Oriental Balm	.75—	5.50
Orris Root Powder (39A)	.25—	2.00
Pile Killer (39A)	1.00—	8.00
Royal Liquid Corn Cure (42)	.15—	1.00
Rum Hair Tonic (39A)	.75—	6.00
Sanative Wash (1805A)	.50—	4.00
Sarsaparilla	.50—	4.00
	1.00—	8.00
Skin Healer (39A)	.25—	2.00
	.50—	4.00
Soothing Cordial	.25—	1.80
Special Talcum Powder (42)	.05—	.40
Tar & Wild Cherry Cough Syrup (39A)	.25—	2.00
	.50—	4.00
Tonic Condition Powders (39A)	.20—	1.50
	.40—	3.00
Tried & True	.25—	2.00
Ulcerine Blood Purifier (41)	1.00—	8.00
Salve (41)	.25—	2.00
	.50—	3.75
Vegetable Comp. (2650)	1.00—	7.00
Vegetable Liver Pills (39A)	.25—	1.50
Vermifuge (2156)	.25—	1.50
Wizard Relief Liniment (39A)	.25—	2.00
	.50—	4.00
World's Hair Restorer (2480)	1.00—	10.00
Worm Wafers	.25—	1.50
Zylo-Balsamum (2480)	.75—	6.00
Alling's Banker's Safety Ink (47)	.60—	4.80
French Lilac (Violet) Ink (47)	.10—	.80
	.25—	1.80
Perfumed Ink (47) (six colors)	.10—	.50
	.15—	.75
	.20—	1.00
Triumph Inhaler (2439)	1.00—	8.00
Inhalent (2439)	.60—	4.00
Allopathic Kidney Cure (2319)	.50—	4.00
Allport's Strengthening Plasters (2327)	.15—	1.00
Alma Bromo Salts (1595)	.50—	4.00
Ointment (1595)	.50—	4.00
Soap (1595)	.25—	2.00
Almond Snuff (1097)	.25—	2.00
Almendol (1029)....R.	.10—	.75
	1.00—	9.00
Almondola	1.00—	7.40
Alokathol (2422)	.25—	1.25
Alonzo's Blood Medicine	.35—	2.50
Rheumatic Cure (689A)	.50—	4.50
Alper's Kaoplasma (52A)		
Triacol or Elixir Gualacol Compound (52A)	1.00—	9.50
Alpert's Dentifrice	.50—	4.00
Alpha Headache Wafers	.25—	1.75
Alphasol (53)	.50—	4.00
	1.00—	8.00
Alpine Lozenges (54)	.10—	.75
	.25—	2.00
Alpine Mountain Dew	1.00—	8.00
Altero-Tonic (2407C)	.75—	6.00
Althea Cream	.50—	4.00
Pile Salve	.75—	6.00

	Retail.	Doz.
Althene Skin Soap (397)	.25—	2.00
Althrop's Constitution Tonic	1.00—	8.00
Altoona Drops	.25—	2.25
Aluminian Dentifrice (2196A)	.35—	2.40
	.50—	4.00
	1.00—	8.00
Alumnatine (1940B)	.25—	2.00
	.50—	3.00
	.75—	5.00
	1.00—	8.00
Alunol (1874)	.50—	4.00
	...—	42.00
Al-vi-nine (see Wampole's).		
Alvita Heart & Nerve Tonic (1522)	1.00—	7.50
Massage Cream (1522)	1.00—	7.50
Stomach, Liver & Kidney Alvita Stomach Cure (1522)	1.00—	3.75
Uterine Suppositories (1522)	1.00—	7.50
Tonic (1522)	1.00—	7.50
Amandine, Frye's Quince (871)	.50—	4.00
Hill's Liquid (425)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Liquid (1658)	.50—	4.00
Amara (2439)	.50—	4.00
	1.00—	8.00
Ambroline (190)	.25—	2.00
	.35—	2.75
	.50—	3.50
and Quinine (190)	.50—	4.00
	1.00—	7.50
	2.00—	14.00
	3.00—	27.00
Lotion (190)	.50—	4.00
	1.00—	7.50
	2.00—	14.00
American Brand Extract of Beef (270)	.25—	2.00
	.50—	4.00
	1.00—	8.00
	2.00—	15.00
Catarrh Cure, see Jones'.		
Corn Cure (356)	.15—	1.25
Star Castor Oil Capsules (654)	.25—	2.00
Matico Injection (654)	1.00—	8.00
Cod Liver Oil (654)	.25—	2.00
with Iodide Iron (654)	.50—	3.00
Copaiba (654)	.25—	2.00
Copaiba and Cubebs (654)	.65—	5.00
Matico, Cubebs and Copaiba (654)	.65—	5.00
Oil Turpentine (654)	.25—	2.00
Sandalwood Oil Capsules (654)	1.00—	8.00
Toothache Drops (356)	.15—	1.00
American Peroxide and Chem. Co.'s (70A) Aseptikon Tooth Powder	.25—	2.00
Carthos. pts.	1.00—	9.00
Florafoam, Tooth Wash	.25—	2.00
Hydrogen Peroxide Caustic Tubes	.75—	6.00
Medicinal ¼-lb.	.25—	2.00
½-lb.	.50—	3.50
1-lb.	.75—	6.00
5-lb.	2.50—	18.00
Liq. Alkolinis c. Lithia	1.00—	9.00
Diureticum	1.00—	9.00
San	1.00—	9.00
Mist. Catechu Co.	1.00—	9.00
Parola Cream	.25—	2.00
Orris and Almond Meal	.25—	2.00
Toilet Powder	.25—	2.00
Paroleum, Chloroform and Aristol .....2 oz.	1.50—	12.00
4 oz.	2.00—	21.00
Liquid, 1 lb.	.50—	4.80
with Benzoin .....1 lb.	.75—	6.00
with Camphor ....1 lb.	1.00—	7.20
with Carbolic Acid with Camphor & Carbolic Acid .....1 lb.	1.00—	7.20
with Camphor & Menthol .....1 lb.	1.00—	7.20
with Camphor & Thymol .....1 lb.	1.00—	7.20
with Corrosive Sub., 1 lb.	1.00—	7.20
with Eucalyptol ..1 lb.	1.00—	7.20
with Menthol ....1 lb.	1.00—	7.20
with Thymol .....1 lb.	1.00—	7.20
Solid. .....2 oz.	.10—	.60
5 oz.	.20—	1.25
1 lb.	.50—	4.20
Camphorated ....2 oz.	.10—	.75
5 oz.	.25—	1.50
Carbolated .....2 oz.	.10—	.75
5 oz.	.25—	1.50
Perfumed .....2 oz.	.10—	.75
5 oz.	.25—	1.50
Spray Solution .....1 lb.	1.50—	12.00
Peruvian Ointment .....1 lb.	1.00—	9.60
Tonsor	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Violet Talcum Powder (2636)		
Boxes	.10—	.75
Bottles	.15—	1.13
Ames' Carbolic Ointment (76)	.25—	2.00
Compound Ext. Sarsaparilla (76)	1.00—	8.00
Beef, Iron & Wine (76)	.50—	4.00
Ames' Egyptian Corn Cure (76)	.25—	1.75
Extract Jamaica Ginger (76)	.25—	2.00
Good Bye to Rats (76)	.25—	2.00
Herb Tea (76)	.25—	2.00
	.50—	4.00
Imperial Rubber Cement (76)	.25—	1.50
German Cologne (76)	.25—	1.75
Kola & Celery Tonic (76)	.50—	3.75
	1.00—	7.50
Little Liver Pills (76)	.25—	1.50
Positive Catarrh Cure (76)	.50—	4.00
Toothache Drops (76)	.25—	1.75
Quinine Pills (76)	.25—	2.00
Vegetable Liver Pills (76)	.25—	1.50
Ammen's Lano Camphor Ice (78)	.10—	.75
Red Star Hair Tonic (78)	1.00—	8.00
Cough Syrup (1401)	.50—	4.00
	1.00—	8.00
Hygienic Tooth Powder (781)	.10—	.85
Prickly Heat Powders (78)	.15—	1.35
Ammonol & Combinations (79) per oz.	—	1.05
Ammon-Phenyl & Combinations (1232A) Powder or Tablets per oz. in 5 ozs	—	.90
Ammonamide (1598) ozs	—	2.00
Capsules (1598)	.25—	2.00
Amole (Liquid) Shampoo (1584)		
Glycerine	.15—	1.00
	25—	2.00
	50—	4.00
Tar	.15—	1.00
	25—	2.00
	50—	4.00
(Paste) Shampoo (1584) plain	.25—	2.00
	.50—	4.00
Tar	.25—	2.00
	.50—	4.00
Rose Cream (1584)	.25—	2.00
Amolin Powder (1724)	.15—	1.25
Amopca (2051)	.25—	2.00
Amycose, Red Cross (1996)	.25—	1.50
Nelson's with Eucalyptol (1701)	.75—	4.75
Amykos Henrik Gahn's (1105)	1.00—	8.00
Gahn's Aseptin (86)	1.00—	7.00
Amyl-Kijo (80)	.25—	2.00
	.75—	6.00
Anadol (2588) per oz.	—	.25
per lb.	—	3.50
5 gr. tabs., per 100	—	.50
5 gr. tabs., per 1000	—	4.00
Anaemiol (Beef Juice) Wampoles (2538 R)	1.00—	7.00
Anakesis (1711)	1.00—	8.30
Analeptine Cordial (2003) R	1.00—	8.50
Analgesine S. & H. (2167) powder, ozs.	.35—	2.25
Tablets (2003) R	—	8.50
Analgine (81) per oz.	—	.50
Analgine (Headache) Tablets (82)	1.00—	8.00
	.25—	1.75
	.10—	.60
Anasarcin Elixir (83)	1.00—	8.00
Tablets (83)	2.00—	16.00
Anastringent, Lincoln (1447)	1.00—	7.00
Anazyme Uterine Tablets (5104)	1.50—	12.00
(Powd.) (1504)	1.50—	12.00
Anchor Bolamo Salve (2028)	.25—	2.00
Cholera Cure (2307)	.25—	1.75
Congo Pills (2028)	.25—	2.00
	.50—	4.00
Corn Cure (2307)	.10—	.75
Cough Syrup (2307)	.25—	1.75
Dakola (2028)	.50—	4.00
Diarrhoea Cordial (2307)	.25—	1.75
Doka Lozenges (2028)	.25—	2.00
Extract of Fichtennadel (2028)	.25—	2.00
Fennel Seed Honey (2028)	.25—	2.00
	.50—	4.00
Ferrola (2028)	.50—	4.00
Glue (2307)	.05—	.45
Headache Tablets (2307)	.10—	.75
Inga Pills (2028)	.50—	4.00
Kafir Pills (2028)	.50—	4.00
Krakalos (2028)	.25—	2.00
Lagosa Salve (2028)	.50—	4.00
Liniment (2307)	.25—	1.75
Loxa Pills (2028)	.50—	4.00
Pain Expeller (2024)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Sarsaparillian (2028)	1.00—	8.00
Sahhat Lozenges (2028)	.50—	4.00
Sedative (2028)	.75—	6.00
Stomachal (2028)	.50—	4.00
Stomakure (2307)	.25—	2.00
Tamaroni (2028)	.50—	4.00

	Retail.	Doz.
Anchor Thymol Soap (2028)	.25—	2.00
Tolima (2028)	.75—	6.00
Worm Paste (2028)	.05—	.40
Anderson's Blood & Liver Renovator (85B)	1.00—	7.50
Blood Liver Pills (85B)	.25—	1.50
Catarrh Cure (85B)	.50—	3.00
Cocoa Balm	.75—	6.00
Comp. Blackberry Root Syrup (85B)	.25—	1.50
Anderson's Constipation Pills		
Corn Cure (85B)	.25—	1.50
Buchu Compound (1174)	1.00—	8.00
Elixir of Life (Livets Draaber) (1784)	.50—	3.50
	1.00—	6.00
Enebaer Olie (85B)	.50—	3.00
Gron Olie (85B)	.50—	3.00
Hoffmann's Draaber (85B)	.25—	2.00
	.50—	4.00
Anderson's Hjertestyrkende Draaber (85B)	.50—	3.00
Hjortetak Draaber (85B)	.50—	3.00
Andersen's Kampher Olie (85B)	.25—	1.50
Kampher Draaber (85B)	.25—	2.00
Kjongs' Plaster (85B)	.20—	1.25
Kolera Draaber (85B)	.50—	3.50
Konge Salve (85B)	.35—	2.00
Livets Draaber (Elixir of Life (85B)	.50—	3.50
	1.00—	6.00
Moder Draaber (Hysteric Drops) (85B)	.50—	3.50
Nafta Draaber (85B)	.25—	2.00
Norwegian Cod Liver Oil (2483)	1.00—	6.00
Opthalmic Balsam (Eye Lotion) (85B)	.25—	1.50
Ormepulver (85B)	.25—	1.50
Pebermynte Draaber (85B)	.25—	1.50
Pile Remedy (85B)	.50—	3.00
Pills (Black or Red Seal) (2387)	—	.75
Poor Man's Cough Cure (1174)	.25—	2.00
	.50—	4.00
Powdered Floor Paste (324)	.25—	1.75
	.50—	3.50
	1.00—	9.00
Pulmonary Balsam (85B)	.50—	3.50
	1.00—	7.50
Rheumatic Balsam	.50—	4.00
Riga Balsam (85B)	.50—	3.50
Sene Oil (85B)	.50—	3.00
Spiger Olie (1750)	.50—	3.00
	1.00—	6.00
Toothache Drops (85B)	.25—	1.50
Vaginal Capsules (1007)	—	5.75
Prescription (1007)	.50—	4.20
Vermifuge (86B)	.25—	1.50
Worm Candies (1174)	.25—	2.00
Ander's Iodine Liniment	1.00—	8.50
Andito's Capsicum & Belladonna Plasters (112)	.25—	1.50
Andresen's Amber Whale Leather Dressing (86)	.10—	.75
Home-Decorating Bronze (86)	.10—	.50
Night Lights (86)	.10—	.60
	.15—	1.00
Norwegian Annato Butter & Cheese Color (86)	.25—	1.80
Butter Powders (86)	.25—	1.80
Cheese Rennet (86)	.25—	1.50
Smokine (86)	.50—	3.50
	.75—	5.00
Andreu's Cigarettes, or Paper, or Paste (847)	.75—	5.00
Andrew's Carbolic Salve (2467)	.25—	1.80
Cough Mixture	.25—	2.00
	.50—	4.00
Only Dyspepsia Cure (8A)	.25—	2.00
Plugs (615)	.10—	.75
Worm Syrup	.25—	1.50
Anduran's Anti-Gout Wine (847)	3.00—	24.00
Pills (847)	1.00—	9.00
Anestile, Bengue, Cylinders of 120 gms. (1425)	4.00—	40.80
Anestol (1747)	.25—	2.00
Angel's Amygdaline Paste (847)	1.00—	7.00
Asthma & Hay Fever Remedy (1091A)	.50—	4.00
Calliflore Poudre (847)	2.00—	15.00
Iron & Mang. Peptonate (1091A)	1.00—	8.00
Little Pills (991) per M	—	.90
Angelic Syrup (991)	.25—	2.00
	.50—	4.25
	1.00—	8.00
Angeline, Kaufman's (1787)	2.00—	19.00
Rheumatic Cure (1787)	2.00—	20.00
Angell's Rheumatic Gum (2250) R	1.00—	8.25
Angier's Cough Stoppers (Petroleum Tabs) (91)	.25—	2.10
Glymol per doz		4.80
Petroleum Emulsion (91)	.50—	4.25
	1.00—	8.50
Tablets (91)	.50—	2.00

	Retail.	Doz.
Anhydrosine (95)	.50—	3.50
	.75—	5.00
	1.25—	9.00
	2.50—	20.00
Animals' Friend Liniment (170)	.25—	1.75
	.50—	3.50
Anita Blackhead Cure (98)	.25—	2.25
Cream (98)	.50—	4.00
Hair Grower (98)	1.00—	8.00
Poudre (98)	.50—	4.50
Toilet Soap (98)	.50—	1.50
Anker's Bouillon (2080)	.50—	4.00
Capsules (2080)	.35—	2.70
Annie Belle Cologne (2619)	.10—	.75
A No. 1 Specific (2150)	3.00—	24.00
Anorexia Lozenges (1088)	.20—	1.50
	.40—	3.00
Antacidine, Metcalf's (1581)	.25—	2.00
Antalgos (561)	1.00—	8.00
Anta-Pa-Na (2580) per oz.	—	.35
Anthoine's Eucalyptol (847)	1.25—	11.00
Anthracene, Werner's (137)		
½ pts. each	—	.25
1 pts., each	—	.40
1 qts., each	—	.70
½ gal., each	—	1.25
1 gal., each	—	2.00
Antialgia, Ruhl's	.25—	1.75
Anti-Appoleotine, Hutchinson's (1304) R.	1.00—	8.00
	—	1.65
Antiarthrin-Sell (99A) per oz.	1.00—	9.00
Antiarthrin Tablets (Sell's) (420)	1.00—	8.00
Anti-Bald, Hopping's	—	4.00
Antibrule (100)	—	9.00
Anti-Chap, Lyon's (1489)	.25—	1.75
Sale's	.25—	2.00
Anti-Chappin, Howell's (1178)	.25—	1.50
Anti-Cold, Maroney's (1647A)	.25—	1.50
Anti Colic Tablets (1601) per 1000		1.00
Anti-Corrosive Vaseline Paste (500)	.05—	.42
Anti-Coryza, Morin's (1657)	.25—	1.75
Anti-Crave (934)	1.00—	9.00
	2.00—	18.00
Anti-Croup (1783A)	.50—	4.00
Antidandro (101A)	.50—	4.00
	1.00—	8.00
Antidipsole (1867)	2.00—	16.00
Anti-Diuretic, Detchon's (642)	1.00—	8.00
Antidolor (2661) per 100	—	.25
per 500	—	1.00
per 1,000	—	1.75
Antidolorin (1747)	1.10—	9.90
	1.60—	14.40
Anti-Dyspeptine (1943)	.50—	4.00
Anti-Epileptic, Fanyau's (947)	2.00—	18.00
Anti-Fag (918)	.10—	.75
	.25—	2.00
	1.00—	8.00
Anti-Fat Allan's (2664) R.	1.50—	11.75
Antifebralgia (166) per oz.	—	.50
Anti-Feet-Ache, New Century (2467)	.25—	1.40
Antiferment, Brewer's (297)	.25—	2.00
Pertit & Smith's	.35—	2.85
Anti-Freckle, Hallock's (1020)	.35—	2.25
Anti-Fut-Swet, Granger's (965)	.25—	2.00
Antigermol, Robinson's (2050)	.75—	6.00
Anti-Gonorrhoea, Emple's (101)	1.00—	8.00
Antigrease (709)	.15—	1.00
Anti-Grippe, Naumar's	.25—	1.80
Anti-Headache, see Davis.		
Antikamnia Tablets (103) R. per oz.	—	1.00
"Vest Pocket Box" (103R)	.25—	1.75
Combination Tablets (103) R. per oz.	—	1.00
Powdered (103) R....ped oz.	—	1.00
Anti-Kawf, Howell's (1178)	.25—	2.00
	.50—	4.00
Anti-Lean, Judge's	1.00—	8.00
Anti-Louse (829)	.25—	1.50
Antilupia Powder (1747)	.50—	4.80
Tablets, 5-gr.	.55—	5.40
& Codeine (tabs.)	.75—	7.20
& Salol (tabs.)	.55—	5.40
& Quinine (tabs.)	.75—	7.20
Anti-Neuro Pain (1708)	.10—	.65
	.25—	1.50
Antinonnin (782) R.		
½-lb. cans, per lb.	—	1.10
1-lb. cans, per lb.	—	.96
25-lb. kegs, per lb.	—	.83
Antinosine (2286) per oz.	—	2.10
Anti-Pain, Bell's (2356)	.25—	2.00
	.50—	4.00
Plasters (2069)	.25—	1.00
(1601)	.75—	8.00
Antiphlogistine (636) R.	.50—	4.00
	.75—	6.00
	1.25—	10.00
	2.50—	20.00
Antipilus (1389)	1.50—	12.00
	4.00—	38.00
Antipuralgos (1290) per oz.	—	1.00
Tablets, per oz.	—	1.00
& Quinine Tablets, per oz.	—	1.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Antipyrodine, Berlin, (220)		
Tablets, per 100	—	.75
per 500	—	3.60
per 1,000	—	7.00
Antipyrosine (2644)	.50—	3.50
	.75—	5.00
	1.00—	9.00
Antisepo (468)	.60—	5.00
Tooth Powder (468)	.25—	2.40
Anti - Septicon, Hesselroth's (1105)	.50—	4.00
Antiseptic Tooth Powder (2636)	.25—	2.00
Antiseptine (1698)	.50—	3.50
	1.00—	8.00
Antiseptoids (Vaginal) (1062) per 100	—	.75
Antiseptol (1062)	.50—	3.75
	1.00—	7.20
Anti-Shake Chill & Fever Cure (131A)	.50—	3.00
Anti-Skeet (New, Tablets) (1616)	.50—	4.00
(Old Style) (1616)	.10—	.75
	.25—	2.00
Anti-Stiff (847)	.25—	2.00
	.40—	3.50
	1.00—	9.00
	2.00—19.00	
	4.00—39.00	
Antithermoline (411)	.50—	4.00
	1.00—	8.00
	2.50—19.80	
	4.00—39.00	
Anti-Tickle, Lyon's (1489)	.15—	1.20
Anti-Tire, Wing's (1489)	.25—	1.75
Anti-Uric Specific (104)	1.00—	8.00
Dinner Pills (104)	.25—	1.60
Oil (104)	.25—	1.75
Treatments (complete) (104)	1.50—12.00	
Anti-Whoop (1783A)	.50—	4.00
Antizymotic (788) per 100 1 gr. tabs		.30
per 500, 1 gr. tabs	—	1.25
per 1,000, 1 gr. tabs	—	2.25
Powder, per oz.	—	1.00
Anton's Master of Pain (610)	.25—	2.00
Beef Blood, Iron & Wine (245A)	.50—	4.00
Antizymotica, Wither's Solution	.50—	4.00
Anton's Herb Compound (108B)	1.00—	7.50
Anusol Suppositories (2141) 12 cones in box, per box	—	1.00
Apergols, see Wampole's).		
Aperitivum Mite (1686)	1.00—	9.00
Apetol (16 ozs.) (2473A)	1.00—	9.00
Aploline, Chapoteaut's (847)	1.00—	8.00
Apoloids, see Stearns		
Apocynum Wine (see Johnson).		
Apple Blossom (743)	.25—	1.25
Arabian Balsam (1365)	.50—	4.00
	1.00—	8.00
Condition Powders (1587)	.25—	1.25
Eye Water (1365)	.25—	2.00
Horse & Cattle Powders (123)	.25—	1.50
Pills (1365)	.25—	2.00
Arabol Mucilage (110)	.20—	1.25
	.25—	2.00
	.50—	4.00
Arborin (257)	.50—	4.20
	1.25—10.80	
Arborin, Ointment (257)	.25—	2.00
	.50—	4.00
	.75—	6.00
Arbor-ol (111)	.50—	3.50
Soap (111)	.20—	.60
Archibald's Rheumatic Remedy.	1.00—	8.00
Arctusine (763)	.75—	6.00
Ardito Oil (112)	.35—	2.50
Pills (112)	.25—	1.80
	.50—	3.60
Arend's Beef, Iron & Wine with Phosphate (112A)	1.00—	7.00
	1.50—13.25	
Liver & Bowel Regulator (112A)	.50—	4.00
Malt Cough Mixture (112A)	.50—	4.00
Arent's (Father) Plasters (113)	.25—	1.75
Argyle Bitters (1831B) R.	1.00—	6.80
Arista (115)	.15—	1.25
	.25—	2.25
Egg Shampoo (120)	.15—	1.25
Aristoform (1406A) oz.	—	.50
Lozenges lb.	—	1.00
Suppositories		.50
Aristol (782) R. per oz.	—	1.80
Salve (2143) 5 per cent	.25—	2.00
Arkoline Antiseptic (115A)	.25—	2.00
	.50—	4.00
	1.00—	7.50
Arkwright's Asthma Cure (115A)	1.50—12.00	
Cancer Cure (115A)	2.50—20.00	
Chill Tonic Syrup (115A)	.50—	3.50
Cold Cure Tablets (115A)	.25—	1.75
Diarrhoea Cordial (115A)	.25—	2.00
	.50—	4.00
Dyspepsia Tablets (115A)	.50—	3.50
Epileptic Cure (115A)	2.50—20.00	
Headache Tablets (115A)	.25—	1.75
Heartsease (115A)	1.50—12.00	
Laxative Tablets (115A)	.25—	1.75

	Retail.	Doz.
Liver Pills (115A)	.25—	2.00
Pain Balm (115A)	.50—	4.00
Red Clover Tooth Paste (115A)	.25—	1.75
Santonine Worm Tablets (115A)	.25—	2.00
Tape Worm Specific (115A)	2.50—20.00	
Armistead's Ague Tonic (28)	.50—	3.75
	1.00—	6.50
Pile Cure (28)	.50—	3.50
Armoracia Hair Wash (1089)	1.00—	8.00
Armour's Beef Extract & Vegetable Tablets (117)	.35—	2.25
	.75—	6.00
	1.00—10.00	
Beef, Iron & Wine (117)	.50—	4.75
Beef peptone (117) per lb.	—	1.25
Nutrient Wine (117)	1.00—	8.00
Desiccated Mammary Substance—		
(powder) (117), per oz.	—	1.00
(tablets), per oz.	—	.50
Orchic Substances (117)		
(powder), per oz.	—	1.00
(tablets), per oz.	—	.50
Ovaron Substance (117)—		
(powder), per oz.	—	2.00
(tablets), per oz.	—	1.00
Pancreas (117) ...per oz.	—	1.00
Parotid Substance (117)		
(powder), per oz.	—	1.00
(tablets), per oz.	—	.50
Pituitary Body (117)		
(powd.), per oz.	—	3.00
(Tabs.), per oz.	—	1.50
Prostate (117), per oz.	—	1.00
Spinal Cord (117) (powder), per oz.	—	1.00
Suprarenals (117) (powder), per oz.	—	2.00
(Tablets), per oz.	—	1.00
Thymus (117)—		
Powder, per oz.	—	1.00
Tablets, per oz.	—	5.00
Thyroids (117)—		
Powder, per oz.	—	1.00
Tablets, per oz.	—	.50
Elixir Lactated Pepsin (117).	1.00—10.00	
Essence of Pancreatin (117)	.75—	6.00
Essence of Pepsin (117)	.75—	6.00
Fluid Beef Extract (117) R.	.50—	4.45
	1.00—	8.20
		—16.00
Glycerole Rennet (117)		—17.10
Ovol (117) 1 doz. Sticks on Card	—	.75
Pepsin-Phosphate (117)	.50—	4.00
Peptonizing Tablets (117)	.25—	1.80
Red Bone Marrow Extract (117)		—11.40
Solid Beef Extract (117) R.	.50—	4.45
	1.00—	8.20
		—15.90
		—29.75
Soluble Beef (117) R.	.50—	4.45
	1.00—	8.20
		—15.90
		—29.75
Vigoral Tubes (117), per case, 144 tubes	—	4.45
Armstrong's Bromide Seltzer (118)	.10—	.65
	.25—	1.25
	.50—	4.00
	1.00—	7.00
Caffeine Seltzer (118) per lb.	—	.75
Diphtheria & Quinsy Drops (1215)	.25—	2.00
	.50—	3.50
Elm Bark Salve (1215)	.10—	.75
Fruit Sparkle (118)	.25—	2.00
Hoof Ointment (97)	.50—	4.00
	1.00—	7.50
Horse & Cattle Powders (97)	.25—	1.50
I-Cure-U (Golden Oil) (1215)	.25—	1.75
Liniment (97)	.25—	1.50
	.50—	3.50
	1.00—	6.50
Little System Pills (1215)	.25—	1.50
Poultry Remedy (97)	.25—	1.75
Spavin Cure (97)	1.00—	6.50
Thrush Remedy (97)	.50—	3.50
Worm Fixtures (1215)	.10—	.75
Army & Navy Glue (2523) No. 1 Tubes		
Self Sealing, Collapsible	.05—.37½	
No. 2	.10—	.75
No. 3	.15—	1.20
1-oz. Bottle	.10—	.75
½-Gill in Tin	.15—	1.13
1 Gill in Tin	.20—	1.50
½-Pint in Tin	.25—	2.17
1 Pint in Tin	.55—	3.67
1 Quart in Tin	.75—	6.33
½ Gallon in Tin	1.25—10.00	
1 Gallon in Tin	2.00—18.00	
Arnica des Trappistes, Fougera's (847)	1.00—	7.50

	Retail.	Doz.
Arnicarboline (119) Family	.25—	1.75
Veterinary	.50—	3.50
Soap	.25—	1.75
Arnicole, Buntin's (Chapped Hands) (351)	.25—	2.00
Arnold's Ague Pills (1091A)	1.00—	8.00
Anti-Bilious Pills (122) ...R.	.25—	1.50
Antizymotic Compound (121)	.50—	3.50
	1.00—	7.50
Balsam (922) R.	.25—	1.88
	.50—	3.75
	1.00—	7.50
Cough Killer (122) R.	.25—	2.00
	.50—	4.00
	1.00—	8.00
Arnold's Diarrhoea Balsam (1805)	.25—	1.88
	.50—	3.75
	1.00—	7.50
Extract Sarsaparilla (1091A).	1.00—	8.00
Soothing & Quieting Cordial (122) R.	.25—	1.80
Aroud's Cinchona & Ext. Meat Wine (plain or w Iron) (847).	2.50—20.00	
Arrington's Candy Vermifuge (123)	.25—	1.75
Carbolized Tooth Cream (123)	.30—	2.00
Chill Cure (123)	.50—	3.75
Dysentery Cure (123)	.25—	1.75
Fairy Queen Cologne (123)	.25—	1.75
Liver Pills (123)	.25—	1.00
Rheumatic Liniment (123)	.25—	2.00
Strengthening Plasters (123).	.25—	1.00
Arsenauro (1833)	1.00—	8.50
Arthro Lithic (1313)	1.00—	8.00
Ar-thro-phon-i-a Pills (1111)	.25—	1.50
Arthur's Campho-Quino Tablets (127)	.25—	1.75
Carbolic Ointment (743)	.25—	1.25
Emulsion Cod Liver Oil (743)	.40—	2.75
	.65—	4.50
Emulsion C. L. Oil with Hypos (1587)	.50—	3.00
	.75—	5.00
Febrimel (1940)	.50—	4.00
Fluid Extract Sarsaparilla (1688)	.50—	5.50
Laxative Liver Tablets (127)	.25—	1.50
Nerve, Heart and Blood Tonic Tablets (127)	.35—	3.00
Pacific Liver Pills (1940)	.25—	1.50
Sulphur Elixir (561) .....R.	1.00—	8.50
Tono Tablets (127)	.75—	6.00
White Pine Balsam (1896)	1.00—	7.50
Artificial Skin (1403)	.25—	2.00
Ascariden (561)	.25—	2.12
Asclepias Compound (1747)	1.00—	9.00
	4.50—40.00	
Asepsin (Howe) (1456) per oz..	—	1.00
Aseptinol Compound Ointment (125A)	.50—	4.00
	1.00—	8.00
Powder	.50—	4.00
Aseptisine (1302)	.75—	6.00
Aseptol (1680)	.25—	1.75
Talcum Powder (1680)	.25—	1.65
Tooth Wash (1680)	.25—	2.00
Aseptolin-Edson		—15.00
Ashley's Chest Plasters	.50—3.50	
Electric Plasters	.25—	1.75
Gastric Plasters	.50—	3.50
Honey Balsam (126)	.25—	1.75
Liquid Plasters	.25—	2.00
Liver & Anti-Malarial Plasters	.50—	3.50
Spinal Plasters	.50—	3.50
Uterine Plasters	.50—	3.50
White Turpentine Plasters	.50—	3.50
Asma-Papele, Fougera's (847)	1.00—	8.00
Asparga, Pounder's (1925A)	1.00—	8.00
As-par-o-line (see Wampole's).		
Aspirin (782) per oz. R.	—	.43
Asthmachol (1490)	1.00—	8.00
Asthmane, Slater's	1.00—	9.00
Asthmalene (see Taft's).		
Asthma-Ta-Gum (217A)	.50—	4.00
Asthmaticine (1504)	1.50—13.00	
Asthmatine, (Slocum's)	1.00—	8.50
Astier's Cerealose (847)	1.00—	8.00
Condurango (847)	1.25—13.00	
Kola, Granulated (847)	1.50—13.00	
Athensteadt's Aromatic Iron Tincture (1430)	1.00—	8.10
Athertons Wild Cherry Syrup	.35—	2.75
Athlophorus 129) R.	1.00—	8.50
Athlo-Plasters (129) R.	.25—	1.75
Athlo-Tablets (129) R.	.25—	1.75
Atkin's Dyspepsia Tablets	.25—	2.00
Atkinson's Golden Ointment	.25—	1.90
Rheumatic & Gout Remedy	1.50—13.50	
Atwell's Wild Cherry Bitters	.50—	3.75
Atwood's Bitters (1016)	.25—	1.90
Cologne (130)	.25—	1.75
Eau Lustrale (130)	.75—	7.00
	1.50—12.00	
Fragrant Dentifrice (130)	.25—	1.75
	.50—	3.50
Glycerine & Elder Flower Lotion	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
"L. F." Bitters (1075) R.	.35—	3.00
Quinine Tonic Bitters (922) R	1.00—	8.25
Sachets (130)	.50—	4.00
Aubergier's Lactucarium Pastilles (847)	.50 -	4.00
Syrup Lactucarium (847)	1.00—	8.00
Audubon's Bird Tonic (1635)	.25—	1.50
Augauer Bitters (131)	1.00—	7.50
Augusta Drug Co.'s Carbolic Salve (131A)	.20—	1.25
Diarrhoea Cordial (131A)	.25—	1.50
Extract Jamaica Ginger (131A)	.20—	1.25
Toothache Drops (131A)	.10—	.75
Aulagne's Flaxseed Poultice (847) yds.	1.00—	8.50
Auld's Cough Syrup (2600)	.25—	1.75
	.50—	3.50
Aulde's Multitoxine (1516)	2.00—	24.00
Solution Nuclein (3)	1.00 -	9.00
Aunt Dinah's Blackberry Cordial (1612)	.50—	3.50
Chicken Food (89)	.25—	1.50
Egg Cream Liniment (89)	.25—	2.25
Old Va. Herb Tea (1025)	.25—	1.90
Tasteless Chill Tonic (89)	.25—	2.25
Hannah's Liquid Death Drops (1250)	.10—	.90
Mary's Celery Nerve Tonic (523A)	.50—	4.00
Cleansing Jelly (532A)	.25—	2.00
Cough Syrup (532A)	.25—	1.75
Emulsion C. L. Oil (532A)	.50—	4.00
Eureka Ointment (532A)	.25—	2.00
Headache Powder (532A)	.10—	.75
Sarsaparilla (532A)	.50—	4.00
Aunt Mary's Toe Ease Liquid (532A)	.15—	1.00
Salve (532A)	.15—	1.00
Tooth Powder (532A)	.15—	1.00
	.25—	2.00
Polly's Face Powder (2152)	.25—	1.75
Aureoline, Buchard's (1551)	.50—	4.00
Carniers' (1805A)	.50—	4.00
Robares	2.00—	18.00
Auro-Arsenic, Buntin's (351)	1.25—	9.00
Austen's Forest Flower Cologne (132)	.25—	1.83
	.50—	3.50
	1.00—	7.80
Austin's India Cough Balsam (1489)	.25—	2.00
	.50—	4.00
Health Pills (1489)	.25—	1.25
Oil (1489)	.25—	2.00
Throat & Lung Plaster (1489)	.25—	1.75
Tonic (1489)	.50—	4.00
	1.00—	8.00
Syrup Hydrochlorine (133)	1.00—	8.00
Australian Nerve Tonic (671A)	.50—	4.50
	1.00—	7.50
Auton's Master of Pain (610)	.25—	2.00
Autumn Leaf, Kilmer's (1336)	.50—	4.00
Auxiliator, Westphal's (2583)	.50—	4.00
	1.00—	8.00
Aven's Carbolic Acid Salve (630)	.25—	1.75
Jaborandi Cough Charms (630)	.10—	.63
Sure Asthma Cure (630)	1.00—	8.00
Avena Compound (1552)	—	7.20
Averill's Anti-Morbific Oil	.50—	3.75
Avery's Acid Food	.35—	2.25
Blood Disinfectant	.50—	4.00
Dyspepsia Powders (2260)	.50—	3.00
C. K. Liniment	.25—	2.00
A. W. & Co. Insect Powders (35)	.15—	1.00
	.35—	2.25
Axa Tablets (118) 40-5c. boxes	—	1.00
Axilla (1885A)	.50—	4.00
Ayer's Ague Cure (139) R	.50—	4.50
	1.00—	8.50
Cherry Pectoral (139) R	.25 —2.40	
	.50—	4.75
	1.00—	8.50
Cherry Pectoral Plasters (139) R.	.25—	2.00
Comatone (139) R	—	9.00
Hair Dye (2333)	.25—	1.75
Vigor (139) R	1.00—	8.00
Pennyroyal Pills	1.00—	7.50
Pills (139) R	.25—	2.00
Recamier Honey Paste (1995)	.50—	4.50
Shampoo (1995)	.50—	4.50
Wrinkle Remover (1995)	—	5.00
Sarsaparilla (139) R	1.00—	8.75
Vita Nuova Confections (1995)	.50—	4.00
Pills (1995)	.25—	2.00
Azuline, Sublimate Corrosive Tablets (2121)	.25—	2.00

B

	Retail.	Doz.
Baker's Hair Dressing	1.00 -	7.50
Hair Tonic (143)	.25—	1.80
Headache Pills	.25—	1.75
Insect Killer (143)	.30—	2.16
Petroleum Beans (143)	.25—	1.80
Petrolla Comp. (143)	.50—	3.60
Red Pills	.25—	1.75
Tasteless or Candy Liver Pills (143)	.15—	1.08
Baby's Ease	.25—	2.00
Babeskin Soap (268) gross		—11.00
Talcum Powder (268)	.25—	1.25
Babies' Friend (2251)	.35—	2.50
Baboria, Johnson's (For Babies) (1255)	.35—	2.75
Baby Talcum Powder (743)	.10—	.60
Blush (486A)	1.00—	8.30
Cough Syrup (743)	.25—	1.25
(1691A)	.25—	2.00
Babyhood Cough & Croup Cure (1400)	.25—	2.00
Baby's Own Tablets (Dr. Williams) R. (1039)	.25—	2.00
Babbitt's Chill Pills (255)	.25—	2.00
Babek Elixir (1355A)	.50—	4.00
Bacine's American Compound	1.00—	8.00
Bachmann's Worm Confections (2466)	.25—	2.00
Bachof's Alpen Tea (2039)	.10—	.50
Breast Tea (2039)	.10—	.75
Hamburg Tea (2039)	.10—	.50
Three Kings Tea (2039)	.10—	.75
Bacillide, Kelly's	1.10—	8.00
Bacillol (162A) per lb.	—	.60
per gal.	—	3.00
per 5 gals.		—12.50
per 10 gals.		—20.00
Baco-Curo (757)	1.00—	8.00
Bacon's Asthma Cure	.50—	4.00
Candian Emollient	.25—	2.10
	1.00—	9.00
Cold & Grip Cure (141)	.25—	1.50
Baconia Dyspepsia Cure (145) R	.25—	2.00
Bacterine (146)	.25—	2.00
	.50—	4.00
Bader's Peptonized C L O & Hypophos. (146E)	1.00—	8.00
Bagley's Dandelion Compound	1.00—	8.00
Ba-Ha-Ni (2312)	.10—	.75
	.25—	1.80
Bailey's Catarrh Cure (149)	.75—	5.00
Cough Syrup (2137)	.25—	1.75
	.50—	3.50
Dyspepsia Tablet (1393)	.25—	1.75
Extract Clams (147)	.20—	1.50
	.25—	2.00
	.35—	2.50
	.75—	5.00
	1.50—	15.00
Lanoline & Cucumber Cream (1805A)	.25—	2.00
Laxative Pills (149)	.25—	1.50
Tablets (1393)	.10—	.75
	.25—	1.75
Rheumatism Cure (149)	.75—	5.00
Saline Aperient (684)	.50—	3.50
Sulphur Tablets (1393)	.50—	3.50
Baily's Antiseptic Mouth Wash (153)	.25—	2.00
Cherry-Glycerine (153)	.25—	2.00
Cholera Cure (153)	.25—	1.75
Liver Pills (153)	.25—	1.50
Mexican Oil Liniment (153)	.25—	2.00
Syr. Hypophosphites (153)	.75—	6.00
Talcum Powder (153)	.10—	.75
Worm Killer (153)	.25—	1.50
Bain's Coca Elixir (847)	2.50—	20.00
Wine (847)	2.50—	20.00
Baird's Granules	.25—	1.90
Horse and Cattle Powders (2333)	.20—	1.25
Worm Confections (2333)	.25—	1.50
Baker's Antidote	.25—	2.08
	1.00—	8.00
Beef, Iron and Wine (1805A)	1.00—	7.00
Blackberry Balsam (1805A)	.25—	2.00
Bronchial Troches (1805A)	.20—	1.25
Carbolic Salve (1805A)	.25—	2.00
Cascara Pepsin Tablets (157)	.25—	2.00
	.50—	4.00
Catarrh Cure (1805A)	.50—	4.00
	1.00—	8.00
Charcoal Tablets (1805A)	.25—	2.00
Children's Cure (1805A)	.50—	4.00
Cod Liver Oil (1805A)	.50—	4.00
Emulsion (1805A)	1.00—	7.00
Condition Powder (76)	.25—	1.75
Constitutional Tonic (1805A)	1.00—	7.00
Corn Cure (1805A)	.20—	1.25
Salve (1805A)	.10—	.85
Cough Balsam (1805A)	.25—	2.00
	.50—	4.00
Cubes	.10—	.75
Dead Shot for Cholera (159)	.50—	3.60
	1.00—	7.20
Per gal.	—	1.80
Dog Soap (483)	.10—	.75
Electric Corn Remover (483)	.10—	.75
Toothache Wax (483)	.10—	.60
Elixir of Cascara Compound (1805A)	.50—	4.00
	1.00—	7.00
Elixir of Callsaya & Iron (1805A)	1.00—	7.00
Elixir of Iron, Quinine & Strychnine (1805A)	1.00—	7.00
Emulsion (155)	—	4.50
with Hypophosphites (155)	1.00—	8.00
Emulsion Cod Liver Oil with Hypophosphites (155)	1.00—	8.00
Ferrous Malate Solution	1.50—	10.00
5 Minute Extract Root Beer (158)	.10—	.75
Forestine Cough Balsam	.25—	2.00
Grape Cure	1.00—	8.50
Great American Specific (1200)	.25—	2.50
	.50—	4.00
Headache Pellets (1805A)	.25—	2.00
Honduras Sarsaparilla (1805A)	1.00—	7.00
Jamaica Ginger (1805A)	.25—	2.00
Kasirine	1.00—	8.00
Pomade	1.00—	8.00
Kidney & Liver Cure 1805A)	1.00—	7.00
Kidney Pills	.50—	4.00
Lemon Salts (483)	.10—	.60
Liniment (1805A)	.25—	2.00
	.50—	4.00
Liquid Fruit Protector (159) per gal.		—1.00
Little Giant Liver Pills (1805A)	.25—	2.00
Lotion (157)	.15—	1.00
Mameluke Magnetic Liniment	.25—	1.75
Mange Cure (159)	.50—	3.60
Medicated Soap (483)	.10—	.75
Migrainin (154A)	1.50—	12.00
Nitrogenized Iron (154A)	1.00—	8.00
Pain Panacea (1903)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Pepso-Ptelea (Pepsin & Wafer Ash) (154A) per lb.	.—	1.28
(Phoebe) Salve (545)	.25—	1.50
Poison Oak Cure (1805A)	.25—	2.00
Pure Cod Liver Oil (155)	.50—	4.00
	1.00—	7.00
& Malt	.50—	4.25
	1.00—	8.00
& Wild Cherry	1.00—	8.00
Quinelixir	1.00—	7.00
Syricum Cordial	2.50—	16.50
Tetter Ointment	.50—	3.75
Tip-Top (1646) R	.50—	3.90
Toothache Oil	.10—	.75
	.25—	1.75
	.40—	3.00
Uterine Balm (20)	1.00—	6.00
Vermifuge (1805A)	.25—	2.00
White Pine Expectorant	1.00—	8.00
Witch Hazel Extract (1805A)	.25—	2.25
	.50—	4.50
Bakterol (162A) per lb.	—	.60
per 5 gals.		—12.50
per 10 gals.		—20.00
Baldauf's Cough Syrup (163)	.25—	1.50
	.50—	3.50
Healing Salve (163)	.25—	2.00
	.50—	4.00
Porous Plasters (163)	.25—	1.50
Baldwin's Antiseptic Cones (800)	.50—	4.20
Antiseptic Wash (800)	.50—	4.20
Bladder Cure (800)	.50—	4.20
Blood Cure (800)	1.00—	8.40
Catarrh Cure Balm (800)	.50—	4.20
Celery Soda, Small Size (800)	.10—	.70
Medium Size	.25—	2.10
Large Size	.50—	4.20
½-pound (800)	1.00—	8.40
Cold Cure Tablets (800)	.25—	2.10
Cold in Head (800)	.25—	2.10
Colic Cure	.50—	4.20
Composition Hot Drops (164A)	.30—	2.50
Dysentary Cure (800)	.50—	4.20
Dyspepsia Cure (800)	.50—	4.20
Grip Cure (800)	.50—	4.20
Fever Cure (800)	.50—	4.20
Gonorrhoea Cure (800)	2.50—	21.00
Harmonic Hair Food (800)	1.00—	8.40
Shampoo (800)	.50—	4.20
Headache Cure (800)	.25—	2.10
Health Tablets (800)	.25—	2.10
Healing Salve (800)	.25—	2.10
Heart Cure (800)	.50—	4.20
Infallible Plaster (164A)	.25—	2.00
Kidney Cure (800)	.50—	4.20
Tea (800)	.25—	2.10
Kola Beans (800)	1.00—	8.40
Liver Cure (800)	.25—	2.10
Malaria Cure (800)	.50—	4.20
Nerve Cure (800)	.50—	4.20
Neuralgia (800)	.50—	4.20
None Better Cough Syrup (164A)	.25—	2.00

	Retail.	Doz.
Pain Relief (800)	.50—	4.20
Pile Cure Ointment or Suppositories (800)	.50—	4.20
Red Blood Pills (800)	.50—	4.20
Rheumatism Cure (800)	.50—	4.20
Sarsaparilla Pills (800)	.25—	2.10
Sore Throat Cure (800)	.25—	2.10
Star Ointment (164A)	.25—	2.00
Syphilis Cure (800)	1.00—	8.40
Toothache Gum (800)	.25—	2.10
Worm Cure (800)	.25—	2.10
Ballard's Arnica Tooth Powder (166)	.25—	1.75
Blackberry Balsam (166)	.25—	1.75
Bromidrosine (165A)	.35—	2.50
Cimicifugene Comp. (1174)	1.25—	10.00
Corn & Bunion Cure (166)	.25—	1.75
Corn Sheller (165A)	.25—	1.50
Essence of Jamaica Ginger (166)	.25—	1.90
	.50—	3.75
Herbine (166)	.50—	4.00
	.75—	6.00
Horehound Syrup (166)	.25—	2.00
	.50—	3.75
	1.00—	7.50
Insect Killer (166)	.15—	1.25
Rat Killer (166)	.25—	1.75
Snow Liniment (166)	.25—	2.00
	.50—	3.75
	1.00—	7.50
Ball's Blackberry Balsam (2143)	.25—	1.75
	.50—	3.50
Cherry Drops (2431)	.25—	1.75
	.50—	3.50
Digestive Salt	.25—	1.75
Poultry Powders (2431)	.25—	1.50
Tonic (2431)	1.00—	6.50
Balle's Hustena (710)	.25—	2.00
	.50—	4.00
Balm of Gilead Ointment, Potters' (1923)	.15—	1.00
	.25—	1.50
Roe's (2058)	.25—	1.80
Balm of Leaf (2486)	.25—	2.00
Balmoline (151)	.25—	1.80
	.50—	4.00
	1.50—	12.00
Balmy Sleep, Quee's	.50—	4.00
Balm-Zion, Sayre's	.25—	2.00
	.50—	4.00
	1.00—	9.00
Balsam (1403)	1.00—	8.00
Balsamal	.25—	1.85
	.50—	3.75
Balser's Fever & Ague Cure	1.00—	8.00
Balthar's Rheumatic Cure (168)	1.00—	9.00
Bana-Diastase (64)	.75—	6.00
Bancroft's German Balsam	.50—	4.00
Elixir	.50—	4.00
Liniment	.25—	2.00
Ointment	.25—	2.00
Tea	.25—	1.75
Instant Relief (703)	.25—	1.90
	.50—	3.80
	1.00—	7.60
Pills	.25—	1.75
B. and S. Catarrh Powders (257)	.50—	4.20
Snuff (257)	.50—	4.20
Cough & Croup Syrup (257)	.50—	4.20
Dyspepsia Powder (257)	.50—	4.20
Grippe Pacific (257)	.50—	4.20
Malarial Antidote (257)	.50—	4.20
Poison Oak Cure (257)	.50—	4.20
Resting Powder (257)	.50—	4.20
Restorative Tonic (257)	1.00—	10.20
Santonine (257)	.25—	2.04
	.50—	4.20
Seasick Powders (257)	.50—	4.20
Sore Throat & Diphtheria Tablets (257)	.50—	4.20
Teething Powders (257)	.50—	4.20
B. and R. Pile Cure (257)	.50—	4.20
Banene (1675)	1.25—	9.00
Bane's Cough Syrup (169)	.25—	1.00
	.50—	3.00
Expectorant Cough Cure	.25—	1.50
	.50—	3.50
Female Pills (169)	1.00—	7.68
Grippe Tablets (169)	.25—	1.50
9 O'clock Pills (169)	.25—	1.50
Ointment of Three (169)	.50—	3.88
Rheumatic Specific (169)	1.00—	7.68
Specific Eye Salve (169)	.25—	1.50
Bane's Specific Nervine (169)	1.00—	7.68
Vaginal Capsules	.50—	3.00
Bank's Cod Liver Oil (1487) R	.75—	5.25
Bannatyne Female Pills	1.00—	7.50
Bannerman's Phenyle Discovery	.25—	2.25
2 lbs.	.50—	4.50
Bar-Ben (172)	.50—	4.00
Barber's Bitters (173)	.50—	3.50
	1.00—	7.00
Blackberry Cordial (173)	.50—	3.50
Blood Purifier (173)	.50—	3.50

	Retail.	Doz.
Cascara Pastilles (847)	1.00—	7.00
Red Horse Powders (274A)	.20—	1.35
	.40—	2.70
Chill Tonic (670)	.50—	3.75
Condition Powders (173)	.25—	1.50
Cough Syrup (173)	.25—	1.85
	.50—	3.50
Hair Dye (1841)	.25—	2.00
Horse & Cattle Powders	.40—	2.70
Jamaica Ginger (173)	.25—	2.00
Juniper Cordial (173)	.50—	3.50
Barber's Liver Pills (173)	.25—	1.50
Magic Liniment (173)	.50—	3.50
Penetrating Oil (173)	.50—	3.50
Quick Cold Cure (670)	.25—	1.75
Sticking Salve (173)	.25—	1.50
Wild Cherry Tonic (173)	.25—	2.00
	.50—	3.50
Barbour's Dye	.50—	3.75
Floral Cream	.50—	3.75
Barb Wire Embrocation (see Watkins).		
Barclay's Periodical Pills (1805A)	2.00—	18.00
Bardeen's Extract of Fireweed (1921)	1.50—	12.00
Pills (1921)	.25—	2.00
	.50—	4.00
"Bardella" Bandage (175A)	.30—	2.75
	.50—	4.50
Bardoll's Worm Drops	.25—	1.90
Bardwell's Herbal Worm Syrup (177)	.25—	2.00
Honey of Roses (177)	.25—	2.00
Q. R. (177)	.25—	2.00
	.50—	4.00
Root Beer (176) per gal		1.50
Throat Tablets (177)	.10—	.80
Wood Violets Sachet (177)	.10—	.80
Bare's Anti-Asthmatic Cigars (847)	.75—	5.00
Rheumatic Cure (1973)	.50—	4.00
Bark's Antiseptic Throat-Pastilles (763)	.25—	2.10
Barkeeper's Friend (1131)	.25—	1.75
Barker's Aesculapius (180)	.25—	1.80
Antiseptic Tooth Wash (178)	.25—	2.00
	.50—	4.00
Aurora	1.50—	12.00
Blackberry Syrup (2307)	.25—	1.50
Barkmans Rheumatic Tablets (727)	.50—	4.00
Baker's Blood Tonic	1.00—	8.00
Cholera Cure (180)	.25—	1.80
	.50—	3.60
Cough, Catarrh & Consumption Remedy (180)	.50—	3.75
Hermetical Wonder (180)	1.00—	7.00
Horse, Cattle & Poultry Powders (181)	—	1.25
Iron Comp. (180)	.50—	3.60
London Hospital Liniment (178)	.25—	2.00
	.50—	3.50
Menthic Belladonna Plasters (178)	.25—	1.50
Nerve & Bone Liniment (180)	.25—	1.80
	.50—	3.60
(181)	.25—	2.00
	.50—	4.00
Sarsaparilla (2307)	.50—	3.60
Snow Flake Cream (178)	.25—	2.00
	.50—	4.00
Toothache Killer (180)	.25—	1.50
White Pine Expectorant (747A)	.25—	2.00
Worm Confections (2307)	.25—	1.50
Syrup (2307)	.25—	2.00
Yarma Liniment (178)	.25—	2.00
	.50—	3.75
Young Cherry Balsam (178)	.25—	2.00
	.50—	4.00
Barley Malt Bitters with Diastase (182A)	—	7.00
Barlow's Eureka Camphor Balsam	.50—	4.00
Barnaby's Active Pills (183)	.10—	.75
Amber Tooth Wash (183)	.50—	4.50
Coral Tooth Powder (183)	.25—	2.00
(Hygienic Med. Co.) Petroleum Liniment (187)	.35—	3.00
Barnaby's Quick Pile Cure (183)	.50—	4.00
Rheumatic Elixir (183)	1.00—	8.00
Royal Corn Remover (183)	.10—	.75
(Thomas') Headache Powders (183)	.10—	.75
Wild Cherry Cough Drops (183)	.05—	.45
Barnard's Water Bug & Roach Exterminator (184)	.50—	3.50
Barnes' Bladder & Kidney Cure (267B)	—	4.00
Dog Laxative Tablets (2010)	.10—	.75
Flexible Caustic Points (2010)	.10—	.75
Handy Medicine Case (2010)	.10—	.75
	.15—	1.00
Medicine & Eye Dropper (2010)	.05—	.35

	Retail.	Doz.
Mysterious Pain Cure (186)	.25—	2.00
	.50—	4.00
Passiflora Incarnata (267B)	.50—	4.00
Pile Ointment (1604)	.25—	1.75
Stomach & Head Tablets (267B)	.10—	1.25
Barnes' Wonder Salve (267B)	.25—	1.75
Barney's Marienbad Reduction Pills	2.00—	17.00
Barosma, Backache, Kidney & Liver Cure (2408)	1.00—	8.00
Strengthening Plasters (2408)	.25—	2.00
Barr's Ague Medicine	1.00—	8.00
Celery Medicine (1888)	.25—	1.50
Tea (1888)	.25—	2.00
Barral's Anti-Asthmatic Cigars (847)	1.00—	9.50
Paper (847)	1.00—	9.50
	2.00—	16.00
Barrell's Indian Liniment	.25—	1.75
Barrett's St. Vitus Dance Remedy (1775A)	3.00—	27.00
Barricouta Ointment	.25—	2.25
Barrow's English Troches (2562)	.25—	1.25
Barry's Antiseptic Mixture (107)	.50—	1.00
	1.00—	8.00
Florida Water (174)	.15—	1.25
	.25—	2.25
	.50—	4.00
Hair Dyes (174)	1.00—	6.00
Barry's Marfilina (174)	.25—	1.50
Pain Relief (174)	.25—	1.75
	.50—	3.00
Pearl Cream (174)	.50—	3.00
Tricopherous—see Tricopherous.		
Bartine's Family Lotion	.75—	6.25
Horse Lotion	.75—	6.25
Bartlett's Food or Pepsinated Nutriment (922) R	.25—	1.75
	.50—	3.50
Bartlett & Plumer's Coca Wine	1.00—	8.00
Emulsion	1.00—	8.00
Bartlett's Pile Suppositories (155)	.50—	4.00
	1.00—	7.50
Bartram's Salve (1861)	.25—	1.50
Baska Mag Drops No. 3 (1105)	.25—	2.00
	.50—	4.00
Bass' Chicken Cholera Cure (188)	.25—	1.75
	.50—	3.50
Liver Pills (2246)	.25—	1.25
Basset's Pills (847)	2.00—	18.00
B. A. T., No. 2 (1393)	1.00—	7.50
(Breath & Throat) (1595)	.10—	.75
Batchelor's Cosmetique (721)	.50—	4.00
Curative Ointment (721)	.25—	2.00
Hair Dye (721)	1.00—	8.00
Moldavia Cream (721)	.25—	2.00
Bateman's Drops (709)	.10—	.65
Bates & Millers' Cough Mixture (1398)	.25—	2.00
Bath Fume (1595)	.50—	3.75
Bathlets (358)	.75—	7.25
Baudon's Bioguaiacol (847)	1.00—	11.00
Baudry's Elixir Polybromine (847)	1.25—	13.50
For the Breath (1595)	.10—	.75
5c., 30 in Box	—	.75
Bauer's Celestial Cream	.25—	1.75
Instant Cough Cure (194)	.25—	1.88
	.50—	3.75
Laxyne, Quinine Tablets (194)	.25—	1.75
Baughman's Lumbago & Backache Cure (842A)	.25—	2.00
Baume Rhumal (French Cough Syrup) (1657)	.25—	1.85
Baur's Cream of Lilacs	.25—	1.75
Baxter's Mandrake Bitters Tablets (1097)	.25—	2.00
Worm Lozenges	.25—	1.50
Bayard's Peptone Phosphate Wine (847)	3.00—	21.00
Bayer's Aromatic Celery Wine	.75—	5.00
Colic Drops	.25—	1.85
Penetrating Oil	.25—	2.00
	.50—	4.00
Bay Rum Shampoo Powder (124)	.25—	2.00
Bazin's Almond Shaving Cream (1016)	.35—	2.25
	.50—	3.00
Amandine (1016)	.50—	3.00
Charcoal Tooth Paste (1016)	.50—	3.00
Camphor Ice (1015)	.25—	1.25
Diamond Rust (1016)	.25—	1.75
Depilatory Powder (1016)	.35—	2.75
Erosine Soap (1016)	.10—	.67
Gold Dust (1016)	.25—	2.00
Philocome (1016)	.25—	1.75
	.40—	3.00
	.50—	3.75
Poncine Soap (1016)	.25—	1.67
Spanish Lily White (1016)	.25—	1.75
Thymoline Soap (1016)	.25—	1.85
B. B. B. (Botanic Blood Balm) (250)	1.00—	8.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Ointment (250)	.50—	4.00
Pills (250)	.25—	1.50
B. B. Laxative Tablets (2173)..	.10—	.75
Beachs' Lung Balsam	.25—	1.75
Beacon Bitters (11)	.25—	1.75
	.50—	4.00
	1.00—	8.00
Beal's Best Flesh-Maker.......	2.00—	16.00
German Tea	.25—	1.50
Reduction Pellets	.75—	6.00
	1.50—	12.00
Bean's Cherry Comp (199).....	.25—	2.00
Bean's Root Beer (2199)........	.15—	1.25
Toothache Cure (200)	.10—	.75
Bear Lithia Water (Sparkling Still Water) (201)	.50—	4.00
Bear's Oil Liniment—see Closson.		
Beardarine Hair Renewer (2211)	1.00—	6.65
Beardine Hair Renewer (2211)..	1.00—	6.00
Beates & Miller's Diarrhoea Mixture (1398)	.25—	2.00
Beauchamp's Bust Food (1091A)	1.00—	8.00
Nail Powder (1091A)........	.50—	4.00
Beaufume's Dragees (847)	3.50—	30.00
Beautiful Rose Cream (2399)...	.50—	.300
Beauty Balm (124)..............	1.00—	8.00
Beauty Complexion, Skin Tablets (461)	1.00—	8.00
Becks' Astringent Gargle (1604).	.50—	4.00
Balsam (1888)	.25—	1.50
"Little Wonder" Headache Powders (202)	.10—	.75
Stomach & Liver Pills (202)	.10—	.75
	.25—	1.75
Becker's Comp. Digest (203) tabs or pow'd	1.00—	7.80
	.50—	4.25
Costivine Leaf Compound...	1.00—	7.50
Eye Balsam (1775A).........	.25—	1.85
Thuja Plasters (1944)........	.25—	2.00
Bedford Alum & Iron Mass (1834A)	.50—	3.75
"Bee Brand" Death to Pain (1550)	.25—	1.75
Insect Powder (1550)	.10—	.80
Orris Root (1550)	.10—	.80
Beebe's Inhalant (2071A)........	.75—	5.00
Inhaler, Complete (2071A)...	1.00—	9.50
Pork Maker ....per gal.	.25—	2.00
Yellow Tablets (2689)........	.50—	3.50
Bee Brand Quinine Capsules (1550)	.10—	.80
Root Beer (1550)	.10—	.80
Worm Confections (1550).....	.10—	.80
Beecham's Pills, Cathartic (39)..	.10—	.80
	.25—	1.70
Cough Pills (39)........	.25—	1.70
Beechers' Bronchial Troches (1740A)	.25—	2.25
Beef Peptonoids (116) R........	1.00—	9.00
	2.00—	19.00
Beef-Cocoa (Mosquera) (1830)...	—	5.00
Beef-Meal (Mosquera) (1830)....	—	5.00
Beefwine Smith's (2234)	.50—	5.00
"Beekman" Almond Meal (2143).	.25—	1.75
Carbolic Toilet Soap (2143)...	.10—	.75
Dog Soap (2143)	.10—	.75
Glycerated Tar Soap (2143)..	.10—	.75
Smelling Salts (2143)........	.25—	2.00
Talcum Powder (2143)	.15—	1.00
Beeman's Pepsin Chewing Gum (60) per box of 20 pkgs.	—	60
per box of 40 pkgs.	—	1.20
Bees in Your Head (204A)......	.10—	.75
	.25—	1.75
Beetham's Lait Larola (847)...	.45—	2.00
	.50—	4.00
	1.00—	7.00
Begg's Alabaster Balm (208)....	.50—	3.00
Belladonna Plasters (208)....	.25—	1.25
Blood Purifier (208)..........	.50—	3.75
	1.00—	7.00
Cherry Cough Syrup (208)...	.25—	1.90
	.50—	3.75
Dandelion Bitters (208)	.50—	3.50
	1.00—	6.50
Diarrhoea Balsam (208)......	.25—	1.90
	.50—	3.75
Eye Water (208)	.25—	1.25
Eye Salve (208)	.25—	1.25
German Salve (208)..........	.25—	2.00
Cologne (208)	.25—	1.75
Veterinary Salve (208) ...	.50—	3.00
Hair Renewer (208)	1.00—	5.50
Little Giant Pills (208)	.25—	1.25
Mustard Plasters (208) boxes	.50—	2.75
Painless Corn Cure (208)....	.15—	1.00
Pine Tar Cough Honey (209)	.25—	2.00
	.50—	4.00
Quinine Elixir (208)	.50—	3.50
Shaving Soap (208)	.10—	.60
Soothing Syrup (208)	.25—	1.50
Tropical Oil (208)	.25—	1.90
	.50—	3.75
Vegetable Liver Pills (208)..	.25—	1.50
Worm Candy (208)..........	.25—	1.25

	Retail.	Doz.
Behrle's Am. Skin Plaster (1372) Envelopes	.05—	.30
Rolls	.50—	3.60
Bejean's Gout Specific (847).....	3.00—	27.00
Belcher's Female Cure..........	1.00—	8.00
Belden's Fever & Ague Globules (210)	.50—	4.00
Belding's Skin Remedy (210A)..	.50—	4.00
	1.00—	8.00
Belgian Hair Grower (211)......	2.50—	19.00
Bell's Alpine Moss Balsam	.25—	1.88
	.50—	3.75
	1.00—	7.50
Anti Pain (2356)	.25—	2.00
	.50—	4.00
Barber Itch Remedy (1091A).	.75—	6.00
Blood Purifier	1.00—	7.50
Boneset Balsam	.35—	2.50
Camphor Disks (212A)	.25—	2.00
	.50—	4.00
Cascarans (214)	.25—	2.00
Chocolate Emulsion (1747)..	1.00—	8.00
Chicken Cholera Powd. (1587)	.25—	
Cocoa (212A)	.75—	5.50
Dead Shot (212)	1.00—	8.00
Dyspeptic Cure (2171)	.50—	4.00
Dyspepsal Tablets (1872)....	.25—	2.00
ment (215)	.25—	1.75
Electric Pile Cure (212)....	.25—	2.00
Vitalizer Tablets (212)...	.25—	2.00
Liquid (212)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Improved Liver Pills (757)...	.25—	1.50
Insect Powder (267) ¼-gr. Boxes	...—	2.00
½-gr. Boxes	...—	3.75
1-gr. Boxes	...—	7.90
(887)	.10—	.65
Guns (276)	—	.60
Liquid Rennet	.25—	1.50
Ointment (212A)	.50—	4.00
Peppermint Chill Tonic (2356)	.50—	3.50
Pepsin Tonic (212)	.50—	4.00
Pine Tar Honey (2356)......	.25—	2.00
	.50—	4.00
	1.00—	8.00
Bell's Specific Pills	1.00—	8.00
Cholera (212A)	1.00—	9.00
Gonorrhoea (212A)	1.00—	9.00
Nervous Debility (212A)..	.50—	4.00
Specifics Family (212A)......	.25—	2.00
	.50—	4.00
Veterinary (212A)	.50—	4.00
Tiny Tonic Tablets (2356)...	.25—	1.50
Torbid Liver Disks (212A)..	.50—	4.00
White Oil (211)..............	.25—	1.50
Bellini's Cinchona & Colombo Tonic Wine (847)	2.00—	17.00
Belloc's Vegetable Charcoal (847)	.75—	5.75
Lozenges (847)........	.60—	4.25
Belot's Face Powder	.25—	1.75
Benedicta (Planters Female Regulator) (2269)	1.00—	8.00
Benedict Wonder Salve (2283) .	...—	...
Benedictin's Dentifrices-Elixir (175)	.75—	6.00
Powder (175)	.45—	3.50
Paste (175)	.35—	3.00
Bengal Depur. Purgative Pills (847)	1.50—	12.00
Benger's Liquor Pancreaticus (847)	2.50—	20.00
	4.00—	36.00
Liquor Peptious (347)	2.50—	27.00
	4.50—	42.00
Bengue's Anestile (1425)	4.00	[illegible]
Menthol Dragees (1425).....	[illegible]	[illegible]
Baume Analgesique (1425)..	.75—	4.50
Cacodylate of Soda (1425)...	1.00—	9.00
Cacodyle Pills (1425)........	1.00—	9.00
Ethyl Chloride (1425).......	1.00—	9.00
	.50—	4.50
Benne's Injection (1089)........	1.00—	8.00
Benner's Acme Cure (215)	.50—	3.50
Ague Cure (215)	.40—	2.80
Anodyne Tablets (215)......	.25—	1.75
Anti Chlorotic Tablets (215)	.35—	2.25
Anti-Nauseant Tablets (215)	.35—	2.25
Anti-Spasmodic Tablets (215)	.35—	2.25
Appetiser Bitters (215)	.35—	2.10
Asthma Cure (215)	.50—	3.50
Baby Pain Drops (215)......	.20—	1.25
Tablets (215)	.25—	1.75
Big Malaria Cure (215)	2.00—	15.00
Bitta Tonic Tablets (215)....	.25—	1.75
Blood Sulphurated Tablets (215)	.40—	3.15
B. & O. Cough Syrup (215).	.20J	1.10
	.50—	3.00
Brain Tonic Tablets (215)...	.35—	2.25
Bronchitis Tablets (215)	.25—	1.75
Bunion Cure (215)...........	.35—	2.25
Cancer Specific (215)	2.00—	18.00
Cathartic Female Tablets (215)	.25—	1.75

	Retail.	Doz.
Celery & Sarsaparilla Comp. (215)	1.00—	7.50
Cholera Cure (215)	.25—	1.75
Cider Comp. (215)	.25—	1.75
Constituent or Nerve Tablets (215)	.35—	2.25
Corn Cure (215)	.25—	1.75
Coryza Tablets (215)	.25—	1.75
Cough Tablets (215)	.20—	1.10
Creosote Consumption Cure (215)	1.00—	7.50
Diabetes Cure (215)	1.00—	7.50
Diarrhoea Tablets (215)	.25—	1.75
Digestive Tablets (215)	.35—	2.25
Diuretic Tablets (215).......	.25—	1.75
Dropsy Cure (215)..........	1.00—	7.50
Dyspepsia Tablets (215).....	.25—	1.75
Earache Drops (215)	.20—	1.10
Enteritis Tablets (215)......	.25—	1.75
Epilepsy Cure (215).........	1.00—	7.50
Eureka Restorative Bitters (215)	.50—	3.50
Expectorant Tablets (215)...	.25—	1.75
Eye Water (215)	.10—	.75
Famous Goitre Lotion (215).	1.00—	7.00
Female Regulator Tablets (215)	.35—	2.25
Fever Tablets (215)	.25—	1.75
Foot Powders (215)	.20—	1.10
Formula No. 1 Pile Oint-Menthol (2143)	.50—	4.00
Golden Oil (215)............	.25—	1.75
Gonorrhea Tablets (215).....	.50—	3.50
Gravel Cure (215)............	.50—	3.50
Grip Tablets (215)..........	.25—	1.75
Grip & Cold Cure (Formula No. 2) (215)	.50—	3.50
Heart & Tonic Oablet (215)	.25—	1.75
Hemastatic Tablets (215).....	.40—	2.80
Hive Cure (215)............	.35—	2.25
Hog Cholera Cure (215)......	.20—	1.40
Hydragogue Cathartic Tablets (215)	.25—	1.75
Hypnotic Tablets (215)......	.25—	1.75
Incontinence Tablets (215)...	.25—	1.75
Inhaling Balm (215).........	.35—	2.25
Intestinal Tablets (215)......	.25—	1.75
Kidney Tablets (215)	.25—	1.75
Liniment Red Oil (215)	.25—	1.75
Little Bracer Tablets (215)..	.25—	1.75
Little Liver Tablets (215)....	.25—	1.75
Medicated Soap Shampoo (215)	.10—	.42
	.25—	1.75
Monthly Pain Tablets (215)..	.35—	1.75
N. B. & L. Anti-Bilious Pills (215)	.25—	1.75
Nerve Tonic Tablets (215)...	.35—	2.25
Neuralgia Tablets (215)....	.25—	1.75
Nymphomania Tablets (215).	.35—	2.40
Opium Cure (215)............	2.00—	15.00
Pediculi Ointment (215)......	.25—	1.65
Plant Food Comp. (215)....	.10—	.75
Prostatic Tablets (215)......	.35—	2.25
Quassia Comp. (215)........	.10—	.75
Rat Exterminator (215)......	.10—	.75
Red Liniment Oil (215)......	.25—	1.75
Rheumatism Pills (215).....	1.00—	7.50
Sciatica Tablets (215)........	.35—	2.25
Seneca Chief Scalp Fertilizer (215)	.50—	3.75
	1.00—	7.50
Sick Headache Tablets (215).	.25—	1.75
Stimulant Stomach Tablets (215)	.25—	1.75
Stomach Renovator (215)....	.50—	3.75
	1.00—	7.50
Sweat Lotion (215)	.50—	3.00
Syphilis Cure, Formula No. 1 (215)	1.00—	7.50
Teething Lotion (215)........	.25—	1.75
Tonsilitis Tablets (215)......	.35—	2.25
Throat Tablets (215).........	.25—	1.75
..Throat Gargle Tablets (215).	.25—	1.75
Tonsilitis Tablets (215)......	.35—	2.15
Tooth Powder (215)..........	.20—	1.10
Toothache Drops (215)......	.20—	1.10
Universal Moustache Dyes (215)	.50—	3.50
Uterine Tablets (215)........	.35—	2.25
Vaginal Comp. (215).........	.50—	3.50
Voice Tablets (215)..........	.25—	1.75
Wart Cure (215).............	.25—	1.10
Whiskey Cure (215)..........	2.00—	15.00
Worm Tablets (215)..........	.25—	1.75
Bennett's Cough Tablets (1039)	.25—	1.35
Electric Liniment (2199)....	.25—	1.75
Plasters (2199)	.25—	1.50
English Asthma Remedy (1805A)	.50—	4.00
Fever & Ague Pills (2039)..	.50—	3.00
Golden Liniment (2039).....	.25—	1.35
Healing Dust	.50—	4.00
Plant Root Pills (2039).....	.25—	1.35
Quick Cure (2039)...........	.50—	3.00
Sure Death to Rats (2039) ..	.10—	.65
Worm Lozenges (2039).......	.25—	1.35

	Retail.	Doz.
Bensdorp's Royal Dutch Cocoa (1871B)	.50	3.75
Bensolyptus (2143)	.25	2.00
	1.00	8.00
Toilet Soap (2143)	.25	2.00
Tooth Powder (2143)	.25	1.60
Paste (2143)	.25	1.50
Benson's Asthma Cure	2.00	16.00
Chamomile & Celery Pills (2622)	.50	4.00
Family Ointment (483)	.10	.75
Headache Powders (483)	.10	.75
Plasters (2164) R.	.25	1.75
Quinia Hair Tonic (1604)	.50	4.00
Rose Lip Tooth Wash	.25	1.75
Skin Cure	1.00	8.50
Stomach & Liver Pills (483)	.10	.90
Bent's Corn Rings (2185A)	.10	.75
Benton's Hair Grower (2545) R.	1.00	7.50
Nerve Tablets	1.00	8.00
Mandrake Pills (2148)	.25	1.50
Pine Tree Tar Troches	.25	1.75
Bentrovato Blood Bitters (1486A)	1.00	9.00
Benzoin Baths (2650)	.50	4.00
Benzoin Toilet Toilet Creme (see Russell and Lawrie).		
Ben-Zo-Ine Cream (1159)	.25	1.80
Benzoinol Aristol (2143)	2.00	15.00
Bishop's (2143)	.50	4.00
Blair's (2143)	.50	4.00
Camphor (2143)	.50	4.00
Benzoinal Campho-Phenique (2143)	.50	4.00
Carbolic Acid (2143)	.50	4.00
Creame (2143)	3.00	24.00
Creosote (2143)	.50	4.00
Douglas' (2143)	.75	6.00
Eucalyptol (2143)	.50	4.00
Iodine (2143)	.50	4.00
Carb. Acid (2143)	.50	4.00
Inhaler (2143)	.25	2.00
Iodoform (2143)	.50	4.00
Menthol (2143)	.50	4.00
Napthaline (2143)	.50	4.00
Oil Cubebs (2143)	.50	4.00
Pine Needles (2143)	.50	4.00
Tar (2143)	.50	4.00
Wintergreen (2143)	.50	4.00
Plain (2143)	.50	4.00
Resorcin (2143)	.50	4.00
Salol (2143)	.50	4.00
Terebene (2143)	.50	4.00
Thymol (2143)	.50	4.00
Benzo-Eucalyptine (216)	.35	3.00
Benzo-Formaldehyde (1552)	—	6.00
Benzo-Formol Comp. (1667)	—	6.00
Benzomel (2305)	.50	4.00
Benzo-Menthol (671A)	.75	6.00
Benzorosa, Imperial (1218)	1.00	8.00
Benzothymol (2187)	.75	5.20
	2.00	19.80
	3.00	28.00
Modified (2187)	.75	5.20
	2.00	19.80
	3.00	28.80
Beral's Alkaram (847)	1.00	9.00
Ferrugineaux de Nancy (847)	1.00	8.00
Poor Man's Plaster (847)	.50	3.00
Berg's Dog Blood Elixir (1805A)	.50	4.25
Canker Cure (1805A)	.50	4.25
Diarrhoea Cure (1805A)	.50	4.25
Distemper Remedy (1805A)	.50	4.25
Eye Lotion (1805A)	.50	4.25
Fit Cure (1805A)	.50	4.25
Liniment (1805A)	.50	4.25
Liver Physic (1805A)	.50	4.25
Mange Cure (1805A)	.50	4.25
Soap (1805A)	.25	2.00
Tonic (1805A)	.50	4.25
Vermifuge (1805A)	.50	4.25
Bergen's Asthma Cure	1.00	8.00
Berger, Tar Soap (847)	.10	.75
Bergmann's Capillary	.50	3.50
Tonic Pills (847)	.50	4.00
Berlin Corn Cure (902)	.10	.75
Berlin Malpept (220) per qt.	—	.75
per gal.	—	4.00
½ gal. in 4 oz. bottles	—	2.50
Myrrhine (220) tabs. per 1000	—	2.50
Ointment (220) per ½-lb.	—	.60
per lb.	—	1.00
Tasteless Emulsion Cod Liver Oil (220) per pint	—	1.00
per gal.	—	6.00
½-gal. in 4-oz. bots.	—	3.25
Worm Syrup (see Schwartz).		
Bermingham Nasal Douche (1378)	.25	1.50
Bermuda Lily Cream	.25	1.75
Water (1349)	—	5.00
Bernard's Radical Cure	1.00	8.50
Bernardo's Female Pills	1.00	7.50
Berndt's Cold Cure (1748)	.25	2.00
Nasal Cream (748)	.10	.75
Bernhard's Hickory Meat Smoke (1871)	.75	6.00
	2.50	18.00

	Retail.	Doz.
Bernier's Vitalizing Beans (1803A)	1.00	9.00
Berry's Authemeron Canker Cure (591) R.	.25	2.00
Face Cream (218A)	1.00	7.50
Freckle Ointment (218A)	.50	4.00
Mineral Water Salts (2650)	.50	4.00
Pile Ointment (1921)	.25	2.00
Root Beer (218)	.25	1.70
Bertelli's Catramin Pills (847)	.50	4.25
	1.25	10.00
Berthe's Codeine Paste (847)	.60	4.50
Codeine Syrup (847)	1.00	9.00
Thompson's Dragees (847)	2.00	18.00
Berthe's Antigout Dragees (847)	2.00	18.00
Paste (847)	.50	4.00
Syrup (847)	1.00	8.50
Bertram's Antiseptic Camphor Jelly	.10	.75
Witch Hazel Jelly	.10	.75
Long Life Bitters	1.00	8.00
Liver Pills (1861)	.25	1.25
Veterinary Elixir (1861)	.50	3.50
Bertrand's Topique for Rheumatism (847)	.25	2.00
Beslier Blister Rose (847)	1.00	9.50
Conium Plasters (847)	.50	4.25
Thapsia (847)	.50	4.00
Vigo cum Mercury (847)	.50	4.25
Bettison's English Horse Liniment	.25	1.50
Betton's Pile Salve (2295A)	.50	4.00
Betul-ol Lin-Methyl Salicylate (847)	1.00	8.00
	2.00	15.50
Beval's Syrup Aconite (847)	1.25	10.00
Beyers' Ointment	.25	1.80
	.50	4.00
Bickley's Camphor Cream (1663)	.25	2.00
Worm Killing Agent (1663)	.25	2.00
Bickmore's Gall Cure (223)	.25	1.75
	.50	3.50
	1.00	7.00
Bicknell's Dysentery Syrup (467)	.25	2.00
	.50	4.00
Bidaman's Celery Nerve Pills (1265)	.25	1.50
Cough & Cold Cure (1265)	.25	1.50
Digestion Wafers (1265)	.25	1.50
Safe Arsenic Complexion Wafer (1263)	.25	1.50
	1.00	7.50
Tasteless Vegetable Pilules (1265)	.25	1.50
Biddle's Bronchial Balsam	.25	2.00
Biel's Catarrh Jelly (224)	.25	1.75
	.50	3.50
New Nerve Tablets (224)	.50	3.50
Big G (760)	1.00	8.00
Big Horn Injection, Arnold's (121)	1.00	8.00
Big Six, Olliffe's (1775A)	.75	6.60
Bigelow's Beef, Iron & Wine (225A)	.25	2.10
	.50	4.20
Benzoin Cream (225A)	.25	2.10
	.50	4.20
Cough Balsam (225A)	.25	2.10
	.50	4.20
Emulsion Cod Liver Oil (225A)	.30	2.75
	.50	4.20
Calisaya Elixir (225A)	.65	6.00
With Iron	.75	7.50
Glycerine Lotion (225A)	.20	1.75
	.50	4.20
Nerve & Bone Liniment (225A)	.25	2.10
P. A. L. Tablets (225A)	.12	1.00
Positive Cure (225A)	.25	2.00
	.50	4.00
Prophylactic Tooth Wash (225A)	.25	2.00
Rapid Transit Cure (225A)	.15	1.25
Rum & Quinine (225A)	.50	4.20
Sarsaparilla (225A)	.60	5.50
Thymolyptus (225A)	.50	4.20
Violet Borated Talcum Powder (1005A)	.10	.75
Bigg's Carminative	.35	2.85
Bigger's Huckelberry Cordial (1022)	.25	1.75
	.50	3.75
Biker's Ready Pneumatic Mender (2164)	.10	.75
Bilin Pastilles (723)	.35	3.25
	.75	5.00
Billington's Headache Powders (229)	.25	1.75
Lightning Cough Cure (229)	.25	1.75
Eye Water (229)	.15	1.00
Liniment (229)	.10	.75
	.25	1.75
	.50	4.00
	1.00	7.50
Liver Pills (229)	.25	1.75

	Retail.	Doz.
Plaster (229)	.25	1.75
Salve (229)	.25	1.75
Pink Mixture (229)	.25	1.75
Billingslea's Neutro-Cordial (228)	.50	4.00
Billiousine	1.00	8.00
Billy Cruis' Ointment (1612)	.25	1.50
"Bi'z" (2564A), per case, 12 qts.	—	9.00
Per Gallon	—	2.00
Binsel's Glykozaine (847)	1.00	14.00
Biophorine, Girard's (847)	1.25	11.00
Bioplasm (Bower), Powder or Tablets (232A)	1.00	8.00
	1.50	12.00
Pocket Size (Tablets) (232A)	.50	4.00
(Peroxalk) (Powder)	1.00	8.00
(Adrenal) (Powder)	1.25	10.00
Biotrophine (2575)	.50	4.25
Bird-Health (97)	—	1.75
Bird-Lice Destroyer (235)	.25	2.00
Bird Manna (124) per rack of 18	—	1.50
Birk's Magnetic Oil (1782)	.25	1.50
	.50	3.00
Vegetable Pills	.25	2.00
Birney's Catarrh Powder (561)	.50	4.00
Bisal Tablets (2689A)	2.00	18.00
Biscotine, Delluc's (848)	.50	5.00
(847)	.50	4.00
Bishop Soule's Liniment	.75	5.70
	1.50	12.00
Bishop's Antiseptic Shaving Lotion (1887)	.25	2.00
	.50	4.00
Best Mixed Canary Seed (235)	.10	.80
Bird Dainties (235)	.10	.75
Health Restorer (235)	.25	1.80
Curicol (235)	.25	1.80
Fish Food (235)	.25	1.50
Herculean Balm (235)	.25	1.80
Mocking Bird Food (235)	—	2.00
Reliable Cough Cure (235)	.10	.84
	.25	1.80
	.50	4.00
Royal Red Remedy (235)	.25	1.80
	.50	4.00
Bi-Sinpep (118)	.10	.90
	.25	2.00
Bismarck Bitters (1670)	.75	6.75
	1.25	11.25
Bismuthal (1686)	1.00	7.20
	1.50	12.00
Bismark's Celery Pepsin Comp. (2323)	.75	6.00
Bismo (814)	.25	2.00
Bismuth Beta Naphtolate Comp. Tablets (1667) per 100	—	.60
per 500	—	2.75
per 1,000	—	5.25
Comp. Ointment	.15	1.00
Formic Iodide (Dry Surgical Dressing) (1667)	—	5.00
Bispham's Issue Ointment	.25	2.00
Bite Not (1729)	.50	4.00
Bittner's Quinine Hair Tonic (237)	.50	3.00
Viola Almond Meal (237)	.25	1.50
Cologne (237)	.25	1.75
Cosmetic (237)	.10	.50
	.15	.75
Jelly (237)	.25	1.00
Skin Soap (237) R.	.25	1.75
Talcum Powder (1284)	.35	2.40
Toilet Water (237)	.50	4.50
Bixby's Set-Oil Blacking (237A)	.15	.85
Royal Polish (237A)	.15	.85
Shoe-Satin (237A)	.05	.45
	.10	.85
Combination	.10	.70
	.15	1.10
Bixler's Blood & Liver Regulator (239)	.50	4.00
	1.00	8.00
Cold & LaGrippe Tablets (239)	.25	1.65
Dyspepsia Tablets (239)	.25	1.60
Family Washing Blue Cream (238)	.10	.75
Powders (238)	.10	.75
Internal Catarrh Cure (239)	.50	4.00
	1.00	8.00
Liquid Painless Corn Remover (239)	.10	.75
Little Blood and Liver Pills (239)	.25	1.50
Necessity Furniture Polish (238)	.50	3.00
Nerve & Heart Tonic (239)	.50	4.00
Pleasant Pain Pellets (238)	.25	1.60
Poultry Tonic Food (238)	.25	1.60
Black Bird Chicle or Rubber Chewing Gum (585A)— per box of 100 pieces	—	.40
Black Flag Insect Powder (925)	.10	.90
	.25	1.80
	.50	4.00
Black Hawk Stomach Bitters (1587)	.25	1.75
	.50	3.00
Black Root Liver Pills (1827	.25	1.75

	Retail.	Doz.
Black Salve (1430)	.25—	1.80
Black's Dermal Lotion (367)	.25—	2.00
Nutmeg Pills (367)	1.00—	9.00
White Powder (367)	.50—	4.00
Whitewash (367)	1.00—	7.50
Black-Draught Stock Medicine (454) R.	.25—	2.00
Blackman's Balsam (803)	.35—	2.50
	.75—	5.00
Kid Plasters (803)	.25—	1.25
Pumice (2585)	.10—	.75
Roll Salve (803)	.25—	1.25
Bladder and Fever Drops (831)	.25—	2.00
Blair's, Henry C. (241) Aromatic Hypophosphites	1.00—	8.00
Anodyne Carminative	.35—	2.75
Blackberry Cordial	.75—	6.00
Boil Ointment	.25—	2.00
Chocolates Yerba	.25—	2.00
Chocolates Iron	.25—	2.00
Corn Cure	.25—	2.00
Cholera Antidote	.50—	4.00
Catarrhal Cream	.25—	2.00
Cod Liver Oil Emulsion	.50—	4.00
Coca, Cinchona & Cherry	1.00—	8.00
Digestive Tablets	.25—	2.00
Headache Powders	.10—	.60
Crystal	.15—	.25
Tablets	.25—	2.00
Liniment	.50—	4.00
Lithia Tablets, 5 gr.	.25—	2.00
Bitartrate	1.00—	8.00
Mixture 29003	1.00—	8.00
Nerve Tonic	.50—	4.00
Quinine & Glycerine Hair Tonic	1.00—	8.00
Rennet Liquid	.20—	1.25
Rennet Tablets	.19—	.75
Rennet Wine	1.00—	8.00
Rheumatic Remedy	.50—	4.00
Sarsaparilla Compound	.50—	4.00
	.15—	1.25
Spiced Syrup Blackberry	.35—	2.75
Syrup Phosphites Compound	1.50—12.00	
Sunburn Cream	.25—	2.00
Tablets, Throat and Voice	.25—	2.00
Gout Pills (847)	.50—	3.65
	1.00—	8.50
Sarsaparilla (2490)	1.00—	7.50
Blakely's Headache Cure	.25—	2.00
Rheumatic Cure	1.00—	8.00
Blake's Extract Witch Hazel	.25—	2.00
Vegetable Bitters (240A)	.25—	2.00
Blancard's Exalgine Solution (847)	1.50—12.00	
Tablets (847)	1.00—	7.25
Iodine of Iron Pills (847)	.60—	4.50
	1.00—	8.00
Syrup (847)	.75—	6.50
Blanchard's, Dr., Beef & Milk (1598)	2.00—16.00	
Fat Forming Food (1598)	1.50—12.00	

	Retail.	Doz.
Blanchard's Fibrin and Wheat (1598)	2.00—16.00	
Life Food (1598)	1.50—12.00	
Wheat Extract Tonic (1598)	1.00—	8.00
Blandine Comp. (1667)	1.00—	9.00
Blatta Insect Powders (35)	.15—	1.00
	.25—	1.75
Per lb.	.32	
Blaud's Iron Carbon Pills (847)	.75—	5.50
	1.25—10.00	
Rubi-red Pills (1085)	.50—	4.00
Blayn's Depurative Syrup (847)	1.50—13.00	
Pectoral Syrup (847)	1.50—13.00	
Blessley & Co.'s Microbe Killer (245), bot. 40 fl. ozs.		— 1.00
1 gal.		— 3.00
Pile & Tetter Ointment (245)	.25—	2.00
Bliss' Bed Bug Extrminator	.25—	2.00
	.50—	4.00
	1.00—	8.00
Cockroach Exterminator	.50—	4.00
	.75—	6.00
"Our Native" Balsam (247)	.25—	1.50
Oil (247)	.25—	1.50
Prairie Asthma Remedy	1.00—	7.00
Blisto Lino (Liniment) Expello (768)	1.25—12.00	
Blitz' Corn Cure (1514A)	.20—	1.20
Headache Cure (1514A)	.20—	1.20
Toothache Cure (1514A)	.20—	1.20
Bloch's Health Salt (Suthedes-Salt) (86)	.15—	1.00
	.25—	1.85
Blocki's Billberry Wine (249)	.75—	6.00
Blood Cleaner (249)	1.00—	8.00
Coffee Malt (249)	.25—	2.00
Dropsy & Kidney Tea (249)	.25—	2.00
Family Medicine Case (249)	6.00—54.00	
Head & Tonic Powders (249)	.25—	2.00
Kidney & Liver Cure (249)	1.00—	8.00
Nettle Hair Wash (249)	.50—	4.00
Pitch Plasters (249)	.25—	2.00
Rhubarb Pills (249)	.25—	2.00

	Retail.	Doz.
Rosemary Wine (249)	.75—	6.00
Secretive Oil (249)	.50—	4.00
Stomach Bitters (249)	1.00—	8.00
Drops (249)	.50—	4.00
Strength Giving Food (249)	.25—	2.00
Strengthening & Laxative Tea (249)	.25—	2.00
Syrup of Rhubarb (249)	.25—	2.00
Searcher & Tonic Laxative No. 182 (249)	.25—	2.00
Blodrenande Drops No. 1 (1105)	.25—	2.00
	.50—	4.00
Blood of the Grape (192B)	.50—	3.25
	1.00—	6.00
Bloods (See Price)		
Blood Wine (254)	.50—	4.00
Bloom of Youth, Mme. DuPray's (756)	.75—	3.90
Bloshne, LePerdriel's (847)	2.00—15.00	
Blosser's Asthma Relief (253)	1.00—	7.20
Blood Vitalizer (253)	.75—	7.10
Catarrh Cure (253)	1.00—	9.47
For Pipe. For Cigarettes	1.00—10.10	
Fumigant (253)	.10—	.80
	.25—	2.00
	1.00—	8.00
Digestive (253)	.75—	7.10
	1.00—	9.47
Liver Tonic Pills (253)	.35—	2.35
Rheumatism Cure (253)	1.50—14.21	
Blucalonds (see Stearns).		
Bludbilder (see Cole's).		
Blue Jay Corn Plasters (193)	.10—	.75
	.25—	2.00
Blue Label Millefleur (1627)	.10—	.75
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Blue Lily Witch Hazel & Glycerine Jelly (1828)	.10—	.75
Mt. Liver Reg. (671A)	.25—	1.75
Blue Seal Birch Beer (253A)	1.00—	.75
Fruit Juice (253A)	.75—	6.50
Blush of Roses (see Jones).		
Blush of Youth, See Yale's		
Boardman's Bitter Iron Wine	1.00—	8.00
	1.50—12.00	
Cod Liver Oil (2039)	1.00—	6.50
French Worm Confections (2039)	.25—	1.25
Bobbitt's Chill Pills (255)	.25—	2.00
Bobeuf's Phenol Veritable (847)	.50—	3.50
	1.00—	8.50
Dentifrice (847)	1.50—11.00	
	2.00—18.00	
Soap (847)	.50—	3.50
Bochner's Hog Cholera Cure	.50—	3.00
Bodenheimer's Pile Ointment (2050)	.50—	4.00
Boerhave's Holland Bitters (923)	1.00—	7.00
Boericke & Runyon's Tissue Food (257)	1.00—	8.50
Boericke & Tafel's Perfection Food (258)	.75—	8.55
Homeo Remedies (258)		— 1.00
Boerner-Fry Co's Dental Cream (259)	.25—	.75
Rose in Bloom (259)	.50—	4.00
Bogert's Blood & Liver Tonic (Akos)	1.00—	8.00
Boissy's Ampoules Nitr. of Amyos (847)	1.25—12.50	
Pills (847)	.75—	6.00
Boissy's Savonneuses Pilules (847)	.75—	6.00
Bojean's Asthma Specific (847)	3.00—22.50	
Bokers' Stomach Bitters (874)	1.00—	8.50
	1.50—12.00	
Bokets, Requa's (2010)	.05—	.36
	.10—	.75
Bo-Lo Extract (172)		—12.00
Syrup (172)		— 9.00
Boldo Glucine, Chapoteaut's (847)	2.00—15.00	
Boldo, Verne's (847)	1.25—11.00	
Bolling's Billous Bullets	.25—	1.50
Bolton's Cherry Juice (261)	.25—	2.25
Bankocine	1.00—	8.00
Bonn's Eau Dentifrice (847)	.75—	6.00
	1.25—10.50	
Bond's Cleaning Fluid	.25—	2.00
Cream Eye Salve (166)	.25—	1.75
Ivory Cream Tooth Soap (166)	.25—	1.75
Oatmeal Cream (166)	.25—	1.75
Walnutine	1.00—	6.00
Bondonna (see Mishler).		
Bonen's Golden Prescription (3296)	.25—	1.75
	.50—	3.50
Bonham's Nutritive Emulsion (1021)	1.00—	8.00
Bonimel (2212)	.25—	2.00
Bonjean's Ergotine (847)	3.00—27.00	
Dragees (847)	.50—	4.00
	1.00—	8.00
Sante Elixir (847)	1.25—11.00	
	2.50—20.00	

	Retail.	Doz.
Bonker's Complexion Cream	.50—	4.00
Bonnel's Old Reliable Cough Cure (362)	.10—	.75
	.25—	2.00
	.50—	4.00
Bonnet's Alcool de Menthe (847)	1.00—	8.00
Pastilles (847)	.50—	4.00
Bonnet's Pastilles Agents de Change (847)	.50—	4.00
Boon's Injection (847)	1.00—	6.50
Boonekamp Bitters	.75—	6.00
	1.00—	8.50
	1.50—12.00	
Booth's Borated Dermal Soap (262A)	.25—	1.80
Borated Dermal Soap (262A)	.25—	1.80
Compound Derma Talcum (262A)	.25—	1.65
Florida Water (262A)	.25—	2.00
	.50—	4.50
Mentha Cough Checkers (262B) 40-5 cent packages		— 1.25
40-5 cent packages		— 1.25
Pills (529) (263)	.25—	2.00
Pungent Lavender Tablets (262A)	.25—	1.80
Worm Lozenges (529)	.25—	1.50
Remedy (529)	.25—	2.00
Boracine (131A)	.25—	1.75
Boralda, Antiseptic (2558)	.75—	7.00
		—33.00
		—48.00
Boralide (1504)	.75—	6.00
Boraline, Tablets (264A)		— 4.25
per hundred		— .80
per thousand		— 7.50
Powder (264A)		— 4.25
per lb.		— 1.30
Boronea Tonic (115A)	.50—	4.00
	1.00—	8.00
Borcherdt's Malt Extracts (Plain and Combinations) (264)	1.00—	8.00
Borden's Malted Milk (262)	.50—	4.00
	1.00—	8.00
	3.60—32.00	
Borde's Rhubarb Elixir (847)	1.50—14.00	
Rheumatic Remedy (1725)	1.00—	9.00
Borealine for Skin, Woodward's (2619)	.25—	1.85
Boricine, Meissonier (847)	.75—	6.00
Boride Salvitae (2112)	.25—	2.00
Borinated Tooth Powder (268)	.30—	2.25
Borine (268)	.25—	2.00
	.50—	4.00
	1.00—	7.50
Babeskin Talcum Powder and Soap. See Babeskin.		
Borine Toilet Powder (268)	.50—	4.00
	1.00—	8.00
Tooth Powder (268)	.25—	1.50
Boris' Ferruginous Pills (847)	1.25—10.00	
Borobenphene (1090)	1.00—	8.00
Boro Ben Thymol, Milhau's (1598)	.50—	4.50
	1.00—	7.50
Boro-Bormyl (2596)	.50—	5.00
	1.00—	7.50
Boro-Calenduline (1552)		— 3.00
Boro-Carbol (269)	.25—	2.00
Boroform (2401) per lb.		— 1.00
Boro-Formalin (729)	.50—	4.65
Boroformol (2167)	.75—	5.60
Boro-Glycerine (1577) R.	1.00—	7.50
	1.25—	10.00
Boroline (2517)	.75—	6.50
Borolyptol (1819) R.	.25—	2.15
	.40—	4.25
	1.00—	8.50
Boromenthol Solution (1839)	.75—	5.40
Headache Cure (2408)	.10—	.75
Boro-Menthyline (1948)	.75—	5.40
Boronol (1558)	.25—	2.00
	.40—	3.00
	1.00—	6.00
Borophlogine (see Wampole's).		
Boro-Salicylicum (1552)		—12.00
Soap (1552)	.15—	1.60
Boro-Styral	.50—	4.00
Boro-Tar Shampoo (2307A)	.25—	2.00
Borothymine (See Kirk's).		
Boro-Thymol (529)	.75—	6.00
(743)	.25—	1.50
	.60—	4.75
(1552)		— 6.60
Borothymol (see Wampole's).		
Boro-Thymoline (2939)	.25—	2.00
Borozone Liquid (166)	.50—	4.00
	1.00—	8.00
Healing Powder (166)	.25—	2.00
	.50—	4.00
	1.50—12.50	
Bor-So (2414)	.25—	1.50
Bosanko's Cough Cure (265)	.50—	3.75
Pile Cure (265)	.50—	4.00
Pile Remedy (265)	.50—	4.00
Boschee's German Syrup (973) R.	.75—	5.50
	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Bosredon's Purgative Depurative Pills (847)	.75—	5.75
Boss Corn Varnish (507)	.15—	1.00
Boswell's Tar & Wild Cherry Balsam	.25—	2.00
Botanic Blood Balm. (See B. B. B.).		
Pileine (1813B)	.50—	3.20
Botot's Arsenical Complexion Wafers (402)	.50—	4.25
	1.00—	8.50
Complexion Soap (402)	.25—	2.00
Dentifrice Powders (847)	.50—	3.75
	1.00—	7.50
Eau Dentifrice (847)	.50—	4.50
	1.00—	8.25
	1.50—	13.00
Pile Cure (402)	.50—	4.25
	1.00—	8.50
Bouchard's French Capsules (2089)	.50—	3.50
Boudault's Amylaceous Pepsin Powders (847)	1.00—	7.50
Elixir Pepsine (847)	1.50—	12.00
Pepsin Lozenges (847)	1.25—	10.00
Pepsine Pills (847)	.75—	5.00
	1.25—	10.00
Wine (847)	1.00—	12.00
Syrup of Pepsin (847)	1.25—	10.00
Boudoir Remedy (2439)	1.00—	8.00
Boudry's Polybromure Elixir (847)	1.50—	13.50
Boue's Iodine Capsules (847)	1.00—	9.00
Boulanger's Curative Ointment	.25—	1.50
French Worm Candy (847)	.25—	1.50
Headache Cure	.25—	1.50
Menthol Compound	.25—	1.50
Boules de Mars or De Nancy (847) lbs.	.50—	3.60
Boullay's Pectoral Syrup (847)	.75—	5.50
Bourboule's Arsenical Mineral Water (847)	.60—	4.50
Bougeaud's Creosote & Cod Liver Oil Capsules (847)	1.25—	10.75
Opium Capsules (847)	1.25—	11.50
Quina & Cocoa Tonic Wine (847)	2.00—	16.00
Bourgoin's Syrup (847)	1.00—	8.00
Bourtisses Pearl Mist	.50—	3.75
Boury's Antiphthisique of Terpine Elixir (847)	2.00—	17.00
Bouty's Lecithine (847)	1.25—	12.50
Thyroidine (847)	3.00—	25.50
Bouyer's Vin Antihydropique (847)		—51.00
Bovers' Hoof Liniment	1.00—	8.50
Bovetra (468)	.50—	3.60
Bovine Salve (402)	.25—	2.00
Bovino, Burnham's (350) per 5 pt bot.		— 4.50
Bovinine (269)	.60—	5.25
	1.00—	8.40
Bovox (270)	.50—	4.50
	1.00—	9.00
	1.50—	12.00
Tomato Bouillon (270)	.50—	4.50
	1.00—	8.00
Bovril	.25—	2.30
	.50—	4.50
	1.00—	7.75
Lozenges	.30—	2.75
Wine	.75—	6.00
	1.50—	12.00
Bowel Gum (2332)	.30—	4.00
Bower's Hair Renewer (272)	.50—	3.50
Mystic Headache Powders (272)	.15—	.75
Tooth Wash (1805A)	.25—	2.00
Bowker's Birch Beer (273A) lb.		— 1.25
Extract		—12.00
Flower Food (273)	.15—	1.00
	.25—	2.00
Ottowa Beer (273A) lbs		— 1.25
Spruce Beer Extract (273A)		—12.00
Bowles' National Pain Cure (274)	.25—	1.50
Kidney & Liver Cure (dry or liq.) (274)	.75—	5.00
Water (Natural) (1696)	.25—	1.75
Bowman's Carbolated Salve (277)	.25—	1.75
Headache Tablets (277)	.10—	.75
Magnetic Liniment (277)	.25—	2.00
	.50—	4.00
Unguent Campho-Carbolat (277) ½-lb. tins	.50—	4.00
1-lb. tins	1.00—	8.00
2-lb. tins	2.00—	15.00
5-lb. tins	3.00—	30.00
Bowyers' Herb Cough Syrup (276)	.25—	2.00
Ozone-Olive Curative Cream (276)	.25—	2.00
Spikenard Ointment (276)	.25—	2.00
Boyce Cyclists & Athletes Liniment Tablets (351)	.50—	4.00
Tonic Bitters (1097) R	.50—	4.00
Boyd's C-A-T (Carbon Albumen Tablets((712)	.25—	2.00
Corn Cure	.25—	1.25

	Retail.	Doz.
Chloroform Elixir (2572)	.50—	3.75
Cough Cure	.25—	1.75
Medicated Cream (2572)	.50—	3.75
Menthol Cream	.25—	2.00
Boyer's Eau de Melisse Des Carmes (847)	.50—	3.25
Yellow (847)	.50—	3.50
Ma Liqueur (847)	2.00—	21.00
Melissa Cordial (847)	.50—	3.88
Stomach Bitters (279)	1.00—	7.00
Boyken's Calcined Magnesia (2333)	.25—	1.50
Carbolic Salve (2333)	.25—	1.50
Cough Syrup (2333)	.25—	1.75
Evening Granule (2333)	.20—	1.25
Tasteless Chill Tonic (2333)	.50—	3.50
Worm Killer (2333)	.25—	1.75
Boyveau Laffecteur's Dupuratif Rob. (847)	1.00—	8.00
	2.00—	16.00
	4.00—	32.00
Brachat's Pastilles (847)	.60—	4.50
Bracine, Rankin's	1.00—	8.75
Bradbury's Equalizer (281) (501)	.50—	3.75
Bradfield's Female Regulator (288) R.	1.00—	8.00
Mother's Friend (283) R.	1.00—	8.50
Bradford's Cotton Root Pills	2.00—	16.00
Menthol Inhaler (284)	.25—	1.50
Menthol Vinaigrettes (284)	.25—	1.50
Pectoral Balsam (284)	.50—	3.50
Penetrating Liniment	.50—	4.00
Tamarprune (284)	.50—	3.50
Bradley's Catarrhaline	.26—	2.00
Female Cordial	1.00—	8.00
Bradt's Stomach Pills (285)	.25—	1.50
Brady's Cholera Drops (285A)	.25—	1.75
Cough Balsam (285A)	.25—	1.75
Drops (285A)	.10—	.80
Dyspepsia Pills (285A)	.25—	2.00
Horse & Cattle Powder (285A)	.25—	1.75
Mandrake Bitters (285A)	1.00—	8.00
Pills (285A)	.25—	1.50
Pain Liniment (285A)	.25—	1.75
Rose Cream Jelly (285A)	.15—	1.25
Tooth Drops (285A)	.10—	.80
Powder (285A)	.25—	1.50
Worm Lozenges (285A)	.25—	1.75
Bradycrotine (1395A)	.50—	3.50
	1.00—	8.00
Bragg's Arctic Liniment	.25—	1.75
Charcoal Biscuits (847)	.40—	3.50
Lozenges (847)	.50—	4.50
Powders (847)	.75—	6.25
Brain Food Wafers (1084A)	.35—	2.88
Brandin's Salve	.25—	1.85
Brandreth's Pills (38)	.25—	1.40
Brandriola	1.00—	8.50
Brandt's Indian Pulmonary Balsam (1903)	1.00—	7.50
Purifying Indian Extract (1903)	1.00—	8.00
Swiss Pills (1430)	.35—	2.25
	.50—	3.60
Brant's Balsam (291)	.10—	.80
	.25—	1.90
	.50—	3.65
Bitter Apple Tonic (291)	.25—	1.85
Bilious Bullets (291)	.25—	1.10
Blood & Liver King (291)	.50—	3.65
	1.00—	7.30
Condition Powders (295)	.25—	1.35
Dexter Liniment (291)	.25—	1.85
	.50—	3.65
Extract Blackberry (291)	.25—	1.85
German Cordial (1557)	.25—	1.85
Headache Tablets (291)	.10—	.80
Imperial Poultry Powders (291)	.25—	1.60
Stock Food (291)	.50—	3.50
Mouse Tests (291)	.10—	.75
Mandrake Pills (291)	.25—	1.10
Root Beer Extract	.10—	.75
Soothing Balm (291)	.25—	1.85
Sure Pop For Corns	.15—	1.25
Turkish Ointment (291)	.25—	1.85
Worm Tablets (291)	.25—	1.50
Yankee Salve (291)	.10—	.80
Bran-u Nail Powders (486A)	.25—	2.08
	.50—	3.65
Brasseur's Sirop Bechique (847)	.50—	4.50
Bravais Dialyzed Iron (847)	1.50—	13.50
Elixir Kola Coca Guarana (847)	3.50—	22.00
Bravais Wine Kola Coca, Guarana Cocoa (847)	2.50—	20.00
Brazilian Asthma Cure (1841)	.50—	4.00
Brazilian Balm (1240)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Brazilian Brilliant Cleaning Powders (1778)	.25—	1.25
Brazilian Hair Tonic (558)	.75—	5.50
per gal.		— 4.00
Break-up-the Grip Tablets (1400)	.25—	2.00
Breast & Lung Tea (1872)	.25—	1.25

	Retail.	Doz.
Breathlets (385) per 40-5c pkgs.		— 1.00
Breitenbach's Cough Mixture (295)	.50—	4.00
Breyer's Indian Paste Soap (300)	.10—	.80
Briant's Anti-phlogistique Sirop (847)	.75—	5.75
Brickley's Cream of Lilies	.75—	6.05
Bridal Bouquet Bloom (2480)	.75—	5.25
Bride's Purgative Salt (847)	1.00—	7.50
Brigham's Aromatic Camphor	.25—	2.00
Bright's Kidney Beans (1792)	.50—	4.00
Parvules (1792)	.50—	4.00
Sarsaparilla (304)	1.00—	8.00
Brightine	1.00—	8.00
Brimelow's Cantharidal Cerate (2563)	.25—	2.00
Cough Mixture (2563)	.25—	2.00
Brink's Barbed Wire Liniment (306)	.50—	3.00
Carbolic Salve (306)	.25—	1.00
Headache Capsules (306)	.25—	1.00
Rheumatica (306)	1.00—	6.00
Brinnelow's Hair Cream	.25—	2.00
Conc.	1.25—	10.00
	Retail.	Doz.
Brintine (308)	.10—	.75
	.25—	2.00
White Water Liniment (308)	.25—	2.00
	.50—	4.00
Bristol's Cod Liver Oil	.25—	2.10
	.50—	4.20
Pills (1402)	.25—	1.50
Sarsaparilla (1402)	1.00—	9.00
Broad's Scratch Ointment (309B)	.15—	1.20
	.50—	3.50
	1.00—	7.00
Brod's Anti-Alba Tea (311)	.25—	1.88
Anti- Constipation Pills (311)	.50—	3.75
Anti Corpio Tea (311)	.25—	1.88
Blood Purifier (311)	1.00—	7.50
Blood Poison Cure (311)	.50—	3.60
Blood & Stomach Pills (311)	.25—	1.88
Celery Pepsin Bitters (311)	1.00—	6.30
Cloister Elixir (311)	1.00—	7.50
Clover Liniment (311)	.50—	3.75
Convent Liniment (311)	.50—	3.75
Cough Drops (311)	.25—	1.88
Dropsy Tea (311)	.50—	3.75
Wine (311)	.50—	3.75
Egyptian Balm (311)	.50—	3.75
Powders (311)	.50—	3.75
Earache Drops (168)	.25—	1.88
Eye Lotion (311)	.25—	1.88
Famous German Tea (311)	.25—	1.88
Prescription (611)	.75—	5.63
Hair Preparation (311)	.50—	3.75
Herb Lung Balsam (311)	.50—	3.75
Home Spring Water (311)	.50—	3.75
Horse Chestnut Liniment (311)	.50—	3.75
Household Pills (311)	.25—	1.88
Laxative Elixir (311)	.25—	1.88
Liniment (311)	.50—	3.75
50016 (311)	.50—	3.75
Opodeldoc (311)	.25—	1.88
	.50—	3.75
Pine Tar Expectorant (311)	.25—	1.88
Poison Cure (311)	.50—	3.75
Radical Preparation (corn cure) (311)	.25—	1.88
Rose Pills (311)	.50—	3.75
Sarsaparilla Comp. (311)	.50—	3.75
Special Radical Prep., Corn Cure (311)	.25—	1.88
Stomach, Nerve & Asthma Plasters (311)	.25—	1.88
Vinous Hypophosphites (311)	1.00—	7.50
Whooping Cough Tea (311)	.25—	1.88
Yerba Buena (311)	.25—	1.88
Brodie's Astringent Cordial (1487)	.50—	4.00
Liver Pills (1487)	.25—	1.50
Pain Expeller	.50—	3.60
Brofeine (1029) R	.10—	.75
Brogden's Pleasant Cough Cordial	.25—	1.75
Brogdon's Antiseptic Witch Hazel Jelly	.10—	.75
Celebrated Bitters	.25—	1.65
Bro. Jonathan's Furniture Polish (561) R.	.25—	2.00
Broma, Morin's (1657)	.50—	4.50
Bromalgine (944)	.25—	2.00
Bromidia (192)	1.00—	8.50
	3.00—	23.00
Bromidrosine (see Ballard.)		
Bromigrine (Headache Cure) (2402)	.10—	.75
Bromley's Anti-Billious Pills (847)	.60—	4.25
Anti-Gout Pills (847)	.60—	4.50
Bromo, Walter's Triple (2467)	.10—	.65
	.25—	1.50
Bromo-Caffeine (1294)	1.25—	10.00
Bromo-Cascara with Quinine (2581)	.25—	1.50
Bromo-Celery, Arnold's (1646A)	.10—	.70
	.25—	1.70
	.50—	3.60
Bromo-Chloralum (313)	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Bromodyne (313)	.25—	2.00
Bromo-Febrin (2227)	.10—	.75
Bromo-Guaranine (2320)	.05—	.50
Bromo-Kali (743)	—	5.00
Per lb.	.45—	
Bromo-Kola (314)	.10—	.75
	.25—	1.75
	.50—	3.50
	1.00—	7.00
Bromo-Lax (312)	.25—	2.00
Bromo-Migraine (153)	.70—	.75
	.25—	1.75
	.50—	3.50
Headache Tablets (153)	.10—	.75
Bro-Mona (314A)	.10—	.75
	.25—	2.00
	.50—	4.00
Bromo-Nervolene, See Dunlop's.		
Bromo-Pearls, Tilden's	1.00—	8.00
Bromo-Pepsin (560)	.10—	.75
	.25—	1.75
	.50—	3.50
	.75—	6.00
Bromo-Peptonoids (116) R	1.50—	12.00
Bromo-Pyrine, Wampole's Eff. (2538) R	.25—	1.95
	.50—	4.00
	1.00—	8.05
Bromo-Quick Reliever (1091A)	.10—	.90
Bromo-Quinine, Laxative (1827)	.25—	1.75
Bromo-Saline (641)	.40—	3.00
Bromo-Seltzer (737) R	.10—	.75
	.25—	2.00
	.50—	4.00
	1.00—	7.50
Bromo-Vichy (743)	.10—	.50
	.25—	1.00
	.50—	2.00
lb. bots.	1.00—	7.00
Broncha (1554)	.10—	.80
	.50—	4.00
	1.00—	8.00
Bronchial Pastilles (1088)	.25—	1.50
(2677)	—	5.00
(2677)	—	6.60
Wafers (2332)	.10—	.75
Bronchiline (1867)	1.00—	8.00
	3.00—	30.00
Broncholine (837A)	1.00—	8.00
Bronchine (561)	1.00—	9.00
Bronchini, Chappelears (448)	.25—	2.00
	.50—	4.00
Bronchoid's (see Wampole's).		
Bronchol-Capsuloids (1667)	.50—	4.50
	4.00—	30.00
Bronchomel (Bronchial Honey)	.50—	3.50
Broncho-Sedine	1.00—	8.00
Bronkard's Rheumatic Cure	1.00—	8.00
Bronson's Cyclone Compound	.25—	1.50
Pills (315)	.25—	1.50
Brook's Anti-Malaria Tonic (1831B)	.50—	4.00
Headache Powders (641)	.05—	.30
	.10—	.60
Homer Cough & Croup Syrup	.25—	1.75
	.50—	3.50
Little Green Pills	.25—	2.00
Rheumatic Cure	.50—	4.00
Skeetor Regulator (641)	.10—	.75
	.25—	1.75
Bro-tan-ium (850)	.05—	.35
Brotanlid, Morgan's (1639) 100 5-gr. tabs.	—	.50
1000 5-gr. tabs.	—	2.50
Brou's Injection (847)	.75—	6.50
Broughton's Female Medicine	.50—	4.00
	1.00—	8.00
	2.00—	16.00
Syrup	.50—	4.00
	1.00—	8.00
Health Restorer	1.00—	8.00
Invigorating Powders	.50—	4.00
	1.00—	8.00
Syrup	.25—	2.00
	.50—	4.00
	1.00—	8.00
Brown's Acacian Balsam (1115)	.50—	4.00
	1.00—	8.00
Alterative Tonic	1.00—	7.50
Army & Navy Polish (322)	.10—	.85
Asthma Cure	1.50—	15.00
Birch Cordial	.25—	2.00
Blood Purifier (321A)	1.00—	8.00
(1115)	1.00—	8.00
Elixir (331) R	.25—	1.75
Troches (333)	.25—	1.90
Bronchial Troches (325)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Bronchials (331) R	.25—	1.50
Bug Killer	.10—	.80
	.25—	3.00
Camphorated Compound	.25—	1.75
Ginger	.35—	2.75
Saponaceous Dentifrice (584)	.25—	1.80
(579)	.25—	1.85

	Retail.	Doz.
Cantharidine Horse Blister (847)	.50—	3.75
Plasters (847)	.90—	3.75
Catarrh Cure (1115)	.50—	4.00
Cherry Drops (2502)	.25—	2.00
Cholera Mixture (323)	.25—	
Complete Herbalist (1115) per copy	2.00—	
Corn Salve (321A)	.10—	.75
Cough Drops (2295A)	.10—	.75
Syrup (321A)	.25—	2.00
Curative	1.00—	8.00
Diarrhoea Cordial (321A)	.25—	2.00
Duplex Waterproof Blacking (322)	.25—	1.25
Dyspeptine	.75—	5.35
	1.50—	10.00
Effervescent Lithia Compound	.60—	5.00
Electric Balm (2502)	.25—	2.00
Liver Pills (512A)	.25—	1.50
Ointment (2502)	.25—	1.75
Plasters (196)	.25—	1.50
Eucalyptus Ointment (897R)	.25—	1.75
Excelsior Bed Bug Exterminator (322A)	.50—	4.00
	1.00—	8.00
Expectorant (1330)	.25—	2.00
	.50—	3.50
	1.00—	7.00
Famous Cough Cure (2171)	.25—	2.00
Floral Bloom (1115)	1.00—	8.0
Fluid Ext. Buchu (331) R	1.00—	8.00
Foot Powders	.10—	.70
French Dressing (322)	.10—	.85
Fruit Tablets (2502)	.50—	4.00
	.25—	2.00
Ginger (Fred) (323) R	.25—	1.88
Essence Jamaica (N. K) (331) R.	.50—	3.75
	.25—	1.75
	.50—	3.50
(J. H.) Ginger (1330)	.25—	1.60
	.50—	3.00
Globe Pills (S. C.) (327)	.25—	2.00
Headache Powders (321)	.10—	.75
Herbal Ointment (1115)	.25—	2.00
	.50—	4.00
Suppositories (1115)	.25—	2.00
	.50—	4.00
Skin Soap (1115)	.25—	2.00
Horse & Cattle Powders (2295A)	.20—	1.25
Household Panacea (584)	.25—	1.90
(579)	.25—	2.00
Indigo Female Pills (2572)	1.00—	8.00
Insecticide	.10—	.80
	.25—	1.60
	.50—	3.20
Instant Pain Relief (1746)	.25—	2.00
Iron Bitters (166)	1.00—	8.50
Quinine Bitters (331) R.	.50—	4.00
	1.00—	8.00
Tonic (1445)	1.00—	7.50
Laxative Pills	.25—	1.68
Liniment (330)	.25—	2.25
	.50—	4.50
	1.00—	8.00
	1.75—	16.50
Liquid Dentifrice	.25—	2.10
Little Mandrake Pills (331)	.25—	1.50
Liver Invigorator (1115)	1.00—	8.00
Lotion (648)	.25—	1.75
Lung Balsam (1620)	1.00—	7.20
Luxurious Ear Preparation (330)	.50—	4.50
	1.00—	9.00
	2.00—	18.00
Magic Liniment (321A)	.50—	4.00
Male Fern Vermifuge (1115)	.50—	4.00
Medicated Tar Soap (333)	.15—	.75
Mouth Wash (1981)	.20—	1.00
Nerve & Bone Liniment (2295A)	.25—	1.75
Nucta (561) R	1.00—	8.50
Original Tar Soap (333)	.05—	.45
	.10—	.75
Pastilles (847)	.50—	4.25
Patent Leather Polish (322)	.05—	.25
	.10—	.50
Poor Man's Friend Pills (327)	.25—	2.00
Ointment (327)	.35—	2.00
Renovating Pills (1115)	.25—	1.75
	.50—	3.50
Restorative Assimilant (1115)	1.00—	8.00
Rose Pearl (2502)	.25—	2.00
Salicyline	.50—	3.75
Sarsaparilla (524)	.50—	4.50
Satin Cream (Russet, Patent & Glazed Leather) (322)	.10—	.85
Satin Polish	.25—	2.00
Scalp Renovator (330)	.25—	2.25
	.50—	4.50
	1.00—	9.00
Seven Barks (327)	.50—	4.20
Shaker Valerian (710)	.35—	2.75

	Retail.	Doz.
Skookum Root Hair Grower (1115)	1.00—	8.00
Skin Soap (1115)	.50—	4.00
Soothing Ointment (327)	.25—	2.00
Spinaline	.50—	3.88
Star Tooth Powder (331)	.25—	1.50
Troches (331) R.	.10—	.80
Syrup Tar & Wild Cherry (2295A)	.25—	1.75
Teething Cordial (331) R.	.25—	1.90
Tissue Builder (1115)	1.00—	8.00
Tooth Powders (1981)	.25—	1.50
"Union Maid" Toilet Soap (333)	.05—	.45
Vermifuge (2295A)	.25—	1.75
Comfits (584)	.25—	1.60
Veterinary Ointment (1115)	.50—	4.00
White Catarrh Snuff	.25—	1.75
White Pine Expectorant (149)	.35—	2.70
With Tar & Tolu (149)	.35—	2.40
Woodland Balm (1115)	.50—	4.00
Young America Liniment (490)	.25—	2.00
Brownfield's Baby Kisses (443A)	.25—	1.50
Chill & Fever Breakers (443A)	.25—	1.75
	.50—	3.50
Little Lemon Liver Pills (443A)	.25—	1.50
Pain Knocker (443A)	.25—	1.75
Bruce's Belladonna Plaster (336)	.15—	1.00
Celery Quinine (336)	.25—	1.75
Common Sense Bunion Remedy (336)	.25—	1.75
Corn Cure (336)	.10—	.75
Hair Tonic (337)	1.00—	9.00
Liquid Glue (336)	.10—	.75
Salve (336)	.25—	1.50
Bruceline (337)	1.00—	9.00
Bruel's Solution Glycerophosphate Soda for Injection (847)	1.00—	8.50
Capsules, Ether Amyl Valerianate (847)	1.00—	8.50
Bruel's Elixir of Polyglycerophosphate (847)	2.00—	18.00
Syrup of Glycerophos. (847)	1.50—	14.00
Bruens' Liniment	.25—	2.00
Brunker's Carminative Balsam (1223A)	.25—	1.75
	.50—	3.50
Brummell's Cough Drops (338A)	.05—	.40
Syrup Glycerophosphates Limes & Magnesia (847)	2.00—	14.00
Brunswig's Condition Powders (1831B) R.	.25—	1.35
Norwegian Cod Liver Oil (1831B) R.	.50—	4.00
Sarsaparilla (1831B) R.	.50—	4.00
Tetter Ointment (1831B)	.25—	1.75
Brunton's Curative Fluid	1.00—	7.00
Brush & Co.'s Hakka Cream (371)	.50—	4.50
	1.00—	9.00
Brush's Kumyss (341A)	.25—	1.75
Prophylactic Elixir	1.00—	8.00
Seasickness Remedy (341)	.50—	4.00
	1.00—	8.00
Bruun's Cod Liver Oil (341B)	1.00—	6.00
Bitter Iron Wine (341B)	1.00—	7.50
Emulsion Cod Liver Oil, Malt & Grape Brandy Extract (341B)	1.00—	7.50
Health Salts (341B)	.25—	1.75
Toothache Granules (341B)	.10—	.75
Toilet Vinegar (341B)	.75—	6.00
Bryan's Life Invigorator	1.00—	8.50
Pills	.25—	1.75
Sarsaparilla	1.00—	8.00
Vermifuge (561)	.25—	1.50
Wafers (710)	.35—	3.00
Bryant's Cough Cure (1595)	.10—	.80
	.25—	1.75
Magnetic Corn Salve (1595)	.10—	.75
Root Beer (1595)	.10—	.75
Toothache Wax (1595)	.10—	.75
B. W. & Co.'s Hazeline (776)	.35—	2.65
	1.00—	8.30
	1.50—	12.00
Bubbin's French Oil	.50—	4.50
	1.00—	9.00
Bubier's Litho-Seltzer	.50—	4.50
Salz	.50—	4.50
Buchan's Carbolic Balm (2584A)	.25—	1.75
Dental Soap (2584A)	.25—	1.00
Disinfectant (2584A)	.25—	1.75
Disinfecting Soap (2584A)	—	12.00
	—	20.00
(Animal (2584A)	—	1.50
	—	4.00
Glycerine Soap (2584A)	.25—	1.50
Laundry Soap (2584A)	.10—	.67
Medicinal Soap (2584A)	.25—	1.50
Sulphur Soap (2584A)	—	1.50
Tar Soap (2584A)	—	1.50
Toilet Soap (2584A)	.10—	.75
	.25—	1.00
Urinal Soap (2584A)	—	.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Cresylic Ointment (2584A) ..		1.20
		2.40
		4.00
		8.00
		9.00
		13.00
Dog Wash (2584A)	.15	1.00
Hungarian Balsam (922) R..	1.00	8.00
Liquid Dog Wash (2584A)....		1.25
		4.20
Shaving Soap (2584A)	.25	1.00
Buchanan's Lightning Relief (2617)	.50	3.50
Quinine Horse and Cattle Powders (2617)	.25	1.50
Buchu-Paiba, Chapin's (2570)..	1.00	9.00
Buchulin, Morley's (1646).....R	1.00	7.80
Buchu-Santaline (115A)	.50	2.40
	1.00	8.00
Buck's (Barnes) Liniment	.50	3.50
Kino Cordial	.75	5.00
Malt Cough Mixture	.50	4.00
Moth Sprinkler Powders (342)	.25	2.00
	.50	3.75
Original Benzoin L[illegible] (342)	.50	4.00
Lotion (342)	.50	4.00
	1.00	7.50
	1.50	12.00
Ozonized Mutton Suet.......	.10	.60
Toilet Mutton Suet..........	.50	3.60
	2.00	15.00
Buckeye Blackberry Balsam (2467)	.25	1.50
Chicken Cholera Comp. (344)	.25	.75
Corn Salve (2467)	.15	65
Dyspepsia Powders..........	.50	4.00
Foot Rot Remedy (97)......	1.00	8.00
Toothache Drops (2467)......	.10	.70
	.25	1.25
Buckingham's Whisker Dyes (1009) R.	.50	4.50
Buckland's Boskine Pills	.25	2.00
Bucklen's Arnica Salve (346)....	.25	2.00
Buckley's Menthol Compound...	.85	7.20
Budd's Cough Syrup......(2199)	.25	2.00
Liniment (1993)	.25	2.00
Ointment (1993)	.25	1.50
Budwell's Emulsion (Plain) (347)	1.00	9.00
With Guaiacol and Creosote Carbonate (347)	1.50	12.00
Buechner's Cod Liver Oil......	1.00	7.75
Buff's Cough Cure..............	.25	1.80
	.50	3.60
	1.00	7.20
Buf-fa-lo Death, Parsons' (1837)	.25	1.80
Buffum's Union Liniment......	.25	1.88
	.50	3.75
	1.00	7.50
Bugeaud's Nutritive Tonic Wine (847)	1.50	12.00
Bugicide No. 3 (1406)...........	.15	1.00
	.25	1.50
Bugine (Liquid) (1230)	.25	1.75
	.50	4.00
	1.00	7.50
Rat Paste (1230)	.25	1.50
Buker's Kidney Pills (349)......	.50	4.00
Bull's (A. H.) Sarsaparilla (2620A)	.75	5.50
Baby Syrup (1588)..........R	.10	.80
Talcum Toilet Powder (350)	.15	1.00
Bay Rum Hair Oil (350)......	.25	1.75
Blackberry Tonic (350)......	.50	3.25
	1.00	6.00
Blood & Liver Pills (350)....	.25	1.50
Bloody Flux Cure (350)......	.25	1.50
Cold Tea (Coughs & Colds) (350)	.25	1.50
Corn Lifter (750).............	.25	1.50
Cough Candy (1588)........R.	.10	.80
Drops	.10	.75
Syrup (1588)............R.	.25	1.90
	.50	3.80
	1.00	7.60
Cream of Roses (350)........	.25	1.75
Diarrhoea Curative (1588) R.	.25	1.90
English Kidney Remedy.....	.50	4.00
	1.00	8.00
Golden Eye Salve (350)....	.25	1.50
Headache Specific (1588)R	.05	[illegible]
	.10	.80
Herbs & Iron (350)..........	.50	3.75
	1.00	7.50
Horse & Cattle Powders(350)	.25	1.50
Little Liver Pills (Liver Shot) (350)	.25	1.50
Oil Liniment (350)..........	.25	1.50
Pills (1588) R..	.10	.80
	.05	.40
Quick Pile Cure (350).......	.25	1.75
Sarsaparilla (1829)..........	1.00	8.00
Bitters (350)...............	.25	1.75
	.50	3.25
Stomach Bitters (350).......	.25	1.75
	.50	3.25
	1.00	6.00
Tasteless Ague Syrup (350)..	.50	3.75
Vegetable Worm Syrup (350)	.25	1.50
Worm Destroyers (1829)....	.25	1.50
Bullock's Nephriticum (710)...	1.00	8.50
Throat & Lung Balsam.....	.25	2.00
	.50	3.75
Throat Syrup	.25	2.00
Bull-Pup Liquid Glue (1699A)...	.10	.75
Bullrich's Salt (1430)...........	.25	1.25
Bullrich's Universal Cleaning Salt (2309)	.25	1.80
Bully's Aromatic Vinegar ..(847)	.75	6.00
Sedative Dentifrice (847).....	.75	5.75
	1.00	10.00
Bumstead's Worm Syrup	.25	1.50
Bunker's Cream Balsam........	.50	4.00
Bunsen's Catarrhal Cure (209)..	.50	4.00
Cholera Balsam (209)........	.25	2.00
Pine Tar Cough Honey (209)	.25	2.00
	.50	4.00
Buntin's (Catarrh) Rubinoil (351)	1.50	12.00
Eupeptine (351)	.75	6.00
Tablets	.75	6.00
Floral Floss Face Powder (351)	.35	2.50
Narcalgos Powders (351) bots., each		2.00
Tablets (351) bots., each.		2.00
Salvial (Hair Tonic) (351)...	.50	4.00
Syrup Iodide (Comp.) (351)..	1.25	9.60
Sal-Lister (351).............	1.00	8.00
Senecio Viburnia Comp. (351)	1.50	12.00
Burch's All-Healing Salve (2295A)	.25	1.75
Burchard's Liquid Disinfectant.	.35	2.75
Burckhart's Vegetable Comp. (355)	.25	2.00
	.50	4.00
	1.00	8.00
Burdick's Kidney Cure.........	.75	6.00
Burdock Blood Bitters (B.B.B.) (846) R.	1.00	9.00
Liver Elixir	1.00	8.40
Pills (846)..................R	.25	2.00.
Root Oil (2106B)..........R.	.50	4.20
Burdsall's Arnica Liniment (2162A)	.40	3.25
Ointment	.50	3.50
Burger's Dyspepsia Cure........	1.00	8.00
Burggraeve's Poudre Rafraichissante (847)	.50	3.50
Burin du Buisson's Carb. Iron & Manganese Pills (847)	.75	4.50
Ferromanganic Powders (847)	.75	5.00
Iodide Iron & Mangin Dragees (847)	.75	4.50
Pills (847)	.75	5.00
Iron Lactate & Mangin Dragees (847)	.75	4.50
Lact. Soda & Pepsin Lozenges (847)	1.00	6.50
	.50	4.50
Lozenges, Lact. Soda & Magnes. (847)	.75	5.00
Powders (847)	1.00	7.50
Liquid Perchlor., Iron Pravas' (847)	1.00	9.50
Manganesic Iron (847)....	1.00	5.50
Soda & Pepsin Powders (847)	1.00	8.50
Syrup Iodide, Iron & Manganese (847)	1.00	6.25
Burk's Med. Co., R. & T. for R. & M. (356)	.10	.75
	.15	1.25
Burks' Balm of Gilead Ointment (356)	.25	1.50
Belladonna Plasters (356) ..	.25	1.50
Catarrh Cure (356)	.50	3.50
Cholera Specific (356)	.25	1.75
Dyspepsia Cure (354).	.50	4.00
Essence of Jamaica Ginger (356)	.25	1.50
	.50	2.75
Iron Tonic (356)	1.00	6.50
Liniment (356)	.25	1.75
	.50	2.75
Red Clover & Sarsaparilla (356)	1.00	7.50
Burk's Vegetable Liver Pills(365)	.25	1.25
White Pine Balsam	.25	1.75
	.50	3.50
	1.00	7.00
Plasters (356)	.25	1.25
Burkhart's Flux Cure (355)......	.25	2.00
	.50	4.00
French Plasters (355)	.25	2.00
Lightning Liniment (355)	.25	2.00
	.50	4.00
Relief (355)	.25	2.00
	.50	4.00
Burnett's Almond Meal (357)....	.25	2.00
Bay Rum (357)	.50	4.00
	1.00	6.50
	1.50	12.00
Cocaine (357)................R	.50	4.00
	1.00	7.50
Eau de Quinine Hair Tonic (357)	.50	4.00
	1.00	8.00
Florimel Water (357)........		5.50
Lavender Salts (357)...........	.35	3.00
	.50	4.50
Water (357)..................	.75	5.25
	1.25	10.00
Oriental Tooth Wash (357)..	.75	5.25
Rose Water and Glycerine (357)	.30	2.40
Burnham's Fluid Beef (359)	.05	.30
Neptune Clam Juice (359)....	.25	1.80
San-Jak	1.00	8.00
Soluble Iodine (316A)	1.50	12.00
	2.00	21.00
	4.00	36.00
Beef, Iron and Wine (359)....	.25	2.00
	.50	3.75
	1.00	8.50
Banquet Clam Broth (359)..	.25	1.60
	.50	3.00
	.75	6.00
Clam Bouillon (359)..........	.10	.90
	.25	1.50
	.50	3.60
	1.00	7.20
Eye Remedy (360)	.25	2.00
	.50	4.00
	1.00	8.00
Burnishine (1842)	.25	1.25
	.40	2.00
	.55	3.50
	.75	6.00
	1.00	10.00
Burra-Gokeroo Fluid Ext. (847.)	6.00	54.00
Burr's Codeine Syrup (2167)....	1.00	9.00
Homoeo Lung Syrup........	.50	4.00
Neuralgia Pills	.50	4.00
Burrington's Croup Syrup (243A)	.35	2.75
Burroughs, Welcome & Co., Comp. Hazeline Suppositories (776)	.50	4.65
Meat Suppositories (776)..	.50	4.65
Menthol Snuff (776).......	.25	1.83
Milk Suppositories (776)..	.50	4.65
Burrough's Cod Liver Oil Wine (Tasteless) (366)	1.00	8.00
per gal.	...	5.00
Liniment (367)	.50	4.00
Perfect Pills (367)...........	.25	2.00
Burton's Blood Purifier (2148)...	.50	4.00
Syrup (1805A)	1.00	8.50
Catarrh Remedy (1805A).....	1.00	8.50
Cholera Specific (2148).......	.25	1.75
Dyspepsia Cure (1805A)......	1.00	8.50
Heart Cure (1805A)..........	1.00	8.50
Kidney & Liver Cure (1805A)	1.00	8.50
Liver Tablets (1805A)......	.25	2.00
Mandrake Pills (2148)........	.25	1.50
Rheumatic Remedy (1805A)..	1.00	8.50
Root Beer Extract (2148)....	.10	.75
Skin Ointment (1805A).......	.50	4.25
Spruce Cough Syrup (2148)...	.25	2.00
Scalp Tonic (1805A)..........	.50	4.25
Burwell's Headache Cachets (1470)	.25	1.75
Bury's Cough & Heave Balsam (370)	1.00	8.00
Camphor Ointment (370)....	.25	2.00
Catarrh Snuff (370)	.25	2.00
Lung Balsam (370)...........	.25	2.00
Sure Cure Powder (370)......	.25	2.00
Bush's Hair Dyes (710)........	1.00	8.00
Busteed's Rheumatic Tonic....	1.00	8.00
Superlative Liniment	.50	4.50
Buster's Ague Tablets (1445)..	.25	2.00
Butler's Balsamic Mixture (1903)	1.00	7.50
Cream Dentifrice (1722A)...	.25	2.00
Nerve & Bone Liniment (1829)	.15	1.00
Pastilles (561)	.25	1.75
Tooth Powder	.25	1.87
Butt's Aperient	.10	.75
Imperial Ointment (2243).....	.25	1.75
Butte-tine (8)	.50	4.00
Butterworth's American Horse & Cattle Powders (373)	.15	1.10
Bayberry Root Bitters (373)	.50	4.50
Beef Iron & Wine (373)....	.50	4.00
Belladonna Plasters (373) ..	.25	1.25
Blackberry Cordial (373) ...	.25	2.00
Butterworth's Corn Cure (373)..	.10	.80
Insecticide (373)	.15	1.12
Menthol Cream (373)	.10	.80
P[illegible]rk Pills (373)............	.10	.80
Porous Plasters (373)	.15	1.00
Pulmonic Syrup (373)	.25	2.00
Red Seal Headache Powders (373)	.10	.80
Medicines (373)	.10	.75
Talcum Powder (373)........	.10	.80
Tooth Powders (373)	.15	1.25
Toothache Drops (373)......	.10	.80
White Liniment (373)	.25	2.00
Witch Hazel Jelly (373)......	.15	1.25
Worm Syrup (373)...........	.25	1.25
Button's Raven Gloss Dressing	.25	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Buxton's Cure-All Liniment....	.25—	2.00
Rheumatic Cure	1.00—	8.00
Buzzell's Bilious Bitters.........	.50—	4.00
Dry Bitters	.25—	1.75
Bynin (40)	.50—	4.50
Byno Hypophoshites (40)	.75—	6.40
Bynol (40)	.60—	5.40
Byram's Healing Salve	.50—	1.20
Honey Balsam	.35—	2.75
Wild Cherry Troches	.10—	.75
Worm Syrup	.25—	1.50
Byrnes' Stomach Bitters	1.00—	8.00

C

	Retail.	Doz.
Cabanes Pectoral Syrup (847)..	1.00—	9.00
Tonic Wine (847)............	2.00—	18.00
Cabeen's Wyo Ointment (373a)	.50—	3.50
Cabots' Sulpho Naphthol (2352).	.50—	4.00
	1.00—	8.00
Cachetine Headache Cure (87)..	.25—	1.75
Cacterine, complete (374).......	.50—	4.00
	1.00—	8.00
Cream (374)................	.50—	4.00
Powder (374)	.50—	4.00
Cactina Pillets (2355)	.25—	2.00
Cadet's Injection (847)..........	.75—	5.75
Cadwell's Lacteal Nervine (1595)	1.00—	8.00
Cady's Beef, Iron & Wine (375)	.50—	4.50
Carbolic Salve (375)	.25—	1.75
Cherry Balsam, Warranted (375)	.25—	2.00
Cream of Roses (375)........	.25—	2.00
Common Sense Condition Powders (375)	.20—	1.25
Comp. Ext. Sarsaparilla (375)	.75—	6.00
Comp. Santonin Worm Lozenges (375)	.25—	1.50
Condition Powders (442)....	.25—	1.50
Emulsion Cod Liver Oil with Hypophosphites (375)	.50—	4.00
	.75—	6.00
Hair Tonic (375)...........	.50—	4.00
Iceland Cream (375)	.25—	1.75
Little Liver Pills (375)......	.25—	1.50
Magic Pain Tincture (375)..	.25—	1.75
Mandrake Liver Pills (375)..	.25—	1.25
Pile Ointment (375)..........	.25—	1.75
Porous Plasters (375)........	.25—	1.25
Talcum Powder (375).	.25—	1.50
Teabury Tooth Powder (375)	.25—	1.50
Tried & True Liniment (374)	.25—	2.00
	.50—	3.50
Warranted Cholera Mixture (375)	.25—	1.75
Headache Powders (375)	.25—	1.25
Russian Corn Cure (375.)	.20—	1.50
Wormseed Vermifuge or King's Oil (375)	.25—	1.50
Caf-Acetan (2677)	.10—	.75
	.50—	4.20
Cafebrine	.25—	1.88
Cafetonique Effervescent (1294).	1.25—	10.00
Cafe-Zyiac. S. & M.'s (847)....	1.25—	10.00
Caffeine Citrate Eff. K. & M. (1294)	1.25—	10.00
Caf-fee-no (375A)	.05—	.45
	.10—	.75
	.25—	2.00
	.50—	4.00
Caffyn's Malto Carnis (847).....	.75—	6.50
Cailler's Swiss Milk Chocolate (375B)....		
Calabar Grains (376)	.25—	1.75
	.50—	3.50
Calabash Bitters (377).........	.50—	3.50
Headache Powders (377)....	.25—	1.75
Pills (S.C.) (377)	.25—	1.25
Calcauro (1833)	1.00—	8.50
Cal-Cura Pills (377A)..........	.25—	2.00
Plasters (377A)	.25—	2.00
Solvent (377A)	1.00—	8.00
Calcutta Colic & Cholera (558)..	.25—	1.75
	.50—	3.50
Calder's Saponaceous Dentine (378) R.	.10—	.90
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Caldwell's Alternative Remedies (380)	.25—	1.80
	1.00—	7.20
Cold Cure (1856)	.25—	2.00
Combined Cure (1856)	.75—	6.00
Dyspepsia Cure (379A)	1.00—	7.00
Special Remedies (386) No. 20 to 52 inclusive	1.00—	7.20
Syrup of Pepsin (1856).......	.10—	.80
	.50—	4.00
	1.00—	8.00
Calenduline, Lowry's (381) per 16 oz. bot.	—	1.25
California Anti-Billous & Blood Powders (1432)	.25—	1.90
	.50—	3.75
Blood Drops (1432)	.25—	1.90
Catarrh Cure (1657)..........	.50—	4.00

	Retail.	Doz.
Chill Cure (1831B)	.50—	4.00
Condition Powders (1432)....	.40—	3.00
Cordial Ginger Brandy (1668) per case	—	9.00
Cough Balm (1831B) ......R.	.10—	.90
	.50—	3.50
Fruit Extract (2526)	.25—	2.00
Golden Electric Liniment (1432)	.50—	3.75
	1.00—	7.50
Headache Tablets (1432))....	.25—	1.80
Herb Liver Pills (1831B) ..	.25	1.35
(1831B)	.25—	1.35
Pectoral (1432)	.25—	1.90
	.50—	3.75
	1.00—	7.50
Tea (1432)	.25—	1.90
	.50—	3.75
Liver Pills (1432)	.25—	1.80
Magnetic Drops (1432)........	.25—	1.80
Mission Eucalyptus Lotion	.25—	2.00
Mountain Balsam (2562)	.35—	2.50
Ointment (1432)	.25—	1.80
Pine Needle Cough Candy (939) per box of 30 pkgs..	—	1.00
Prune Waters (1235)	.25	2.00
Sarsaparilla & Nerve Tonic (1432)	1.00—	7.50
Sticking Plasters (1432)....	.25—	1.80
Stomach Drops (1432).......	.50—	3.75
Syrup of Figs (387)........R	.50—	4.00
Calisaya La Billa (2004A)......	1.00—	8.00
Calixol (441)	1.00—	8.60
Callicura, Ammen's (78)........	.25—	2.00
Callofuge, Desnoix & Co.'s (847)	.25—	1.75
Calmette's Antivenimous Serum (847)	2.00—	17.00
Calolactose, S. & H. (2167) Powder, ozs.	.50—	2.70
Tablets, 100's	.25—	1.80
Calox (1560)	.25—	2.00
Calphenol (494) (tubes)	.50—	4.00
(pounds)	2.00—	18.00
Calumet Chem. Co.'s Tri-Digestive Tablets (390) 100's	1.00—	9.00
Calvert's Carbolic Ointment....	.50—	4.00
Dental Powders (153)	.25—	1.50
Dog Soap (391)	.25—	1.75
Emulsion (153)	.50—	4.00
Insect Powder (153)	.10—	.75
Calvert's Liver Granules (153)..	.10—	.75
Magnesia (153)	.25—	2.00
Pile Ointment (153)	.25—	2.00
Soap 10 p. c. (391)...........	.25—	1.65
20 p. c. (391)	.35—	2.50
Tooth Powders	... —	1.50
Soap	.25—	1.50
Cam's Spanish Lustrale.........	1.00—	8.00
	2.00—	15.00
Camel's Lard (1053) per box....	... —	1.00
Cameline (1491)	.50—	4.00
Cameron's Gout Specific (847)..	.50—	3.75
	1.00—	9.00
Camm's Bed Bug Poison (1481)	.15—	1.00
	.25—	2.00
Corn Liquid (1481)	.25—	1.75
Corn Salve (1481)............	.10—	.75
Solvent (391A)	.25—	1.35
Cough Syrup (1481)	.25—	2.00
Ginger Tonic Bitters (1481)..	.25—	2.00
	.50—	3.75
Gloss Tooth Powders (1481)	.25—	2.00
Headache Powders (1481) ...	.10—	.40
Tablets	.25—	1.75
Household Ammonia (1481) ..	.10—	.75
Ideal Sewing Machine Oil (1481)	.10—	.65
Liver Pills (1481)...........	.05—	.35
	.25—	1.75
Pearl Gloss Tooth Wash (1481)	.25—	2.00
Perfumed Hair Oil (1481)....	.10—	.75
Toothache Drops (1481)......	.10—	.75
Vermifuge Worm Syrup (1481)	.25—	2.00
White Oil Liniment (1481)..	.25—	2.00
Witch Hazel & Arnica (1481)	.10—	.75
Camp's Cholera Poultry Remedies	.25—	1.25
	.35—	1.75
Hog Cholera Cure...........	1.00—	6.00
Horse Colic Remedy	1.00—	5.00
Invigorating Hog Powders...	1.00—	6.00
Medicated [illegible]	.50—	3.00
S[illegible] Powders	1.00—	6.00
Campb[illegible]'s Anti-Bilious Powders	.10—	.75
Ar[illegible] W[illegible] (849).......	.50—	4.25
	1.00—	8.50
Attar of Roses & Almond Cream (393)	.25—	2.00
Bay Rum (393)	.25—	2.00
	.50—	4.00
	1.00—	6.00
B. B. Pills, No. 1 & 2.........	.25—	2.00
Cholera Cordial (1903).........	.50—	3.50
Cough Cure	.25—	1.90
Extracts [illegible] (393)....	.39—	3.00
Face Powder (393)	.25—	2.00
Florida Water (393)	.25—	2.00
	.50—	4.00

	Retail.	Doz.
Gall Cure (394)................	.25—	1.50
Hair Shampoo (393)..........	.50—	4.00
Heart Regulator	.25—	2.00
Horse Foot Remedy (394)...	1.00—	7.50
	1.50—	12.50
	2.50—	22.00
Listerine Tooth Powder (393)	.25—	1.50
Safe Arsenic Wafers (849)...	.50—	4.25
	1.00—	8.00
Sulphur Lotion	1.00	8.75
Sarsaparilla	1.00—	8.00
Theatrical Rouge (393).......	.25—	2.00
Tooth Powders (393).........	.25—	1.50
Campfield's White Liniment.....	.25—	2.00
Camph's Cholera Specific........	2.00—	15.00
Equicura Condition Powders	.25—	1.25
Healing Balsam............	.50—	3.25
Liniment (1105).............	.25—	2.00
	.50—	4.00
	1.00—	8.00
Camphenol (Disinfectant) (1259) R.	.25—	2.00
Campho-Lyptus	.40—	3.60
Campho-Mint, Stewart's.........	.50—	4.00
Campho-Naphthaline	.25—	1.80
Campho-Phenique Powder (166) per oz.	1.00—	6.00
Liquid (166)	1.00—	8.00
Camphor Bromide Capsules (847)	1.50—	14.00
Dragees (847)	1.50—	14.00
Pepsin & Pancreatin Digestif (847)	1.50—	14.00
Salicylate Soude Capsules (847)	1.00—	8.00
Santal Capsules (847)........	1.50—	14.00
Solution Salicylate Lithine, Soude (847)	.75—	5.25
Camphoral (3)	.50—	4.00
Camphorettes	.25—	2.00
Camphorine, Hoyt's (1181)......	.25—	2.00
Camus' Syrup (847)	1.25—	12.00
Cande's Lait Antephelique (847)	1.50—	14.00
Candy Bros. Fruit Tablets (398) (4 lb. bots., each)	—	.90
Candy Vermifuge (1562).........	.25—	1.50
Canets Onguent Veritable (847)..	.75—	5.75
Canker Lotion (1064)...........	.50—	4.00
Cankerine, Burill's	.50—	4.00
Cann's Kidney Cure.............	1.00—	8.00
Canodine, Pritchard's	.50—	3.60
Cantharidal Acetic Vesicant (226)	—	5.00
Cantrell's Troches	.10—	.70
	.25—	1.68
Capa Derma, Yale's (2686).......	2.00—	18.00
Capiderma (2644)	1.25—	11.00
Capillarine Hair Restorer (1407).	.50—	4.00
Capillaris (1511)	.50—	4.00
Capillarium, Briest's	1.00—	8.00
Capillary (2103)	.35—	3.50
Gambert's (880)	.50—	3.00
	.75—	4.80
Capillo Vita, Benedict's	.50—	3.88
Capillusia	1.00—	7.20
Capilon	.75—	6.00
Capital Drug Co.'s Bovine Headache Powders (402)	.25—	2.00
Pills (402)	.25—	2.00
Tablets (402)	.35—	2.75
	1.00—	8.50
Capital Tonic Bitters (456)......	.50—	4.00
Capiticura, Wheeler's	1.00—	7.20
Capoleum	.75—	6.00
Capotine	.50—	3.88
Capsicol (1747)	.25—	2.00
	1.00—	9.00
	4.75—	42.75
Capsuloids Bronchol (1667)......	—	4.50
Methyl-Santal (1667)	—	5.00
Captol (1669)....................	1.00—	9.00
Carapepsin (1051)	1.25—	9.00
Carbo-Campho Line, Tucker's (2450)	.25—	1.50
Carbo Crystal, Liq..............	.25—	1.75
Carbolates, Parschall's	.15—	1.20
Carboleum (2580)	.75—	6.00
Carbolic Smoke Ball (405)	1.00—	8.00
Carbolicine, Crook's	.25—	1.75
Carbolide (1065)	.50—	4.50
Carboline (see Kennedy)		
Creole Toothache (2653).....	.10—	.85
Carbolisoap (see Cole's).		
Carbolisalve (see Cole's).		
Carbona (1518A)	.25—	2.00
Carbonated Bath Salts (420)...	.50—	[illegible]
Carbo-Negus, Daniel's (611)...	[illegible]	2.00
	[illegible]	[illegible]
Carbon-Naptole, Fraudin's (827)	1.25—	[illegible]
Cardamom[illegible] (1530)	—	6.75
Cardiene Tablets (2003) R........	... —	8.50
	—	39.00
Cardine (401)	1.00—	8.00
Carey's Sarsaparilla (153)......	.50—	4.00
Carkola Elixir	1.00—	8.00
Carl's Rheumatism & Gout Remedy	1.00—	7.50

	Retail.	Doz.
Throat & Lung Cure	.50—	4.00
	1.00—	8.00
Carlsbad Natural Sprudel Salt (723)	1.00—	8.50
Pastilles (723)	.75—	5.00
Pills	2.00—	17.00
Soap (723)	.50—	4.00
Carlstedt's German Liver Powder (72)	.25—	2.00
	1.00—	8.00
Syrup (72)	.25—	2.00
Carleton's Pepsin Spruce Chewing Gum (408) per box	.. —	.50
Carmelite Alpen Oil	.50—	4.00
Carmer's Jamaica Ginger (2333).	.25—	1.75
	.35—	3.00
Sarsaparilla (2333)	.50—	4.10
	1.00—	7.00
Vermifuge (2333)	.25—	1.50
Carns' Expectorant (412)	.25—	2.25
Liver Medicine (412)	.25—	2.25
Pills (412)	.15—	.75
Nicely (412)	.50—	4.50
Penetration Oil (412)	.25—	2.25
Pile Salve (412)	.25—	2.25
Carnation Cream (1590)	.25—	2.00
Carnita, Harrison's (1050) (white or pink)	.50—	4.50
Carnogen (776)	1.00—	9.50
Carnrick's Anatacid Tablets (2533) R	.25—	2.50
	1.50—	12.00
Antithermoline (411)	.50—	4.00
	1.00—	8.00
	5.00—	42.00
Coryza Tablets (2003) R	.50—	4.25
Cough Tablets (2003) R	.50—	4.25
Diarrhoea Tablets (2533) R	.50—	4.25
	3.00—	26.50
Dysmenorrhoea Tablets (2003) R	.50—	4.25
Lacto Preparata (2003) R	.50—	4.00
R	1.00—	8.00
Laxative Talets (2533) R	.50—	4.25
	3.00—	26.50
Malaria Tablets (2533) R	1.00—	8.00
R	1.00—	8.00
	4.00—	39.00
Sanguiferro Tablets (2533) R	1.00—	8.00
Comp.	4.00—	39.00
	1.00—	8.50
Soluble Food (2003) R	.50—	4.00
	1.00—	8.00
	4.00—	36.00
Carod & Boric Acid Tablets (64)	1.00—	8.00
& Charcoal Tablets (64)	.50—	3.75
	1.00—	9.00
	—27.00	
Essence (64)	.50—	4.50
	1.00—	8.00
	—12.00	
	—54.00	
Laxative Tablets (64)	.25—	1.75
	1.00—	9.00
	—27.00	
Nux Vomica Tablets (64)	1.00—	9.00
	—27.00	
Powder (64) per oz.	—	1.25
Soda Bicarb. Tablets (64)	1.00—	8.00
	—24.00	
Soda Tablets Pkt size (64)	.50—	3.75
Solvent (64)	.50—	4.00
Tablets, Plain (64)	.50—	3.75
	1.00—	8.00
	—24.00	
Carola's Carbolic Toilet Soap (947) per gross	—	4.80
Carpate	.10	.80
Salve (412B)	.25	1.80
	.50	4.00
Carpenter's Blood Capsules	.50—	4.50
Iron Pills	.50—	4.00
	1.00—	8.00
Liquid Court Plaster (412A)	.10—	.60
Ox Marrow Pomade (413)	.25—	2.00
Rocky Mountain Root Salve	.50—	3.00
Carpine Hair Tonic (1188A)	.50—	4.50
	1.00—	9.00
Shampoo (1188A)	.25—	2.00
Carpules' Corn Cream	.10—	.75
Carr's Carbolic Salve (369)	.25—	1.75
Cough Cure	.50—	1.00
Carrie's Toothache Drops (1612)	.10—	.75
Carroll's Chlorodyne Cough & Consumption Cure	.25—	1.50
	.50—	3.00
Liver Pills & Vegetable Cathartics (414)	.25—	1.25
Vegetable Cathartics or Liver Pills (414)	.25—	1.25
Carrow's Expectorant (1621)	.25—	1.75
Carter's Alkaline & Antiseptic Tablets (1805A)	.25—	2.00
Carter's Antiseptic Tablets (1805A)	.25—	2.00

	Retail.	Doz.
Arabian Horse & Cattle Powders (1395)	.25—	1.25
Beechwood Creosote Emulsion (207)	1.50—	12.00
Troches (207)	.50—	3.00
Bromo (1805A)	.10—	.60
	.25—	2.00
Calcined Magnesia (1805A)	.25—	2.00
Camphor Cream Catarrh Cure (418A)	.25—	1.75
Cascara Compound (1805A)	.25—	2.00
Cordial	.25—	2.00
	.50—	4.00
Cascara Liver Pills	.25	1.25
Consumption Cure (418A) R.	.25—	1.75
Cough & Consumption Cure	.25—	1.75
Cough Cure	.10—	.85
	.25—	2.00
Disinfectant (1805A)	.25—	2.25
Dyspepsia Tablets (1805)	.50—	4.50
	1.00—	9.00
Extract Smartweed (418A) R	.25—	2.00
	.50—	4.00
Eye Balsam (1805A)	.25—	2.00
Hair Restorer	.50—	4.00
Heart Tablets (1805A)	1.00—	7.00
Herbal Ointment	.25—	2.00
Hopping Oil (2168)	.25—	2.00
	.50—	3.50
Iron Pills (418) R	.50—	4.00
Kidney & Backache Tea (418A) R	.25—	1.75
	.40—	2.50
Lithia Tablets (1805A)	.25—	2.25
Little Liver Pills (418) R	.25—	1.65
Nerve Pills (418) R	.25—	1.65
Liver Bitters (418) R	1.00—	8.00
Pepsin Tablets (1805A)	.25—	2.00
Peroxide Hydrogen (1805A) ¼s	.25—	2.25
½s	.50—	4.50
1s	1.00—	7.00
Rose Bud Balm	.25—	1.90
Scotch Bitters	.50—	3.75
Smartweed & Belladonna Backache Plasters (418) R	.25—	1.50
Sulphur Sarsaparilla (418A)	.75—	5.50
Swedish Hair Renewer (1805A)	.50	4.00
Women's Relief	1.00—	9.00
Worm Lozenges (2327)	.25—	1.50
Powders (418A)	.25—	1.75
Zaza Toilet Cream (988)	.25—	2.00
Carthogen (1232A)	.25—	1.80
Carvis Oil (2612)	.25—	2.00
	.50—	4.00
Cary's Pills for Turkeys (847)	.75—	6.00
Casad's Indian Strawberry Syrup (1792A)	.25—	1.50
	.50—	3.00
Casado (414)	.25—	1.50
Casca-Aletris (1948)	1.00—	9.00
Casca Dulci (2407C)	1.00—	9.00
Ferrine Bitters (2146)	1.00—	7.50
Laxine Tablets	.25—	2.00
Cascanata (2011)	.50—	4.50
	1.00—	9.00
Cascar Laxative Pills (2400) per 100	—	.50
Cascara Carminative (1698)	1.50—	10.20
Jellules (1698)	.25—	1.75
Syrup (2202)	.25—	1.85
Tonic Bitters (2562)	.10—	.50
Cas-Car-Ade (1236) per pt.	—	1.25
per gal.	—	9.55
Cascarets (2316)	.10—	1.00
	.25—	2.40
	.50—	4.80
Cascarine (1992)	.50—	4.00
Cascarola, Columbian (512)	.35—	1.85
Cascaroma (1686)	1.50—	12.00
Cascola (1992)	—	
Cas Grada (1881)	.10—	.75
	.25—	1.75
Casler's Oriental Paste	.15—	1.50
Caspod Tablets	.25—	2.00
	.50—	4.00
Cassadou's Nerride (847)	2.00—	18.00
Cassebeer's Ammonia Lozenges (420)	.25—	2.00
Carbonated Bath Salts (420)	.50—	4.50
Effervescent Naukeim Bath (420)	.50—	4.50
Iron & Manganese Peptonate (420)	1.00—	8.00
(Arsenic) (420)	1.00—	8.00
Peppermint Pelletines (420)	.25—	2.00
Cassette's Female Remedy (620)	.75—	6.40
Quinine Hair Tonic (420)	1.00—	8.00
Tooth Wash (420)	.50—	4.50
Cassidy's Beau Brummel Finger Nail Polish (1729)	.50—	4.00
Beveling Files (1729)	.50—	4.00
Bite-Not (1729)	.50—	4.00
Cosmetic Rouge (1729)	.25—	2.00
Court Balm (1729)	.75—	6.00
Creme Beatrice (1729)	.50—	4.00
Deodorizing Powders (1729)	.25—	2.00
Depilatory Powders (1729)	.50—	4.00
Stone (1729)	.50—	4.00

	Retail.	Doz.
Face Powder (1729)	.50—	4.00
Finger Nail Bleach (1729)	.25—	2.00
	.50—	4.00
Powder (1729)	.25—	2.00
	.50—	4.00
Flesh-Worm Paste (1729)	.75—	6.00
Four X for the Blood (2156)	1.00—	8.00
Lily Cream (1729)	.50—	4.00
Liquid Rouge (1729)	.50—	4.00
	1.00—	8.00
Liquid Soap (1729)	.50	4.00
Olive Balm (1729)	1.00—	8.00
Pearl Freckle Paste (1729)	1.00—	8.00
Pocket Book Rouge (1729)	.50—	4.00
Puff Powder (1729)	.25—	2.00
	.50—	4.00
	.75—	6.00
	1.00—	8.00
Rose Cosmetic (1729)	.25—	2.00
	.50—	4.00
Stone Depilatory (1729)	.50—	4.20
Witch Hazel Cold Cream (1729)	.35—	2.80
Castaing's Kola Wine (1284)	1.00—	9.00
Castalian (561)	1.00—	8.00
Castaria Pills (700)	.25—	1.50
Syrup (700)	.50—	4.00
	1.00—	8.00
Castilian Cleansing Powder (1464)	.25—	2.00
Cream (1464)	.25—	2.00
Casto's Black Little Liver Pills Exquisite Cream (1729)	.50—	4.00
(422)	.25—	1.75
Cough Syrup	.20—	1.75
	.50—	4.25
	1.00—	8.00
Electric California Reliever	.50—	4.25
Hair Tonic	.75—	6.00
Headache Powders	.10—	.75
Kidney Capsules	1.00—	8.00
Montezuma Herb Tea	.25—	2.25
S. S. S. Foot Powders	.15—	1.00
Castolex, Knox's (1948)	.10—	.75
	.25—	1.75
Castoline (Pleasant Castor Oil) (404)	.15—	1.10
Castoneine (for Whooping Cough)	.15—	1.35
Castor's Sarsaparilla	1.00—	8.25
Castoreum, University, Med. Co.'s (561)	3.00—	24.00
Castoria, Fletcher's (432) R.	.35—	2.80
Cas-To-Rine (944)	.15—	1.25
Castorium, Parker's (2327)	.25—	2.00
Castoroids (2338B)	.10—	.80
Castorona (1552)	—	7.20
Castrolia, McGee's (530)	.25—	1.50
Caswell's Cod Liver Oil (425)	.75—	6.00
Eau Dentifrice (425)	.75—	6.00
	1.50—	12.00
Caswell, Massey & Co.'s Adjuvans Elixir (425)	1.00—	7.50
Beef, Iron & Wine (425)	1.00—	7.00
Calisaya Aromatic Elixir (425)	1.00—	8.00
Calisaya Bark Elixir (425)	1.00—	8.00
Camphor Ice (425)	.25—	1.50
Camphorated Chalk (425)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Colnmyrrh Mouth & Tooth Wash (425)	.75—	6.00
	2.50—	20.00
Dentine Tooth Powders (425)	.25—	1.75
	.35—	2.50
	.50—	3.50
	1.00—	7.00
Eau Lustral (425)	.75—	6.00
Elixir Calisaya Bark Ferrosophosphorated (425)	1.00—	9.50
With Bismuth (425)	1.00—	9.50
Elixir Calisaya Ferrophosphorated with Strychnine (425)	1.0—	9.50
Elixir Phosphates of Iron, Quinine and Strychnine (425)	1.50—	12.00
Emulsion Cod Liver Oil with Pep. & Quin. (425)	1.00—	8.00
Epileptic Cure (425)	2.00—	18.00
Formodenta Tooth Paste (425)	.50—	4.00
Grape Saline Eff. (425)	.75—	6.00
Iodized Sarsaparilla (425)	.75—	6.00
Laxative Elixir (425)	1.00—	8.00
Essence Senna (425)	.35—	3.00
	2.00—	15.00
Lotus Balm (425)	1.00—	7.50
	1.25—	9.00
	1.50—	10.50
Magic Renovator (425)	.25—	2.00
Meloderma (plain & white) (438)	.35—	2.50
Newport Salts (425)	.25—	1.75
Pepsinated Charcoal Tablets (425)	.35—	2.50
Quinine Chocolates (425)	.25—	2.00
	.50—	4.00
Rose Dentifrice (425)	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz

Rum & Quinine Restorative & Preservative (425) .50— .400
1.00— 8.00
Tonic Wine of Quinine (425) 1.00— 8.00
2.00—16.00
Cata Balm (71) .... .10— .75
Catameuth Catarrh Cure (425A) .50— 3.75
Cataplasmine (321B) .... .50— 3.00
2.00—12.00
Catarrh Stop (1029) R.......... .10— .75
Catarrhal Cream (241) .... .25— 2.00
[illegible] (460B) .... .25 - 1.25
Catarrhine (401) .... 2.50—18.00
Tucker's Eucalyptol (2450)... .50— 3.00
"Catch on" Injection, (1831B) R. .75— 6.00
Cathartine, Williams' (743)..... .25— 1.50
Catharti-Sal (see Taylor & Peck).
Cathell's Muco-Detergent Tablets (1030) .50— 4.00
Muco-Sedative Tablets (1030) .35— 3.00
Muco-Stimulant Tablets (1030) .35— 3.00
Catholicon, Graefenberg's Uterine (959) R. 1.50— 9.00
Catillon's Strophantus Granules (847) 1.00— 9.00
Strophantine Granules (847).. 1.00— 9.00
Caton's Tansy Pills .... 1.00— 8.00
2.00—16.00
Vitalizer .... 1.00— 8.00
2.00—16.00
Cat-R-Cure, California (8) ..... .50— 4.00
1.00— 7.50
Cauffman's Blackberry & Ginger Brandy (427) 1.00— 9.00
Caulo-Senecio (1552) .... — 9.60
Caulocorea (428) .... 1.00— 8.00
Marchisi's (1174) .... 1.00— 8.50
1.50—12.75
Cauvin's Gourmandes Pilules (847) .50— 4.50
1.00— 9.00
Cavailles' Salol Plasters (847) .. .25— 1.50
Cavanaugh's Green Salve (1579) R. .25— 1.50
.50— 3.00
Pile Salve (1579) R. .... 1.00— 7.00
Cazenave's Depurative Elixir (847) 1.50—12.00
C. C. C. Hoxie's (1180) .... .50— 4.00
C. C. C. Pile Remedy (2211)..... 1.00— 7.50
C. C. C. Tonic (257) .... 1.00— 9.00
C. C. P. (2119) .... .25— 1.60
Cedar Balsam (2605) .... .25— 2.00
Cedrenol (Antiseptic Odorant) (434) 1.00— 9.50
Cedron Tonic (2137) .... .75— 3.50
Celebrated Capillary Cream (1466) .50— 3.25
Cele-Kola (788) .... 1.00— 8.00
Celerina (2036) R. .... 1.00— 8.50
Celertine Cordial (1967).......... 1.50—15.00
Celery Crackers, Eames' (430).. .25 - 1.75
Celery Kas-Kara Comp. (1434A) .25— 2.00
Celery King (145) R............ .25— 2.00
.50— 3.75
Celery Malt Whiskey (648)...... 1.00— 8.00
Celery Soda (164)................ .10— .84
.25— 2.10
.50— 4.20
1.00— 8.40
Celery Tonic Pills (430).......... .50— 4.00
Celery-Caffein Comp., Chelf's (456A) .10— .75
.25— 2.00
.50— 4.00
1.25—12.00
Celery Fo-mo (58) .... .25— 2.00
.50— 4.00
1.00— 8.00
Celerytone, Dunkley's Kalamazoo (697) 1.00— 7.50
Cellinian Balm (1498) .... .75— 6.00
Cel-Pep-Ko (1323) .... 1.00— 7.50
Cencura (1526).............. ... .10— .75
.25— 1.50
Cendrillon Soap (520)........... .35— 3.00
Centaur Liniment (432) R....... .25— 1.80
.50— 3.60
1.00— 7.20
Centennial Rat Exterminator... .25— 1.50
Tea Bitters .... .25— 2.00
Century Menthol Inhaler (2585). .25— 1.50
Pumice (2585) .... .10— .75
Styptic Pencils (2585)........ .10— .65
Cephalgine, Harper's (1045)...... .25— 2.00
.50— 4.00
1.00— 8.00
Ceratol (2644) ....per lb. — 2.00
Cereal Milk (2571) ....R. .25— 2.00
.50— 4.00
1.00— 8.00
2.50—24.00
Cerealina, Moxey's (2199)........ .25— 2.25
Cerebrine (401) .... 1.00— 8.00
(1598) .... 1.00— 8.00
Fournier's Plain (847)...... 1.00— 9.00
Bromee .... 1.50—14.00
Iodee .... 1.50— 14.00
Bromoiodee .... 2.00—17.00
Raser's (1981) .... .10— .75
Cereo (438)...................... ...— 6.00
Laxative ....— 6.00
Ceroline (see Wolff).
[illegible] Capsules (438A)..... 1.00— 7.00
Certain Catarrh Cure (439).... 1.00— 8.00
Chill Cure (440).............. .50— 2.50
Corn Cure (440)............... .15— 1.00
(2227) .... .10— .75
Cough Cure (440)............ .25— 1.50
Itching Pile Remedy (131A).. .25— 1.75
Pain Cure (440) .... .25— 1.50
Ceylon Fly Chaser (1091A) ..... .75— 6.00
1.25—10.00
2.10—18.00
C. F. C. Headache Pills (2077).. .25— 2.00
Chable's Depurative Pills (847) 1.00— 8.50
Syrup (847) .... 2.00—17.00
Syrup Citrate of Iron (847) 1.50—14.00
Chace's Belladonna & Capsicum Plasters (76) .25— 1.50
Belladonna Plasters (76).... .25— 1.50
Capsicum Plasters (76)...... .25— 1.50
Compound Ext. Smartweed (76) .25— 2.00
.50— 4.00
Magic Balm (76)............. .25— 2.00
.50— 4.00
Strengthening Plasters (76).. .25— 1.50
Chagnon's Headache Cure (440A) .25— 1.75
Chalfant's Coca Cream (441A) .50— 3.50
Chalgonia (1420) .... 1.50—12.00
Chalice Iron Tablets (441)...... .10— .80
Rheumatic Liniment (441).... .50— 4.00
Witch Hazel (441).......... .15— .90
.25— 1.63
Challiss' Lice Killer Soap (324).. .10— .75
Liquid Lice Killer (324)...... .25— 1.75
Chalybeate Comp. Mixture (529) 1.00—8.50
Chambard's Purgative Tea (847) .35— 2.75
Chamberlain's Anti-zymotic Solution (1805A) .... .25— 2.25
Catarrh Powder (443).... .25— 1.50
Cholera & Colic Remedy (442) .50— 4.00
.25— 2.00
Cough Remedy (442)........ .25 - 2.00
Tablets (443)............... .25— 1.50
Eye & Skin Ointment (442).. .25— 1.75
Green Mountain Salve (443) .25— 1.50
Immediate Relief (443)...... .25— 2.00
1.00— 8.00
Liver & Stomach Tablets (442) .25— 2.00
.50— 4.00
Pain Balm (442) .... .25— 2.00
.50— 4.00
Restorative Pills (443) .... .25— 1.50
Rheumatic Cure (442) ...... 1.00— 7.50
Woman's Food (442) 1.00 8.50
Champagne's Champion Remedy .50— 4.00
Champion Bar Polish (1530) .... .15— 1.50
Corn Remedy .... .25— 1.50
Remover .... .25— 1.50
Roach & Bed Bug Exterminator (235) .20— 1.20
Champlin's Liquid Pearl (561).. .50— 4.25
Worm Remedy .... .50— 4.00
Chandler's Antiseptic Healing Ointment (443A) .25— 1.75
Bilious Tablets (443A)........ .15— 1.00
.25— 1.50
Famous Eye Salve (443A).... .25— 1.50
Headache Buttons (443A)... .10— .75
Lemon Cough Syrup (443A). .25— 1.75
.50— 3.50
One Day Cold Cure (443A).. .25— 1.75
Rocky Mountain Liniment (443A) .25— 1.75
.50— 3.50
Chantaud's Seidlitz Powders (847) 1.00— 6.00
Chanteaud's "Gustave" Alcalin Dynamise (847) 1.50—15.00
Chapaline, Cool's Fragrant (531) .25— 1.50
Chapes Tonic Wine (847)....... 3.50—30.00
Chap-I-Cure (445) .... .25— 1.75
Chapilla (410) .... .25— 1.75
Chapin's Constitutional Bitter Syrup (2570) 1.00— 9.00
Cream Dippers (438)........ .05— .40
Fleur Injection (2570) .... 1.00— 9.00
Gleet & Gonorrhea Pills (2570) 2.00—20.00
Leaurelle Oil Balm (2570).... .50— 4.50
Phospho Nux (2570) .... .50— 4.00
Syphilitic Pills (2570)........ 2.00—20.00
Chapine, Father's (1002)........ .10— .60
Ryder's (2101) .... .25— 2.00
Chapinola Cream (1599) .... .25— 1.75
Chapman's Bismuth & Eucalyptol Elixir (447) each — .80
Cholera Balm (446) .... .25— 1.75
Cosmetic (2585) .... .10— .75
Croup Syrup (2051) .... .50— 4.00
Female Tonic (446) .... 1.00— 6.00
King of Oils (446) .... .25— 1.75
.50— 3.50
1.00— 7.00
Liver Pills (446).............. .25— 1.50
Taraxicum Bitters (2051).... .50— 4.00
Chapoteaut's Apioline (847) ... 1.00— 8.00
Boldo Glucine (847) .... 1.50—15.00
Cerevisine (847) .... 1.00— 9.00
Colchilior (847) .... 1.25—12.00
Creosote (847) .... .75— 6.00
Cypridol Capsules (847) ..... 1.00— 9.00
Injection (847) .... 1.50—15.00
Eucalypteol (Anthoine) (847). 1.25—11.00
Ferrum Sanguinis (847) ...... .75— 6.00
Hydrargyn (847) .... .35— 2.75
Lecithine (847) .... 8.00—22.00
Morrhuol (847) .... 1.00— 8.30
Creosote (847) .... 1.00— 8.30
Pepsin Pearls (847).......... .75— 6.40
Peptone Conserve (847)....... 1.50—12.00
Powders (847)............. .75— 6.40
Wine (847) .... 1.00— 9.00
Phosphoglycerate of Lime Caps (847) .75— 6.00
2.00—15.00
Salt (847) .75— 6.00
Syrup (847) 1.00— 7.50
Wine (847) 1.00— 9.50
Santal Wood Oil Caps. (847) 1.50—14.00
Sol. (Lime & Soda) for Hypodermic Use (847) .75— 5.00
Spermine Essentia (847) ..... 3.50—36.00
Strontium Bromide Salt (847) .50— 3.50
Solution (847) .... 1.00— 9.00
Tablets (847) .... .50— 4.20
Iodine Salt (847)............. 1.00— 7.00
Solution (847) .... 1.00— 9.00
Lactate Salt (847)............ .50— 4.25
Solution (847) .... 1.00— 9.00
Tablets (847) .... .50— 4.80
Nitrate Salt (847)............ .25— 2.50
Solution (847) .... .75— 6.00
Salicylate Salt (847)......... .60— 4.75
Tablets (847) .... .75— 6.00
Zomol (847) .... 2.50—22.00
Chapotot's Dragees Neuro Strychnos (847) 1.00—10.00
Baume (847) 1.00—11.00
Neuro Bromure (847)........ 1.00—10.00
Chappelear's Celery Pepsin Tonic (448) .50— 3.50
Comp. Ext. Buchu (448).... 1.00— 8.00
Court Plasters (448).......... .05— .25
Dyspeptin (448) .... .50— 4.00
Essence of Jamaica Ginger (448) .15— 1.25
Favorite Toilet Cream (448).. .10— .85
Ginger & Blackberry (448)... .50— 3.50
Ginger Mix (448)............. .15— 1.25
Healing Oil (448)............. .50— 4.00
Horse & Cattle Powders (448) .25— 1.50
Liver Pills (448).............. .25— 1.75
Pain Cure (448)............... .25— 2.00
.50— 4.00
Pearl Wash (for the teeth) (448) .25— 2.00
Porous Plasters (448)........ .25— .90
Sarsaparilla (448) .... 1.00— 8.00
Syrup Hypophosphites (448). 1.00— 9.00
Ten Minute Headache Cure (448) .10— .75
Vegetable Tonic Bitters (448) 1.00— 8.00
Worm Powders (448)........ .25— 1.75
Chappine, Camm's (1481)....... .25— 2.00
Chaptilla (72) .... .25— 1.75
Charcoal Tablets (1029) R....... .10— .75
(2585) .25— 1.00
Charcot's Kola Nervine Tablets (757) .50— 4.50
1.00— 8.50
Neuralgic Tablets (1175) per 100 — .50
per 500 — 2.25
per 1000 — 4.00
Chardon's Hair Restorer........ 1.00— 8.50
Charlard's Dentifrice Powder (847) 1.00— 9.50
Icthyol Capsules (847)...... 1.00— 9.00
Charles, Dr., Face Powder (450) .50— 4.50
Flesh Food (450) .... .50— 4.50
Hair Tonic (450) .... .50— 4.50
Healing Soap (450) .... .25— 2.00
Charles' Health Tonic (450)..... 1.00 - 7.50
Parisian Depilatory (450).... 1.00— 7.50
Charmeuse Normande (847)..... .25— 1.75
Chartreuse Elixir (847).......... 1.00— 7.50
Teeth Specific (847).......... 1.00— 7.00
Chartreaux Gout & Rheumatic Balsam (847) 1.00—10.00
Chase's Blood & Nedve Food (449) .50— 4.00
Catarrh Cure (452)........... .25— 2.00
Dyspepsia Tablets (452)...... .50— 4.00
I-Cure-U Constipation Tablets (451) .25— 2.00
Dyspepsia Cure (451)..... .50— 4.00
1.00— 8.00
Kidney Food (449)......... .50— 4.00
Kidney & Liver Pills (452).. .25— 2.00
Liver Food .... .25— 2.00

	Retail.	Doz.
Lung Balsam (76)	.25	2.00
	.50—	4.00
Nerve Pills (452)	.50—	4.00
Ointment (452)	.50—	4.00
Syrup of Linseed & Turpentine (452)	.25—	2.00
Chassaing's Pepsine Diastase Wine (847)	2.00—	16.00
Pills (847)	1.00—	8.50
Syrup (847)	1.00—	8.50
Vichy Laxative Powders (847)	1.00—	7.00
Chatres Skin Softener	.25—	2.00
Chaul-Moo-Gra, Hadfield's (708)	1.00—	8.00
Chaumoogra, Goer's	1.00—	8.00
Hopkin's	1.00—	8.00
Chaumel's Solidified Glycerine Bougies (847)	1.50—	13.00
Cravons (847)	1.50—	13.00
Ovules (847)	1.00—	9.00
Suppositories adult (847)	1.00—	7.50
Infant (847)	.75—	5.00
Check to Cold (2295A)	.10—	.75
Cheesbro's Liquid Corn Plasters	.15—	1.00
Cheeseman's Arabian Balsam	.50—	3.75
Cough Cure (456)	.25—	1.75
Cheeseman's Pills (2048) (Genuine)	1.00—	7.00
(2048) (Double, Genuine)	2.00—	13.00
Chelf's Celery Caffein (456A)	.10—	.75
	.25—	2.00
	.50—	4.00
	1.25—	12.00
Chem's Magic Drops (2171)	.25—	1.50
Cheney's Expectorant (610)	.25—	1.85
	.50—	3.75
Liver Regulator	1.00—	8.00
Chennevierre's Syrup Chlorhydrophosphate of Lime (847)	1.00—	7.50
Wine Chlorhydrophosphate Lime (847)	1.25—	10.50
Cherokee Indian Cholera Drops (652)	.25—	2.00
Herb Tea (652)	.25—	2.00
Kidney Tablets (652)	.25—	2.00
Laxola for Children (652)	.25—	2.00
Pain Healer (652)	.25—	2.00
	.50—	4.00
Pills	1.00—	8.00
Cherri-lip Brush (486A)	.15—	1.25
Cherri-lip Cosmetic (486A)	.25—	2.00
	.50—	3.50
Cherry Bark Comp. (2167)	1.25—	10.50
Cherry Cough Cure (1419)	.25—	2.00
Cherry Malt Phosphites (2160) R.	1.00—	8.00
Tooth Paste (190)	.50—	3.75
Cherryfoam (1134)	.40—	3.00
Cherri-lip Cobb's (486A)	.50—	4.15
Cherryola (2693)	.25—	2.00
Chesapeake Bitters (2295A)	.50—	4.00
Chese's Liver Food (449)	.25—	2.00
Chesebro's Mandrake Pills	.25—	1.75
Chestnut Balm (1088)	.35—	2.50
Chevalier's Life for the Hair (561)	1.00—	7.50
Chevrier's Coca Wine (847)	2.50—	20.00
Cod Liver Oil Wine (847)	1.50—	14.00
with Creasote	1.50—	14.00
Vanadine (847)	1.75—	16.00
Chewalla	1.50—	14.00
Cheynet's Iron (2534)	1.00—	9.00
Chic Corn Cure (1689)	.10—	.75
Chicago Cough & Croup Cure (917)	.50—	3.50
Horse Liniment (208)	.50—	2.50
Medicator (732)	2.00—	12.00
Rat Paste	.10—	.75
Uterine Pastiles	1.00—	7.50
Chichester's Adipo-Malene (461)	5.00—	45.00
Beauty Skin Complexion Tablets (461)	1.00—	8.00
Calcarine Dyes	1.25—	10.50
Corpus Lean (461)	2.00—	17.00
English Pennyroyal Pills (461)	2.00—	17.00
Hair Dyes	.50—	4.25
	1.00—	8.50
	2.00—	15.00
May Blossom Face Powder (461)	.25—	2.00
Mixed Treatment Pills (1115)	1.00—	9.00
Chick-Chick-er-ee-kee (1565)	.35—	2.75
Chickduckaturk (1665)	.25—	1.75
Chickasaw Cough Syrup	.50—	3.75
Salve	.25—	2.00
Chiclets (824)	.10—	.75
per box	—	1.25
Child's Castor Laxative (2467)	.25—	1.40
Children Cough Syrup (2213)	.25—	2.25
	.50—	4.50
Children's Comfort (775B)	.25—	1.80
Worm Cure (2202)	.50—	4.17
Childs Cactus Cream (163)	.25—	1.50
Celebrated Hoof Ointment	.50—	1.00
Lightning Liniment	1.00—	8.00
Spasmodic Cure	1.00—	8.00
Chill Stop (1020)	.10—	.75
Chillarine (2211) (candy)	.50—	3.75
Chillarine Chill Cure, Tasteless	.50—	3.75

	Retail.	Doz.
Chill-I-Cure, Geisenberger's (893)	.50—	3.75
Chillifuge, Dick's (807)	.50—	4.00
Chillolia	.50—	3.88
Chilton's Chill Tonic (2617)	.50—	3.75
Improved Arnica Liniment (2617)	.25—	1.75
	.50—	3.50
Iron Tonic (2617)	.50—	3.75
Sarsaparilla (2617)	.50—	3.75
Worm Syrup (2617)	.25—	1.50
Chinese Camphor Cream	.50—	4.00
Easy Corn Sheller (356)	.10—	.85
Grip, Conklin's (1168)	.25—	1.50
Headache Cure (2199)	.25—	1.75
Chinkalyptus	.25—	2.00
Chinosol, ozs.	1.00—	9.00
Chiolin (1152)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Chionanthia (1552)	.—	13.20
Chiona (1844) R.	1.00—	8.00
Chipman's Liver Tonic	1.00—	7.75
Chippewa Pine Cough Balsam (2298)	.25—	1.50
	.50—	3.00
Vegetable Sarsaparilla (2298)	1.00—	7.50
Chira (Chirata Comp.) (464)	1.00—	8.50
Chiron's Baths (847)	.50—	4.25
Ichthyol Capsules (847)	1.50—	13.00
Wine (847)	2.00—	19.00
Chiropodin, Foot Powder (486A)	1.00—	8.30
Chisolm's Antalgic Tablets (1030)	.25—	2.00
Comp. Cocaine Tablets (1030)	.50—	4.00
Cubeb Tablets (1030)	.25—	2.00
Chor-Anodyne (1830)	.—	3.00
Chlor-Bromal Elixir (1839)	1.25—	9.60
Chlora-Kaline, S. H. (2167) pts.	2.00—	16.20
Chloralamid Elixir (1430) (2141)	1.00—	9.50
Chloraline, Kavana's	.50—	3.75
	1.00—	5.70
Chloralum Crystals (137) per lb.	—	.25
Chlorethyle, Bengue (847)	1.00—	9.50
Chlorhydropeptine, Coirre's (847)	1.00—	7.50
Chloro-Bromon (207A)	1.00—	9.00
Chloro-Carbolates Parshall's	.10—	.75
Chlorodyne (1504)	1.50—	12.00
Browne's (849)	.50—	3.50
	1.00—	9.00
	1.50—	14.50
	5.00—	42.00
Cough Mixture (814)	.25—	2.00
Chloro-Ferrine (1552)	—	12.00
Chloro-Naphtholeum Disinfectant (2577)	.25—	2.00
	.50—	4.00
	.85—	5.00
	.90—	7.50
Dip. & Veterinary Specific (2577)	.65—	5.00
	.90—	7.50
	1.50—	13.50
	3.00—	27.00
Chloropepsin, Dyer's	1.00—	8.00
Chloro-Phenique (166)	1.00—	8.00
Choate's Black Bottle	1.00—	8.00
Odonto	.50—	4.00
Choco-Quinine (1552)	—	8.40
Chocolate-Malario (1828)	.50—	3.75
Chocolate Constabs (2059)	.10—	.75
	.25—	1.75
Emulsion Cod Liver Oil (1747)	1.00—	9.00
Quinine Tablets (425)	.50—	4.00
Chok Marafet	.50—	4.00
Cholagogine Tablets (2003) ...R	—	5.50
	—	24.00
Remedy 66-99	1.00—	8.00
Cholidia (2128)	1.00—	8.00
Christie's Ague Balsam	1.00—	7.50
Christian's Oil of Gladness (2616)	.25—	2.00
Christiani's Haemoridaline (464A)	.25—	1.75
Ointment	.25—	1.75
Chronic Bronchial Mixture (2422)	1.00—	6.60
Chryso Corn Cure (1441)	.25—	2.00
Chuddy Chewing Gum (465) per box	—	.60
Church's Imperial Female Pills (1929)	.50—	4.00
	1.00—	8.00
Indian Cough Balsam	.25—	1.80
Lotion	.75—	6.00
Sarsaparilla	1.00—	8.00
Churchill's Antiseptic Skin Soap (1805A)	.25—	1.60
Arsenic & Bismuth Wafers (1805A)	1.00—	7.00
Moth & Freckle Lotion (1805A)	1.00—	7.00
Viburnum Comp. (465A)	1.50—	12.00
Cicle, Barrabe's	1.00—	8.00
Cid's Fluid Extract Beef	.60—	5.00
	1.00—	9.00
	2.00—	16.00
Cidic Antiseptic Soap (1214)	.10—	.75
Ethereal Soap (1214)	.25—	1.75
Soap (1214)	.25—	1.75
Shampoo Soap (1214)	.25—	2.00

	Retail.	Doz.
Cimicide (225A)	.35—	3.20
(629)	.15—	1.00
Cincho Loids (2504B)	1.50—	12.00
½-strength	1.00—	9.00
Cinia	1.00—	8.00
Cinnamine (1617A)	1.00—	9.00
Circassian Hair Oil (2039)	.25—	2.00
Restorative (2039)	1.00—	6.50
Circle Brand Tansy Pills (789)	1.00—	8.00
Circus Liniment (1403)	.25	2.00
	.50—	4.00
	1.00—	8.00
Ointment (1403)	.50—	4.00
Veterinary (1403)	.25—	2.00
	.50—	4.00
Cistene Antiseptic	1.00—	6.50
C. I. T. H., Sander's (Cold in the Head) (2115)	.10—	.75
	.25—	1.75
Cito Catarrh Snuff	.50—	4.00
Citrophen (2060) powder, per oz.	—	.90
2-gr. tablets, per 100	—	.60
5-gr. tablets, per 100	—	1.15
Citrosandalene (466A)	1.00—	9.00
City Throat Cure	.75—	6.00
Clapp & Son's (Ctis) Beef Elixir (468)	1.00—	8.00
Camphor Tablets (468)	.25—	1.75
Cod Liver Oil Comp. (468) Malt	.75—	6.25
Plain	1.00—	8.00
Malt & Cod Liver Oil Comp. (468)	.75—	6.25
Claranol (2320A)	.25—	2.00
Clark's Anti-Bilious Compound (356)	1.00—	7.50
Pills (356)	.25—	1.50
(1198) R.	.25—	1.75
Anti-Rheumatic	1.00—	8.50
Arnica Oil	.50—	4.25
Purifier	1.50—	12.00
Catarrh Cure	1.00—	8.00
Cherry Rye Phosphates (492)	.50—	3.25
	1.00—	6.50
Cod Liver Oil (2483)	1.00—	6.00
Cough Cure	1.00—	8.00
Remedy	.35—	2.75
Syrup	.50—	3.50
Emulsion Cod Liver Oil (1401)	.50—	3.00
(1401)	.50—	3.00
	1.00—	5.00
Extract of Flax Skin Cure	1.00—	8.00
Fairy Night Lights	.50—	4.00
Female Pills (Fisk's) (2622)	1.00—	8.00
Flax Salve (356)	.25—	1.75
Florentine Dentifrice (1198) R.	.25—	1.75
Giant Bitters	.50—	4.00
Liniment	.50—	4.00
Glyco Mentholine (460B)	—	9.00
Hog Cholera Remedy	.50—	3.50
	1.00—	6.00
Infallible Eye Wash (1198)	.50—	3.75
Instant Foot-Comfort (933)	.10—	.80
	.25—	2.00
Latoska Whisky (474)	1.50—	12.00
Life Balsam (2466)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Liver & Kidney Cure (2137)	.75—	3.50
Mandrake Bitters	.50—	3.75
Mentho Eucalyptol pts	—	4.80
Natural Salts (2302)	.50—	3.50
	1.00—	7.00
Neurogen (470)	.50—	4.50
	1.00—	9.00
Old Tom Gin (474)	1.00—	8.50
Paset Dentifrice Tooth Paste (2650)	.20—	1.25
Pure Juniper Gin (474)	—	9.50
Pure Rye (474)	1.25—	11.00
Red Cross Headache Cure (2302)	.25—	1.75
Natural Medicinal Water (1996)	.50—	3.50
Natural Salts (1996)	.50—	3.50
	1.00—	7.00
Night Lights	.25—	1.65
Salve (1996)	.25—	1.75
Seltzer (1996)	.25—	2.25
Sodium Bromide (1996)	.10—	.90
	.25—	1.75
	1.00—	7.00
Red Iron Pills (1908)	.50—	4.00
Rheumatism Mixture (1407)	.75—	6.00
Rock Candy Cordial (492)	.50—	3.25
	1.00—	7.50
Tarlemon Syrup	.25—	1.80
Thymol Hydrastis (1021)	1.25—	10.00
Toothache Drops (1198) R.	.25—	1.75
Vegetable Expectorant	.25—	1.75
White Liniment	.35—	2.50
Witch Hazel Cream	.25—	1.75
Worm Syrup	.25—	1.75
Clarke's Aperient Pills (847)	.50—	3.75
Blood Mixture (874)	1.25—	10.25
Carbolic Salve (1401)	.25—	1.25

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz
Corn Solvent (847)	.50—	4.25
Salve (847)	.50	3.75
Sarsaparilla (1401)	1.00—	3.75
Classe's Big Three Chill Tonic (662)	.50—	4.00
Blackberry Tonic (662)	.25—	1.95
	.50—	3.25
Carbolic Salve (662)	.25—	1.75
Cholera Cure (662)	.25—	1.95
Condition Powders (662)	.20—	1.20
	.25—	1.75
Corn Salve (662)	.25—	1.75
Cough Syrup (662)	.25—	1.95
	.50—	3.75
Eye Salve (662)	.25—	1.60
Female Remedy (662)	1.00—	8.00
German Tea (662)	.25—	2.00
Hair Tonic (662)	.50—	4.00
Headache Tablets (662)	.15—	.85
Heaton Pills (662)	.25—	1.50
Iron Tonic (662)	1.00—	7.50
Liniment (662)	.25—	1.95
	.50—	3.75
Liver Pills (662)	.25—	1.50
Pile Ointment (662)	.25—	2.00
Sarsaparilla (662)	.75—	6.00
Soothing Syrup (662)	.25—	1.50
Strengthening Plasters (662)	.25—	1.35
Vermifuge (662)	.25—	1.75
Worm Candy (662)	.25—	1.90
Clay & Co.'s Chicago Medicator (476)	2.00—	12.00
Extra Comp. Inhalent & Medicated Ointment (476)	.25—	2.00
Clay's Infallible Treatment	1.00—	8.00
Lemon Ice Candy (476)	.05—	.35
Clayton's Creamadoro	.75—	6.05
Dyspepsia Tablets (477)	.50—	4.00
Salve	.25—	1.75
Clemens' Perspirine (478)	.25—	1.75
Clen-O-Zone, Concentrated (26A)	.10—	.75
	.25—	2.00
	.50—	3.50
	.75—	6.50
Diluted	.25—	2.00
Cleo's Eye Wash (332)	.25—	2.00
Cleopatra Baume (847)	.25—	2.00
Clerambourg's Grains de Vie (847)	.50—	4.00
	1.00—	8.00
Ormutz's Golden Pills (847)	1.25—	10.00
Sirop Contre La Toux (847)	1.00—	7.00
Clermont's Syrup (847)	1.00—	7.00
Clertan's Asafoetida Pearls (847)	1.00—	8.00
Castoreum Pearls (847)	1.00—	9.25
Chloroform Pearls (847)	1.00—	6.75
Creosote Pearls (847)	.75—	5.25
Digitalis Pearls (847)	1.00—	8.00
Durande Pearls (847)	.75—	6.00
Ether Pearls (847)	.85—	6.75
Guaiacol Pearls (847)	.75—	5.25
Iodoforme Pearls (847)	1.00—	9.25
Santal Pearls (847)	1.00—	9.25
Sulph. Quinia Pearls (847)	1.00—	8.00
Turpentine Pearls (847)	.75—	5.50
Valerian Pearls (847)	1.00—	8.00
Vin Phosphate Reconstituant (847)	2.00—	15.00
Clery's Anti-Asthmatic Cigars (847)	1.00—	9.00
Powders (847) No. 1	2.00—	16.00
No. 2	3.00—	22.00
Cleveland Tea (2327)	.25—	2.00
Cleveland's Celery Comp. (1963)	.25—	2.00
Lung Healer (1963)	.25—	2.00
Clevinger's Indian Hair Balsam	1.00—	8.00
Cliffe's Aromatic Hypophosphites (481)	1.00—	6.50
Hygienic Talcum (481)	.15—	1.20
Clifford's Cardamon Tablets	.10—	.75
Febrifuge (166)	1.00—	8.00
Clicord's Febrifuge (2024)	1.00—	8.00
Viole Glycerine	.25—	1.75
Clifton Malt Whisky (2295A)	1.00—	8.00
Climax Stock Food (1097) -		
5-lb. bags per lb.	—.06½	
12½-lb. bags per lb.	—.05½	
Clin's Cacodylate Soda Drops (847)	1.00—	10.00
Clinene (65) (Straw Hat Cleaner & Stain Remover)	.10—	.75
Clinton Cascara Active (309) R.	.25—	2.00
	1.25—	10.20
Digestive Tablets (309)	.25—	2.00
Solidified Liniment (309) R.	.75—	6.60
	1.50—	12.00
Surgical Dressing (309) ..R.	1.50—	12.00
	.75—	6.60
Clinton's Cough Remedy (1018)	.25—	2.00
	.50—	4.00
Headache Powders (336)	.10—	.75
	.25—	1.25
Perfection Corn Plasters (336)	.10—	.75
Toothache Gum (336)	.10—	.75
Clintona Face Powder (483)	.10—	.60
	.15—	1.00
Talcum Powder (483)	.10—	.75

	Retail.	Doz
Toilet Lotion (483)	.15—	1.00
Tooth Powders (483)	.10—	.75
	.20—	1.20
Close's Dyspepsia Cure	.50—	4.00
Tonic Aperient	.35—	3.25
	.75—	6.75
	1.00—	8.75
Closson's Bear's Oil Liniment (485)	1.00—	8.00
Cough Cure (485)	.50—	4.00
	1.00—	8.00
Pain Relief (485)	.50—	4.00
	1.00—	8.00
Panacea (485)	1.00—	8.00
Clothworthy's Chicken Powders (918)	.25—	1.50
Nerve & Bone Liniment (918)	.25—	2.00
Poulterer's Friend (918)	.25—	1.50
Worm Confections (918)	.25—	1.25
Cloud's Invigorating Cordial (28)	1.00—	7.00
Cougar's Columbian Pills	.25—	1.75
Clove Anodyne Tooth-Ache Drops (2666)	.25—	2.00
Clover Balsam (529)	.25—	2.00
Bitters (529)	1.00—	8.00
Blossom, Loose's	.50—	4.00
	2.50—	20.00
Walcott's	.50—	4.00
	1.00—	8.00
& Celery Wine	.50—	4.00
Root, Karl's (2569)	.25—	2.00
	.50—	3.75
Cloverilla (843)	1.00—	8.00
Pills (843)	.25—	1.50
Cloverine Anti Pain Powders (906)	.10—	.75
	.25—	1.75
Blood & Nerve Specific (906)	1.00—	8.00
Cold & Grippe Specific (906)	.25—	1.75
Laxative (906)	.25—	2.00
Pills (906)	.25—	1.75
Salve (906)	.25—	1.75
Throat & Lung Specific (906)	1.00—	8.00
Clum's Liver Cathartic (1750)	1.00—	6.00
Clymer's Hair Restorer	.75—	6.75
Horse & Cattle Powders (2199)	.15—	1.00
	.25—	1.25
C. M. Q., White's (2593)	.50—	4.00
Coaguline, Kay's (847)	.25—	1.30
Coaline	.25—	1.75
Coat's Headache Capsules (486)	.10—	.60
	.25—	1.75
Cobb's Auto-Bilious Pills (1111)	.25—	1.75
Bloom (486A)	1.00—	8.00
Camel's Hair Complexion Brush (486A)	1.00—	8.50
Cherry Lip (486A)	.50—	4.15
Corn Cure (486A)	.25—	1.50
Diamond Nail Enamel (486A)	.25—	1.58
	.50—	3.15
Egg Julep (486A)	1.00—	8.30
Face Massage Lotion (486A)	2.00—	16.00
Steamer (486A) No. 1	3.50—	36.00
No. 2	7.50—	81.00
No. 3	10.50—	114.00
No. 4	20.00—	216.00
Flesh Worm Paste (486A)	1.50—	15.45
Hair Remover (486A)	1.00—	8.50
Restorer (486A)	1.00—	8.30
Little Pills (1111)	.25—	1.50
(Mrs.) Sanitary Surgical Adhesive Plasters (486A)	.25—	2.00
Coca Bitters	1.00—	8.00
Coca Burgundia	1.00—	8.50
Coca Cola (487) 35-gal. bbls., per gal.	—	1.50
10-gal. kegs, per gal	—	1.65
5-gal. kegs, per gal.	—	1.75
Less than 5-gals. per gal.	—	1.85
Coca Esencia (1850)	—	8.00
Coca Liqueur (2543)	1.00—	8.00
Coca-Malaga, Haas' (998)	.85—	7.50
Coca Muscatel (2003) R.	1.00—	8.50
	4.00—	34.50
Cocacalisaya (Cassebeer) (420)	1.00—	8.00
Cocaine (see Burnett's).		
Cocainol (434)	1.00—	9.50
Cocalac	1.00—	8.00
Cocaine, Switzer's	.50—	3.50
Cocavinum (2167) (Coca Wine)	1.25—	9.60
Cocelin (415) (2636)	.50—	4.00
Cocheux' Colchicum Tincture (847)	2.00—	15.00
Cockle's Anti-Bilious Pills (847)	.50—	3.50
Coco-Palmine, Rock's (2085)	.50—	4.00
	1.00—	8.50
Coco-Quinine (1444)	1.00—	8.50
per 5-pts.	—	3.20
Coddington's Capsicum Plasters	.15—	1.00
Corn Cure	.25—	1.50
Herb Ointment	.15—	1.20
	.25—	2.00
Olive Salve	—	1.75
Soft Corn Remedy	.25—	1.50
Coderre's Syrup for Infants (1637)	.25—	1.75

	Retail.	Doz.
Powder (488)	.75—	6.00
Codliver Glycerine (488)	1.00—	8.00
Powder (488)	.75—	6.00
Codliverolds (2338B)	.50—	4.00
Coe's Catarrh Cure (472)	.50—	4.00
Cough Balsam (472)	.35—	3.00
	1.00—	8.00
Dyspepsia Cure (472)	.50—	4.00
	1.00—	8.00
Eczema Cure (489)	1.00—	8.00
	3.00—	24.00
Soap (489)	.25—	2.00
Skin Powder (489)	.25—	2.00
Herbalite (472)	.75—	6.00
Indian Worm Killer (472)	.25—	1.75
Liniment (472)	.35—	3.00
Quick Cure Catarrh Snuff (489)	.25—	2.00
Rose Pearl Dentifrice (472)	.50—	4.00
Coffen's Chinese Liniment (1829)	.25—	1.75
Cof-No-Mor Tablets (19)	.10—	.75
	.25—	2.25
	.50—	4.50
Cognet's Eucalyptol, Iodoform & Creosote Capsules (847)	1.50—	11.50
Hemoneurol (847)	1.15—	11.50
Iron Dragees (847)	1.00—	9.00
Cogswell's American Beauty Rouge (490A) Liquid or Paste	.50—	4.00
Blood Purifier (490A)	.50—	4.00
Curling Fluid (490A)	.25—	2.00
Epidermoid (490A)	.50—	4.00
Face Bleach (490A)	1.00—	8.00
Hand Lotion (490A)	.50—	4.00
Macassar Oil (490A)	.50—	4.00
Nail Powder (490A)	.25—	2.00
Peerless Skin Food (490A)	.50—	4.00
Dilute	.25—	2.00
Quinine Hair Tonic (490A)	1.00—	8.00
Sea Shell Tint (490A)	.50—	4.00
"Two Lip" Rouge (490A)	.50—	4.00
Vanolin Cream (490A)	.50—	4.00
Velvet Cream (490A)	.50—	4.00
Coirre's Chlorhydropeptine (847)	1.00—	7.50
Gyrol (847)	1.00—	7.00
Podophylin Pills (847)	1.25—	9.00
Solution (847)	1.00—	6.50
Coke Dandruff Cure (296)	1.00—	8.00
Egg Shampoo (296)	.50—	4.00
Shaving Foam (296)	.25—	2.00
Co-Kol (2277) per gal	—	1.25
Colbert's Stomachic Pills (847)	1.00—	9.00
Col-Bry-Lith (927)	1.25—	12.00
	2.50—	24.00
Colchi-Sal (847)	1.00—	9.00
	2.00—	17.00
Colchidine, Tablets or Capsules (2689A)	2.00—	18.00
Colcorame, Maous (Corns) (847)	.85—	7.00
Cold Crackers (55)	.10—	.75
	.25—	1.75
Cold in Your Head (1029) R.	.10—	.75
Cold Knocker (Goldboro) (944)	.15—	1.20
Cold Push (1956)	.25—	1.32
Colden's Certain Cure	.25—	2.00
	.50—	4.00
Liq. Beef Tonic (561) R., Nos. 1 & 2	1.00—	8.50
	4.00—	36.00
Coldine Liquid (1089)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Lozenges (1089)	.25—	2.00
	.50—	4.00
Cole's Beef, Iron & Wine	.50—	4.00
Bludbilder (494)	1.00—	9.00
Carbolisalve (494)	.25—	1.75
	.50—	3.50
	2.00—	18.00
Veterinary	.50—	3.75
	1.00—	7.50
Carbolisoap (494)	.25—	2.00
For Shaving	.15—	1.25
Catarrh Cure (496)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Chicken Cholera Cure (2195)	.25—	1.75
	.50—	3.50
Emulsion Cod Liver Oil with Hypophosphites, Calcium, Lime and Soda	.75—	5.00
Hair Reviver (496)	.50—	4.00
Painol (496)	.50—	4.00
Patent Ossidine (371)	2.00—	18.00
Peruvian Bark Bitters	.50—	4.00
	1.00—	9.50
Rheumatic Remedy	.50—	4.50
	1.00—	9.00
Sarsaparilla & Iodide Potass. Comp.	.75—	5.00
Vitalized Cherry Juice (496)	.25—	2.00
	.50—	4.00
White Pine Comp.	.25—	1.50
Witch Hazel Salve	.25—	1.60

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Coleman's Asthma Remedy (1005)	1.00—	7.50
"Dearie Me" Chewing Gum (498) per box of 20 pkgs.	—	.60
Fertilizer Pills (429)	.05—	.35
	.25—	1.50
Gold Band Pepsin Chewing Gum (498) per box of 20 pkgs.	—	.60
Karamel Chewing Gum (498) per box of 20 pkgs.	—	.65
Ko-Ko-Tea Chewing Gum (498) Extra Foil, box of 20	—	.50
Special Foil, box of 20	—	.50
Confection, box of 20	—	.55
Paper Wrapped, box of 20	—	.50
Liver Fixer	.25—	1.75
Medicated Tobacco Ointment	.25—	1.75
Nut Fruit Ko-Ko Chewing Gum (498) box of 20	—	.55
Pepsin Licorice Chewing Gum (498) box of 20 pkgs.	—	.60
Positive Cure	1.00—	9.00

	Retail.	Doz.
Colgan's "Taffy-Tolu" Gum (499) Per Box	—	.55
Per Jar	—	2.20
Per Jar	—	2.70
Colgate's Antiseptic Dental Powder (500) R.	.35—	3.02
Aromatic Tooth Paste (500)	.25—	1.30
Bandoline (500) R.	.25—	1.10
Cosmetic Glycerine Lotion (500)	.25—	1.88
	.35—	2.64
Dental Powder (500)	.25—	2.58
	.25—	1.60
Quinine Tonic (500)	.50—	3.97
	.25—	2.21
Glycerine Lotion Cosmetic (500) R.	.25—	1.88
	.35—	2.64
Rum & Quinine Bay Rum (500)	.75—	4.25
Tooth Paste (500)	.15—	1.08
Collicide (Vet.) (166)	1.00—	8.00
Colla's Benzine (847)	.25—	2.00
Iron Capsules (847)	1.00—	9.00
Pyrealine Capsules (847)	2.00—	18.00
Santonine Dragees (847)	.50—	3.00
Collins' Ague Cure (166)	.50—	3.75
Arnica Liniment (166)	.50—	3.75
Cough Troches (166)	.25—	1.75
Elixir Sarsaparilla and Iron.	1.00—	7.50
English Dandelion Bitters	.50—	3.50
	1.00—	7.00
Great Western Condition Powders	.25—	1.75
Healing Arnica Salve	.25—	1.75
Lemon Ging-er (166)	.50—	3.75
Nerve & Bone Liniment	.25—	1.75
Pine Apple Balm	.50—	3.50
Teething Syrup	.25—	1.75
Voltaic Plasters (1922)	.25—	2.30
Worm Candy	.25—	1.75
Colliver's Hermit Salve (166)	.50—	3.50
	1.00—	7.00
Cologne Bath, Medicated (see Sykes)		
Colonial Extract of Sarsaparilla (1419)	.50—	4.00
Furniture Cream (1963)	.25—	2.00
Pills (1419)	.25—	1.50
Sarsaparilla Comp. (1419)	.50—	4.00
Colorado Catarrh & Neuralgia Snuff (166)	.50—	4.00
Colorific	1.00—	8.34
Colorine, Scheffler's Hair (561)	1.00—	8.00
Coloris (2103	1.00—	6.00
Colsaloids (see Stearns').		
Colsathyl (966) 100 caps. in box	1.75—	15.75
Colton's Dentonic	.50—	4.00
Odontolon	.50—	4.20
Coltsfoote Expectorant (2224) R.	1.00—	8.00
Coltsfoot Rock Lozenges (English Club) (584) per 5-lb. box	—	1.80
Columbia Herb Tea (2308)	.50—	3.50
Rheumatism Cure (507)	.50—	4.00
Columbian Pharmacal Co.'s Insect Powders (512)	.15—	.90
	.25—	1.60
Columbian Animal Regulator (511A	.25—	2.00
	.50—	4.00
	1.00—	8.00
Anti-Pain Plasters (512)	.25—	1.00
Balsam Pine Tar Healing Oil (511A)	.50—	4.00
Bitters (1257)	.60—	4.75
	.75—	5.25
	1.00—	7.80
Carbide Salve (512)	.25—	1.25
Celery Wine (512	1.00—	5.00
Headache Pills (1404)	.25—	1.38
	.50—	3.00

	Retail.	Doz.
Heave Cure (511A)	.50—	4.00
Louse Killer (511A)	.25—	2.00
Oil (1301)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Poultry Food (511A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Purifier (511A	.50—	4.00
Remedy (511)	1.00—	7.50
Stock Food (511A)	.25—	2.00
	.50—	4.00
	.75—	6.00
Straw Hat Cleaner	.10—	.75
	.50—	3.50
Veterinary Ointment (511A)	.50—	4.00
Worm Powder (511A)	.50—	4.00
Colwell's Carbonated Cream (513)	.25—	1.75
Egyptian Magic Liver Pills (513	.25—	1.50
Magic Egyptian Corn Cure (513)—	.15—	1.00
	.50—	3.75
Oil (513)	1.00—	7.50
Sarsaparilla Blood Specific (513)	.50—	4.00
Silver King (513	1.00—	7.50
Wild Cherry, Honey & Tar Expectorant (670)	.25—	1.75
Comanche Indian Oil	.25—	1.75
Comatone, Ayer's (139) R.	—	9.00
Combination Liniment (1764)	.50—	3.00
Remedy (1764)	1.00—	6.00
Comedone	2.00—	16.00
Comfort (Kidney & Rheumatic Cure) (503)	.50—	4.00
Powders (514)	.25—	2.00
Soap (514)	.25—	1.75
Common-Sense Liniment (see Jackson).		
Compleixona, Goll's (945)	.25—	2.00
Compound Menthol Drops (1300)	.25—	2.00
Ice (1300)	.50—	4.00
Powder (1300)	.25—	2.00
Quince Emulsion (1604)	.50—	4.00
Comstock's Condition Powders (518)	.25—	1.50
Dead Shot Worm Pellets (518)	.25—	2.00
Nerve & Bone Liniment (518)	.25—	1.85
Concealative (2422	1.00—	6.00
Concrete Tincture Benzoin (1189)	.75—	6.75
Condie's Balsamic Glycerine	.25—	2.00
Condon's Guerre des Roses Soap (520)	.75—	5.00
Heliotrope Blanc Soap (520)	.35—	3.00
Joie et Bonheur Soap (520	.50—	4.50
Lilac Planc Soap (520)	.35—	3.20
Peau d'Espagne Soap (520)	.50—	3.75
Violet de Parme Soap (520)	.50—	3.80
Violet Soap (520)	.30—	3.20
Ylang Ylang Soap (520	.35—	3.20
	.50—	3.75
Condurango (1498)	.75—	6.00
Condy's Fluid Disinfectant (847)	.50—	4.25
	1.00—	8.50
Cone's Corn Cure (1089)	.25—	2.00
Conger's Mandrake Pills (1595	.10—	.80
Congo Colic Cure (709)	.25—	1.75
Jet Blacking (521)	.10—	.85
Congreve's Balsamic Elixir (847)	.50—	3.25
	1.00—	8.00
	1.50—	12.00
	4.00—	35.00
	8.00—	69.00
Conklin's Chocolate Worm Pastilles (1168)	.25—	1.50
Roll Salve	.25—	1.25
Co-No. (522A	.25—	2.00
	.50—	4.00
Conkling's Curling Cream (1321)	.25—	1.75
Connor's Dyspeptic Compound Elixir	1.25—	10.00
Furniture Polish (1805A)	.25—	2.00
Rat Killer (1805A)	.10—	.75
Conrad's Bug Destroyer (2185A)	.10—	.80
Rat Poison (2185A)	.15—	.90
Roach Killer (2185A)	.10—	.80
Conroy's Wonderful Discovery	1.00—	8.00
Consagra (115A)	.50—	4.00
	1.00—	8.00
Constan's Female Pills (1227	.35—	3.00
Constantine's Pine Tar Soap (561) R.	.25—	1.50
Constitution Life Syrup (561)	1.25—	10.00
Tablets (704)	1.00—	8.00
Water (561)	1.00—	8.50
Constitutional Cough Syrup	.25—	2.00
	.50—	4.00
Consumption Cure (1547	.35—	2.25
	.50—	4.50
Constructivans, Plain (2307B) pts.	1.00—	8.00
5 pts. ea	—	3.00
and Glykasol (2307B) pts.	—	9.00
5 pt ea.	—	3.50

	Retail.	Doz.
Contradolin (1195) per oz.	—	.75
Conwell's Cough Cure	.25—	1.60
Coogan's Salve	.25—	1.50
Cook's Almond Cream (1091A)	.50—	4.00
Aromatic Ginger Tonic (2333)	.25—	1.75
Bloom of Roses (1091A)	.50—	4.00
Carbo Menthol Atomizers (529)	.75—	6.00
Carbo Menthol Comp. (529)	1.00—	7.20
Catarrh Snuff	.25—	2.20
C. & B) Carbonated Plasters	.25—	1.25
Cold Cream (1091A)	.25—	2.00
Columbian Oil	.25—	2.00
Curling Fluid (1091A)	.50—	4.00
Dandelion Bitters	.25—	1.75
Depilatory (1091A)	1.00—	8.00
De la Cour's Liver Pills (1423)	.15—	.99
Egg Shampoo (1091A)	.50—	4.00
Freckle Lotion (1091A	.75—	6.00
Helping Hand Specific	2.00—	19.20
Imperial Champagne (75)	1.00—	8.00
	2.00—	14.00
Life Balm	1.00—	7.50
Medicated Face Powder (1091A)	.50—	4.00
Milk of Cucumber (1091A)	.75—	6.00
Pills (968)	.25—	1.50
Tincture of eBnzoin (1091A	.50—	4.00
Toothache Drops (2333)	.25—	1.50
Tooth Powder (1091A)	.25—	2.00
Cool & Co.'s Cerate	.25—	2.00
Coolene (530)	.50—	4.00
Cooley's Corn Cure (181)	.10—	.75
Coonley's Anti-Constipation Pills (532)	1.00—	7.50
Blood, Stomach & Liver Powders (532	1.00—	7.50
Celebrated Catarrh Cure(532)	1.00—	7.50
Kidney Tablets (532)	1.00—	7.50
Mother's Cordial (532) (Herbal Womb Tonic	1.00—	7.50
Orange Lily (532)	1.00—	7.50
Pink Pabulum Pills (532)	1.00—	7.00
Radical Pile Cure (532)	1.00—	7.50
Cooper's Allopathic Specifics (532) Nos. 1 to 40	.25—	2.00
	.50—	4.00
Antipyretic Powders	1.25—	10.80
Antiseptic Fluid (2650	.50—	4.00
Aperient Lozenges (847)	.60—	4.50
Asthma Cure (533)	.50—	4.00
Pastilles (533	.50—	4.00
Bismuth & Soda Lozenges (847)	.60—	4.50
Bladder Cure (533)	.25—	2.00
Blood Cure (533)	.25—	2.00
Blood & Liver Specific (1740A)	1.00—	9.00
Blue Pills for Bilious People (533)	.25—	1.50
Cascara Sagrada Elixir (2650)	.35—	2.75
Catarrh Cure (533)	.25—	2.00
Tablets (533)	.25—	2.00
Cathartic (53)	.25—	2.00
Celery Compound (149)	1.00—	8.00
Chillbain Remedy (2650)	.25—	1.75
Cold Cure (533)	.25—	2.00
Colic Cure (533)	.25—	2.00
Columbian Veterinary Colic Cure (2581)	1.00—	7.00
Condition Powders (2581)	.25—	1.50
	.50—	3.00
Liniment (2581)	.50—	3.50
	1.00—	7.00
Ointment (2581)	.50—	3.50
Cough & Croup Comfort (533)	.25—	1.50
	.50—	3.00
Cough Cure (533)	.25—	2.00
Croup Cure (533)	.25—	2.00
Dandelion Pills (2650)	.25—	1.75
Diarrhoea & Cholera Morbus Specific (533)	.25—	2.00
Dipping Powders (535)	.50—	4.50
	2.00—	18.00
Dipsomania & Drunkenness Specific (533)	.25—	2.00
Dropsy Cure (533)	.50—	4.00
Dyspepsia & Sour Stomach Specific (533)	.25—	2.00
Edake Kure (536)	.25—	1.75
Epilepsy Cure (533)	.50—	4.00
Female Injection (533)	.50—	4.00
Female Tonic (533)	.50—	4.00
Fever & Inflammation Specific (533)	.25—	2.00
Floral Dentine (536)	.25—	1.75
General Debility Specific(533)	.50—	4.00
Gonorrhoea & Gleet Specific (533)	.50—	4.00
Good Liniment (2650)	.35—	2.75
Gripp & Influenza Specific (533)	.25—	2.00
Headache Cure (533)	.25—	2.00
Heart Tonic (533)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Kidney & Bladder Tea (533)	.25—	1.50
Insomnia & Sleeplessness		
Kidney Cure (533)	.25	2.00
Tea (2650) (leaf and liquid)	.50—	3.50
Laxtal (847)	.50—	3.50
Laxative Quinine (533)	.25—	1.50
Lime Juice & Pepsin (2650)	.50—	3.50
Liver Cure (533)	.25—	2.00
Lozenges (847)	.25—	2.00
Magnetic Balm (1980) R.	.25—	1.85
Malaria & Chills & Fever Specific (533)	.50—	4.00
Measles Cure (533)	.25—	2.00
Medicated Soap (534)	.10—	.75
Mumps Cure (533)	.25—	2.00
Nerve & Liver Pills (149)	.25—	2.00
Nerve Tonic (533)	.25—	2.00
Neuralgia Cure (533)	.25—	2.00
New Cough Remedy (534)	.25—	1.75
New Discovery (534)	1.00—	7.50
New Herb Discovery (534)	1.00—	7.50
Nose Ease (533)	.50—	3.00
Pain Cure (533)	.25—	2.00
"Pain in Your Head?" Tablets (533)	.25—	1.50
Pastilles Cocaine, Eucal, etc. (847)	.60—	4.50
Phrosteen (536)	.25—	1.75
Pile Ointment (630)	.50—	3.75
or Suppohitories (No. 27) (164)	.50—	4.20
Prairie Flower (534)	1.00—	7.50
Quick Relief (534)	.25—	1.75
	.50—	3.50
Rheumatic Cordial (2650)	.50—	3.00
Rheumatism Cure (533)	.25—	2.00
Roach Powder (814)	.15—	1.25
	.25—	2.00
	.50—	4.00
Roses & Glycerine (536)	.25—	1.75
Salve (1740A)	.50—	4.00
Sarsaparilla (2650)	1.00—	7.00
Sheep Dip (535)	.50—	4.50
Sinapism	.25—	1.75
Skin Diseases & Eruptions Specific (533)	.25—	2.00
Soap (1740A)	.15—	1.60
Sore Eyes Specific (533)	.25—	2.00
Sore Throat & Hoarseness Specific (533)	.25—	2.00
Spartine Valer	1.50—	12.00
Stomach Tea (533)	.25—	1.50
Syphilis Cure (533)	.50—	4.00
Thirst Quenchers (847)	.60—	4.50
Throat Ease Tablets (533)	.10—	.60
Cooper's Whooping Cough Specifics (533)	.25—	2.00
Witch Hazel Salve (2650)	.25—	1.50
Worm Cure (533)	.25—	2.00
Coppedge's Neuralgia Cure (833)	.25—	1.75
Coquette (1466A)	.10—	.75
Coraline	.50—	4.00
	1.00—	7.00
Coralyn, Liq. Dentifrice (2277)	.25—	1.75
Corbett's Sarsaparilla	1.00—	8.50
Corbin's Cough Balm	.35—	2.50
German Drops	1.00—	7.50
Magnetic Balm	.25—	1.50
Worm Syrup (2609)	.25—	2.00
Corked Lightning (2346)	.10—	.75
	.25—	1.75
	.50—	3.50
Corey's Health Pills (537)	.25—	2.00
Medicinal Whiskey (537)	1.00—	8.00
Rejuvenal (537)	3.00	24.00
Corn Husker (222)	.25—	1.50
Killer (2005)	.25—	1.75
(2002)	.25—	1.60
Rooter (1635)	.10—	.75
Shields (486A)	.25—	2.00
Wart Pencils (2677)	.25—	1.20
Corncura	.25—	1.67
Cornease, Clark Johnson's. (1261)	.25—	1.00
Corn-Gone (2636)	.10—	.75
Cornoff (1825A)	.15—	1.00
Cornell's Benzoin Cosmetic Soap (539)	.25—	1.85
Lotion (539)	.50—	4.00
Chicken Powders	.25—	2.00
Diamond Nervine (1743)	1.00—	8.00
Tea (1743)	1.00—	6.00
Cornicide (2285)	.10—	.80
Cornick's RosezallaCream (2069A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Soap (2069A)	.25—	1.75
Cornicure, Bradford's (284)	.15—	1.00
Cornine (see Herb).		
Corn Sheller (see Ballard).		
Corollas (see Taylor's).		
Corpula, Loring's (1467)	1.00—	9.60
Corpus Lean, Chichester's (461)	2.00—	17.00
Corrective Cordial (951) per lb.	—	1.00
Corrigen's Syrup (2661)	1.00—	9.00
Corrigent Pills (2003) R.	.75—	6.50
	3.00—	29.00

	Retail.	Doz.
Cortexalin (1938)	1.00—	9.00
Corylopsis du Japon Ext. (1621)	—	7.75
	—12.50	
Corylopsis Face Powder (1621)	—	6.25
Toilet Soap (1621)	—	5.50
Coryza Cream (1175)	.50—	4.00
Tablets (1175) per 500	—	.75
per 1000	—	1.35
Coryzon (561)	.50—	4.00
Cosmo Buttermilk Soap (543)	.10—	.75
Toilet Soap (543)	.10—	.75
Cosmopolitan Salve	.50—	4.00
Cossack's Eye Salve (2137)	.25—	1.50
Liniment (2137)	.25—	1.50
Costar's Bed Bug Extrminator (545)	.25—	1.50
Bishop Pills	.25—	1.88
Buckthorn Salve	.25—	2.00
Corn Solvent (545)	.25—	1.50
Cyclone Germ Killer & Disinfectant (545) per gal.	—	2.00
Dog Wash & Flea Killer(545)	.25—	2.00
Flea Powders (545)	.25—	1.50
Rat Exterminator (545)	.15—	1.00
	.25—	1.50
Roach & Bed Bug Exterminator (545)	.15—	1.00
	.25—	1.50
Roach Malt (545)	.25—	1.50
	.50—	3.00
	1.00—	6.00
Costello's Hair Renewer	1.00—	8.00
Costen's Almond & Benzoin Cream (546)	.25—	2.00
Soap (546)	.15—	1.10
Meal (546)	.25—	2.00
Comfort Foot Powder (546)	.25—	2.00
Complexion Powders (546)	.25—	2.00
Cucumber Cream Skin Food (546)	1.00—	8.00
Eau de Quinine for the Hair (546)	.50—	4.00
Headache Cure (546)	.10—	.75
Liquid Dentine (546)	.25—	2.00
Veritable Cream, (546)	.25—	2.00
Violet Ammonia (546)	.25—	2.00
Violet Talcum Powder (546)	.25—	2.00
C. O. T. Vapor Inhalant, with Inhaler (831)	1.00—	8.00
Without Inhaler	.50—	4.00
Inhaler Alone	.50—	4.00
Cot-or-al (plain & combinations) (26)	—12.00	
Cotton's Worm Cakes	.15—	1.25
Coudray's Bandoline	.15—	1.10
	.20—	1.35
	.25—	2.04
	.40—	2.33
Brilliantine	.50—	3.87
Coudrey's Uterine Cones (1805A)	1.00—	9.00
Cough-Stop (1029) R	.10—	.75
Cough-Stoppers (see Angiers) Petroleum Tablets).		
Coughline Syrup (377A)	.50—	4.00
Cough-No-More, Decker's	.25—	1.75
	.50—	3.75
Coughnots, Buntin's (351)	.05—	.45
Coulson's Fever & Ague Powder (2295A)	.25—	1.50
Countess De Brouetelle's French Tansy Female Pills (356)	1.00—	8.00
Tansy Pills (847)	1.00—	8.00
Couseen's Carminative Liver Pills	.25—	1.75
Coussen's Honey of Tar (166)	.25—	2.00
	.50—	4.00
Lightning Liniment (166)	.25—	2.00
Covell's Rheumatic Pills	.50—	3.50
Covert's Gelatine Lozenges	.05—	.45
	.10—	.80
Cowans' Vaccination Shields (847)	.25—	1.75
Vegetable Lithontriptic (970)	1.00—	7.00
Cowefa Fly Poison Paper (277)	.05—	.35
Cox's Blood Compound (524)	.50—	4.00
Cough Cure (1630)	.10—	.90
	.25—	2.00
Diarrhoea & Dyspepsia Remedy (2199)	.25—	1.75
Hive Syrup (1480)	.35—	1.75
Santonine Worm Syrup (2199)	.25—	1.25
Straightening Bitters (524)	1.00—	8.00
Wild Cherry & Senega (548A)	.25—	1.75
	.50—	3.50
C. P. Mixture (1407)	.50—	4.00
C. P. Injection (1407)	.35—	3.00
Crab Orchard Salts (550) R.	.10—	.85
Water, Concentrated (550) R.	.25—	2.00
	.50—	4.00
Crabb's Chill Tonic (833)	.50—	3.75
Cough Syrup (833)	.25—	1.75
Iron Tonic (833)	1.00—	7.00
Little Liver Pills (833)	.25—	1.50
Liver & Kidney Cure (833)	1.00—	7.00
Sarsaparilla (833)	1.00—	7.00
Crabine (2699A)	.25—	1.75
Craddock's Indian Hemp	—24.00	

	Retail.	Doz.
Craft's Distemper & Cough Cure (2572)	.50—	4.00
	1.00—	8.00
Crag's Crown Pills	.25—	2.00
Plasters	.25—	2.00
Lung Tablets	1.00—	9.00
Nervine	1.00—	8.75
New Discovery	1.00—	9.00
Pills	.25—	2.00
Cramer's Kidney & Liver Cure (552)	.50—	4.00
	1.00—	8.00
Carbolic Salve (552)	.25—	1.75
Liniment (552)	.25—	1.75
	.50—	3.50
Vegetable Pills (552A)	.25—	1.75
Crampton's Circassian Liquid	.25—	2.10
	.50—	4.15
Famous Blood Purifier (553)	.50—	3.50
	1.00—	7.00
Homeopathic Remedies	.25—	2.10
Liver & Kidney Cure (553)	.50—	3.50
	1.00—	7.00
Cranitonic Aseptic Hair Brush (554)	2.00—	18.00
Hair Food (554)	1.00—	8.00
	2.00—	16.00
Round Tooth Combs (554)	1.00—	8.00
Crapo's Condition Compound	.75—	6.00
Drops	.75—	6.00
Crater, The, Sulphur Candles (2599)	.25—	1.50
Craver's Cough Syrup (837A)	.25—	1.50
Crawford's Antiseptic Tooth Powder	.25—	1.75
Creamenthol (1563A)	.25—	1.25
Cream or Herbs, James' Catarrh Balm (1247)	.25—	2.00
Cream Shampoo (1064)	.50—	4.00
Creamadoro, Clayton's	.75—	6.05
Creme Eleaya (553A)	.50—	4.00
Cremo Penny Chewing Gum (2477) per box of 100 pkgs.	—	.65
Creathol	.35—	3.00
	1.25—	10.00
Cregar's Colic Remedy	1.00—	7.50
English Stock Food	.25—	1.50
	.50—	3.00
	1.00—	7.00
	1.50—	12.00
Poultry Food	.25—	1.75
World's Liniment	1.00—	7.50
Crelol (2599)	.35—	3.00
Creme de Lis, Dickey's (1046)	.50—	4.00
Creme Deong, Antiseptic Rouge (840B)	.25—	2.00
Creme des Perle (1088)	.25—	1.50
Creme Simon (2534) small or tubes	.50—	3.25
Medium	.75—	6.50
Large	1.00—	9.50
Creocide (2121)	.25—	2.00
Creo-Clovine, Toothache (1831B)	.15—	1.00
Creodine (133)	1.00—	8.00
Creoferrate Elixir (2143)	1.00—	7.50
Creole Corn Cure (2503)	.10—	.85
Dandruff Cure	.25—	2.00
Creole Female Tonic (1831B) R.	1.00—	8.20
Hair Restorer (2622)	1.00—	7.50
Nerve & Bone Liniment, Brunswig's (1831B)	.25—	1.50
Plasters (2508)	.25—	1.00
Worm Confections (1831B) R.	.20—	1.35
Creolium, Dusenberry's (702) Gall Cure	.25—	1.50
Liquid	.10—	.75
	.25—	1.75
	.50—	4.00
	1.00—	7.00
Powder	.25—	1.75
Creoline, Davenport's per lb.	—	1.50
Creopeptin (1030)	1.00—	9.00
Creosol (162A) per 10 gals.	—12.50	
Comp. (254) per gal.	—	.55
Creosotal (Creosote Carbonate) (782) R. per oz.	—	.65
per lb.	—	9.00
Creosote Cod Liver Oil (1095)	1.00—	8.00
Creosyl (434)	1.00—	9.50
Cresalba (2599)	.35—	3.00
Crescent Chem. Co.'s Kold Killer (558)	.25—	1.75
Crescent Carbolic Animal Soap (1362)	.10—	.75
	.15—	1.00
Toilet Soap (1362)	.25—	1.60
Catarrh Balm	.25—	2.00
Cresolene Capsules (1657)	.50—	4.50
Cresofer (2599)	.15—	1.00
Cressler's Cold Cream (356)	.25—	1.75
Fragrant Balm (356)	.25—	1.75
Headache Capsules (356)	.25—	1.75
Ruby Pearl Tooth Soap (356)	.25—	1.75
Wild Rose Lip Salve (356)	.15—	1.00
White Rose Tooth Powder (356)	.25—	1.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Cresso (556)	.10—	.85
	.50—	4.25
Cretamethyl (927)	.25—	2.00
	.50—	4.00
	.75—	6.50
Crinon's Haemoglobin Chocolates (847)	1.00—	8.50
Haemoglobin Wafers (847)	1.00—	8.50
Crippen's Compound (558A)	1.00—	8.00
Cristadora's Hair Dye (561)	.50—	4.00
Preservative (561)	.50—	3.75
Crittenton's Hoof Liniment (562)	.50—	4.00
Crocker's Hair Tonic (2650)	.50—	3.50
Crocotone (1747)	.75—	6.75
	3.25—	30.00
Croghan's Wash (2650)	.50—	4.00
Crombie's Cough Cure (1414)	.25—	2.00
Cromwell's Healing Salve	.25—	1.75
Croner's Anti-Neuralgic Pills (847)	1.00—	9.00
Iodide Iron & Quinine Pills (847)	.50—	4.75
	1.00—	9.00
Crook's Carbolicine	.25—	1.75
Expectorant	.50—	4.00
Morning Sedative	1.00—	8.00
Poke Root Syrup	1.00—	7.50
Tar Wine (2246A)	1.00—	8.00
Crosby's Cold & Catarrh Cure (566)	.50—	4.25
Essence of Asparagus	.50—	4.20
Five Minute Cure	.25—	1.50
	.50—	3.60
	1.00—	8.00
Liver & Blood Remedy (1195A)	.50—	4.00
Protagon (566) per lb.	—	3.60
Swedish Asthma Cure (166)	1.00—	8.50
Vitalized Phosphites (566)	1.00—	8.25
Crosnier's Syrup Sulphurous (847)	1.00—	9.00
Crossman's Specific Mixture (2066)	1.00—	8.00
Crouch's Sandal Wafers (568)	1.00—	8.00
Croupine, Lanoix's	.25—	2.00
Crow Cough Drops (821) 36 pkgs. in box	.05—	1.00
Toothache Remedy (821)	.10—	.75
Crow's Bronchial Wafers (2155) gross	—21.00	
Suppository Specific	1.00—	8.00
Crown Biliousness Tablets (2561)	.25—	1.50
Carbolic Salve (2561)	.25—	1.25
Catarrh Powder (572)	.25—	2.00
	.50—	4.00
	.75—	6.00
Chicken Bouillon (570A)	.60—	5.00
Clam Bouillon (570A)	.50—	4.25
	1.00—	8.00
Dentifrice (2561)	.25—	1.25
	.50—	2.50
Dyspepsia Powders (2561)	.10—	.75
	.25—	1.50
Eau de Cologne (571), carton	—16.00	
Without Carton	—	8.00
	—15.00	
Foot Powder (2561)	.25—	1.25
Headache Powders (2561)	.10—	.75
	.25—	1.50
London Furniture Polish (1931)	.25—	1.80
	—	2.25
Lavender Salts (571)	.25—	1.75
Perfumed Oval Soap (571)	.25—	1.25
Poison Oak Salve (2561)	.25—	1.25
Princess Eu-ca-lyp-tus Soap (476)	.10—	.70
Queens Sachet (571)	.50—	4.00
Sachet Powders (571) 1-lbs., per lb.	—	8.00
½-lbs., per lb.	—	8.25
¼-lbs., per lb.	—	8.50
Shampoo (2561)	.05—	.75
Soap (571)	—	5.00
Toilet Water (571)	—	8.00
	—15.00	
Tomato Bouillon (570A)	1.00—	9.00
Tooth Powder (490)	.25—	1.50
Veterinary Carbolic Salve (1091A)	.50—	4.00
Colic Cure (1091A)	1.00—	8.00
Black Leg Remedy (1091A)	1.00—	8.00
Blister (1091A)	1.00—	8.00
Condition Powder (1091A)	.25—	2.00
	.50—	4.00
	.75—	6.00
Gall Remedy (1091A)	.50—	4.00
Wire Cut Remedy (1091A)	.50—	4.00
Worm Powders (1091A)	.50—	4.00
Worm Powders (2561)	.10—	.75
	.25—	1.50
Witch Hazel Salve (2561)	.25—	1.25
Credoform Liniment (see Fleming)		
Crum's Brazilian Cure	.25—	1.80
	.50—	3.60
	1.00—	7.00
Crumb's Alterative	.25—	2.00
Crumb's Carbolic Ointment (2622)	.50—	3.50
Liquid Inhalant	.50—	4.00
Crumpton's Strawberry Balsam	.25—	2.00
Cryoline (1800)		

	Retail.	Doz.
Crystal Clear (1268)	.25—	2.00
Crystal Flake Deodorizer & Disinfectant (827)	.25—	1.00
Crystallina	.50—	4.00
Crystalline Spray (414)	.25—	1.50
Crystallino (1390)	—	6.00
Crystolol (1871)	.25—	2.00
	.50—	4.00
C. S. S. (2113)	.25—	1.00
Cuban Colic & Cholera Cure (2168)	.25—	1.50
Oil (2269)	.50—	4.00
Cuca Comp. Elixir (927)	1.00—	10.00
Cudahy's Peptonizing Tubes (577)	.50—	3.25
Culver's Cream Oil Liniment (578)	.25—	1.75
Root Beer (1401)	.50—	1.25
Sarsaparilla (1401)	1.00—	5.00
Stock Powder (578)	.25—	1.75
Culver's (R. W. Co.) A-One Headache Tablets (577A)	.10—	.80
Anaemic & Nerve Pills (577A)	.25—	1.75
Antiseptic Tooth Powder (577A)	.25—	1.50
Wash (577A)	.25—	1.50
Catarrh Tablets (577A)	.25—	1.50
Cough Tablets (577A)	.15—	.90
Face Cream (577A)	.25—	1.25
Powders (577A)	.15—	.90
Hair Tonic (577A)	.50—	3.00
Hamburg Tea (577A)	.10—	.85
Hyperhidrosis Powder (577A)	.25—	1.80
Liver & Kidney Tablets (577A)	.25—	1.50
Quinine & Brom. Aperient Tablets (577A)	.25—	1.80
Sarsaparilla Comp. (577A)	1.00—	6.00
Cumming's Blood Pills	.25—	1.75
Corn Cure	.25—	1.50
Cough Balsam (529)	.25—	2.00
Drops, 40 pkgs. in box, per box	—	1.00
Deadorine	.25—	1.75
Dyspepsia Cure	.50—	4.00
Equine Balm	.25—	1.75
	1.00—	7.00
Head-ease	.10—	.75
Kill-a-Cold	.10—	.75
Magic Pile Cones	.50—	4.00
Neurol	.50—	3.50
Nerve Tonic Pills	.50—	4.00
Pills (529)	.25—	1.50
Sarsaparilla (529)	1.00—	8.00
Scratch Ointment for horses (1274B)	.50—	3.75
Seidlitz Aperient (529)	.75—	6.00
Toothache Drops	.10—	.75
Cundurango, Maguire's (1498)	.75—	6.00
Cur-a-Cough, Kopp's (1373)	.10—	.80
	.25—	2.00
Curacof, Hesperian (1104)	.25—	1.50
	.50—	3.00
Curaderma Cream, Imperial (1218)	.50—	4.00
	1.00—	8.00
Curaline (Corns)	.25—	1.75
Curapain, Hesperian (1104)	.50—	3.00
Curative Teething Powders (131A)	.20—	1.25
Curer Tablets, No. 22 (164)	.25—	2.10
Curine, Turnbull's (266)	1.00—	9.00
	2.00—	18.00
Cur-it-up, Agnew's (1805A)	.50—	4.50
Curleyqueue (1942)	.50—	4.00
Curtis' Carmelite Cordial	.35—	2.50
Cold Cure (585)	.25—	1.50
Cough Cure (1491)	.75—	5.50
German Catarrh Snuff	.25—	1.75
Corn Cure	.20—	1.40
Oil	.20—	1.40
	.40—	2.80
Salve	.20—	1.45
Snuff	.20—	1.45
Giant Pills	.25—	1.75
Inhaler (2216)	.75—	6.00
Whooping Cough Syrup	.50—	3.88
Curtis & Son Co.'s Chewing Gum Spruce, 200 lumps (585A)	—	.20
American Flag (585A)	—	.39
Trunk Spruce, 150 pcs (585A)	—	.58
100 pcs. (585A)	—	.39
Yankee Spruce (585A)	—	.44
Paraffine, White Mountain (585A)	—	.16
Biggest and Best (585A)	—	.39
Four-in-Hand (585A)	—	.39
Licorice Lumps (585A)	—	.45
Sugar Cream (585A)	—	.39
Clarke, 100 lumps (585A)	—	.22
200 lumps (585A)	—	.39
Columbia Fruit (585A)	—	.30
Chicle Black Bird (585A)	—	.40
Blood Orange (585A)	—	.35
Pepsin (585A)	—	.35
Pepsin in glass jars (585A)	—	1.85
Red Bird (585A)	—	.40

	Retail.	Doz.
Curtis & Son Co.'s Three Cs. (C. C. C.) Pepsin (585A)	—	.40
Zapote, 100 pcs. (585A)	—	.37
Zapote, 150 pcs. (585A)	—	.53
Curry's Cough Cure (583)	.25—	2.00
Diarrhoea & Dysentery Specific (583)	.25—	2.00
Dime Cologne (583)	.10—	.75
Headache Powders (583)	.10—	.75
Liver Comp. (583)	.10—	.75
	1.00—	7.50
Nerve and Bone Oil (583)	.25—	2.00
Pleasant Worm Syrup (583)	.25—	2.00
Cushing's Beef, Iron & Wine	1.00—	8.50
Coca Wine	.75—	6.50
Iron Pills	.50—	4.00
Menthol Ointment	.25—	1.75
Perfection Dyes (588)	.10—	.75
Pulmonine	.35—	2.80
Cushing's Sarsaparilla	1.00—	8.50
Specific	.25—	2.10
	.40—	3.40
Cushman's Gem Inhaler (590)	.50—	4.00
Menthol Balm (590)	.25—	1.75
Inhaler (590)	.50—	4.00
Cusick's Penetrating Oil (894)	.50—	3.60
Custer's Catarrh Cure	.25—	2.00
Cough Cure	.25—	2.00
Salvation Ointment	.25—	2.00
Sarsaparilla & Celery Compound	.50—	4.00
Cuta-Creme Bleach (1988)	—	3.00
Dressing (1988)	—	2.00
Jelly (1988)	—	2.00
Soap (1988)	—	3.00
Cutadine (1066A)	.25—	2.00
Cutalena, Raser's (1981)	.10—	.75
Cutelix (1417A)	.25—	2.25
	.50—	4.50
	1.00—	9.00
Cuticle Cream (149)	.25—	2.00
Cuticream (1937)	.25—	2.00
Cuticular Soap (960)...per gross	—	9.00
Cuticura Ointment (1922)	.50—	4.60
Pills (1922)	.25—	2.30
Plasters (1922)	.25—	2.30
Resolvent (1922)	.50—	4.60
	1.00—	9.20
Toilet Soap (1922)	.25—	2.30
Cutine Cream (629)	.25—	1.50
Cutizine, Antiseptic (2548)	—	1.75
Cutler's Blood Cure Powders (592)	1.00—	6.00
Chlorine Tooth Wash (710)	.50—	3.75
Inhalent (2237)	.50—	4.00
Inhaler (2237)	1.00—	8.00
Myrrh Comp. Tooth Wash (710)	.50—	3.75
Pills (1740A)	.15—	1.50
Poultry Tonic Cholera Cure (592)	.50—	3.00
Vegetable Pulmonary Balsam (591) R	.50—	4.25
	1.00—	8.50
Worm Powders (592)	.50—	3.00
Cutola (1552)	—	3.00
Cutamal (465A)	.50—	4.50
C. & W. Anti-Malaria (399)	—	6.00
Aromatic Cachous (399)	—	.75
Athletic Oil (399)	—	3.00
Blackberry Balsam (399)	—	1.50
	—	2.50
Bronchial Troches (399)	—	1.00
Camphor Ice (399)	—	.75
Cinchona Bitters (399)	—	6.50
Cleaning Comp. (399)	—	1.75
Cod Liver Oil (399)	—	6.00
Compound Extract of Buchu (399)	—	1.50
Sarsaparilla (399)	—	6.00
Concentrated Ext. Jamaica Ginger (399)	—	1.50
	—	3.00
Condition Powders (399)	—	1.00
Corn Salve (399)	—	.75
Cough Cure (399)	.25—	1.50
	.50—	3.00
Drops (399)	—	1.25
Cucumber Glycerine Jelly (399)	—	1.50
Dandelion Liver Pills (399)	—	1.25
Diarrhoea Remedy (399)	—	1.50
	—	3.00
Eye Water (399)	—	1.00
Fluid Lightning (399)	—	1.50
Headache Wafers (399)	—	1.50
Infallible Pile Remedy (399)	—	2.00
Liver Regulator (399)	—	6.00
Marshmallow Cream (399)	—	1.50
Pain Cure (399)	—	1.50
Sassafras Worm Tablets (399)	—	1.50
Syrup of Tar, Wild Cherry with Horehound (399)	—	1.50
Tooth Powders (399)	—	1.50
Toothache Wax (399)	—	1.00
Cydonia Cream (671A)	.25—	1.75
Cydonin (1604)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail. Doz.
Cydonium Cream Cordial	.25— 1.75
Cymolyptus (434)	1.00— 9.50
Cystogen (593) powdered oz.	— 1.00
(powdered) ....per 8 ozs.	— 4.00
(tablets) 5-gr. each, per oz.	— 1.10
(tablets) 5-gr. each, per 8 ozs.	— 5.00
(tablets) 5-gr. each, 25 in box, per dozen boxes	— 4.00
Aperient (593)	1.00— 8.00

D

	Retail. Doz.
Da Costa's Radical Cure (124)..	.25— 1.75
	1.00— 7.50
West Indian Tooth Wash (1266)	.25— 2.25
	.50— 4.35
Zucker's Bitters	1.00— 8.00
Dad's Quinine Pills (94)	.15— 1.00
Dadd's Cough Powders	.25— 1.50
Heave Powders	.25— 1.50
Liniment	.25— 2.00
	.50— 4.50
Liquid Blister	.75— 5.50
Urine Powders	.25— 1.50
Worm Powders	.25— 1.50
Dade's Headache Tablets (464A)	.10— .60
Dadirrian's Matzoon (595)......	.25— 1.75
Vin Shartone (595)	1.00—10.00
Daggett & Ramsdell's Headache Cologne (597)	.25— 2.25
	.50— 4.50
	1.00— 9.00
Kumtic Headache Powders (597)	.10— .75
	.50— 4.00
Nutritive Emulsion	1.00— 8.00
Perfect Cold Cream (597)	.10— .75
	.25— 2.00
	.35— 3.00
	.50— 4.50
	.85— 7.00
	1.50—13.00
Sulphur Cream (597).....	.40— 3.00
	.65— 5.00
	1.00— 9.00
	1.50—14.00
	2.50—24.00
Dahl's Dyspepsia Cakes (598)...	.50— 4.00
Daisy Anti-Constipation Pills (1265)	.25— 1.50
Bunion Cure (1265).........	.15— 1.00
Cachous (356)	.10— .75
Daisy Chill & Fever Cure (1265)	.50— 4.00
	1.00— 8.00
Corn Cure (1265)............	.10— .75
Cough Balsam (1265)........	.25— 1.75
Extract Sarsaparilla (1265)..	.50— 4.00
Headache Powders (1265)...	.10— .60
Wafers (1265)............	.10— .75
Horse Liniment (1265).......	.50— 4.00
Liniment (1265).............	.25— 1.75
Soap (1463)...............	.15— .90
Talcum Powder (1265)......	.10— .75
Toothache Drops (1265).....	.10— .60
Gum (1265)!.............	.10— .60
Worm Specific (1265)	.10— .60
Dale's Headache Powders (601)..	.10— .75
	.25— 1.50
Persian Horse & Cattle Powders (2039)	.25— 1.25
Dall's Dyspepsia Cure (1740A)..	1.00— 8.00
Hair Tonic (1740A)..........	.65— 4.00
Dalley's Galvanic Horse Salve (602) R.	.50— 3.90
Magical Pain Extractor (602) R.	.25— 1.95
Dalloz's Granulated Hemoglobin (847)	1.50—13.00
Phosphoglycerate, Gran. (847)	1.50—13.50
Dalton's Family Pills...........	.25— 1.50
Instant Relief Plasters......	.25— 1.50
Liquid Dentifrice	.25— 2.00
Smoke (2431)	.75— 6.00
Liver Pills (2431)............	.25— 1.50
Sarsaparilla	1.00— 8.00
And Nerve Tonic	1.00— 8.00
Superior Worm Candy (2431)	.25— 1.50
D. A. M. (Household Antiseptic) (294A)	.25— 2.00
Dam's Vegetable Remedy	1.00— 9.00
Dame's Balsam Drops	.25— 2.25
	1.00— 8.00
[illegible] Bone Liniment........	.25— 2.50
	.75— 8.00
Horse Balsam	1.00—10.00
Wine of the Woods	.25— 2.50
	1.00—10.00
Damon's Horse & Cattle Powders (2116)	.25— 1.25
White Oil Liniment (2116)...	.25— 2.00
Dam[illegible] (1737)	1.00— 9.30
Medicated Soap	.25— 1.75
Pills (1737)	.25— 2.33
Damschinsky's Liquid Hair Dyes (605)	.50— 4.00
	.75— 6.00
Dan's Menthol Cough Drops (673) 40 5c pkgs. ...	— 1.00
Dan Rice's Celebrated Arabian Horse Liniment (677)	.25— 1.65
	.50— 3.00
Dana's Cough Syrup (607) ....R.	.35— 2.50
Pills (607) R..................	.25— 1.50
(2579) R.	.25— 1.50
Dana's Plasters (607) R.........	.25— 1.50
(2579) R.	.25— 1.50
Sarsaparilla (607) R..........	1.00— 8.00
(2579) R.	1.00— 8.00
Danbury's Great Indian Ointment (609)	.25— 1.75
Kidney & Liver Tablets (609)	.25— 1.75
Dandelion Butter Color (2571)..	.25— 2.00
	.50— 4.00
	1.00— 8.00
	3.00—27.00
Danderine (1359)	.25— 2.00
	.50— 4.00
	1.00— 8.00
Dandro-Curo (1988)	.75— 7.00
Dandruffex (309) ....R.	.75— 6.00
Dandruffine (1050)	1.00— 9.00
Owens' (1804)	.35— 2.50
Dandruffoe	.75— 6.00
Dane's Liver Pills	.25— 1.75
Daniels' Absorbent Blister (611)	.50— 4.00
	1.00— 8.00
Daniel's Antiseptic Solution....	.50— 4.00
	1.00— 8.00
Carminative (600)............	.25— 2.00
Colic Cure (611).............	1.00— 8.00
Comp. Syrup Sanguinaria....	.50— 3.75
	1.00— 7.00
Conct. Tinct. Passiflora Incarnata (610)	1.50—12.50
Cream Oil Liniment (610)...	.25— 2.00
Dysentery Diarrh. Cure......	.50— 3.75
Dyspepsia Catarrh Cure....	.50— 3.75
Fever Drops (388)...........	.50— 4.00
Gall Cura (611).............	.25— 1.75
	.50— 3.50
Hindoo Pain Cure...........	.50— 4.00
	1.00— 8.00
Hoof Dressing (611)..........	.50— 4.00
Grower (611)	.50— 4.00
Horse Renovator (611).......	.50— 4.00
Imperial Tablets	1.00— 7.00
Liniment Powders (611)......	.50— 4.00
Passiflora Koko Kola (610)	2.00—18.50
Peach Bloom	1.00— 8.00
Pineapple Phosphates (610)..	1.25—10.50
Rheumatic Compound	.25— 2.00
Cure	.25— 2.00
Sex-I-Tone	2.00—15.00
Vegetable Liver Pills	.25— 1.50
Vivo-Cura (600)	1.00— 7.00
Wonder Worker (611)	.50— 4.00
Worm Killer (611)..........	.50— 4.00
Danish Diarrh. Cordial (1091A).	.25— 2.00
Dry Lactic Ferment (1038)...	.75— 5.60
Rheumatic Cure (612)	1.00— 9.00
Danner's Essence of Health (1302)	1.00— 8.00
(613)	1.00— 8.00
Danziger's Fever & Ague Powders	1.00— 8.00
Insect Powder	.25— 2.00
Paste	.25— 1.75
Darby's Horse & Cattle Powders (72)	.25— 2.00
Medicated Cream	.25— 1.75
Prophylactic Fluid (2699) R	.50— 3.75
Rose Cerate (2018)	.25— 1.80
Toothache Plasters (2164) ...	.25— 1.85
Darley's Heave Remedy (1181)..	.25— 2.08
Darlington's Complexion Cream (611)	.25— 1.85
Headache Powders (611)	.25— 1.85
	.25— .75
	.10— .75
Dartell's Creosote Capsules (847)	1.00— 8.50
Dashwood's Hair Tonic	.50— 3.50
[illegible] Cure ...	.50— 3.50
Da[illegible] for the Teeth Doan's	.25— 1.75
Dastoor's Syrup Kadi Comp....	1.50—13.00
Daturazete Asthma Remedy (241)	.50— 4.00
[illegible]	.25— 1.75
[illegible] Blood Wine (611) ...	.50— 4.00
David's Cherry & Iron Tonic Bitters (1805)	1.00— 8.00
Cough Syrup (1805)	.25— 2.00
Corn Cure (1805)	.25— 1.50
Iodo Ferrated Sarsaparilla (1805)	1.00— 8.00
Liver Pills (1805)	.25— 1.75
Pain Cure (1805)	.25— 2.00
Peerless Pile Water (1805)..	.25— 2.00
Sanative Itch Wash (1805)..	.50— 4.00
David's Strengthening Plasters (1805)	.15— 1.00
David's Tasteless Chill Tonic (1805)	.25— 2.00
	.50— 3.75
Worm Candy (1805)	.25— 1.50
Syrup (1805)	.25— 1.50
Davidson's Circassian Bloom (1491)	.35— 2.75
Fly Paper (1829)	.05— .30
Davis' American Balsam	.25— 1.75
Anti-Headache (618)	.10— .75
	.25— 1.75
Dysentery Cordial (620)	.25— 1.75
Electric Salve (1927)	.25— 2.00
(Emory) Dysentery Cordial (620)	.50— 4.00
Davis' Family Pills (620)	.25— 1.25
Headache Tabules (620)	.10— .65
Home Pain Relief (2461)	.25— 1.75
	.50— 3.50
	1.00— 7.00
	1.25—10.00
Improved Condition Powders (894)	.25— 1.25
Little Wonder Pills (618)....	.25— 1.75
Neuralgia Cure	.50— 4.00
(Perry) Pain Killer (619) R..	.25— 2.25
	.50— 4.50
St. Vitus Dance Specific (161)	1.50—11.50
(Winnie) Soothing Syrup (2168)	.25— 1.75
Tasteless Castor Oil (1595)..	.25— 1.85
Tiger Lily Pile Remedy	.50— 3.75
Velvine	.25— 2.00
Wild Cherry Syrup	1.00— 8.00
Dawson's Benzine (561) R......	.10— .90
Camphor Ice (561) R........	.15— 1.00
Corn Remover	.10— .80
Disinfectant	.25— 1.75
Magic Liniment	.25— 2.00
	.50— 4.00
Neuralgia Cure	.50— 4.00
	1.00— 8.00
Daxine (847) (Rheumatism)....	3.50—30.00
Day's Cattle Oil	.75— 6.00
	1.50—12.00
Children's Pads	1.50—12.00
Consumption Cure (743)......	.20— 1.50
Digestive Pills	1.00— 8.00
Horse & Cattle Powders (1588)	.25— 1.25
Kidney Pads	2.00—16.00
Red Oil	.25— 1.50
Rheumatic Pills (743)........	.40— 2.00
Special Pads	3.00—24.00
Dayton's Balm of Roses........	1.00— 8.00
D. D. D. (1619A)................	.75—
Remedy (622)	1.00— 8.00
Dead Bug (1680).................	.25— 2.00
Dead Shot Colic Cure (2168)..	1.00— 8.00
Injection (429)	.50— 4.00
Worm Killer, Tucker's (2450)	.25— 1.50
Dead Stuck (1882)	.25— 2.00
Deam's Liquid Meat Smoker(254)	.75— 4.50
Dean's Asiatic Hog Remedies 1778 No.1	.35— 2.25
No. 2	.65— 4.00
No. 3	1.25— 7.50
No. 4	3.00—18.00
No. 5	10.00—72.00
Balsam (1400)	.25— 2.00
	.25— 2.00
Family Pills (623)...........	.25— 1.50
Fly Chaser (1778)...........	.50— 3.60
	1.00— 7.20
	1.50—10.80
French Antiseptic Vaginal Suppositories (2089)	.50— 3.50
Complexion Wafers (2089)	1.00— 7.00
Female Pills (2089)	1.00— 7.00
(Double Strength)	2.00—14.00
Kidney Cure (1400)..........	.50— 4.00
King Cactus Court Plasters (1778)	.05— .25
Oil (1778)	.15— 1.20
	.50— 3.75
	1.00— 7.50
Lung Healer	1.00— 8.00
Magnetic Chicken Powders (1778)	.25— 1.75
Liniment (1778)	1.00— 6.50
Spavin Cure (1778)	.50— 3.75
Medicated Food (1778)	.50— 3.75
Medicated Tar Soap (1778)..	.05— .40
Menthol and Cough Drops (625) 40 5c pkgs. in box	— 1.00
Rheumatic Pills (561)	.50— 4.00
S. & K. Combination (1778).	.50— 3.75
	1.00— 7.50
Spasmodic Colic Cure (1778).	1.00— 7.50
Deane's Dyspepsia Pills (1623)..	.25— 2.00
	.50— 4.00
Electric (Medicated) Plasters (624)	.20— 1.25
Poor Man's Plasters (624)...	.20— 1.25
Victoria Bunion Plasters (624)	.10— .75
Corn Plasters (624)	.10— .75
Pain Plasters (624)	.20— 1.25

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.—Doz.
Death Dust (415) (2636)	.10— .80
	.25— 2.00
Death to Lice (1397)	.10— .60
	.25— 1.50
	.50— 3.00
	1.00— 7.20
Ointment (1397)	.10— .60
	.25— 1.50
Special (1397)	.10— .60
	.25— 1.50
Death to Pain (1550)	.25— 1.50
De Bell's Kidney Pills (209)	.25— 2.00
Debellator Treatment (405)	.50— 4.00
De Bing's Catarrh Snuff (1981)	.25— 1.50
Pile Remedy	1.00— 8.00
Decker's Asthma Cure (1401)	1.00— 8.50
Bronchial Cream	.50— 3.75
Cough Cure	.50— 3.75
Cough-No-More	.25— 1.75
	.50— 3.75
Dyspepsia Cure	.50— 3.75
Sarsaparilla	.25— 2.00
Shakes & Malaria Cure	.50— 3.90
	1.00— 7.50
Dr., Shake-No-More (626)	.50— 4.00
Declat's Acid Phenique Solution Anti-Diabetic (847)	.85— 7.25
Cod Liver Oil (847)	1.00— 8.00
Pate Phenique (847)	.50— 4.25
Phenic Acid Capsules (847)	.85— 7.00
Pheno-fer (847)	1.00— 7.00
Syrup Acid Phenique (847)	1.00— 7.40
Iodo Phenique (847)	1.25— 9.75
Phenate Ammonia (847)	1.25— 9.75
Sulfo Phenique (847)	1.00— 7.40
Deem's Southern Hepatic Pills (2333)	.25— 1.50
Deffes' Dorode Tinct. Silph. Cyrenaicum (847)	1.25—10.00
	2.00—15.00
De Forest's Tobacco Substitute	.10— 1.00
Defresne's Emulsion Cod Liver Oil Iodo Phos. (847)	.75— 6.00
Pancreatine (847)	1.50—13.00
Pancreatic Emulsion Cod Liver Oil (847)	1.25—11.50
Pancreatic Emulsion Solid Fat (847)	1.25—11.50
Pancreatine Wine (847)	2.00—16.00
Pancreative Pills (847)	1.00— 9.50
Peptone (847)	2.00—16.00
Wine (847)	2.00—16.00
De Fyra Slagens Drops No. 4 (631)	.25— 2.00
De Garmo's Skin Soap (2171)	.25— 2.00
Toilet Cream (2171)	.50— 4.00
Degenetais' Pate de mou de Veau (847)	.75— 5.00
De Granby's Medicated Pile Cushions (1157)	1.00— 8.00
Dehaut's Purgative Pills (847)	.75— 6.50
	1.50—13.00
De Jongh's Cod Liver Oil (847)	.85— 7.50
	1.50—14.00
	3.00—24.00
De Joux's Oriental Lotion (736)	.50— 3.95
	.75— 5.90
De Kalb's Anodyne (627)	.10— .75
Anti-Headache Powders (627)	.10— .75
Asthma Specific (627)	.25— 2.00
Black Salve (627)	.10— .75
Carminative (627)	.10— .75
Catarrh Powders (627)	.10— .75
Corn Cure (627)	.10— .75
Dyspepsia Cure (627)	.25— 2.00
Expectorant (627)	.10— .75
	.25— 2.00
Extract Sarsaparilla (627)	.50— 4.00
Family Medicine (627)	.10— .75
Hair Balsam (627)	.25— 2.00
Kidney Cure (627)	.25— 2.00
Lactated Soda Mint Tablets (627)	.10— .75
Nerve & Bone Liniment	.25— 1.75
Peptonized Iron Juice (627)	.25— 2.00
Pile Remedy	1.00— 8.00
	1.00— 7.20
	1.00— 8.00
(2168)	.25— 1.75
Pile Cure (627)	.10— .75
Rheumatic Elixir (627)	.25— 2.00
Stomach Bitters (627)	.25— 2.00
Sulphur Pills (627)	.10— .75
Worm Syrup (627)	.10— .75
Delabarre's Sirop Dentilion (847)	.75— 5.50
De La Cour's Adhesive Plasters (1423) yd.	.25— 1.80
Delactalave	.35— 3.00
De Lacy's Cinchona & Iron (627A)	1.00— 8.00
French Hair Tonic (627A)	1.00— 8.00
French Shampoo (627A)	.50— 4.00
Tooth Paste (627A)	.25— 1.75
Laxative Fruit Wafers (627A)	.25— 2.00
Olive Cream (627A)	.25— 1.75
Wine of Health (627A)	1.00— 8.00
Delafield's Kola Cordial (1805A)	1.00— 9.00

	Retail.—Doz.
Delahayes Pastilles (847)	.50— 3.25
Delangrenier's Arabian Racahout (2534)	1.00— 8.50
Nafe Lozenges (2534)	.25— 2.25
Nafe Syrup (2534)	.65— 6.00
Delavau's Syrup (628)	.25— 1.75
Whooping Cough Remedy (628)	.50— 4.00
Delby's Carminative (Gell's) (847)	.75— 6.25
De Leon Cocoa Hair Dressing (2342)	.50— 3.50
Florida Water (763)	.50— 4.00
Delicon (2212)	.25— 2.00
De Lisser's Extract Ginger Ale (629A)	2.00— 8.00
Dell's Hamamelis' Salt (630)	.10— .85
	.25— 1.75
Salt Rheum Ointment (630)	.25— 1.75
System Regulator (630)	.25— 2.00
	.50— 4.00
	1.00— 6.25
Wonderful Croup Medicine (630)	.25— 2.00
	.50— 4.00
Delluc's Beef, Iron & Wine (847)	.75— 6.00
(848)	.75— 7.50
Sans Pareil (848)	1.25—12.50
Biscotine (848)	.50— 5.00
Calisaya Bark Elixir, with or without iron (848)	1.00—10.00
Calisaya Bark Elixir (simple (848)	.50— 5.00
Chalk & Orris Tooth Powders (847)	.75— 6.00
Chilblain Lotion (848)	.75— 7.50
Comp. Orris Tooth Powder (847)	.50— 4.00
(847)	.75— 6.00
Cod Liver Oil (848)	.75— 7.50
or ferrated) (847)	1.00— 8.00
Senna & Dandelion (848)	1.00—10.00
Comp. Fluid Extract	1.50—15.00
Eau Cydonine (848)	.75— 7.50
Francis' Triplex Pills (847)	.50— 4.00
(847)	.75— 6.00
Fluid Extract of Rhubarb Compound (848)	1.00—10.00
(848)	.50— 5.00
(847)	1.00— 8.00
Glycerine Lotion (847)	.50— 4.00
Iris de Florence (848)	.50— 5.00
Sachets (847)	.50— 4.00
Life Balsam (848)	.50— 5.00
(847)	.50— 4.00
Norwegian Cod Liver Oil (847)	.75— 6.00
Ox Marrow Hair Pomatum (848)	.75— 7.50
Pectoral Cough Syrup (847)	.75— 6.00
(848)	.75— 7.50
Phoenix Paste (848)	1.00—10.00
(847)	.50— 4.00
Quinine Hair Tonic (848)	1.00—10.00
Ricord's Injection (847)	.75— 6.00
Rosemary & Castor Oil Hair Tonic (848)	1.00—10.00
(847)	1.00— 8.00
Sanspareil Glycerine Hair Tonic (847)	1.25—10.00
St. Thomas' Bay Water (847)	.75— 6.00
Delmar's Healing Herbs (936)	1.00— 8.00
Delpech's Eucalyptol Capsules (847)	1.00— 9.00
De Melo's Kinder Powders	.25— 2.00
Demelvo (2106B) R.	1.00— 8.40
Deming's Discovery For Piles (1330)	1.00— 7.50
Pile Remedy	1.00— 7.50
De Miracle (632A) Small (Superfluous)	1.00— 9.00
Large (Superfluous)	2.00—18.00
No. 1 Small size	1.00— 9.00
No. 1 Hosp. Medium size	2.00—16.00
No. 1 Hosp. Large size	3.00—28.00
No. 2 Small size	1.00— 9.00
No. 2 Hosp. Medium size	2.00—16.00
No. 2 Hosp. Large size	3.00 26.50
Cream (632A)	.25— 2.00
Soap (632A)	.15— 1.20
Demonville Cough Syrup (219)	.25— 1.75
	.50— 3.50
Demonville's Comp. Syrup Prickly Ash (219)	1.00— 7.00
Dysentery Cordial (219)	.25— 1.75
	.50— 3.50
Jaundice Tonic (219)	1.00— 7.00
Denarco (519)	1.00— 8.50
	2.50—20.75
Denig's Balsam	.25— 1.85
	.50— 3.75
Denison's Blood Syrup	1.00— 8.00
Dennin's Certain Cure (633)	1.50—15.00
Dennis' Liver Assistant	1.00— 8.50
Sarsaparilla	1.00— 8.00
System Renovator & Blood Purifying Syrup (1636)	.50— 3.60
	1.00— 7.20

	Retail.—Doz.
Vegetable Anti-Bilious Pills (1636)	.25— 1.80
Worm Lozenges	.50— 4.00
Denniston's Worm Tea	.25— 1.90
Densmore's Corpulency Cure (884)	1.50—12.00
Densoline (480)	.15— 1.00
Boot & Shoe Paste (480)	.15— 1.00
Cold Cream (480)	.15— 1.00
	.20— 1.25
	.25— 1.50
Densoline, Cosmetic (480)	.10— .60
Oil (480)	.15— 1.00
Soap (480)	.15— 1.20
Dent Alba (1088)	.15— 1.00
	.50— 4.00
Dento (1778B)	.25— 1.50
Dent's Blood and Cooling Pills (635A)	.50 4.00
Canker Lotion (Tablets)	.50 4.00
Cholera Remedy	1.00 8.00
Diarrhoea Tablets	.50— 4.00
Distemperine (Liquid)	.50— 4.00
(Pills)	.50— 4.00
Eye Lotion	.50 4.00
Fit Cure	.50 4.00
Flea-I-Cide Dog Soap	.10— .75
Germol (Disinfectant)	.25— 2.00
	.50— 4.00
Goitre Cure	1.00— 8.00
Laxative Tablets	.50— 4.00
Mange Cure	.50— 4.00
Medicated Dog Soap	.25 2.00
Pepsinated Cond. Pills	.50— 4.00
Shampoo	.25— 2.00
Skin Cure	.50— 4.00
Tape Worm Exp. (Caps.)	.50— 4.00
Vermifuge (Capsules)	.50— 4.00
(Liquid)	.50 4.00
Toothache Gum (634)	.15— 1.20
Dentacura (635) R.	.25— 2.00
Dentafrine (634)	.25— 1.75
Dental Nervine (1841)	.10— .75
	.25— 1.50
Dentalina, Shinn's Opal	.25— 2.25
	.50— 4.50
Dentalis Toothache Drops	.10— .80
Dentaloid, Powd.	.25— 1.85
Wash.	.50— 3.75
Dentaroma (259)	.25— 1.88
	.50— 3.75
Dentaseptine (2543)	1.00— 8.50
Dentilave (1538)	.25— 1.50
Larimore's (1403A)	.25— 2.00
	.50— 4.00
	.85— 7.20
	1.50—12.00
Dentina, Ames' (76)	.25— 2.00
Calder's (378) R.	.25— 2.00
Dentine Tooth Powder (1658)	.50— 3.50
	.75— 7.00
Dentist Toothache Jelly (1599)	.10— .75
Dento (635A)	.25— 1.50
Dentocrete (241)	— 3.50
Dentol Liquid (621)	.50— 4.00
Powders (621)	.25— 2.00
Dentol Mouth Wash (1407)	.25— 2.00
Dentola (1733)	.25— 2.00
Denton's Balsam (1016)	.25— 1.75
Cream	.25— 1.75
Hair Invigorator	.50— 3.50
Magnetic Balm	.25— 1.75
Dentonic, Colton's	.50— 4.00
Deprehensione (161)	1.00— 9.00
Derby Condition Powders (2425)	.25— 1.50
(2650)	.25— 1.75
De Reaque's Quinine Hair Tonic (736)	.25— 1.95
	.75— 5.90
Deret's Bi-Iodide Mercury Elixer (847)	1.50—12.00
Derma-Charm (486A)	1.00— 8.30
	3.50—34.05
	5.00—43.50
Derma Cura (1064)	.50— 4.00
Dermacura (839)	.25— 2.00
	.50— 4.00
Bridgman's Eczema & Scrofula (302)	.50— 4.00
Skin Ointment (302)	.50— 4.00
Dermador, Anderson's (1980) R.	.25— 1.85
	.50— 3.70
Dermah Cure (902)	.10— .75
Ointment (1681)	.50— 4.00
Dermakola Ointment (1414)	.25— 2.00
Dermaline of Roses (1466)	.25— 1.50
Dermapurine (637)	.50— 4.00
	1.00— 7.00
Soap (637)	.25— 1.67
Derma-Royale (638)	1.00— 8.00
Soap (638)	.25— 1.80
Dermatine (1760)	.25— 2.00
(460B)	.25— 2.00
(460B)	.25— 2.00
	.50— 4.00
Face Powder (1760)	.25— 2.00
Soap (1760)	.25— 2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. **See Yellow List.**

	Retail.	Doz.
Derma-Tone Tablets (19)	.75—	6.00
Dermic Foot Powder (2339)	.10—	.85
Toilet Cream (640)	.25—	2.00
Dermine (241)	—	1.25
Dermon (1601)	.25—	1.25
	.35—	2.00
Dermolco Cure Tablets (639)	.10—	.85
	.25—	2.00
Headease Tablets (639)	.10—	.85
	.25—	2.00
Liver Pills (639)	.10—	.85
	.25—	2.00
Derode & Deffes' Cyrenaicum Silph. Granules (847) (red)	1.50—	13.00
(yellow)	2.00—	16.00
Derwent's Tonic Bitters (1805A)	.50—	4.00
	1.00—	8.00
Des Alpes Purgative Tea (847)...	.35—	3.00
De Sanctis' Gout Pills (847)	.50—	4.00
	1.25—	10.00
Desbrough's Anti-Dyspeptic Powders	.50—	4.50
Deschiens' Haemoglobin Wine (847)	2.00—	17.00
Syrup Hemoglobin (847).....	1.50—	12.00
Deshler's Fever & Ague Pills (1903)	1.00—	7.50
Des Jacobins de Rouen Elixir (847)	1.00—	9.00
Desjardin's Malt Extract (847)	.50—	4.00
Deslaurier's Green Topic for Horses (847)	1.50—	12.00
Oriental Topic for Horses (847)	1.25—	10.00
Deslie's Wine (847)	3.00—	24.00
Desmaziere's Cascara Dragees (847)	1.00—	8.50
Desnoix's Arnica Membrane (847)	.50—	4.00
Blistering Tissue (847)	1.00—	9.25
Coton Hydrophyle (847)	.85—	7.50
Issue Plasters (847).........	.25—	1.50
Mauches de Milan (847)	.05—	.25
De Soto Baby's Soothing Drops (2467)	.25—	1.20
Belladonna Plasters (2467)....	.25—	1.00
Celery Nerve Tonic (2467)	.75—	5.60
Emulsion Cod Liver Oil (2467)	.65—	5.20
Eye Water (2467)............	.20—	1.20
Female Comp. (2467)	1.00—	6.00
Liver & Kidney Cure (2467)	1.00—	6.00
Pile Salve (2167)	.25—	1.25
Pink Tabules (2467)	.50—	3.00
Pleasant Worm Syrup (2467)	.25—	1.35
Rat Exterminator (2467).....	.15—	.70
Relief Plaster (2467).........	.25—	1.00
Rheumatic Cure (2467)......	1.00—	6.00
Oil (2467)	.50—	2.80
Sarsaparilla (2467)..........	.60—	4.50
Tar & Wild Cherry (2467)....	.25—	1.40
	.50—	2.80
Detchon's English Spavin Cure (642)	1.00—	8.00
Life Renewer (643).........	1.00—	8.00
Mystic Cure (643)...........	.75—	6.00
	1.00—	8.00
Tablets (643)	.75—	6.00
	1.00—	8.00
South American Kidney Cure (642)	1.00—	8.00
South American Nervine (642)	1.50—	11.00
South American Nervine Tonic (642)	1.00—	8.40
Dethan's Chlor. Potass. Pastilles (847)	.85—	7.50
De Treville's Almond Cream....	.25—	2.00
Almond Meal	.25—	2.00
	.25—	1.50
De Varno's Canab-Ine (149)....	.10—	.75
Court-Ine (149)	.10—	.75
Ex-Ze-Mine (149)	.50—	4.00
Female Regulator (149).....	5.00—	30.00
French Injection (149)......	1.00—	8.00
Tablets (149)	1.00—	8.00
Hair-Ine (149)	.60—	4.25
Red Blood Tablets (149)....	.50—	4.00
Rub-Er-Ine (149)	.50—	4.00
De Velpau's Wafers (149)......	1.00—	8.00
Devil on Corns..................	.10—	.75
Devine Hair Grower (646).......	.75—	6.00
Devold's Cod Liver Oil (1698)....	1.25—	10.00
Dew's Chicken Cholera Remedy (647)	.25—	2.00
Dewey Dyspepsia Tablets (1091A)	.50—	4.00
Foot & Arm Pit Powder....	.25—	1.80
Grape Juice	.50—	3.60
Tea (2562).................	.10—	.75
	.25—	1.50
Dew of Hermon	.50—	4.00
De Witt's Bay Rum Hair Oil...	.25—	1.50
Blood, Liver & Kidney Cure (1831)	1.00—	8.00
Colic & Cholera Cure (649)..	.25—	2.00
Combined Liver & Chill Pills (1831)	.25—	1.75
Cough & Consumption Cure (1831)	.25—	1.50
	.50—	3.00
	1.00—	6.50
[illegible] (1831)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Ginger	.25—	1.75
	.50—	3.50
Golden Liniment	.50—	3.50
La Grippe Specific (649).....	1.00—	6.50
	.50—	3.50
Little Early Risers (649)	.25—	1.60
Liver Pellets (1831)..........	.25—	1.50
Mandrake Blood & Liver Pills (1831)	.25—	1.50
One Minute Cough Cure (649)	.25—	2.00
	.50—	4.00
Pile Ointment (1831)........	.25—	2.00
Rheumatic Plaster (1831)....	.15—	1.00
Sarsaparilla (649)...........	1.00—	8.00
Skin Soap (1831)............	.25—	1.50
Soothing Syrup (649)........	.25—	1.85
Stomach Bitters (649)........	.50—	3.50
	1.00—	6.50
Toilet Cream (649)..........	.15—	1.20
	.25—	2.00
Toothache Drops............	.25—	1.50
Veterinary Witch Hazel Salve (649)	.50—	4.00
White Oil Liniment (1831)...	.25—	1.75
	.50—	4.00
Witch Hazel Salve (649).....	.25—	2.00
Worm Candy	.25—	2.00
Confections	.25—	1.50
De Wolfe's Italian Glycerine (2192)	.25—	1.75
Dexcomprose (2337)	.50—	4.00
Creosote (2337)	.75—	3.00
Guaiacol (2337)	.75—	3.00
Malt (2337)	.75—	3.00
Peptonate of Iron & Manganganese (2337)	.75—	3.00
Hypophosphites (2337)	.75—	3.00
Tonic Hypophosphites (2337).	.75—	3.00
Dexter Condition Powders (1841)	.25—	1.50
Diabetic Biscuit (1084A).........	.75—	5.75
Dialgia (2400) Powd......per oz.	... —	1.00
5-gr. tabs., per oz.	... —	1.00
Dialith (100)	1.00—	9.00
Diamond Cherry Salts (2152)..	.25—	2.00
	.50—	4.00
Corn Cure (2562)...........	.10—	.75
Dinner Pills (667)...........	.25—	2.00
Dyes (2571) ....R.	.10—	.75
Eczema Cure (1090)........	1.00—	8.00
Extract Root Beer (2307)..	.10—	.75
Fly Poison Powder (1091A)..	.25—	2.00
Foot Rest (1992)............	.25—	2.00
Laxative Tablets (660)......	.10—	.80
	.50—	4.00
Nail Enamel (1936)..........	.25—	2.05
	.50—	3.65
Paints (2571) ....R.	.10—	.75
Pocket Emery Board (486A)..	.25—	1.50
Powders (2693)	.10—	.50
	.20—	1.00
Regenerator Hair Tonic (765)	.50—	4.00
Salve, Mother Brier's Cure-All (765)	.25—	2.00
Sanative Powder (1775)......	1.00—	7.50
Tea (1595)	.25—	1.90
Tooth Powder (2503).........	.25—	1.50
Vera-Cura (2106B)..	.25—	2.10
Wash (Catarrh Rem.) (2058)	.50—	3.60
Willow Constipation Pellets (653)	.25—	2.00
Hair Grower (653)........	.50—	4.00
Medicated Soap (653)....	.15—	1.20
Microbine (656)	.10—	.75
Diamond's Benzo Skin Ointment (652)	.25—	2.00
	.50—	4.00
Blood Bitters (652)...........	.50—	4.00
	1.00—	8.00
Celery Nervine Headache Cure (652)	.10—	.80
	.25—	2.00
Cholera Drops or Diarrhoea Cure (652)	.25—	2.00
French Bor. Talcum Powder (1526A)	.10—	.75
Golden Eye Salve (652).......	.15—	1.00
Golden Specific Womb Suppositories (652)	1.00—	7.75
Herb Tea (652)..............	.25—	1.80
Iron Tonic Pills (652).......	1.00—	7.75
Kidney Tablets (652)	.25—	1.80
Laxola Tablets (652).........	.25—	2.00
Nerve Pills (652)............	.50—	4.00
Peach Blossom Female Remedy (652)	1.00—	8.00
Swedish Elixir Dry (652).....	.25—	1.80
Swedish Liver & Rheumatic Pills (652)	.25—	1.75
Throat Cure (652)	.25—	2.00
Two Night Corn Plaster (652)	.10—	.90
	.25—	1.80
Diarrhoea Cordial (2058)........	.25—	1.80
Diasin (1440)	1.70—	18.00
Diastoid, Horlick's (1155)	.50—	4.50
Diastos (1667) Digestive Wine..	1.00—	7.80
(Liquor) (1667)	... —	7.80
Diastynn	1.00—	10.00
Diazyme Essence (776)..........	1.00—	8.00
"D. I. C."	1.50—	12.00
Dicer's Body & Leg Wash (1764)	1.00—	6.00
Direct Heave Specific (1764).	1.00—	6.00
Fever Specific (1764).........	1.00—	6.00
Parturiant Specific (1764)....	3.00—	20.00
Wind Puff Specific (1764)....	1.00—	6.00
Wonderful Combination Ointment (1764)	.25—	1.50
	.50—	3.00
Dicey's True Pills (847)..........	.50—	4.00
Dick's Arnica Liniment (807)....	.25—	1.75
	.50—	3.75
Balsamic Cream (807)........	.50—	4.00
Blackberry Cordial (807).....	.25—	2.00
Bot & Colic Cure (807).......	.75—	5.50
Buchu & Juniper Compound (807)	.50—	4.75
Carbolic Salve (807)........	.25—	1.75
Castor Oil Capsules (654)....	.25—	2.00
Certain Cure (807)	.50—	4.00
Cholera Remedy (807)	.25—	1.75
Cod Liver Oil Capsules (654).	.25—	2.00
Condition Powders (807).....	.25—	1.50
Copaiba Para Capsules (654).	.50—	2.50
Cubebs & Copaiba Capsules (654)	.75—	5.50
Hair Dyes (830)	.25—	1.85
Headache Wafers (807)......	.10—	.75
	.25—	1.50
Laxatine (654)	.25—	2.00
Liver Pills (807)	.25—	1.50
Tea (807)	.10—	.75
	.25—	1.50
Magic Ammonia (807)........	.15—	1.00
Male Fern & Kamala Capsules (654)	1.50—	12.00
Matico, Cubebs & Copaiba Capsules (654)	1.00—	7.00
Matico Injection (654)	1.00—	8.00
Mui-en-ol (807)	.50—	4.00
Ring Worm & Tetter Ointment (807)	.50—	3.75
Sandalwood Docuta Capsules (654)	1.50—	12.00
Seidlitine (654)	.50—	4.00
Silver Cleaner (807)..........	.15—	1.00
Sunshine Furniture Gloss (807)	.25—	1.75
	.50—	3.50
Syrup Wild Cherry & Tar Comp. (807)	.25—	1.75
Tonic Bitters (1099)	1.00—	8.00
Toothache Drops (807)	.10—	.85
Toothache Gum (1480)........	.15—	.75
Turpentine Capsules (654)....	.25—	2.00
Vermifuge (807)	.25—	1.50
Wonderful Salve	.25—	1.90
Worm Candy (807)..........	.25—	1.50
Dickerman's Hungarian Liniment (28)	.25—	1.75
Dickey's Depilatory (1048)......	1.00—	8.00
Dixie Chill Cure (655)......	.50—	3.75
Creme de Lis (1048)........	.50—	4.00
Eye Water	.25—	1.75
Female Regulator & Tonic (655)	1.00—	7.50
Indian Blood & Liver Pills (655)	.25—	1.50
Mag[illegible] Nervine (655)	1.00—	8.00
Manhood Restorer (655)......	1.00—	8.00
Poudre de Lis (1048)........	.25—	1.75
Dickinson's Balsam (656)........	1.00—	8.50
Boneset Balsam	.25—	1.75
	.50—	3.50
Cough Remedy	.25—	2.00
	.50—	4.00
Ointment (656)	.25—	2.00
Russian Liniment	.25—	1.90
	.50—	3.75
Dickson's Corn Prescription.....	.75—	6.00
Prepared Floor Wax (324)....	.50—	4.20
Diehl's Condition Powders (1663)	.25—	1.25
Gall & Silver Salve Cure (657)	.35—	2.80
Dietamia, Royal (382)..........	1.00—	6.50
Royal (2608A)......	—	6.50
"Dietrich" Ferro Albuminate (2008)	1.00—	7.80
Ferro Mangan (2008)	1.00—	9.30
Ferro Mangan Pept. (2008)..	1.00—	9.30
with Arsenic	1.00—	8.00
with Iodine	1.00—	8.00
Ferro Pepton (2008)	1.00—	7.80
Tape Worm Remedy (2008)..	1.00—	[illegible]
Digerentia	.50—	4.00
Digest-All Tablets (71)..........	.05—	.37¼
	.25—	2.00
Digestans	.10—	.75
Digestion Pills (1064)...........	.50—	4.00
Digestive Malt Extract (1667)...	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Digestive Tablets (1830)	—	1.05
Digestoid Tablets (2451)	.50	4.00
Digestoneine, Glenny's	.50—	4.00
Digestonic (1089)	.50—	4.00
Digestol (100)	.50—	4.00
	1.00—	9.00
Lesage's (2503)	1.00—	6.50
Digestol Wafers (680)	.50—	4.00
Digestylin (2637)	1.00—	8.00
Digg's Appetiser (662)	.50—	4.00
Appetizer Tonic (662)	.25—	1.65
	.50—	3.25
Condition Powders (1099)	.25—	1.75
Insect Powder (662)	.25—	1.25
Poultry Powders (662)	.25—	1.75
Dill's Life Balm (663)	.50—	4.00
Little Liver Pills (663)	.25—	1.50
Royal Cough Cure (663)	.25—	2.00
Worm Syrup (663)	.25—	1.50
Dillow's Green Ointment	.25—	1.88
Heave Cure	.25—	1.75
Dimmick's Kidney & Bladder Cure (321)	1.00—	9.00
Dinamite, for Rats	.15—	1.00
Dinsmore's Cough Balsam (310)	.10—	.85
	.25—	1.85
Drops, 5-lb. box, each	—	1.25
Dioviburnia (664) R.	1.00—	8.50
Dioxogen (1761) (Oakland Hydrogen Dioxide)	.25—	2.00
	.45—	3.75
	.75—	6.00
	2.50—	18.00
Diphtheria Remedy (2202)	.50—	4.15
Diphtherine (2422)	.50—	4.12
	1.00—	7.40
Diphthero Compound (632)	.75—	5.40
Direct Hog Cholera Cure (1764)	1.00—	6.00
Diretol (1347) Dropsy Cure	3.00—	24.00
Disinfecting Fountains, Automatic (137) each	—	4.00
each	—	5.00
Dissolving Oil (831)	.50—	4.00
Distemperine, Dent's	.50—	4.00
Ditman's Mint Ginger	.75—	6.00
Sea Salt (665)	.10—	.75
	.25—	1.75
	.50—	3.50
	1.00—	7.00
	1.50—	13.50
Diurazin (1440)	2.00—	21.00
Diureticine Tablets (2003)	1.00—	8.50
Diuretin (1560) R. per oz.	—	1.75
Dix's Constipation Tablets (1078)	.25—	1.50
Tonic Tablets (1078)	.50—	4.00
	1.00—	8.00
Dixie Chicken & Hog Powders (1805)	.25—	2.00
Condition Powders (1805)	.25—	1.25
Fever & Pain Powders (1651)	.25—	1.75
Nerve & Bone Liniment (1805)	.20—	1.40
	.25—	2.00
Plasters	.25—	2.00
Dixon's Asthma Cure (1017)	1.00—	6.50
Carminative (1829)	.25—	1.80
Comp. Saw-Palmetto Tablets (666)	.25—	2.00
Comp. Syrup Saw Palmetto (666)	.25—	2.00
Extract Fluid Saw-Palmetto (666)	1.00—	9.00
	2.00—	18.00
Horse Blister	.25—	2.00
	.75—	6.00
	1.50—	12.00
	3.00—	24.00
Saw Palmetto Comp. Oil Capsoids (666)	.25—	3.00
	.50—	6.00
Elixir (666)	.50—	4.50
	1.00—	9.00
Oil (666) .....per pt.	—	4.00
Wine (666)	.50—	4.50
	1.00—	9.00
D. & L. Emulsion Cod Liver Oil (619) R.	.50—	4.00
	1.00—	8.00
Liver Pills (619) R.	.25—	1.60
Doan's Catarrh Cure	.25—	1.60
Corn Cure	.15—	1.00
Daisy Corn Eradicator	.15—	1.00
Dasiteen for the Teeth	.25—	1.75
Indelible Ink	.25—	1.50
Kidney Pills (846) R.	.50—	4.50
Liquid Glue	.10—	.75
Ointment (846) R.	.50—	4.56
Dobbin's Salve	.50—	4.00
Dobell's Comp. Camphor Tablets (1030)	.50—	3.75
Dobelline (434)	1.00—	9.50
Dobyn's Sure Catarrh Cure	1.00—	7.50
Doctor Gum (1567) per box of 20 pkgs.	—	.60
per box of 40 pkgs.	—	1.20
per box of 60 pkgs.	—	1.80
per jar of 100 pkgs.	—	3.00
Quin.. for Colds	.25—	1.75
Doctor's Medicated Soap (2065)	.10—	.75

	Retail.	Doz.
Dodd's Blackberry Cordial (743)	.25—	1.25
Pills—see Diamond Dinner.		
Diarrhoea Cure (667A)	.25—	1.75
Dyspepsia Tablets (667)	.50—	4.50
German Cough Balsam (667A)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Tonic (667A)	1.00—	6.00
Kidney Pills (667)	.50—	4.50
Liver Pills (667)	.25—	1.25
Nervine (1424A)	1.00—	8.00
Sarsaparilla (667A)	.75—	6.00
Vegetable Liver Pills (667A)	.25—	1.25
Dodge's Corn Salve	.15—	1.00
	.25—	1.35
Tooth Wash (2581)	.25—	1.75
Dollard's Herbanium	1.00—	8.00
	2.00—	15.00
Dollmann's Essence of Tamarind	1.50—	12.00
	1.00—	8.00
Dolomol, Plain & Combinations (1950)	.50—	4.00
Domestic Corn Plasters (1196)	.25—	1.70
Sweatine (1196)	.25—	1.75
Donald McKay's Worm Eradicator (1789)	.25—	1.75
Donnaud's Palm & Mace Oil (561) R.	1.00—	8.00
Donnell's Ague Pills (670)	.50—	3.00
Arnica Healing Salve (670)	.25—	1.75
Baby Chill Tonic (670)	.25—	2.00
	.50—	3.75
Bed Bug Poison (670)	.25—	1.50
Blackberry Balsam (670)	.25—	1.85
Celery Phosphates Comp. (670)	1.00—	7.50
Cherry Expectorant (670)	.50—	3.75
Cholera Cure (670)	.25—	1.75
	.50—	3.50
Compound Extract of Buchu (670)	1.00—	7.00
Consumption Cure (670)	.50—	3.50
	1.00—	7.00
Corn Solvent (670)	.25—	1.50
Cresylic Ointment (670)	.25—	1.50
Diamond Chill Tonic (670)	.50—	3.75
Elixir Phosphate Comp. (670)	.50—	3.75
Empire Bitters (670)	.25—	1.70
	.50—	3.75
	1.00—	7.00
Extract of Eucalyptus (670)	.25—	1.85
	.50—	3.75
Eye Salve (670)	.25—	1.75
Ginger & Blackberry (670)	.25—	1.70
	.50—	3.75
Ginger & Elixir (670)	.50—	3.75
Headache Cure (670)	.25—	1.75
Improved Liver Pills (670)	.15—	1.10
	.25—	1.75
Indian Root Bitters (670)	.25—	1.70
	.50—	3.75
	1.00—	7.00
Indian Root Iron Tonic (670)	.25—	1.70
	.50—	3.75
	1.00—	7.00
Iron & Prickly Ash (670)	1.00—	7.00
Itch Ointment (670)	.25—	1.75
King of Pain (670)	.25—	1.75
La Grippe Cure (670)	.50—	3.50
Little Liver Pills (Pink) (670)	.25—	1.75
Liver Regulator (670)	.25—	1.70
Lung Syrup (1015)	.25—	1.95
	.50—	3.85
Mexican Condition Powders (670)	.25—	1.50
Nerve & Bone Liniment (513)	.25—	1.75
Odorless Emulsion Cod Liver Oil (670)	1.00—	7.00
Rheumatic Liniment (670)	.25—	1.75
	.50—	2.50
	1.00—	7.00
Sarsaparilla Comp. (670)	.50—	3.75
	1.00—	7.00
Strengthening Blood Vitalizer (670)	1.00—	9.47
Toothache Drops (670)	.15—	1.10
Donnerio's Mexican Herb Comp. (743)	1.00—	6.00
Nervine (1743)	1.00—	8.00
Donovan's Rheumatic Cure	1.00—	8.50
Don's Bunion Shields (1259) per gross A	—	18.00
Corn Shields (1259) per gross boxes	—	18.00
per gross envelopes	—	10.00
Dyspepsia Buttons (669)	.25—	1.50
Headache Buttons (669)	.25—	1.50
Pile Cure (669)	1.00—	8.00
Dontina	.25—	1.85
Dony's British Salve (1246)	.25—	1.50
Dorcas Salve	.25—	2.00
Dore's Female Regulator (2006)	1.00—	8.00
Thymol (847)	.50—	3.50
Yankee Compound (2006)	1.00—	8.00
Dorjens Moder Drops, No. 14 (631)	.25—	2.00
	.50—	4.00

	Retail.	Doz.
Double Quick Corn Cure (131A)	.10—	.75
Corn Cure (2619)	.10—	.75
Shot Tobacco Cure (2066)	1.00—	8.00
Doughty's Diarrhoea Mixture (254B)	.25—	1.50
Douglas' Capsicum Drops	.25—	2.30
Cocoanut Soda Soap (1430) gross	—	6.50
	—	13.50
German Almond Soap (1430)	—	1.50
Hazeline (1082)	1.00—	7.00
Mate Wine (847)	3.00—	28.00
Pile Cure (1082)	1.00—	7.00
Dove's Turf Oil (1951)	.25—	1.85
Dow's Alterative Compound (2247)	.25—	2.00
Catarrh & Cough Remedy (2247)	.25—	2.00
Diarrhoea & Cholera Syrup (674)	—	2.00
	.50—	4.00
Female Restorative (No. 1, 2 & 3) (2247)	.25—	2.00
Headache Specific (2247)	.25—	2.00
Life Preserving Tincture (2247)	.25—	2.00
Liver Cure Tea (1937)	.50—	4.00
Menthol Cream (674)	.10—	.85
	.25—	2.00
Nerve & Brain Tonic (2247)	.25—	2.00
Neutralizing Syrup (2247)	.25—	2.00
Restoring Health Powder (2247)	.25—	2.00
Rheumatic Liniment (2247)	.25—	2.00
Strengthening Plasters (2247)	.25—	2.00
Tonic (2247)	.25—	2.0
Vegetable Health Restorative (2247)	.25—	2.00
Vegetable Worm Powders (2247)	.25—	2.00
Dowden's Antiseptic Powder (1604)	.10—	.75
Dental Fluid (1604)	.50—	4.00
Downs' Vegt. Bal. Elixir (1097)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Doyle's Shamrock Bitters (1489)	.50—	4.00
Oil (1489)	.25—	2.00
Pills (1489)	.25—	1.5
Plasters (1489)	.25—	1.85
Drahola's Curacoa Cordial (124)	1.50—	12.00
Drahota's Russian Bitters (124)	1.00—	8.50
Drake's Almond Cream	.35—	2.00
Arabian Horse Liniment (676)	.50—	4.00
Blood & Liver Pills (677)	.25—	2.00
Tonic (676)	1.00—	8.00
Cough Syrup (676)	.25—	2.00
Elixir Tamarack & Wild Cherry (677)	.25—	1.65
	.50—	3.30
Croup Remedy (932)	.35—	2.25
Golden Cure (677)	.25—	1.65
	.50—	3.30
Golden Tincture (676)	.50—	4.00
(677)	.25—	1.65
	.50—	3.30
Great Household Remedy (677)	.50—	4.00
Great Indian Rheumatism Remedy (676)	.50—	4.00
Horse & Cattle Powders (676)	.25—	2.00
Indian Healing Balm (677)	.25—	1.65
	.50—	3.30
(676)	.50—	4.00
Ladies' Friend (677)	1.50—	12.60
Magic Liniment (131A)	.50—	3.50
Mineral Salve (677)	.50—	3.30
Pain Cure (677)	.25—	1.65
	.50—	3.30
Pain Killer (676)	.25—	2.00
	.50—	4.00
Palmetto Wine (678A)	.75—	6.60
Rheumatic Cure (675)	.50—	4.00
Summer Complaint Remedy (677)	.25—	1.65
	.50—	3.30
Vegetable Liver Pills (676)	.25—	2.00
Worm Candy (676)	.35—	2.00
Draper's Arlesian Cream of Lilies	.50—	4.75
Lotion	1.00—	8.00
Sarsaparilla	1.00—	8.00
Dr. C. Throat Tablets (425)	.35—	2.50
Drees' Albuminate of Iron (1430)	1.00—	8.50
Dref's Catarrh Cure (681)	.75—	6.00
Hair Tonic (681)	.50—	4.50
	1.00—	8.50
Rheumatic Pills (681)	.50—	4.50
	1.00—	8.00
Drew's Antiseptic Tablets (683)	1.00—	8.00
Bladder & Kidney Specific (683)	1.25—	11.25
Cathartic Pills (683)	.50—	4.00
Electric Belts (683)	2.00—	15.00
Golden Murol (683)	3.00—	24.00
	5.00—	42.00
Pile Cure (683)	1.50—	12.00
Pills (683)	1.50—	10.00
Juniper Bitters (558)	1.00—	7.00
Laxative Pills (683)	1.00—	8.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Lithia Tablets (683)	1.00—	8.00
Natural Digest-all (683)	1.00—	8.00
Nerve & Kidney Pills (683)	1.00—	8.00
Nerve Strength (683)	1.00—	8.00
Pain Rest (683)	1.50—	12.00
Painless Pills (683)	1.00—	8.00
Paris Pills (683)	1.00—	8.00
Peerless Solution (683)	1.00—	8.00
	1.25—	10.00
Pile Remedy (683)	1.50—	13.50
Red Blood Pills (683)	1.00—	8.00
Red Blossom Pills (683)	1.00—	9.00
Sa-vol, Nos 1 & 2 (683)	3.00—	24.00
Special Black Blood Pills (683)	1.00—	8.00
Blood Tonic (683)	.75—	6.00
	1.25—	10.00
Stomach Pills (683)	1.00—	8.00
Tonic (683)	1.00—	9.00
Vaginal Cones (683)	1.00—	8.00
External Antiseptic Solution (dark) (683)	1.00—	8.00
Vi-tol, Nos. 1 & 2 (683)	1.00—	8.00
Drexel's Mucous Cod Liver Oil (2295A)	.50—	4.00
Sarsaparilla (2295A)	.50—	4.00
Drexell's Bell Cologne (2636)	.05—	.45
	.10—	.75
	.25—	2.00
Dreyfus Sea Salt (2483)	.25—	1.50
	.50—	3.00
Dromgoole's English Female Bitters (684)	1.00—	7.80
Drop-Ded Bed Bugs (2039)	.25—	1.50
Dropsy Specific (831)	.50—	4.00
Druggist Pepsin Wafer Lozenges (579) 40 5c.-pkgs. in box, per box	—	.85
Druids' Balm	.25—	1.75
	.50—	3.50
Golden Oil	.25—	1.75
Little Liver Pills	.25—	1.75
Strengthening Porous Plasters (508)	.25—	1.75
Sweet Worm Lozenges	.25—	1.75
Drummond's Lightning Rheumatism Remedies (685) (internal & external)	5.00—	36.00
Dryoline	.25—	1.75
Dry-Sole (685A)	.25 -	1.75
Dry-Up, Wadsworth's	1.00—	8.00
Whitney's	1.00—	8.00
Duane's Blackberry Cordial	.25—	1.85
Cough Cordial	.25—	2.00
	.50—	4.00
Cholera Drops	.25—	2.00
Liver Pills	.25—	1.50
Santonine Worm Lozenges	.25—	1.50
Du Barry's Ravelenta Food	1.75—	15.00
Dubbel's Blue Mount Bitters (686)	.50—	3.50
Carbolic Ointment (686)	.25—	1.50
Cough & Croup Cure (686)	.25—	1.85
Double Discovery (686)	.50—	3.50
	1.00—	7.00
Quick Corn Cure (686)	.10—	.75
Menthane Vermifuge (686)	.25—	1.75
Red Thyme Pain Cure (686)	.25—	1.86
Ting Fruit Juice Pills (686)	.25—	1.50
Dubbla Malort's Drops No. 12 (631)	.25—	2.00
	.50—	4.00
Du Bois' Alcolinophosphate Poudre (847)	1.25—	10.50
Bilious Tonic (687)	.50—	4.00
	1.00—	8.00
Condition Powders (cattle, etc.) (687)	.25—	2.00
	2.25—	20.50
Corn & Bunion Cure	.25—	1.75
Favorite Cough Cure (687)	.25—	1.75
	.75—	5.25
Lemon Chill Tonic (688)	.50—	3.75
Candy Vermifuge (688)	.25—	1.75
Liver Pills (688)	.25—	1.50
Pain Specific & Great Healing Balm (687)	.25—	1.75
	.50—	3.50
Rheumatic Liniment (Magic Pain Killer) (687)	.25—	1.85
	.75—	5.50
Rock Oil Liniment (688)	.25—	1.75
Sedative Pills (847)	1.00—	8.50
Swiss Tea (847)	.10—	.75
	.20—	1.50
Dubois' (H.) Creosal Capsules (847)	1.00—	8.50
Granules (847)	1.25—	11.00
Pills (847)	1.00—	8.50
Solution (847)	1.50—	14.00
Dubo's' (O.) Alcalinophos. Powder (847)	1.00—	10.50
Depurative Pills (847)	1.00—	8.50
Solution (847)	1.00—	8.50
Gran. Anticachectique (847)	1.25—	11.50
Hypnotic Pills (847)	1.00—	8.50
Poudre Hematique (847)	1.00—	8.50
Hygienique (847)	1.00—	8.50
Sedative Pills (847)	1.00—	8.50
Solution (847)	1.00—	8.50
Syrup, Brom. of Chloral (847)	1.75—	15.00
Dubrac's Vin Anti-Anemique (847)	2.00—	17.50
Du Choine's Female Regulating Pills (1057) R.	1.00—	8.00
Nerve Pills (1057) R.	2.00—	16.00
Ducro's Aumentary Elexir (847)	1.50—	13.00
French Corn Leaf (2626)	.10—	.75
Dudey's Carbonized Ointment (1681A)	.25—	2.00
Cough Cure (2551)	.25—	1.90
Dyspeptic Cure (689A)	.25—	2.00
Emulsion (689)	1.00—	7.50
Emulsion of W. C. & C. L. Oil (689A)	1.00—	9.00
Magic Corn Cure (2551)	.10—	.60
Headache Cure (2551)	.10—	.60
Pile Cure (689A)	.25—	2.00
Solution of Chlorides (689A)	.25—	2.00
Toothache Gum (689A)	.10—	.75
Vegetable Pills (2551)	.25—	1.75
Dufau's Syrup (Stigma of Maize) (847)	1.00—	9.00
Duffin's Fountain Bitters	1.00—	7.50
Improved Life Balsam	.25—	1.70
	1.00—	7.50
Duffy's Formula (691)	1.00—	9.50
Pure Malt Whiskey (691)	1.00—	9.50
Duflot's Anti-Rheumatismal Wine (847)	2.00—	19.00
Dugood's Anodyne Liniment (239)	.25—	1.75
Duhourcau's Toenifuge (847)	2.00—	17.00
Duke & Miller's Galvanic Oil	.50—	4.00
Dukehart's Emulsion Cod Liver Oil (692)	1.00—	8.00
Malt Extract (692)	.50—	3.50
with Beef, Iron & Wine	1.00—	7.00
with Cod Liver Oil	.50—	3.50
with Cascara Sagrada	1.00—	7.00
with Citrate of Iron & Quinine	1.00—	7.00
with Hops	.50—	3.50
with Hypophosphites	1.00—	7.00
Dullam's Cough Cure (693)	.25—	1.85
German Blood, Liver, Stomach & Kidney Cure (693)	1.00—	7.50
Liniment (693)	.25—	1.75
Great German Cough Cure (693)	.25—	1.85
Female Uterine Tonic (693)	1.00—	7.50
Fifteen-Cent Liver Pills (693)	.15—	1.05
Worm Destroyer (693)	.25—	1.75
Seal Liniment (2351)	.25—	1.75
Infallible Liniment (693)	.15—	1.25
	.40—	3.25
	.75—	6.50
	1.50—	12.00
Dulluc's Rheumatism & Gout Remedy (847)	.75—	6.00
Dumas' Eau Marveilleuse	3.00—	27.00
Dunbar's Alkaram (847)	1.00—	8.00
Fluid Magnesia	.25—	2.25
	.50—	4.25
System Tonic (1595)	1.00—	8.00
Duncker's Blood Purifier	1.00—	9.00
Dunham's Condition Powders (562)	.25—	2.00
	.50—	4.00
	.75—	6.00
Fever & Ague Cure	.50—	4.00
Infallible Liniment (562)	.15—	1.25
	.50—	4.00
	1.00—	8.00
	2.00—	16.00
Dunkley's "Celerysade" Drops (697) 30 5c.-pkgs. in box, per box	—	1.00
"Celerytone" Pills (697)	.25—	1.50
Kalamazoo Celery Comp. (697)	1.00—	7.50
Tonic (697)	1.00—	8.50
	1.00—	9.00
Durkers' Life Drops	.35—	3.50
Salve	.50—	4.00
Dunlop's Bromo Nervolene (2466)	.15—	.75
Corn Cure (2656) R.	.25—	2.00
King of Pain (2466)	.50—	4.00
Dunlop's Liver Pills (2466)	.25—	2.00
Quick Relief (2466)	.25—	2.00
Dunn's Catarrh Cure (1175)	.50—	3.00
Dunott's Cough Syrup (2199)	.25—	2.00
Dunton's Fir Balsam Salve	.25—	1.00
Duoepotothal (1686)	.75—	6.00
With Arsenic (1686)	.75—	6.00
Duponco's Arsenic Wafers (1981)	.75—	4.50
Golden Pills (561)	1.00—	7.50
Du Pray's Bloom of Youth (736)	.75—	3.90
Duprez's Syrup Glycerine & Tar (467)	.25—	2.00
	.50—	4.00
Duquesnel's Anti-Neuralgic Pills (847)	1.00—	9.00
Colchicine Granules (847)	1.00—	8.00
Granules of Aconitine or Nitrate of Aconitine (847)	1.00—	8.00
Hyosciamine Granules (847)	1.00—	8.00
Meco-Narcique Pillules (847)	1.50—	12.00
Quassine Granules (847)	1.00—	8.00
Solution Meco Narcique (847)	1.00—	9.00
Syrup Meco Narcique (847)	1.00—	9.00
Durand's Diastase Wine (847)	2.50—	21.00
Durangs' Rheumatic Remedy (1115)	1.00—	8.00
Liver Pills	.25—	1.75
Durant's Quinine Hair Tonic (1290)	.50—	4.00
Durel's Iron Tar Drops (845)	.75—	5.00
Syrup Iron & Tar (847)	1.00—	9.00
Durno's Catarrh Snuff (2622)	.25—	2.00
Duroy's Extract of Blood Capsules (847)	1.50—	12.00
Dusart's Solution Lacto Phosph. Lime (847)	.75—	5.50
Rye, Spur (847)	.85—	5.00
Syrup Salicylate & Soda (847)	1.00—	8.00
Wine Lacto-Phosph Lime with or without Iron (847)	2.00—	17.00
Dusenberry's Creoleum (702)	.25—	1.50
Gall Cure	.25—	1.75
Liquid	.50—	4.00
	1.00—	7.00
Sheep Dip & Cure for Screw Worms (702)	.50—	4.00
Methaline, Camphorated (702) doz		
Lavender or Cedar (702) lbs.	—	1.00
Plain lbs	—	.75
	1.00—	9.00
Dusser's Depilatory (Paste) (847)	4.00—	33.00
Dussolin's Tisane (847)	1.50—	12.00
Dutard's Specific (1091)	.50—	4.00
Dutcher's Fly Killer (703) per quire	—	.40
Ready Cleaner (703)	.25—	2.00
Dutton's Angle Worm Liniment	.35—	2.15
Vegetable Discovery	1.00—	7.00
Duval & Norton's Horse Tonic	.25—	2.00
	.50—	4.00
Du Vernee's Pile Conqueror	.50—	3.75
Dwight's Connecticut Mixture (2501)	.25—	2.00
Mosquito Tablets	.10—	.75
Dwyer's Bitter Iron Wine (2483)	1.00—	7.50
Cholera Remedy (2483)	.50—	4.00
Dandruff Destroyer (1619A)	—	.75
Pectoral (2483)	.50—	3.50
	1.00—	7.00
Chloropepsin	1.00—	8.00
Dwyer's Embrocation	.25—	2.00
Kidney Cure	1.00—	8.00
Railroad Pills (1972)	.25—	1.50
Dyer's Pills (1895)	.15—	1.00
Lightning Oil (1895)	.25—	2.00
Dyke's Beard Elixir	.25—	1.75
Dyspepsia Stop (1029) R.	.10—	.75
Fermentative Tablets (1667) Per 100	—	.60
Per 500	—	2.75
Per 1,000	—	5.25
Dyspepsian (1655) R.	.50—	4.00
	1.00—	8.00
Elixir	1.00—	8.00
Tablets	.50—	4.00
Dyspepsyn (1655) R.	.50—	4.25
Elixir (1655) R.	1.00—	8.50
Tablets (1328) R.	.50—	4.25
Dyspeptheria	1.00—	8.40
Dyspeptans Pills (644)	1.00—	9.00
"Dyspeptic's Delight" (1775)	1.00—	7.50
Dyspepticura	.50—	4.00
Dyspeptine (1504)	1.50—	11.25
(747A) (see Erb).		

E

E. & A. Absorbent Liniment (722)	1.00—	9.00
Eade's Anti-Bilious Pills (847)	.50—	4.25
Gout & Rheumatic Pills (847)	.50—	4.25
Earl's Antizymotic, Complete	1.00—	8.00
Eames' Celery Crackers (430)	.25—	1.75
Early Morning Callers (1099)	.25—	1.50
East India Asthmatic & Catarrh Cure (2144B)	.75—	6.00
Blood Cure (2144B)	.50—	4.00
Celebrated Malaria Cure (2144B)	.25—	2.00
Kidney & Bladder Cure (2144B)	.50—	4.00
Nerve Specific (2144B)	.50—	4.00
Rheumatic Cure (2144B)	.75—	6.00
Tonic (1120)	.50—	4.00
Eastman's Extract of Beef (2234)	.35—	3.00
	.50—	5.50
	1.00—	10.50
	2.00—	20.00
Violette Cold Cream (1252)	.15—	1.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Easy Physic (1029) R.	.10—	.75
Eaton's Anti-Constipation & Appetite Bitters (1400)	.50—	4.00
Foot-Aid (1400)	.25—	2.00
Indian Cordial	.25—	1.75
Eau Mireille (1725)	1.50—	12.00
E. B. C. (2119)	.25—	1.60
Eberlein's Emulsion Cod Liver Oil	1.00—	8.50
Pine Needle Oil	.50—	4.00
Ebert's Flax Seed Cough Mixture (713)	.25—	1.80
(713)	.25—	1.80
Herb Kidney Tea (713)	.25—	1.80
Echinola (2529)	1.00—	8.50
Echitone (2343)	1.00—	8.00
Ecliffe (1164)	.50—	4.50
Economy Boneset Cordial (715A)	1.00—	
Ecthol (192) R.	1.00—	8.50
Eczemine (1615)	.25—	1.60
Eczemoline	.25—	2.00
Ec-Zinc (712)	.50—	4.00
	1.00—	8.00
Bougies (712)	2.00—	12.00
Skin Soap (712)	.25—	2.00
Supporitories, Rectal (712)	.50—	4.00
Vaginal (712)	1.00—	8.00
Eddy's Headache Cure (716)	.10—	.75
Toothache Wax (716)	.10—	.75
Ede's Cement (847)	.25—	1.40
Granulated Magnesia	.50—	4.00
Edey's Carbolic Baby Wash	1.00—	8.00
Troches	.25—	2.00
Edison's Eczema Cure (1091A)	.50—	4.00
Obesity Bands (1467) any size to 36 in.	2.50—	22.50
Pills (1467)	1.50—	13.50
Reducing Comp. (1467)	2.00—	18.00
Tablets (1467)	2.00—	18.00
Salt (1467)	1.00—	9.60
Edmund's Earache Remedy (1091A)	.50—	4.00
Edmund's Antiseptic Barb Wire Lin.	.25	2.00
Bilewood Pills	.25	1.75
Chloran-O-Dyne Cough Mixture (718A)	.25	2.00
Corn Salve	.50—	4.00
Headache Tablets	.15	1.00
Liquid Corn Cure	.10	.75
Phenola Ointment	.25—	1.75
Phospho Quinine Cold Breakers	.25	2.00
Rat Killer Magic	.25	1.75
	.15—	1.00
Edwards' Blackberry Brandy & Ginger (719)	.25—	1.50
Cake Coloring (1981)	.10—	.75
Cattle Powders (1981)	.25—	1.50
Chicken Powders (1981)	.25—	1.50
Cholera Mixture	.25—	1.75
Drops	.25—	1.25
Flannel Ox Gall Soap	.20—	1.50
Glove Wash (1981)	.25—	2.00
Hair Harlene (847)	.60—	4.75
	1.25—	11.75
	1.75—	16.00
	2.50—	21.00
Headache Antidote	.10—	.60
Horse Powders (1981)	.25—	1.50
Magnetic Oil	.25—	1.75
Mandrake Bitters (1981)	.50—	4.00
Menthol Corn Salve (1981)	.10—	.75
Syrup for Infants (1981)	.25—	1.75
Wild Cherry Tonic	1.00—	8.00
Pain Cure (744A)	.25—	2.00
Corn Cure (744A)	.15—	1.00
Cough Cure (744A)	.25—	2.00
Diarrhoea Cure (744A)	.25—	1.90
Dyspepsia Cure (744A)	.50—	4.00
Headache Cure (744A)	.10—	.75
	.25—	1.90
Little Purgative Granules (744A)	.10—	.75
Eezee Pain Cure (744A)	.25—	2.00
Pile Cure (744A)	.50—	4.00
Rheumatic Cure (744A)	.50—	4.00
Throat Cure (744A)	.10—	.75
Toothache Cure (744A)	.10—	.75
Egerio (2637)	.50—	4.00
Egg Julep (425)	.50—	4.50
Egg-O (829)	.25—	2.00
Eggleston's Fe-Dy-Mal Pills	.75—	7.20
Formaldic Soap	.25—	2.00
Gem Dental Soap Powders	.25—	2.00
Liniment	1.00—	7.00
Egyptian Ash, Flower & Volcanic Tamarind (1228)	.50—	4.50
Catarrh Cure	1.00—	8.00
Cement (208)	.25—	.90
Damiana (2333)	.75—	6.00
Oil (2251)	.25—	1.50
Regulator Tea (1053)	.25—	1.50
	.50—	3.00
	1.00—	6.00
Rheumatic Oil (1091A)	.50—	4.00
Stick Salve (see Watkin)	.25	1.50
Eichold's Elixir Wild Cherry (1612)	.25—	1.60
	.50—	3.15
Magic Nerve & Bone Liniment (1612)	.25—	1.50
"1829" Neuralgia Cure (556)	.10—	.85
Eighty-Seven-Twenty-One "87-21" (224A)	.50—	4.00
Eilert's Daylight Liver Pills (741)	.25—	1.25
Extract of Wild Cherry with Tar (741)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Pepsin Tonic (741)	.25—	1.75
	.75—	3.50
Eimer & Amend (see E. & A.).		
Eisner's Malted Iron Tablets (723)	.50—	4.50
Ek-o Manicure Soap (486A)	.35—	3.15
Elam's Coca-Caffine (671A)	.10—	.75
Dermal Lotion (671A)	.25—	1.75
Elcaya Witch Hazel Cream (553A)	.50—	4.50
Electric Corn Cure (2399)	.50—	3.00
Back Plasters (831)	.25—	2.00
Bitters (346)	.50—	4.00
	1.00—	8.00
Egg Color (2509A) per gal.	—	2.00
Health Restorer (1261)	.50—	3.00
Hot Drops (1681A)	.25—	1.75
Kidney Plasters (831)	.25—	2.00
Liniment (1992)	.50—	4.00
Nail Polish (1936)	.50—	4.10
Nerve Tonic (2408)	1.00—	8.00
Pain Cure (1498)	.25—	1.50
Plasters (2399)	1.00—	6.00
(Between Shoulder Blades) (831)	.25—	2.00
(Ovaries) (831)	.25—	2.00
Popper (corns)	.15—	1.00
Rheumatic Liniment (2408)	.25—	2.00
	.50—	4.00
Trolley Cough Syrup (2486)	.25—	1.85
Worm & Insect Destroyer	.35—	2.50
Electricity in a Bottle (2578)	1.00	6.00
Electrio Headache Powders	.25—	1.75
Electro (2227)	.20—	1.25
Electro-Silicon Liniment (724)	.25—	2.00
	.50—	4.00
	1.00—	8.50
Pills (724)	.25—	1.50
Soap (724)	.25—	1.25
Electrobole	1.00—	8.00
Electrocine, Headache	.25—	1.75
Electrocum Liniment	.50—	4.00
Electro-Cura	.50—	4.00
Electrozone (457)	.50—	4.00
Elephene Cream	.25—	2.00
	.50—	4.50
Oil	.25—	2.00
Elepizone, Root's	4.00—	36.00
Elgin Butter Color (1091A)	.15—	1.25
	.25—	2.00
Cheese Color (1091A)	1.00—	8.00
Composite Milk Test Tablets (1091A)	1.00—	8.00
Milk Color (1091A)	.75—	6.00
Oil (1333)	.25—	2.00
Elgin's Phantom Powder (1200)	.25	1.75
Elich's German Raspberry Juice.	1.00—	8.00
Eliminan's Pills (644)	1.00—	9.00
Elite Hair Dyes (2668)	.25—	1.50
Toilet Soap (1405)	.10—	.75
Elixir Diphthero Comp. (632)	.75—	5.50
Elixir Iodo Bromide of Calcium Comp., Tilden's (2422)	1.25—	9.84
Elixir Iosal (1747)	1.00—	9.00
	4.50—	40.00
Elixirs Des Jacobins de Rouen (847)	1.00—	9.00
Elkoeine powd. or 5 gr. tablets (728) per oz	—	1.00
5 oz. cans each	—	1.00
Ellerts' Colic Remedy (741)	.25—	1.50
Ellman's Royal Embrocation (1430)	.60—	4.50
	1.00—	7.50
Universal Embrocation (1430)	.50—	4.25
Ellingwood's Cough Balsam	.25—	2.00
	.50—	4.00
	1.00—	8.00
Elliott's Carbolic Snuff	.25—	1.80
Kidney & Liver Pills (729)	.25—	1.50
Mystic Bitters (2592)	.50—	3.75
Solanica	1.00—	7.50
Ellis' Adhesive Plaster yds.	.25—	1.75
Anodyne	.50—	4.50
Charcoal	.25—	1.62
Citrate Magnesia	.25—	1.88
Dry	.40—	3.00
Compound Ext. Sarsaparilla (743)	.65—	4.25
Condition Powders (730)	.50	3.50
Corn Plasters	.25—	1.75
Granulated Magnesia (730)	.50—	4.00
Nerve & Blood Pills (743)	.35—	2.00
Wistar's Lozenges (730)	.10—	.75
Ellison's Cherry Pectoral Elixir	.25—	1.65
Elmer's Balm	.25—	2.00
	.50—	4.00
	1.00—	8.00
Vinum Nutrio Phosphaticum.	1.50—	12.00
Elmes' Blood Purifier (730)	1.00—	
Fountain of Strength (730)	2.00	
Elmore's Goutaline Rheumatine.	1.00—	8.00
Elsie's Fragrant Cream (736)	.25—	1.95
	.50—	3.80
Toilet Cream (233)	.15—	1.10
	.25—	1.90
Elsner's Pearl Cream (732)	.50—	4.00
	1.00—	8.00
Skin Soap (732)	.25—	1.75
Eluine	.25—	1.75
Elwin's Tooth Powders	.15—	.90
	.25—	1.50
Ely's Antiseptic Tooth Wash (735)	.35—	2.80
Celebrated Stock Food (735) per 12-lb. Sack	.75—	.85
Cold Buster, Colds & Catarrh (735)	.25—	2.00
Cream Balm (734) R.	.50—	4.00
	1.00—	8.00
Liquid (734) R.	.75—	6.00
Eureka Indian Pile Remedy	1.00—	9.00
Family Panacea (735)	.25—	1.65
Hair Restorer (735)	.50—	3.50
Horse & Cattle Powder (735)	.25—	1.80
Imported Wild Cherry Phosphates	.25—	1.75
	.50—	3.25
	1.00—	6.00
Little Liver Pills (735)	.25—	1.50
Lung Remedy (735)	.25—	1.75
Nerve & Bone Liniment (735)	.25—	1.80
Pineola Balsam (734) R.	.25—	2.08
Postivus Corn Salve (735)	.15—	.80
Headache Tablets (735)	.10—	.75
	.25—	1.80
Tooth Powder (735)	.25—	1.80
Poultry Powders	.25—	1.50
Rheumatic Cure	.50—	3.50
Ring Bone & Spavin Cure	.50—	3.50
Stock Food	.75—	6.00
Stomach & Liver Pills (735)	.25—	1.80
Toothache Stopper	.10—	.75
Worm Lozenges (735)	.25—	1.80
Elysian Almond Cream (736)	.50—	3.95
Cologne (736)	.15—	1.25
	.25—	1.95
Complexion Powders (736)	.25—	1.95
	.50—	3.90
Soap (736)	.15—	1.15
Curling Fluid (736)	.50—	3.90
Face Powders (White & Pink (736)	.10—	.75
Infant Toilet Powder (736)	.15—	1.20
Liquid Dentifrice (736)	.25—	1.95
Medicated Skin Soap (736)	.25—	1.50
Rose Cosmetine (736)	.25—	1.95
Sachets (736)	.10—	.80
Tooth Paste (736)	.50—	3.95
Violets Toilet Soap (736)	.10—	.75
Emall's Magic Balm (276)	.25—	2.00
	.50—	4.00
Embrosia & Quinine (2693)	.50—	4.00
	1.00—	8.00
Emelene, Teeth	.25—	1.75
Emerson's Almondine	.25—	1.75
Aragamon Liniment (2232)	.25—	2.00
Bowel Regulator & Liver Tonic (2232)	.50—	3.50
Dead Shot for Horses (2232)	.50—	3.50
Emulsion Cod Liver Oil	.50—	4.00
(Dr. Ray) Sarsaparilla	1.00—	8.75
German Hoof Ointment (2232)	.50—	3.50
Hair Restorer	1.00—	8.00
Kill a Cough	.25—	1.75
Lightning Liniment	.50—	4.00
Seven Herb Ointment (2232)	.25—	2.00
Ruby Cream	.25—	2.00
Emissine (2281)	.50—	6.00
	1.00—	10.00
	2.00—	16.00
	5.00—	60.00
Emmert's Happy Home Blood Purifier (741)	.50—	3.75
	1.00—	7.00
Emmet's Female Pills (2280)	1.00—	8.00
Sanative Wash (2280)	1.00—	8.00
Emmett's Colic & Botts Cure (1487)	1.00—	8.50
Liniment (1487)	1.00—	8.50
Tonic Powder (1487)	.50—	4.25
	1.00—	8.50
Veterinary Liniment (1487)	1.00—	8.50
Emocascara (1088)	1.00—	9.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz.

Emolasm (118) .... .50— 4.00
Emoleo (1560) plain & combinations ozs. .25— 1.85
per lb. — 1.00
Empire City Furniture Polish (338) .35— 2.50
Empire Acid Phosphates (743)... .33— 1.75
.65— 3.25
Bromides (743) .... 1.00— 5.00
Camphor Ice (743) .... .10— .75
Catarrh Balm (743) .... .35— 2.50
Complexion Cream (743) ..... .25— 1.50
Dyspepsia Tablets (743)...... .25— 1.50
.40— 2.75
Essence of Ginger (743)...... .20— 1.25
.40— 2.50
Hair Restorative (743)........ .50— 2.50
Headache Wafers (743)....... .10— .60
Herb Tea (743) .... .20— 1.25
Malt Extract (743) .... .20— 1.30
Sea Salt (743) .... .10— 1.00
Sweet Worm Powders (743).. .25— 1.25
Toothache Wax (743) .... .10— .40
Worm Confections (743)...... .20— 1.25
Lozenges (743) .... .20— 1.25
Empress Josephine Dental Cream (356) .25— 2.00
Face Bleach (356)........ .75— 6.00
Cream (356) .... .50— 4.00
Enamel (356) .... 1.50—12.00
Powder (356) .... .25— 2.00
.50— 4.00
Soap (356) .... .25— 2.00
Tonic (356) .... 1.50—12.00
Hair Bleach (356) .... 1.00— 8.00
Tonic (356) .... 1.00— 8.00
Tooth Powder (356)........ .25— 2.00
Empirfoam Tooth Wash (743)... .20— 1.50
Ems' Pastilles (2521) .... .25— 2.00
.40— 3.20
Natural Salt (2521) .... 1.25—10.00
.75— 6.00
Emulini, See Kirk.
Emulsine (1587) ....1 lb. — 1.00
½ lb. —1.10
¼ lb. — 1.20
Emulsiolin, Leonard's .... .50— 4.15
1.00— 8.30
Emulsol (309) R................ .75— 6.00
lbs each — 3.00
Emulsolatum .... .50— 4.20
Enchantment (2507) .... .50— 3.50
Endometritus Tablets (1667)
Per C — .45
Per 5 C — 2.00
Per M — 3.75
England's Cough Balsam ..... .25— 2.00
Joy in the Family .... .25— 2.00
Englehard's Remedy .... .50— 3.50
Vegetable Liver Pills ...... .25— 1.50
English "Club" Coltsfoot Rock Lozenges (584) per 5-lb. box — 1.80
English Cachou Tablets (2155) gross — 9.00
Cough Cure (1740A)......... .50— 4.25
Dandelion Tonic (1091)...... 1.00— 8.00
Embrocation (1167) .... .50— 3.00
Lavender Jelly (1595) ...... .25— 1.75
Mint Jujubes (2075)..per box — .90
Ordinary Bougies .... .25— 1.75
Eno's Anti-Billious Pills (847).. .50— 4.00
Digestive Granules (847).... 1.25—10.00
Fruit Salt (847).............. 1.00— 9.00
2.00—16.00
Moto Liver Tonic (847)...... .50— 4.00
Phosphor, Iron, Quinine, etc. (847) .75— 6.00
Solution Roses (874)......... .50— 4.00
Sugar for Worms (847)...... .75— 5.00
Enthymol Tablets (1830)....... .10— .90
Entona (1084a) .... .50— 4.50
Enuff, for Throat & Breath (1777) .05— .42
40 pkgs in box, per box — 1.25
Enuresine (974) .... 1.00— 8.00
Eothol .... 1.00— 8.50
Epdermi Soap (377A) .... .25— 2.00
Epheline (241) .... .25— 2.00
Epicarin (782) R, per oz......... — .50
Veterinary (782) R, per oz. — .25
Epiderma Salve (1992) .... .50— 4.00
Epidermine Lotion (2305) per —
pint, each — 1.00
Ointment (2305) per lb...... — .75
Epidermoid, Cogswell's (490A).. .50— 4.00
Epilepsine, Peck's .... 1.00— 9.00
Epileptic's Friend (1663)........ 1.50—13.00
Epilepticide, Peck's .... 1.00— 9.00
Epileptine (2026) .... 1.00— 8.00
Epping's Buchu (289) .... .75— 6.00
Epsom's English Pills (1940).... .50— 4.00
Equine Blister (744B) .... .25— 2.00
Gall & Scratch Cure (744B).. .25— 2.00
Equinox Ginger Champagne (745) case of 24 pints — 3.50
case of 24 quarts — 5.00

Retail. Doz.

Eqnocolicine .... 1.00— 9.00
Eradeline (746A) .... .10— .85
.25— 2.50
.50— 4.50
Erb's Apiol (747A) .... 1.00— 9.00
Cascar Tablets (747A)....... 1.00— 9.00
Clover Corn Cure (748)...... .10— .75
Neuralgia Headache Powders (748) .10— .75
Colchic (747A) .... 1.00— 9.00
Cornine (747A) .... .15— 1.00
Cough Drops (748)........... .05— .40
Dyspeptine (747A) .... .25— 2.00
Elixir Ambrosia Comp.(747A) .50— 4.50
1.00— 9.00
Analgesic Comp. (747A).. 1.00— 9.00
Guaicol Comp. (747A).... 1.0— 9.00
Guarana Comp. (747A) .. 1.00— 9.00
Salol (747A) .... 1.00— 9.00
Salol and Phenacetin (747A) 1.00— 9.00
Emulsion Cod Liver Oil (748) .25— 2.00
.45— 3.75
Enreka Headache Powder (747A) .10— .75
Expectorant (747A) .... .50— 4.00
Health Capsules (748) ...... .10— .75
.25— 2.00
Hiawatha Hair Tonic (747A) .50— 4.00
Kuku Kough Kure (747A).. .20— 1.75
Kurit Remedies, full list (747A) .25— 2.00
Kurit Oil (747A) .... .25— 2.00
Kuritonic (747A) .... .50— 4.50
1.00— 9.00
Malaria Capsules (747A) .... .25— 2.00
Marguerite Lotion (748)..... .25— 2.40
Medullary Glyceride (747A).. 1.00— 9.00
Never-Chap (748) .... .25— 2.00
Santal (747A) .... .50— 4.50
Troatease (747A) .... .10— .75
Throatease (747A) .... .10— .75
Toothease (747A) .... .10— .75
Erberol (748) .... .5— 2.00
.50— 4.00
Erbo Hair Tonic (748).......... .50— 4.00
Tooth Powder (748) .... .25— 2.00
Tooth Wash (748) .... .25— 2.00
Erdman's Absorption Food Treatment (749) Dyspepsia & Stomach .... 1.50—12.00
Kidney .... 5.00—42.00
Liver .... 1.50—12.00
Malarial .... 1.50—12.00
Nervous .... 1.50—12.00
Special to order .... 3.00—24.00
Ereuthaima (131A) .... 1.00— 7.50
Ergen's DepilatoryPowder(749A) .75— 6.50
French Hair Dressing (749A) .25— 2.25
Indian Hair Renewer (749A). .50— 4.50
Marshmallow Hair Tonic (749) .75— 6.50
Ergothal (1686) ....per pint — 2.50
Ergot Hypoderms (1444) boxes of ½ doz. ....per box — .60
Erian's Alkaline Water (847)... .50— 3.50
Erickson's Cod Liver Oil Emulsion (1091A) 1.00— 8.00
Internal Catarrh Cure(1091A) .50— 4.00
1.00— 8.00
Er-o-ti Capsules, The Owl Bed-Wetting (1805A) .50— 4.00
Errhine (1615) .... .25— 1.50
Erskine's Brahee Sugar Powders 1.00— 8.00
Escouflaire's Cigarettes (847) Nos. 1 or 2 1.00— 9.00
Powders (847) Nos. 1 & 2.... 1.00— 9.00
Esencia De Calisaya (1830).... — 8.00
Eskay's Albumenized Food (2243) R. .25— 2.00
.50— 4.00
.75— 6.50
2.50—24.00
Neuro Phosphates (2243). 1.50—12.00
Espey's Fragrant Cream (1321). .25— 1.75
.50— 3.25
Soap .25— 1.75
Espic's Anti-Asthmatic Cigarettes (847) .50— 4.75
Powder (847) .... .75— 5.00
Essence of Life (1262) .... .20— 1.20
Essenic Ointment (751) .... .10— .70
.25— 1.75
Animals .50— 3.60
Essentia Dulcis No. 5 (1105).... .25— 2.00
.50— 4.00
Esso-Pep (2407C) .... .80— 6.60
Etheopian Pile Ointment (2277) .50— 4.00
1.00— 8.00
Ethyl Chloride Bengue (1425).... .50— 5.00
1.00—10.00
Etts (Dr.) (755) Ashmaetts . 4.00
Berberetts 8.00
Catarrhetts — 8.00
Colicetts ... 2.00
Croupetts ... — 2.00
Diarrhoetts 2.00
Epilepsetts . 8.00
Esculetts .. [illegible]
Femaletts . 8.00
Feveretts 4.00
Kidneyetts . 4.00
Liquoretts .... — 8.00
Liveretts . — 2.00
Mayosetts .... — 8.00
Nervetts ... — 8.00
Neuraletts — 2.00
Pepsetts ... — 4.00
Rheumetts — 8.00
Sanguinetts .... — 4.00
Sublimetts .. 8.00
Tobaccoetts — 4.00
Tonsetts .. — 2.00
Vitaletts 8.00
Vermaletts — 2.00

Retail. Doz.

Euarol (3) .... 1.50—12.00
Euborthal .... .75— 6.00
2.00—18.00
3.00—30.00
Euca Honey Cough Cure ...... .25— 1.50
Menthol .... .50— 3.50
Euca-Lene (19) .... .25— 2.00
1.00— 8.00
Eucaline (640) .... .25— 1.75
1.00— 7.50
Powder (754) .... .50— 4.50
Tooth Paste (640) .... .25— 1.75
Eucolyptine (2494) .... .25— 2.00
Eucalyptol Cream (1587)........ .35— 3.00
Eucamenthyol (951).....per gal. — 3.00
Eucathal (1686) .... .75— 6.00
Eucol (966) 24 caps. in box.... .50— 4.50
Eudoxine (2286) ....per oz. — 2.10
(5 gr. tablets) ....per oz. — 2.50
(3 gr. tablets) ....per oz. — 2.60
(1-3 gr. tablets) ....per ¼ oz. — .75
Euformol (1830) .... — 2.20
Eugenie's Corn Salve (1050).... .10— .50
Face Powder (1050) .... .50— 4.00
Eukratol (Tablets or Powder) (1606) ....per oz. — 1.00
Eulexine (2406) .... 1.00— 8.50
Euparilla (1563A) .... 1.00— 7.20
Eupnein Elixir (2143) .... 1.25—10.50
Eupepsia Tablets (756) .... .50— 4.00
Eupeptic Hypophosphites (1698). 1.00— 8.00
Euphorbracho (1747) .... .50— 4.00
Eunephryryn (100) .... 1.00— 9.00
Eureka Arnicated Cream (see Kostitch).
Asthma Remedy (1792A).... .50— 3.50
Catarrh Cure (2519) .... .50— 3.80
Corn Cure (2320) .... .10— .75
(1045) .... .10— .75
Hair Vigor (677) .... .50— 3.30
.80— 5.28
Headache Cure (758) .... .25— 1.75
Itch Ointment (2489) R....... .25— 1.75
Kidney Remedy (1006) .... 1.00— 8.00
Liniment (709) .... .50— 3.50
Lice Destroyer (718)..per pt. — 2.50
per ½ gal. — 4.00
per gal. — 6.00
Nerve & Bone Liniment(2619) .25— 1.50
Pills (2190) .... .25— 1.50
Pennyroyal Wafers .... 1.00— 8.00
Poultry Remedy (718) ...... .25— 1.50
Preserving Powders (123) .. .25— 1.25
Toothache Drops (2320)...... .10— .75
Worm Syrup (2320) .... .25— 1.50
Eurekaline Pills (1276) .... .25— 1.50
Euriale Pills (644) .... 1.00— 9.00
European Condition Powders (2308) .50— 3.50
Europhen (782) R............oz. — 1.80
Euthymene (1552) .... — 8.40
Euthymol (1830) .... — 2.20
Cream (1830) .... — 1.75
Powder (1830) .... — 1.75
Tooth Paste (1830) .... — 1.75
Eutoca (1349) ....per gross — 8.75
Evans' Antiseptic Throat Pastilles .25— 2.10
Brown Stout (762) .... .15— .90
.20— 1.30
Dental Cream (71) .... .10— .75
Diarrhoea & Dysentery Cordial (1395) .25— 1.75
India Pale Ale (762)......... .15— .90
.20— 1.30
Liq. Sandal Flav. Co. (763) lbs. 2.25—27.00
Natural Hair Dyes (1395).... .25— 1.50
Quinine Bitters .... .75— 6.00
1.25— 9.00
Sandal Oil Capsules (763).... .75— 4.50
Evanola (759A) .... .10— .75
.15— 1.10
.25— 1.80
.75— 6.00
— 5.00
Evarosa (2426) .... .50— 4.00

	Retail.	Doz.
Eve's Fig Tablets (1595B)......	.25—	1.75
Hot Oil (Microline Co.) (1595B)	.25—	2.00
	.50—	3.75
Everett's Hair Restorative(1407)	.50—	4.00
Everit's Condition Powders (764)	.35—	2.50
Cure for Scratches (764).....	.50—	3.75
Hoof Grower (764)	.75—	6.00
Horse Liniment (764)........	1.00—	8.50
Everybody's Harness Oil (2333).	.25—	1.50
	.25—	3.00
	.50—	4.00
Itch Lotion (2333)	.50—	3.75
	1.00—	7.00
Vegetable Cathartic Pills (2333)	.25—	1.60
Ev-i-lo Complexion Powd.(347A)	.25—	1.75
Evory's Asthma Cure	.50—	3.50
Diamond Blood Renewer and Tonic (765)	1.00—	8.50
Cal. Catarrh Remedy(765)	.50—	3.75
Gilead Balm (765)	.50—	3.50
Ointment (765)	.50—	3.50
Invigorator (765)	.50—	3.75
Liver Pills (765)	.25—	2.00
Hair Dressing ...	.50—	3.75
Ewbank's La "Topaz" Liver Pills (766)	.10—	.75
	.25—	2.00
	.50—	4.00
Ointment (766)	.50—	4.00
Tonique (766)	1.00—	8.00
	1.00—	8.00
Ewing's Catarrh Cure	1.00—	8.00
Exalgine (1560) ......R. per oz.	—	1.40
Exarysis or Exhaustion Tablets (1839)	.35—	2.70
	2.00—	18.00
Excelsior Chill Tonic (2168)....	.35—	3.00
Corn Eradicator (2051)	.20—	1.50
Cryselic Ointment (2137)	.25—	1.25
Diarrhoea Mixture (2168)....	.21—	1.85
Hair Tonic (1680)	.50—	4.00
Japanese Eye Water (767)...	.25—	1.35
Laxative Fig Syrup (853)...	.35—	3.00
Stock Food (829)	.35—	2.50
	.50—	4.00
	.75—	6.60
Tar Tolu & Wild Cherry Syrup (2168)	.25—	1.85
Excelsior Witch Hazel Ointment	.10—	.75
Exemaine Ointment (377A).....	.50—	4.00
Exiard's Asthma Cigarettes(847)	.35—	2.75
Powders (847)	.75—	7.75
	1.25—	13.00
Ex-it (Bed Bug Killer) (166)..	.25—	1.75
Exovin Paste (2683)	.35—	3.00
Expectoral, Radcliffe's	.50—	4.00
	1.00—	8.00
Expectro-Heroin (2307B)... pts		6.00
5 pt. .ea	—	3.50
Expello Blisto Lino (Liniment).	1.25—	12.00
Gall Cure & Hoof Ointment.	.35—	3.00
	.75—	6.00
	1.00—	9.00
Tar Soap	.25—	1.50
Eye Pads (1212)	—	1.00
Eye Brow & Lash Stimulator (1050)	.75—	6.00
E & Y Expectorant (2548)......	—	6.00
Eyeoline	.50—	4.50
E. Z. Cleansing Fluid (748)....	.10—	.75
F. & A. Nervoline Specific....	1.00—	8.00

F

	Retail.	Doz.
Faba Flava, Manhattan (1805A)	2.00—	18.00
Fabery's Normal Iron (770)....	1.00—	9.00
Pil Bili-Salol	1.00—	9.00
Salts (770)	.35—	3.75
Fabrina Pellets	.25—	2.00
Tablets	.25—	2.00
Faceine, March's	.25—	1.75
Faceline, Warner Chemical Co.	.25—	2.00
Fahnestock's Lung Syrup (1230) R.	—	1.75
Sarsaparilla (1230)	1.00—	7.00
Vermifuge (774)	.25—	1.50
(1230) R.	.25—	1.40
Fahrney's Blood Cleansing Panacea (775)	.50—	3.75
	1.00—	7.50
Cathartic Tablets (775)......	.10—	.80
	.25—	2.00
Cough Syrup (775)	.25—	2.00
Health Restorer (775)	.50—	4.00
	1.00—	8.00
Pain-Nocker (775)	.25—	2.00
Peerless Liniment (775)	.25—	2.00
Teething Syrup (775)	.25—	2.00
Worm Syrup (775)	.25—	2.00
Failing's Anticonstipation Tablets (775A)	.25—	2.00
Asthma Cure (775A)	1.00—	8.00
Catarrhal Tablets (775A).....	.25—	2.00

	Retail.	Doz.
Cream of Benzoin & Roses (775A)	.25—	2.00
Digestive Powder (775A)....	.50—	4.00
German Cathartic Salts(775A)	.25—	2.00
Headache Powders (775A)....	.25—	2.00
Hero Cherry Balsam (775A)..	.50—	4.00
Japanese Cleansing Cream (775A)	.25—	2.00
La GripPe Tablets (775A)....	.25—	2.00
Rheumatism Cure (775A)....	1.00—	8.00
Tonic Elixir (775A)	1.00—	8.00
Faillier's Gran. Bromide Potassium (847)	1.50—	12.00
Fairchild's Diazyme, Essence (776)	1.00—	8.00
Elixir Calisaya (776)	1.00—	8.00
Ferrated (776)	1.00—	8.00
Phosphorized With Iron (776)	1.00—	8.00
Enzymol (776)	.50—	4.50
Glycerinum Pepticum (776)..	.75—	6.00
	1.25—	10.80
Mosseleine, Emulsion of Cod Liver Oil (776)	1.00—	7.50
Panopepton (776)	1.00—	8.50
with Iron (776)	1.00—	8.50
Pepsine Essence (776)	.50—	4.50
	1.00—	8.00
	1.50—	15.00
	3.00—	27.00
Peptogenic Milk Powder (776)	1.00—	8.50
der (776)	1.00—	8.50
Peptonizing Tubes (776)	.50—	4.00
Pepule Ox Gall Compound (776)	.50—	4.50
Ferroglobin (776)	.75—	6.00
Pancreatic (776)	.50—	4.50
Compound (776)	.50—	4.50
Pepsin (776)	.50—	4.50
& Pancreatine (776)...	.75—	6.50
& Bismuth (776)	.50—	4.50
& Pancreatine (776) ..	.50—	4.50
& Nux Vomica (776)..	.50—	4.50
& Diastase (776)	.50—	4.50
Peptonate of Iron (776)...	.50—	4.50
Phenolated Essence of Pepsin (776)	1.00—	8.00
Trypsalin (776)	.50—	4.00
Fairy Queen Cologne (2619)....	.50—	4.00
Fairy Soap (775A) ....R.	.05—	.48
Falck's Cream Liniment (2333).	.25—	2.00
Fallicadine, Imperial	1.00—	8.00
Family Glue (19)	.15—	1.00
	.25—	1.50
Fanyau's Shakers' Pilules (847).	.50—	4.50
Tisane des Shakers (847)....	1.50—	13.00
	1.00—	8.50
Paradol (1552)	—	12.00
Fareol	1.50—	12.00
Fargo's Butter & Cheese Color (782A)	.10—	.75
	.25—	1.75
	.50—	3.50
	1.00—	7.50
Faricon (see Fechter)		
Farmer's Friend Horse & Cattle Powders (2214)	.20—	1.25
Liniment (2320)	.25—	2.00
Farmyard Liniment (2562)	.35—	2.50
Farnan's Gout Specific (847)...	.60—	4.00
	1.25—	10.00
	2.00—	15.00
Farnham's Asthma Cure........	2.00—	16.00
Relief	2.00—	16.00
Farovid Campho-Caffeine Pills.	.25—	2.00
Cream Grippe Tablets	.25—	2.00
Crown Antiseptic Tooth Powders	.25—	2.00
Catarrh Powders	.50—	4.00
Menthol Cream	.25—	2.00
Farrar's Sarsaparilla	1.00—	7.50
Farrell's Arabian Liniment	.25—	1.85
	.50—	3.75
	1.00—	7.50
Fascination (1740A)	.35—	4.00
Fasset's English Lilacs & Glycerine (783A)	.25—	1.75
Father John's Medicine (410)....	.50—	4.50
	1.00—	8.50
Koenig's Elixir of Iron (1366)	1.00—	8.50
Little Herb Pills (1366)..	.25—	1.25
Mathew's Temperance Remedy	1.00—	8.00
Nerve Tonic (1366)	1.00—	9.00
Pills (1366)	.50—	4.00
Schubert's Asthma Powders (2154)	.35—	2.75
Blood Tea (2154)	.25—	1.75
Cholera Drops (2154)	.25—	1.75
Iron Pills (2154)	.50—	3.50
Little Headache Tablets (2154)	.10—	.75
	.25—	1.75

	Retail.	Doz.
Little Liver Pills (2154)..	.25—	1.75
Rheumatic Cure (945)....	.25—	2.00
Liniment (945)	.25—	2.00
Stomach Tablets (2154) ..	.50—	3.50
Worm Powders (2154)....	.25—	1.75
Father's Balm (1002)	.25—	1.80
	.50—	3.60
Balsam (1002)	.25—	1.80
	.50—	3.60
Bile Pills (1002)	.25—	1.50
Blood Cleanser (1002)	.50—	3.60
Catarrh Salve (1002)	.35—	2.00
Favorettes (1002)	.10—	.75
	.25—	1.80
	.50—	3.60
Nerve Tonic (1002) ...	.50	3.00
Tea (1002)	.25—	1.65
Worm Lozenges (1002)	.25—	1.50
Faulkner's Comp. Aconite Tablets (1030)	.25—	2.00
Comp. Boric Acid Tablets		
Faultless Chewing Gum (785)		
per box of 20 pkgs.	—	.45
per box of 60 pkgs.	—	1.35
per box of 80 pkgs.	—	1.80
per box of 120 pkgs.	—	2.70
Faure & Mailho's Cod Liver Oil (847)	.75—	5.00
Faure's Tartrate Iron & Potash Pills (847)	1.50—	13.00
Favorite Family Liniment (1262)	.20—	1.20
Soothing Syrup (1337).......	.25—	1.50
Favrot's Iron Mang. Pyroph. Pills (847)	1.00—	9.00
Meat Powders (847)	1.50—	14.00
Faxon Troches	.10—	.75
Fayard & Blayn's Anti-Rheumatic Paper (847)	.25—	2.00
Fay's Veloutine (2143)	.75—	6.75
	.50—	4.00
F. B. Nail Powder (840B).......	.25—	2.00
	.50—	4.00
	1.00—	9.00
	1.50—	15.00
Veloutine (2143)	.75—	6.75
Febralgene ....ozs.	1.25—	12.00
Febricide Pills (401)	2.50—	18.00
Febricine ....per oz.	—	1.00
Febri Cura (1051)	.50—	3.50
Febricure, Van Ripers..........	1.00—	8.50
Febrilene (1827) 1½ oz. size per dozen	—	1.50
½ lb. size per dozen........	—	4.80
1 lb. size per dozen	—	8.40
5 lbs. per pound	—	.60
Concentrated, ½ lb. size per dozen		6.60
1 lb. size	—	12.00
5 lbs., per pound..........	—	.90
Febrisol (2422) Liquid	.75—	5.80
Powder	.50—	3.72
Powder, per lb. in ¼s.....	.50—	3.72
Tablets	.50—	4.12
And Quinine Tablets	.60—	4.92
Febroid Tablets (2529)	1.50—	13.50
	3.00—	27.00
Febrokura (see Severa).		
Febrol (707) ....per oz.	—	.50
F. E. C. Kidney Remedy	1.00—	8.00
Fechter's New Faricon	1.00—	8.00
Tonic	.75—	6.00
New Hair Food	.75—	6.00
Fecule, Dutant's (847)	.85—	7.25
Feetaline (1050)	1.00—	9.00
Fehler's Vinum Malti et Carnis	.75—	7.20
Fehrs' Talcum Powder, plain or comp. (1573)	.25—	1.50
Feidt's Liquid Malt Extract (788)	.25—	1.60
Three F. Cough Drops (788) box of 40 pkgs. per box	—	1.00
Felan's Family Compound Licorice & Sulphur (1091A)	.50—	4.00
Foot Cure (1091A)........	.25—	2.00
Syrup White Pine Tar Compound (1091A)	.25—	2.00
	.50—	4.00
Felch's Cream Balm (790)......	.25—	1.80
Healing Balm (790)..........	.25—	1.80
Felix "Sarah" Eau des Fees (847)	2.00—	15.00
Fellows' Hypophosphites (791) R.	1.00—	12.00
Syrup Hypophosphites Comp. (791)	1.50—	12.00
Fels' Germicide Soap (792) gross	—	24.00
Long Cocoa Soap (792) gross	—	4.00
Fell's Obesity Tea (789)........	1.00—	8.00
Felt Shields (486A)	.25—	2.00
Female Cones (704)	1.00—	8.00
Femaline	1.00—	8.40
Femina (789)	1.00—	8.00
Feminina (2489) ....R.	1.00—	7.50
Femo	1.00—	7.00
Fenimore's Cough Syrup	.25—	1.75

	Retail.	Doz.
Fenlon's Magnetic Rubefacient (2084)	.54—	4.00
Fenner's Backache Plasters(795)	.25—	1.50
Blood & Liver Remedy & Nerve Tonic (795)	.50—	4.00
	1.00—	8.00
Capitol Bitters (795)	.50—	4.00
	1.00—	8.00
Catarrh Remedy (796)	.50—	3.50
Cathartic Tea (796)	.10—	.75
	.25—	1.50
Chautauqua Grape Juice(455)		
Per case, 3-ounce (8 dozen)	—	6.00
½-Pints (2 dozen)	—	2.75
Pints (2 dozen)	—	4.75
Quarts (1 dozen)	—	4.50
½-Gallons (1 dozen)	—	8.00
Gallons (½ dozen)	—	7.50
Cough Honey (795)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Dyspepsia Cure (795)	.50—	4.00
	1.00—	8.00
Family Ointment (795)	.25—	1.75
German Eye Salve (795)	.25—	1.50
Golden Relief (795)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Kidney & Backache Cure(795)	.50—	4.00
	1.00—	8.00
Life Root (795)	.50—	3.50
	1.00—	7.00
Pleasant Worm Syrup (795)	.25—	2.00
Sennatoria (795)	.25—	2.00
Soothing Syrup (795)	.25—	2.00
Vegetable Blood & Liver Pills (795) with case	.25—	1.50
Pellets (795)	.25—	1.50
Fennimore's Liniment	.25—	1.75
	.50—	3.50
Fenning's Cooling Powders (847) (Adults)	.50—	4.00
(Children)	.50—	4.00
	1.00—	9.50
Fever Curer (847)	.50—	4.00
Lung Healer (847)	.50—	4.00
Stomach Strengthener (847)	.50—	4.00
Teething & Cooling Powders (267A)	.25—	1.75
Whooping Cough Powders (847)	.50—	4.00
Worm Powders (847)	.50—	4.00
Fenton's Grandmother Cordial	.25—	1.75
Horehound Balsam	.75—	6.00
Ohio Dyspepsia Cure	1.00—	8.00
Pain Expeller	.25—	1.75
Sarsaparilla	1.00—	7.50
Sovereign Pile Sanative	.50—	4.00
Universal Salve	.25—	1.75
Worm Lozenges	.25—	1.75
Feralboid (Plain and Combinations) (114)	1.00—	9.00
Tablets, 150 in pot. (114)	1.00—	9.00
Fer-Aperient (226D)	1.00—	8.00
Fer Cheynet, see Cheynets'		
Ferde's Asthmatic Inhaler	.25—	2.00
Ferguson's Catarrh Cure	.50—	4.00
Perfection Cream	.10—	.85
Fermang (1793)	1.00—	8.00
Fermentazione	.35—	2.75
Fernaminen Ointment	.50—	4.00
Ferno, Famous Specific (2663)	1.00—	6.50
	.50—	3.75
Ferrammon (769)	.50—	4.00
Ferratin (256) ozs. R.	1.25—	10.20
Powders (256) R. oz.	1.25—	10.20
Tablets (256) R. ozs.	1.25—	10.20
Ferre's Dragees (847)	1.00—	8.50
Ferrett's Clove Anodyne Toothache Drops (790)	.25—	1.75
Roman Eye Balsam (799)	.25—	1.75
Ferrinoids-Arsenated with Strychnia (663A)	1.00—	9.00
Ferris' Eye Water (1740A)	.25—	2.00
Nepenthe (847)	.25—	2.50
	.50—	4.50
	1.00—	9.00
	2.00—	17.50
	4.00—	35.00
Ferro-Manganum (434)	1.00—	9.00
Ferro-Quin (2212)	.50—	3.75
Ferro-Salicylate (1577) R.	1.00—	9.50
Ferro-Somatose (782) R. 2-oz.	—10.50	
¼-lb. tins, per lb.	—	6.75
½-lb. tins, per lb.	—	6.50
1-lb. tins, per lb.	—	6.50
Ferroid-Forbes' (840)	1.25—	10.00
Ferroleum (2465A)	.50—	4.00
	1.00—	8.00
Ferrugine	1.00—	8.00
Fessenden's Food (800A)	.50—	4.50
	1.00—	9.00
Fessenden's Worm Expeller	.25—	1.75

	Retail.	Doz.
Fetters' Citrate Magnesia (801)	.25—	2.00
Neuralgia Powders (800)	.25—	1.75
Fever Check (2202)	.50—	4.15
Drops (1167)	1.00—	6.00
Feverence	1.00—	8.50
Feverine	.25—	1.10
Feverole (1001A)	1.00—	8.00
F. F. F. Liniment (2581)	.50—	3.50
Fidelity Cockroach Exterminator (322A)	.50—	4.00
	1.50—	12.00
Field's Anti-Bilious Worm Powders (802)	.25—	1.35
Cafe Cloves Chewing Gum (1144) 36-5c pkgs.	—	1.10
108-5c pkgs	—	3.30
Famous Tape Worm Remedy (802)	5.00—	36.00
Lotion	.35—	2.25
Orange Bitters	1.25—	12.00
Pepsin Gum-Gum Honey Dew Chewing Gum (1144) per 20-5c pkgs.	—	.55
per 100-5c pkgs.	—	2.75
Tid-Bits Chewing Gum (1144) per box of 36-5c pkgs.	—	1.10
per box of 108-5c pkgs.	—	3.30
Fienhold's Carbo Pepsin Tablets	.50—	4.00
Fifteen Cent Plasters (1823)	.15—	1.00
Fifteen-Twenty Injection(775A)	.50—	3.60
Fig Cordial (1480)	1.00—	8.00
Flakes (2250)	.10—	.75
	.25—	1.80
Syrup (2559)	.10—	.80
	.25—	2.00
(Comp.) (431)	—	3.00
Figaro's Figaro Pomade (847)	1.50—	14.00
Eau Figaro (847)	2.00—	17.00
Figgettes, Tonic Laxative (932)	.25—	1.75
Fikulax (1833)	.25—	2.08
	.50—	4.15
Filkins Bros.' Balsam (803)	.35—	2.50
	.75—	5.00
Catarrh Specific (803)	.35—	2.50
	.75—	5.00
Comp. Tonic (803)	.35—	2.50
	.75—	5.00
Kid Plasters (803)	.25—	1.25
Roll Salve (803)	1.25—	1.25
Specific Liver Pills (803)	.25—	1.25
Filkin's Catarrh Snuff	.50—	4.00
Great Wintergreen Cure (803A)	.50—	4.00
	1.00—	8.00
Prescription (803)	.25—	1.25
	.35—	2.50
Wonderful Wintergreen (803A)	.50—	3.75
	1.00—	7.50
Fillett't Sherry Wine Tonic	2.00—	12.00
Fillow's Cough Syrup	.25—	1.90
Findlay's Eye Salve (1080)	.25—	1.50
Fink's Magic Oil (804)	.25—	2.80
Finlay's Carbolic Salve (1831B) R.	.25—	1.50
Electric Arnica Liniment (1831B) R.	.25—	1.75
	.50—	3.50
Salve (1831B)	.25—	1.50
Emulsion Cod Liver Oil (807)	.50—	4.00
	1.00—	7.75
Instantaneous Hair Dye (1831B) R.	.50—	4.20
Snow White Vermifuge (807)	.25—	1.85
Finley's Tooth Powder (2431)	.25—	1.75
Fioraventi, Baume's (847) litres	3.00—	27.00
Firolyptol with Kreosote (2422)	1.00—	8.80
Firwein (2422)	1.00—	9.84
Fischer's Comp. Syrup Sarsaparilla (808)	.75—	6.00
Colic Cure (808)	.35—	3.00
Condition Powders (808)	.25—	1.75
Cough Syrup (808)	.25—	1.75
German Diarrhoea Mixture (808)	.25—	1.75
Eye Salve (811)	.50—	4.00
	1.00—	8.00
Liniment (808)	.25—	1.75
Headache, Dyspepsia & Liver Pills (808)	.25—	1.50
Headache Tablets (808)	.10—	.75
	.25—	1.75
Improved Medical Discovery (2056)	1.00—	9.00
I. X. L. Herb Tea (808)	.15—	1.20
Little Liver & Stomach Granules (808)	.25—	1.50
Ostind Santal Midy (310)	.60—	4.75
Pain Relief (808)	.25—	1.75
Rheumatic Cure (808)	.50—	4.00
Powders (808)	.25—	1.75
Russian Cholera Mixture(810)	.25—	1.60
	.35—	3.45
	.50—	3.90

	Retail.	Doz.
Swedish. Stomach & Blood Purifying Bitters (808)	.25—	1.50
	.50—	4.00
Worm Syrup (813)	.25—	1.75
or Vermifuge (808)	.25—	1.75
Fish Bone Salve (1610)	.50—	4.00
Fish's Saratoga Aperient	.50—	3.75
	1.00—	7.50
Fisher's Absorbent Liniment (1169)	1.00—	6.00
Blue Label Antiseptic (809)	.10—	.75
Carbolic Salve (813)	.25—	1.75
Cattle Lice Destroyer (1228)	.25—	1.75
Cedar Paper	.25—	1.90
Cholera Medicine (813)	.25—	1.75
Cough Syrup (813)	.25—	1.75
	.50—	3.50
Corn Salve (813)	.10—	.75
	.25—	1.75
	.75—	5.75
Electric Liniment (813)	.25—	1.75
	.50—	3.50
Family Oil (813)	.25—	1.75
Foot Powder (813)	.25—	1.50
Gastrizone (512A)	1.00—	6.25
German Liniment (1540)	.25—	1.75
Golden Seal (240A)	.25—	1.60
	.35—	3.00
	.60—	5.25
	1.00—	10.00
Golden Liniment	.25—	2.00
Headache Capsules (1871)	.25—	1.75
(1871)	.25—	1.75
Tablets (813)	.25—	1.75
Health Restorer (813)	.50—	4.00
	1.00—	8.00
Health Restorer Tea (813)	.25—	1.75
Horse Lotion (813)	.50—	3.50
Iceland Moss & Licorice Extract	.25—	2.00
	.50—	4.00
	1.00—	8.00
Kidney Remedy (512A)	1.00—	6.00
Liniment Absorbent (512A)	1.00—	6.00
Quick Headache Cure	.25—	1.75
	.75—	5.75
Uterine Tonic (Knowledge) (512A)	1.00—	6.00
Witch Hazel Cream (813)	.25—	1.75
Fisherman's Fly Repeller	.25—	1.75
Fisk's Certain Catarrh Cure (1317)	.25—	2.00
Electric Eczema Ointment (1317)	.50—	4.00
Elixir (1317)	.25—	2.00
	.50—	4.00
Strengthening Plasters (1317)	.50—	4.00
Golden Electric Cure (1317)	.50—	4.00
Fitch's Anti-Dyspepsia Mixture (561)	1.00—	8.50
Anti-Mucous Mixture (561)	.50—	4.25
Aperient Powder (561)	.50—	4.25
Asthma Reliever (561)	.50—	4.25
Biliary Corrector (561)	.50—	4.25
	1.00—	8.50
Black Haw Compound (816)	.50—	4.00
	1.50—	12.00
Catarrh Curer (561)	1.00—	8.50
Catarrh Snuff (561)	.50—	4.25
Catharic Pills (561)	.25—	1.75
Comp. Digestive Powder (816)	.50—	4.00
Concentrated Mineral Water (561)	.50—	4.25
Cough Curer (561)	1.00—	8.50
Pills (561)	.50—	3.50
Depurative Syrup (561)	1.00—	8.50
Diarrhoea Cordial (561)	1.00—	8.50
Dropsy Curer (561)	.50—	4.25
Goitre Powders	.50—	4.00
Gravel Specific (561)	.50—	4.25
Heart Corrector (561)	.75—	6.00
	1.50—	12.00
Kidney Catholicon (561)	1.00—	8.50
Liquid Liniment (561)	.50—	4.25
Nervine (561)	.50—	4.25
Pain Soother (561)	1.00—	8.50
Pile Ointment (561)	.50—	4.25
Pulmonary Balsam (561)	1.00—	8.50
Expectorant (561)	1.00—	8.50
Liniment (561)	.50—	4.25
Queen's Toilet (561)	1.00—	8.50
Rheumatic Tincture (561)	.50—	4.25
Scarlet Fever Specific (561)	1.00—	8.50
Sufferer's Solace (561)	.50—	4.25
Tetter Ointment (561)	.50—	4.25
Universal Tonic (561)	1.00—	8.50
Uterine Catholicon (561)	1.00—	8.50
Vegetable Extract (561)	1.00—	8.50
Vitalizer (561)	1.00—	8.50
Fitchmul (816)	.50—	4.00
	1.00—	8.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Fitler's Carminative (124)	.25—	1.80
Rheumatic Remedy (124)	1.00—	8.50
Fitzgerald's Life Invigorator	1.00—	8.00
Membrane Cure	1.00—	8.50
Fitzimmon's Bird Gravel (818A)	.10—	.50
5.046 Bed Bug Poison (2595)	.25—	2.00
"5 Drops" (2361)	1.00—	8.00
Inhaler (2361)	1.00—	8.00
Cough Balsam (2361)	.50—	4.00
Cholera Cure (2361)	.50—	4.00
Corn Cure (2361)	.25—	1.60
Plasters (2361)	.25—	1.60
Salve (2361)	.25—	2.00
	.50—	4.00
Sanitary Tooth Soap (2361)	.25—	1.60
Firolyptol (2422)	—	8.40
F. & J. Sachet Powders (839)	.10—	.75
	.25—	1.50
Flag Salt (819)	.10—	.75
	.25—	1.75
Flagg' Anti-Malaria	1.00—	8.00
Instant Relief (2584A)	.50—	3.75
	1.00—	7.50
Flander's Alterative (658)	1.00—	8.00
Blood Purifier (658)	1.00—	8.00
Cough Syrup (658)	.25—	1.60
Diarrhoea Remedy (658)	.25—	2.00
Diffusible Tonic (658)	.50—	4.00
	1.00—	8.00
Pills (658)	.25—	1.50
Regulator (658)	1.00—	8.00
Rheumatic Cure (658)	1.00—	8.00
Flatty's Cough Syrup (2019)	.25—	2.00
	.50—	4.00
Flechere's Infant Powders	.10—	.60
Fleck's Anti-Basco Gum (821)	.10—	.75
Condition Powders (821)	.15—	1.20
	.25—	2.00
German Easter Egg Dyer No. 1 (820) (42 pckgs. in box)	—	1.00
No. 2 (42 pckgs. in box)	—	1.00
Heave Remedy (321)	.50—	4.00
Lice Exterminator (821)	.25—	2.00
Poultry and Egg Food Powder (821)	.15	1.20
	.25—	2.00
Stock Food (821)	.50—	4.00
Toothache Gum (821)	.10—	.65
Tooth Powder (821)	.10—	.75
	.25—	2.00
Worm Powders (821)	.50—	4.00
Fleer's Pepsin Gum (824) per box	—	.55
per jar	—	3.00
Fleming's Crudoform Liniment (823)	.25—	1.50
Insect Powder (2295A)	.05—	.45
Lump Jaw Cure (822)	2.00—	16.00
Spavin Cure (822)	2.00—	15.00
Paste (822)	2.00—	15.00
Tar Drops (2295A)	.10—	.75
Tooth Powder with Brush (2295A)	.25—	2.00
Flemming's Quinine & Camphor Pills (847)	.50—	4.00
Fletcher's Cascaria (1091A.)	.25—	2.00
Fleur-de-Lis Tooth Powder (1403A)	.25—	2.00
Fleury's Wahoo Tonic	1.00—	8.00
Flexner's Astringent Comp. Powders (2050)	.75—	6.00
Bodenheimer Pile Ointment (2050)	.50—	4.00
Bohemian Effervescent Salts (2050)	.75—	6.00
Croghan's Wash (2050)	.50—	4.00
Elixir Paraldehyd (2050) 25 per cent. R.	2.50—	16.20
Purificans (2050)	1.00—	8.00
Saloform Comp. (2050)	2.00—	18.00
Simaruba Comp. (2050)	1.00—	8.00
Emmenagogue Elixir (2050)	1.00—	8.00
Lime Juice & Pepsin (2050) R.	.50—	4.00
	1.00—	8.00
Saloform Tablets (2050) per C.	—	1.00
Simaruba Cordial (2050)	1.00—	8.00
Solution Albuminate Iron (2050) R.	1.00—	8.00
& Strychnine (2050)	1.00—	8.00
Syrup Albuminate Iron (2050)	1.00—	8.00
With Quinine & Strychnine (2050)	1.00—	8.00
Wine American Ash (2050)	1.00—	8.00
Flint's Heart Remedy (1491)	1.25—	10.50
Powders (1304) R.	.25—	1.60
Quaker Bitters	1.00—	8.00
Sciatic Remedy	1.00—	8.50
Flockhart's (Duncan) Cascara Capsules (847)	.75—	5.25
Flon's Sirop Pectoral (847)	1.00—	7.00

	Retail.	Doz.
Flora Talcum Powder (1540A) Plain	.10—	.70
Carbolated	.15—	.75
Borated	.15—	.80
Violet	.15—	.85
Floral Bloom (326)	1.00—	7.50
Compound (1053) per box	—	1.00
Fertilizer (127)	.10—	.50
	.15—	.96
	.25—	1.50
Hand & Complexion Cream (2040)	.25—	2.00
Hearts (Breath) (1189)	.25—	2.35
	.50—	4.40
Floraline, Holden's (1695)	.25—	2.00
	.50—	3.60
Floraplexion (1053)	1.00—	8.00
Soap (1053)	.25—	1.75
Florence Almond Meal Soap	.25—	1.75
Florencina, Parshall's	.25—	2.00
Florentine Tooth Wash (1088)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Floretta Health Absorbient Pads (826)	.10—	.50
	.15—	.65
Floria Nervine	1.00—	9.00
Florida Fruit (2298)	.35—	2.50
Keys Sea Salt (1805A)	.25—	1.50
Florimel	.75—	5.00
Florin's Tooth Powder (2171)	.25—	2.00
Florita	.25—	2.00
Floor Shine (825)	.75—	4.50
	1.00—	9.00
Floss Floral Complexion Powders (351)	.35—	2.50
Flouren's Thoridine Pills or Pastilles (847)	1.25—	10.50
Pills (847)	1.25—	12.00
Flower's Astringent, No. 1 (831)	.25—	2.00
Blood Purifier (828)	1.25—	16.00
Clover Comp. (831)	.50—	4.00
Complete Catarrh Cure (831)	1.00—	8.00
Golden Cream (831)	.65—	2.80
Improved Family Bitters (831)	1.00—	8.00
Improved Lung Cordial (831)	1.00—	8.00
Quick Rheumatic Cure (831)	1.00—	8.00
Invigorating Nerve Pills (831)	.50—	4.00
Little Liver Pills (831)	.25—	2.25
Liver & Stomach Sanative (828)	1.00—	8.00
Lung Cordial (828)	1.00—	8.00
Magnetic Oil (831)	.25—	2.00
Plaster (828)	.50—	4.00
Nerve Pills (828)	1.00—	8.00
Pain Destroying Elixir (828)	1.00—	8.00
Petroleum (1831B)	1.00—	8.00
Quick Catarrh Cure (831)	.25—	2.00
Stomach Sanative (828)	1.00—	8.00
Sure Cough Cure (831)	.50—	4.00
Tonic Pills (831)	.25—	2.00
Flowerine (Food for house plants) (1770)	.10—	.75
Floyd's Diarrhoea Cordial (833)	.25—	1.75
Extract Jafaica Ginger (833)	.25—	1.75
Female Friend (833)	1.00—	7.00
Headache Remedy (837A) Nos. 1 & 2	.25—	2.00
Hog Cholera Medicine (2333)	.75—	6.00
Honest Liniment (833)	.25—	1.75
Liver Medicine, Dry (833)	.25—	1.75
Oriental Cream (833)	.25—	1.75
Fluck's Great Gerfan Remedy (1195B)	.05—	.40
	.10—	.80
	.25—	2.00
	1.00—	8.00
Fluocreme, Muller's	.25—	2.25
Fly Away Fly (2307)	.30—	2.16
	.50—	3.60
	1.50—	10.80
Fly Buttons (834)	.05—	.30
	.40—	3.75
Fly Get (2307)	.30—	2.16
	.50—	3.60
	1.50—	10.80
Fly-Curo	.50—	4.00
	1.25—	10.00
Foamine (1677A)	.25—	1.75
Fogerty's Fog Drops (1805A)	.05—	.45
Foley's Banner Salve (836)	.25—	2.00
Cream (836)	.15—	1.20
Family Pills (836)	.25—	1.50
Honey & Tar (836)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Kidney Cure (836)	.50—	4.00
	1.00—	8.00
Pain Relief (836)	.25—	2.00
Sarsaparilla (836)	1.00—	8.00
Tasteless Chill Tonic (836)	.50—	3.75
Worm Candy (836)	.25—	2.00

	Retail.	Doz.
Folger's Olosuonian (Lung Balsam) (1903)	1.00—	8.00
Follett's Hair Restorer	1.00—	8.00
Syrup of Chloral (847)	1.00—	8.50
Follicadine, Imperial (1218)	1.00—	8.00
Fonda's Benzoin Facial Cream (837A)	.25—	1.75
Fontaine's Bust Preparation	1.00—	8.50
Discovery	1.00—	8.00
Lotion	.50—	3.50
Foodigests (835)	.05—	.50
	.25—	2.00
Foord's Cordial (1016)	.35—	2.50
Syrup (1016)	.75—	5.25
Foo Shoo's Shark Oil	1.00—	8.50
Foot Bath Herbs (831)	.25—	2.00
Rot Remedy (1743)	.60—	4.25
Foote's Balm (Catarrh) (838)	.25—	2.00
Corn Plasters (1682)	.10—	.75
Cough & Lung Balsam (838)	.10—	.75
	.25—	1.75
	.50—	3.75
Dyspepsia Cure (838)	.25—	1.75
Headache Powders (838)	.25—	1.75
New Discovery For Colds (938)	.25—	1.75
Old Fashioned Cough Drops (838), 40 pkgs. in box, per box	—	1.00
Pile Cones (838)	.50—	4.00
	1.00—	8.00
Footease (see Huylar's).		
Footine	.10—	.75
Foot-Rest (1089)	.20—	1.75
Force's Roach Exterminator	.15—	1.25
Forbes' Diastase (840)	1.00—	8.50
Ford Bros.' Blood Purifier	.25—	1.75
	.50—	3.50
Liver Pills	.25—	1.20
	.50—	4.80
Dyspepticide (836)	.50—	4.00
Emulsion Cod Liver Oil	1.00—	8.00
Ferric Tablets (836)	.50—	4.00
Formula For Failing Folks	.50—	4.00
Lightning Liver Pills	.25—	1.75
Pepsin Pastilles	.25—	1.40
Sarsaparilla (1089)	.60—	5.00
Ford's Essence Pepsin (2637)	1.00—	9.00
Liquid Peptone	1.00—	9.00
with Guaiacol and Creosote Carb.	1.00—	9.00
Nucleo-Peptone	1.50—	12.00
Forest Tar Inhaler	.35—	2.50
Salve	.25—	1.75
Soap	.25—	1.75
Solution	.50—	3.75
Troches	.25—	1.75
Forestine Belladonna & Capsicum Plasters	.15—	.90
Blood Bitters	.25—	2.00
Capsicum Plasters	.15—	.90
Celery Pills	.25—	1.50
Cholera & Diarrhoea Mixture	.25—	1.75
Cough Balsam	.25—	1.50
Cough Drops per box	—	1.00
Cough Syrup	.25—	2.00
Emulsion Cod Liver Oil	.75—	5.00
Headache Powders	.10—	.60
Kidney Cure	1.00—	7.50
Forget's Syrup of Lenitif (847)	1.00—	8.50
Formadenta Tooth Paste (1658)	.50—	4.00
Formalada (2507)	.25—	1.25
Formaldehyde Autosprays (1431)	1.00—	9.60
	1.60—	15.36
Formaldethol Ointment	.25—	1.85
Formalid Antiseptic Solution (2338) R.	.25—	2.00
Formal-Saponia (1541)	.25—	2.00
Formaseptol (1444)	.50—	3.00
	.75—	5.40
Formo-Lyptol (2640) per pint	—	.50
per gal.	—	3.00
Formolid (see Wampole's).		
Formo-Septoline	.50—	4.50
Foronga Nail Bleach (840B)	.50—	4.00
Forsha's Alterative Balm	.50—	3.50
	1.00—	7.00
Fort Nebmen "1900" Tablets (930A)	1.00—	6.00
4711 Cologne (1669) 2-oz. Short	—	2.60
4-oz. Short	—	5.00
4-oz. Long	—	5.00
8-oz. Short	—	10.00
¼-pt. Wicker	—	4.75
½-pt. Wicker	—	7.50
1-pt. Wicker	—	14.50
Qt. Wicker	—	28.00
Shaving Cream (1669)	.75—	5.00
Tooth Paste (1669)	.75—	4.80
Fosgates' Anodyne Cordial (842) R	.35—	2.75
Foso Bark (55A)	1.00—	9.50
Foam (55A)	1.00—	9.50
Soap (55A)	.25—	2.00

	Retail.	Doz.
Foster's Antiseptic Tablets (844)	.10—	.60
Menthol Tooth Powder (843A)	.25—	2.00
Cherry Juice (concentrated) (844)	—	.60
Phosphates (844)	—	4.50
Corn Paint (844)	.15—	1.00
Cough Balsam (844)	.25—	1.75
Croup Remedy (844)	.25—	1.75
Granules (844)	.25—	1.75
Hydrangea Comp. (844)	1.00—	8.00
Mange Cure (844)	.25—	1.75
Orange Phosphates (844)	—	4.50
Rosemint Tooth Paste (122)R	.25—	2.00
Sal-Lithia (843A)	.50—	4.00
Fougera's Angelic Tooth Powder (848)	.50—	4.00
	1.00—	8.00
Angelic Tooth Paste (848)	.50—	5.00
(847)	.50—	4.00
Arnica des Trappistes (847)	1.00—	7.50
Asma Papele (847)	1.00—	8.00
Comp. Iceland Moss Paste (848)	.25—	2.50
	.50—	5.00
(847)	.25—	2.00
	.50—	3.20
Crisoline Blonde Hair Wash (847)	1.50—	12.00
	1.00—	7.50
Depurative Laxative Pills	.50—	4.00
Eau Angelique (847)	.75—	6.40
	2.00—	15.00
(848)	.75—	7.50
	1.75—	17.50
Elixir Horse Radish (848)	1.00—	10.00
	3.00—	30.00
(847)	1.00—	8.00
	3.00—	24.00
Hippocastan Balsam (847)	1.00—	8.00
(848)	1.00—	10.00
Iron Dragees (847)	.50—	4.00
	.75—	6.00
	4.00—	36.00
Nutritive Elixir Calisaya (848)	1.00—	10.00
With Iron & Malt (847)	1.00—	8.00
Nutritive Iron & Malt Wine (847)	1.00—	8.00
Nutritive Wine (848)	1.00—	10.00
Ready Made Mustard plasters (848)	.25—	2.50
	1.00—	10.00
Santonine Comp. Dragees Vermifuge (848)	.50—	5.00
	.75—	7.50
Syrup of Iron (847)	.50—	4.00
	.75—	6.00
Phosphate (848)	.50—	5.00
	.75—	7.00
Vermifuge (847)	.50—	4.00
	.75—	6.00
	4.00—	36.00
Fougerat's Sirop Rami (847)	1.00—	9.00
Fould's Arsenalene Cream (849)	.50—	4.50
Arsenic Soap (849)	.50—	4.50
Obesity Soap (2622)	1.00—	9.00
Fountain of Youth Hair Restorer	1.00—	8.00
Four Day Restorer (1050)	1.00—	9.00
Night Corn Cream	.15—	1.20
Four-Fold Liniment (850) R.	.25—	1.75
	.50—	3.50
	1.00—	7.00
Fournier's Cerebrine, Plain (847)	1.00—	8.50
Bromee (847)	1.50—	14.00
Iodee (847)	1.50—	14.00
Bromidee (847)	2.00—	17.00
Creosote & Cod Liver Oil Capsules (847)	2.00—	16.00
Creosote Wine (847)	2.50—	22.00
Glycerophosphates (847)	1.50—	13.50
(847)	1.50—	13.50
Kava Pills (847)	2.00—	15.00
Paulina Pills (847)	1.25—	10.00
	2.00—	15.00
& Iron Pills (847)	2.00—	15.00
Powders (847)	1.25—	10.00
	2.00—	15.00
Tape Worm Treatment (1175)		—24.00
Foutz's Horse & Cattle Powders (852)	.25—	1.25
Liniment (852)	.25—	1.35
Fowle's Pile & Humor Cure (853) R.	1.00—	8.00
Fowler's Active Liver Pills (743)	.25—	1.25
Antiseptic (2580)	.75—	6.00
Cascarines (846)	.15—	1.05
	.25—	2.10
Celery & Damiana Compound (846)	1.00—	8.50
Curative Pastilles (743)	.25—	1.50
Extract Wild Strawberry (846) R.	.25—	2.25
Special Comp. (743)	.65—	5.50
Wild Strawberry (846)	.25—	2.00
Fox's Chilblain Remedy (1091A).	.50—	4.00

	Retail.	Doz.
Dental Cream	.25—	1.75
Dyspepsia Tablets (757)	.50—	3.75
	1.00—	7.50
Foot Relief (1227)	.25—	1.50
Rheumatic Liniment (1897)	.50—	3.00
Star Nervine (1743)	1.00—	8.00
Star Nervine Tea (1743)	.50—	3.00
Vegetable Salve	.25—	1.75
Fragrant Antiseptic for the Teeth (2503)	.25—	1.50
Fragrantine, Sander's (2115)	.15—	1.20
Frampton's English Health Pills (1903)	.50—	3.50
	1.00—	8.25
Francis' Triplex Pills (848)	.50—	5.00
Franck's Grains de Sante (847)	.40—	3.50
	.80—	7.00
Franco-American Injection Powder (1657)	.25—	1.75
Plasters (1657)	.25—	1.75
Purgative Tablets (1657)	.25—	1.75
Red Pills (1657)	.50—	4.00
Santomel Tablets (1657)	.25—	1.75
Franconia Liquid (2650) R	.25—	1.75
Franklin Cough Syrup (1917)	.25—	2.00
	.50—	4.00
Eye Water (1677A)	.25—	1.75
Hair Tonic (1677A)	.50—	3.50
Laxative Tablets (1805A)	.10—	.75
	.25—	2.00
	.50—	4.00
Pile Ointment & Humor Cure (976)	.50—	4.00
Franzensbad Moorlye (723) per case 25 bottles		—10.00
Moorsalt (723)	.75—	6.00
Moorsoap (723)	.50—	4.00
Fraser's Camphor Globules (855A)	.15—	1.00
Chamomilla Compound (855A)	.75—	6.00
	1.25—	10.50
Five Bromides	.75—	7.65
Rhubarb & Soda Mint Granules (855A)	.15—	1.05
Soda Mint Granules (855A)	.15—	.90
Frayser's Diarrhoea Cordial	.25—	1.75
Liver Pills	.10—	.65
Rheumatic Liniment	.25—	1.85
Frazer's Coca Wine	1.00—	8.50
Magic Ointment	.50—	4.00
Sulphur Tablets (847)	.60—	4.50
Frazier's Distemper Cure (232)	.50—	4.00
Root Bitters	1.00—	7.00
Frederick's Animal Soap (1326)		.67
Inhaler (1431)	.10—	.75
Worm Confections (2051)	.20—	1.25
Free's Calisaya Elixir	.75—	6.25
Champion Bitters	1.00—	8.00
Restorative Bitters	.75—	6.50
Freeman's Blondine (857)	1.00—	6.00
Celery & Caffeine Capsules	.10—	.75
	.25—	1.75
Cosmetic Pomade (857)	.10—	.75
Fir Balsam Wafers	.05—	.36
Hiawatha Cream (857)	.25—	1.75
Hair Restorer (857)	1.00—	8.00
Knock-to-Bac	.50—	4.00
Nail Enamel (857)	.10—	.75
	.20—	1.50
	.25—	2.00
	.50—	3.00
Nailene (857)	.10—	.75
	.25—	2.00
	.50—	3.00
Saponaceous Dentine (857)	.25—	1.75
Toothache Wax (857)	.10—	.75
Toothene (Powder) (857)	.25—	1.75
Veloutine Face Powder (857). R.	.25—	2.00
Freese's Cement	.15—	1.00
Genuine Hamburg Tea	.25—	1.90
Hamburger Plasters	.25—	2.00
Freezine (1002)	1.00—	7.20
	2.00—	14.40
	3.50—	25.20
Freligh's Brain & Nerve Tonic (2653) R.	1.00—	8.35
Constituent or Iron Tablets (2653) R.	2.00—	16.75
Cough Tablets (2653) R.	.50—	4.20
	1.50—	12.00
Diarrhoea Powder (2653) R.	1.00—	8.35
Double Box Tablets (2653) R.	3.00—	25.00
Heart Drops (2653) R.	1.00—	8.35
Liver Medicine (2653) R.	1.00—	8.35
Remedy (2143)	1.00—	8.35
Rheumatic Mixture (865)	1.00—	8.00
White Pine & Lithia Pills (2653) R.	1.00—	8.35
Fremint's Quassine Pills (847)	1.00—	9.50
Fremont Unfermented Grape Juice (859)	.25—	1.25
	.35—	2.40
	.50—	4.50
	1.00—	8.50
	2.00—	15.00

	Retail.	Doz.
French Cream Liniment (1972)	.25—	2.00
Nutrient Tonic (1091A)	1.00—	8.00
Specific No. 13 (1091A)	1.50—	12.00
Tobacco Cure (1091A)	1.00—	8.00
French's Bay Laurel Essence (860) per pint		— 2.50
Belts	2.00—	12.00
Embrocation	.25—	2.00
Oil of Cologne (860) pint.		— 6.00
French Lick Bowles (1098) R.	.25—	1.75
Pluto (Natural)	.25—	1.75
(Concentrated)	.50—	3.25
Prosperine	.25—	1.75
Salts (Pluto) (1098) R.	.50—	4.50
Frere's Eyebrow Pencils (1805A)	.10—	.90
Rouge de Theatre (1805A)	.10—	.90
	.25—	2.00
Rouge de Vermeil (1805A)	.25—	2.00
Frewin's Wonderful Hair Restorer (836)	.25—	1.80
	1.00—	7.20
Frey's Vermifuge (925) R.	.25—	1.75
Friant's Creosote Brom. Capsules (847)	1.50—	13.00
Friend's Cough Balsam (2051)	.25—	1.75
	.50—	3.50
Friends' Corn Rest (863A)	.10—	.70
Frill's Mixture (1981)	.35—	2.75
Frink's Eczema Ointment	.50—	4.00
Frisbie's Cotton Root Pills	2.00—	
May Cream (1480)	.25—	1.35
Frizz (a hair curler) (1050)	.50—	4.00
Frizzeta	.25—	2.25
Frizzine (124)	.25—	2.00
Frog Pond Chill & Fever Cure (616)	.50—	3.75
Frog in Your Throat? (865A)	10—	.85
Fronefield's Cattle Liniment	.50—	3.00
Condition Powders	.25—	1.50
Cough Drops (1272)	1.50—	15.00
Rheumatic Liquid (1272)	.50—	4.00
Syrup of Yarrow (1272)	.25—	2.00
Frost's Asthma Cure (867)	.25—	1.80
Balsam Spray (867)	.50—	3.60
Blood Tonic (867)	.25—	1.80
Tablets (222)	.50—	3.50
Bladder Cure (867)	.25—	1.80
Canker Cure (867)	.25—	1.80
Catarrh Cure (867)	.25—	1.80
Cholera Cure (867)	.25—	1.80
Colic Cure (867)	.25—	1.80
Constipation Cure (867)	.25—	1.80
Cough Cure (867)	.25—	1.80
Croup Cure (867)	.25—	1.80
Diphtheria Cure (867)	.25—	1.80
Dropsy Cure (867)	.25—	1.80
Dyspepsia Cure (867)	.25—	1.80
Epilepsy Cure (867)	.25—	1.80
Female Cure (867) No. 1, 2 & 3	.25—	1.80
Fever Ague Cure (867)	.25—	1.80
General Tonic (867)	1.00—	7.20
Headache Cure (867)	.25—	1.80
Tablets (222)	.25—	1.75
(866)	.25—	1.75
Heart Tonic (867)	.25—	1.80
Kidney Cure (867)	.25—	1.80
Leucorrhoea Cure (867)	.25—	1.80
Licorice Quinine Tablets (222)	.25—	1.75
Liver Cure (867)	.25—	1.80
Malaria Cure (867)	.25—	1.80
May Apple Tablets (866)	.25—	1.75
Wafers (866)	.25—	1.75
Nervous Debility Cure (867)	.25—	1.80
Neuralgia Cure (867)	.25—	1.80
No-La-Grippe (867)	.25—	1.80
Ointment 867)	.25—	1.80
Pile Cure (867)	.25—	1.80
Pleurisy Cure (867)	.25—	1.80
Rheumatism Cure (867)	.25—	1.80
Salt Rheum Cure (867)	.25—	1.80
Scrofula Cure (867)	.25—	1.80
Sore Throat Cure (867)	.25—	1.80
Vigormaker (867)	1.00—	7.20
Whooping Cough Cure (867).	.25—	1.80
Worm Cure (867)	.25—	1.80
Frostina, Raser's (1981)	.25—	2.00
Frothingham's Excelsior Aperient (2459A)	.50—	4.00
Fruit Med. Co.'s Nerve Builder (865)	.50—	4.25
Fruit Protector (Liquid) (400) per qt.	—	.75
per gal.	—	2.00
Fruitina (1266)	.50—	4.35
Fruneau's Anti-Asthmatic Paper (849)	.75—	4.75
	1.00—	8.25
Fry's Great Rheumatism Cure (1302)	1.00—	8.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Frye's Alterative Iodides (871)	1.00	8.00
Anatalgine (871) .....per oz.	—	.35
4 ozs	—	1.00
Cocoa Malt (871)	.50	4.00
Cod Liver Oil (871)	.50	4.00
Emulsion with Hypophosphites, Lime & Soda (871)	1.00	8.00
Epileptic Cure (871)	1.00	9.00
Granular Eff. Salicylic Acid (871)	.75	6.00
Lithiated Saline (871)	.75	6.00
Malted Cocoa	.50	3.00
Maltrosin (871)	1.00	8.00
with Aromatic Cascara (871)	1.00	9.00
with Hypophosphites (871)	1.00	8.00
Pancreolsmith (871)	.50	4.00
Pancreomints (871)	1.00	9.00
Peptonized Nutritive Wine (871)	1.00	8.00
Quince Amadine (871)	.50	4.00
Senecin Comp. (871)	1.00	9.00
Solution Hydrocarboline Spray (871)	1.00	9.00
Hypophosphites, Lime & Soda (871)	1.00	7.50
Tartrate Potassium & Sodium (871)	.25	2.00
Syrup Acid Hydriodic (1924)	1.25	10.50
Hypophosphites Lime & Soda (871)	1.00	8.00
and Nux (871)	1.00	9.00
Fryer's Abietine Chewing Gum (872) per box	—	.35
Cough Balsam (872)	.75	5.50
Liniment (872)	.50	4.50
Ointment (872)	.25	2.00
Porous Plasters (872)	.25	1.50
Little Abietene Pills (872)	.25	1.50
F. S. Tablets (831)	.50	4.00
Fueller's Japanese Toothache Jelly	.10	.75
Oriental Dandruff Cure	.50	4.00
Fulford's Nasal Balm (1059)	1.00	9.00
Fuller's Blood & Skin Purifier	1.00	8.00
Boston Grease (873A)		
Earth (2585)	.05	.40
	.10	.80
Injection (with Syringe)	1.00	8.00
Oriental Corn Cure	.15	1.25
Youthful Vigor Pills	2.00	16.00
Fulton's World Champion Liniment	.25	1.85
Funk's Almond Cream (with Benzoin Bor.)	.2	2.00
Antiseptic Solution	.35	2.80
Celery Extract	.50	4.00
Coca, Celery & Calisaya Wine	.50	4.00
	1.00	8.00
Corn Solvent	.25	2.00
Fur-Fur (1887A)	1.00	8.00
Fut-Sope Powder (2054)	.25	2.00

G

	Retail.	Doz.
Gadine Cordial (2517)	1.00	8.00
With Creosote	1.00	8.00
With M. I. S. Q.	1.00	8.00
Gadoline (1407)	.75	7.00
Gaduol Compound Elixir (1839)	.75	5.40
Gadu-Olein (875)	1.00	8.00
Gaduoline (248)	1.00	6.00
Cum Creosote	1.00	7.20
Cum Guaiacol	1.00	7.20
Gage's Hair Specific	3.00	27.00
Gahn's Aseptin Amykos (86)	1.00	7.00
(Henrik) Aseptin Amikos (1105)	1.00	8.00
Malt Extract (876)	.25	2.00
Gain's Frog Liniment	.25	2.25
	.50	4.50
G. A. K. Co.'s Aromatic Blackberry Cordial (1302)	.25	1.75
Atlantic Sea Salt (1302)	.10	.75
Beef, Iron & Wine (1302)	.50	4.00
Brilliant Gold Paint (1302)	.25	1.75
Crystal Headache Salts (1302)	.10	.75
Family Magnesia (1302)	.25	1.25
Galakton	.50	4.00
	1.00	8.00
Gal-e-tone (434)	1.25	10.50
Galen's Great Rheumatic Remedy	1.00	8.00
	2.00	16.00
Gale's Imperial Japanese Face Powders	.50	4.00
Soap	.50	3.50
Japanese Cream	1.00	9.00
Gallacin	1.00	7.20

	Retail.	Doz.
Gallagher's Chinese Exterminator Fly Paper (2243) Box of 4 doz.	—	1.25
Magic Hair Oil (2243)	.35	2.35
Medicated Oil Soap (2243)	.35	2.35
Sure Fever & Ague Cure	1.00	8.00
Gallandett's Hair Restorer	1.00	6.50
Gall-Vital Cure (2512)	.25	2.00
Galloway's Eye and Pile Salve (878)	.50	3.00
Galpin's Antiseptic Vaginal Suppositories	1.00	9.00
Styrol Lozenges	.25	2.00
Boro-Styrol Cream	.50	4.00
Galvin's Comp. Tincture (885)	.25	1.75
Gambert's Egg Shampoo (880)	.25	2.00
	.75	6.00
Hair Restorer (880)	.75	5.50
	1.00	9.00
Lightning Hair Dyes (880)	.75	6.00
	1.00	9.00
Magic Coloris (880)	.75	6.00
	1.00	9.00
Pimple Wash (880)	.25	2.25
	.35	3.00
Sea Foam (880)	.35	2.40
	.50	4.00
Gamp's Wind Drops	.25	2.25
G. & I. Tonic (1604)	.50	4.00
Gange's British Liniment (85B)	.50	3.50
Condition Powders (85B)	.25	1.50
Gano's Pills	1.00	8.00
Ganter's Chicken Cholera Cure	.50	3.75
Garden's "That" Carboden Liniment (Dark or Stainless) (881)	.25	1.75
	.50	3.50
	1.00	7.00
Pain Knocker (881)	.25	1.75
	.50	3.50
Pile Cure (881)	.50	3.75
	1.00	7.50
Salve (881)	.15	1.25
	.25	1.75
	.35	2.25
Gardner's Pills (881A)	.10	.8[illegible]
	.25	2.00
Gardner's (R. W.) (883) Syrup Hydriodic Acid	—	4.20
	—	7.25
	—	12.50
Gardner's (R. W.) Hypophos Ammonium	—	6.25
	—	10.50
Lime	—	6.25
	—	10.50
Soda	—	6.25
	—	10.50
Iron	—	6.25
	—	10.50
Potassa	—	6.25
	—	10.50
Manganese	—	6.25
	—	10.50
Lime & Soda	—	7.25
	—	12.50
Iron & Quinia	—	6.25
	—	10.50
Lime, Soda & Iron	—	6.25
	—	10.50
Lime, Soda, Iron & Potassa	—	6.25
	—	10.50
Elixir Hypophos. Lime	—	6.25
	—	10.50
Soda	—	6.25
	—	10.50
Iron	—	6.25
	—	10.50
Quinia	—	7.25
	—	12.50
Potassa	—	6.25
	—	10.50
Lime & Soda	—	6.25
	—	10.50
Lime, Soda & Iron	—	6.25
	—	10.50
Lime, Soda & Potassa	—	6.25
	—	10.50
Lime, Soda, Iron & Potassa	—	6.25
	—	10.50
Phosphamol Throat Tablets	—	2.10
Pills Hypo-Quinidol 1 gr. 100's per bottle	—	.40
500's per bottle	—	1.75
2 gr. 100's per bottle	—	.75
500's per bottle	—	3.50
Gardner's Asthma Cure	.25	2.00
Electric Porous Plasters (1710)	.25	1.75
(Mrs.) Indian Balsam (1922)	.50	4.00
Pine Needle Embrocation	1.00	9.30
Extract	.35	2.90
Oil	1.50	12.00
Soap	.25	2.08
Spirit	1.00	7.00
Rheumatic Compound	1.00	8.00

	Retail.	Doz.
Gardy's Huile de Gabien Capsules (847)	1.00	9.00
Gare's Glycerole of Lecithine (883A)	1.50	12.00
Garfield Belladonna Plasters (884)	.25	1.00
Celery Pepsin (3650)	1.00	7.50
Cold Cure (884)	.25	2.00
Digestive Tablets (884)	.25	2.00
	.50	4.00
Headache Powder (884)	.10	.80
	.25	2.00
Lotion (884)	.25	2.00
	.50	4.00
	1.00	8.00
Relief Plaster (884)	.25	1.90
Tea (884)	.10	.80
	.25	2.00
	.50	4.00
	1.00	8.00
Syrup (884)	.10	.80
	.25	2.00
	.50	4.00
Gargetole (1091A)	1.00	8.00
Gargoine, Safford's (2155) gross	—	9.00
Garnier's Aureoline (1805)	.50	4.00
Henna & Walnut Juice Extract (1805A)	.50	4.00
Sucre Edulcor (847)	.75	6.00
Garofen (Powder or 5 gr. Tablets) (1879) per oz.	—	1.00
Garrick's Salts	.25	1.75
Garrison's Salve (1521)	.25	1.50
Garrod's Sulphur Tablets Comp. (1030)	.25	2.00
Lozenges (847)	.35	3.00
Garry-Owen Bitters (1487)	1.00	7.00
Garver's Headache Tablets (886)	.25	1.75
Gassin's Bitter Bush Elixir	.50	4.00
	1.00	8.00
Extract	.50	4.00
	.25	2.00
	.50	4.00
Gastricine (889)	1.00	8.00
Gastrine (401)	1.00	8.00
Gastrizone, Fisher's (512A)	.75	6.25
Gastro-Hepatic Pills (1504)	1.50	12.00
Gastrodyne, Bissett's (236A)	.50	4.00
	1.00	7.75
Gate's Garget Cure	1.00	8.50
Gaudette's Dog Pills (887A)	.25	2.00
Gavitt's Blood Purifier (889)	1.00	8.00
Catarrh Cure (889)	.25	2.00
Chill Tonic Tablets (889)	1.00	8.00
Chronic Constipation Cure (889)	1.00	8.00
Diarrhoea (889)	1.00	8.00
Sick Headache Tablets (889)	1.00	8.00
Cough Balsam (889)	.50	4.00
Dyspepsia Cure (889)	1.00	8.00
Female Regulator (889)	1.00	8.00
Heart Regulator (889)	1.00	8.00
Herbal Ointment (889)	.25	2.00
Kidney Cure (889)	1.00	8.00
La Grippe Cure (889)	1.00	8.00
Lightning Pain Extractor (889)	.50	4.00
Liver Regulator (889)	1.00	8.00
Pile Cure (889)	1.00	8.00
Rheumatic Cure (889)	1.00	8.00
System Regulator Capsules (889)	1.00	8.00
Powder (889)	.25	2.00
	1.00	8.00
Tablets (889)	.25	1.25
	1.00	8.00
Worm Cure (889)	1.00	8.00
Gavle's Vin Vigorans (1420)	1.00	8.00
Gaylev's Almadine (124)	.50	3.50
Gaylord's Chocolatine Liver Pills (890)	.25	1.80
Pine Tree Balsam (890)	.25	2.00
Red Cheek Tonic (890)	.50	4.00
Gayuba, Classe's (662)	.50	4.00
G. D. F. & Co. Buttermilk & Witch Hazel Cream (788)	.25	1.25
Comp. Talcum Powder (788) per gross	—	9.00
Gedney's Copaiba Capsules (890A)		
No. 1.	.10	.85
No. 2.	.25	1.55
No. 3.	.35	2.17
Copaiba & Cubeb Capsules (890A)		
No. 1.	.20	1.55
No. 2.	.35	2.90
No. 3.	.60	4.25
Castor Oil Capsules (890A)		
No. 1.	.15	1.00
No. 2.	.25	1.85
No. 3.	.40	2.75
Pearls (890A)	1.00	7.50
Pills (890A)	.25	2.00

	Retail.	Doz.
Gedney's Sandalwood Capsules (800A), No. 1	.50	2.00
No. 2	.75—	5.50
No. 3	1.00—	8.00
Sandalwood & Copaiba Capsules (800A)	.75—	6.00
Geddes' Extract Hemlock	1.00—	8.00
Geer's Phenol Dentifrice (1357)	.25—	1.50
per lb.	—	.60
Gehe Lozenges (802), per box of 24 5-ct. pkgs	—	.80
Gehrig's Teething Necklace (1430)	.75—	6.00
Gehn's Chill Pills (2320)	.25—	2.00
Cal. Reliever (2320)	.10—	.85
Little Liver Pills (2320)	.25—	1.50
	.05—	.45
Geigel's Wurzburger Salve	.25—	2.00
	.25—	1.75
Geikie's Liniment (for family) (1099)	.50—	3.50
	.25—	1.50
(Animals) (1099)	.50—	3.00
Geisenberger's Antiseptic (893)	.10—	.65
	.25—	1.75
	.50—	3.50
Antibilious Liver Pills (893)	.25—	1.50
C. C. Pills (893)	.25—	1.25
Carbolic Salve (893)	.25—	1.50
Cholera Mixture (893)	.25—	1.50
Colic & Bots Cure (893)	.50—	3.50
Condition Powders (893)	.25—	1.25
Corn Cure (893)	.25—	1.50
Cough Cure (893)	.25—	1.75
	.50—	3.50
Elder's Secret (Manhood Restorer) (893)	.75—	5.00
Emulsion Cod Liver Oil (893)	.50—	3.50
Eye Water (893)	.25—	1.00
Jamaica Ginger (893)	.25—	1.50
Liquid Liver Medicine (893)	.25—	1.75
	.50—	3.50
Penetrating Liniment (893)	.25—	1.50
Porous Plasters (893)	.25—	1.00
Quince Seed Cream (893)	.10—	.75
Sure Shot (Gonorrhoea) (893)	.50—	3.50
Toothache Drops (893)	.10—	.75
White Mixture (Gonorrhoea Injection) (893)	.50—	3.50
Worm Lozenges (893)	.25—	1.25
Wormseed Vermifuge (1535)	.25—	1.80
Gelwitz's Electric Liniment (894)	.25—	1.80
	.50—	3.60
Healing ointment (894)	.25—	1.25
Horse & Cattle Colic Cure (894)	1.00—	8.00
Worm Powders (894)	.25—	1.50
Improved Vegetable Liver Pills (894)	.25—	1.25
Little Liver Pills (894)	.25—	1.25
Original Cure Tablets (894)	.25—	1.25
Dyspepsia Tablets (894)	.25—	1.25
Quinine Hair Tonic (894)	.75—	6.00
Skin Eczema Ointment (894)	.50—	3.60
Toilet Cream (894)	.25—	1.50
White, Gold & Silver Ink (894)	.25—	1.50
Gelanthum (1403A)	—	2.50
	—	4.50
	—	8.00
Gelien's Hyphophosphites (1089)	1.00—	8.00
Gelineau's Anti-Convulsive Syrup (2534)	.80—	7.50
	1.25—	12.00
Anti-Nervous Drages (2534)	1.25—	10.00
	2.00—	18.00
	7.50—	72.00
	1.25—	10.00
Injection (847)	1.00—	8.00
Syrup Anti-Convulsive (847)	1.00—	8.00
Gelis & Conte's Iron Lactate Dragees (847)	.75—	5.00
	1.50—	10.00
Gem Corn Remover (2246)	.25—	1.50
Gen-cin-lea (1948)	1.00—	7.50
Gen-de-can-dra (2552)	1.00—	7.00
Genese Glycerine Suppositories (336)	.35—	2.25
	.50—	3.00
Veterinary	—	24.00
Gene's Syrup Kola-Hypophos.	1.00—	9.00
Genuine Good Samaritan Remedy (1569A)	.25—	1.75
Oil of Life (1868A)	.10—	.75
	.25—	1.50
Geodine (1686)	.50—	4.80
Nasal & Throat Spray (2661)	—	12.00
Georges' Corn Shields (896) No. XX	—	3.00
Nos. X, XL, 1, 1-C, 2, 2-D, 2-E, 2-S	—	1.75
Nos. 3, 3-F, 3-G, 3-L, 3-LL, 3-EL, 4-L	—	1.00
Nos. 4, 4-H, 4-K, 4-S, 5, 5-M	—	.75
Healing Salve (896)	.10—	.75
	.25—	1.75

	Retail.	Doz.
Georges' Instep Cushions (896)	.50	4.00
Licorice Paste (847)	.50—	3.00
Medicated Adhesive Plaster (896)	.25—	1.75
Painine (896)	.25—	1.75
Pedalgine (896)	.25—	1.75
Soothing Ointment (896)	.10—	.75
Georgia Chicken Cholera Cure (131A)	.25—	1.50
	.25—	1.50
Geothal (1686)	1.50—	12.00
Gerandel's Pastilles (847)	.50—	3.75
Purgative (847)	.50—	3.75
Gerber's Cathartic Tea (732)	.25—	2.00
Cough Cure (732)	.50—	4.00
Dyspepsia Cure (732)	.50—	4.00
Rheumatic Cure (732)	.50—	4.00
Liniment (732)	.50—	4.00
Gerlain's Ferte Baume (847)	.75—	5.00
Germa-Vim	1.00—	8.00
German-American Herb Comp. (1233)	1.00—	8.00
Canker Wash (97)	—	3.00
Corn Remover (561) R.	.25—	1.60
Cow Powders (1763)	.10—	.85
Dyspepsia Cure (732)	.50—	4.00
Laxative Tonic (97)	—	2.50
Liniment "38" (1401)	.50—	4.00
Liver Regulator (2144B)	.50—	4.00
Mange Cure (97)	—	3.50
Pile Ointment (902)	.50—	3.50
Pile Pomade (88)	.50—	3.75
Tea Tablets (8543)	1.00—	6.00
Pectoral Tea (2562)	.15—	1.00
Tonic Bitters (2144B)	.50—	4.00
Vermifuge (97)	—	3.25
Worm Syrup (2562)	.25—	1.75
German's Cough & Consumption Cure (1174)	.50—	4.00
Grand Relief (1677A)	.25—	1.75
Malaria Tablets (1677A)	.25—	1.75
Germane Bronchial Lozenges (904)	.14—	.75
Kaskari, Kathartik Tablets (904)	.25—	2.00
Kollk Kolexa Kuxe (904)	.25—	2.00
Lilak Kream (904)	.25—	2.00
Stomach Tablets (904)	.50—	4.00
Germania Oil (902)	.25—	1.75
	.50—	3.50
Woodward's (For Hair) (2655)	.75—	6.00
Germiletum (664)	.25—	2.00
	1.00—	8.50
Germithol (906)	1.00—	8.00
Germol	.25—	2.00
Germozone (1422) Liquid or Tablets)	.50—	3.60
Gerstendorfer's "G" Aluminum (907A)	.15—	1.00
	.20—	1.20
	.25—	1.75
	.45—	3.00
	.85—	5.50
	1.50—	10.00
Favorite Gold Enamel (907A)	.25—	1.50
	.50—	2.75
	1.00—	7.20
Japanese Gold Ink (907A)	.10—	.75
Paint (907A)	.15—	.90
	.25—	1.50
Star Gold Paint (907A)	.15—	.90
Standard Gold Paint (907A)	.20—	1.25
Gerstle's Female Panacea (G. F. P.) (908)	1.00—	7.50
G. E. S. S. Anti-Bilious Mandrake Pills (727)	.25—	1.60
Belladonna Plasters (727)	.50—	1.25
Blood & Liver Purifier (727)	1.00—	8.00
Capsicum Plasters (727)	.25—	1.25
Family Ointment (727)	.25—	1.75
Female Friend (727)	1.00—	8.00
Fragrant Creamine (727)	.25—	1.75
Headache Tablets (727)	.25—	1.75
Honey Cough Balsam (727)	.25—	1.85
	.50—	3.75
Horse & Cattle Powder (727)	.25—	1.75
Horse Liniment (727)	1.00—	8.00
	.50—	3.50
	.25—	1.75
Ointment (727)	.50—	4.00
Kidney Prescription (727)	1.00—	8.00
Liniment (Family Use) (727)	.50—	3.75
	.25—	1.75
Liquid Dyspepsia Cure (727)	1.00—	8.00
Mandrake Bitters (727)	.25—	1.75
Mountain Herb Balm (727)	.25—	1.75
Diarrhoea Balm (727)	.25—	1.75
Nerve Tonic (727)	1.00—	8.00
Orange Co. Horse & Cattle Pads (727)	.25—	1.75
Strengthening Plasters (727)	.25—	1.75
Porous Plasters (727)	.25—	1.25
Sad on Worms Vermifuge (727)	.25—	1.75
Soothing Syrup (727)	.25—	1.75

	Retail.	Doz.
G. E. S. S. Stomach (727)	.25—	1.75
	.50—	3.60
	1.00—	7.00
Worm Lozenges (727)	.25—	1.75
Gessler's Magic Headache Wafers (910)	.10—	.80
Pills (910)	.25—	1.50
Gestiano (1157)	1.00—	8.00
"Get There" Curb, Spavin and Splint Cure (2570)	2.00—	19.50
Getman's Headache Powders (911)	.10—	.75
	.25—	1.85
Getz's Bed Bug Exterminator (1206)	.25—	2.00
	.50—	4.00
Roach Exterminator (1206)	.25—	2.00
Geyser Crystals (913)	.25—	2.00
	.50—	4.00
G. G. G. Capsules (2639A)	1.00—	7.50
Glycerite Soap (913) per box 50 8-oz. cakes	—	3.00
Per box 100 3½-oz. cakes	—	3.00
Per box 100 3-oz. cakes	—	2.50
Giant Cloudy Ammonia (1018)	.15—	1.25
	.25—	2.00
Liquid Glue (914) R.	.10—	.85
Relief (2058)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Sarsaparilla (1134)	.75—	5.00
Gibb's Glycerine Suppositories for Constipation (2143)	.50—	3.00
Gibson's Catarrh Cure	.50—	3.75
Food for Roaches (2039)	.15—	1.00
	.25—	2.00
	.50—	4.00
Instant Headache Cure	.25—	2.00
Quick Death (2039)	.25—	1.50
Gicquel's Anti-Asthmatic Cigars (847)	1.00—	9.00
Paper (847)	1.00—	9.00
Gilbert's Blood & Liver Invigorator (921)	.50—	3.00
Breast Anodyne (2243)	.25—	1.80
Capsicona Plasters (918)	.10—	.84
Deuto-Iod. Mercury Dragees (847)	1.50—	13.50
Emulsion Cod Liver Oil (918)	.50—	4.25
(918)	.50—	4.25
Iron & Herb Juice (918)	.25—	2.00
Lightning Insect Powders (918)	.10—	.75
National Glue (918)	.05—	.45
Pain Destroyer (921)	.25—	1.75
	.50—	3.00
Pebble Rock Ointment	.25—	2.00
Strengthening Plasters (921)	.25—	1.75
Syrup Mercury Deuto. Iod. (847)	1.50—	13.50
Tetter Ointment (2489) R.	.25—	3.75
Vegetable Pills (921)	.25—	1.75
Gilder's Liver Pills (131A)	.25—	1.25
Gifford's Laxine Tablets (917)	.25—	1.50
Giles' Condition Powders	.25—	1.75
Iodide of Ammonia Liniment	.25—	2.00
	.50—	3.75
Gilkey's Lumpy Jaw (1764)	2.00—	12.00
Gill's Foot Powder (483)	.15—	1.00
Gille's Iod. Iron Dragees (847)	1.00—	8.00
Syrup Iodide of Iron (847)	1.50—	13.00
Gilman's Cohosh & Tar	.25—	2.00
	.50—	4.00
	1.00—	7.50
Coca Wine (922)	.10—	.85
Pulmonary Troches (922)	.10—	.85
Gilmore's Aromatic Wine (2656) R.	1.00—	8.00
Celery & Coco Tea (1335)	.25—	2.00
Cough Syrup (1335)	.25—	2.00
Germicide	.25—	2.40
	.50—	4.40
Headache Powders (1335)	.10—	.75
	.25—	2.00
Liquid Glue (1335)	.05—	.43
	.10—	.75
Liver Pills (1829)	.25—	1.50
Neuralgia Cure (924)	.50—	4.00
Worm Candy (1335)	.25—	2.00
Ginster Extract (249)	.50—	4.00
Gipsey Headache Wafers	.25—	1.75
Toothache Wax	.10—	.60
Girard Chem. Co's Elixir Cuca. Comp. (927)	1.00—	10.00
Nuclo Ferri-Mangan (927)	1.00—	9.00
Restorative Coca Wine (927)	1.00—	9.00
Girard's Grains d'Arable (847)	.50—	3.25
Protoxalate of Iron (847)	.85—	6.50
Uterine Tonic (927)	1.25—	12.00
Girondin Disinfectant	.50—	3.75
Gismonda Toilet Cream (2277)	.25—	2.00
Gilt Edge Oil Shoe Dressing (2608)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Gladstone's Bromo Pepsin (2581)	.25—	1 50
	.50—	3.00
Celery Tonic (2581)	1 00—	7.00
Dyspepsia Remedy (2581)....	1.00—	6 00
	.50—	3.00
Ginger Brandy (2581)	1 00—	7.50
Medicator	.15 —	1.10
Stomach Bitters (2581)	1.00—	7.50
Glamser's American Stone Polish (1302)	.10—	60
Glandulen Tablets (1430)........	2.00—	15.60
Gleason's Apple Juice (930A)....		
Pints (2 dozen)	—	3.00
Quarts (1 dozen)		2.80
½ gals (8)	—	3.00
Gallons (4)		2.80
Grape Juice (930A)		
½ pints (3 dozen)	—	4.25
Pints (2 dozen)	—	4.75
Quarts (1 dozen)......		4.50
½ gals (8)	—	4.75
Gallons (4)	—	4.50
Horse & Cattle Powders (918)	.25—	1.25
Pain Killing Oil (222)	.25—	1.75
	.50—	3.50
	1.50—	7.00
Gleghorn's Complexion Lotion (930B)	.50—	4.00
Headache Cure (930B)	.10—	.75
Mentholated Violette (930B)..	50—	4.00
Sore Throat Cure (930B).....	.25—	1.75
Glek	1.00—	8.00
Glenn's Sulphur Soap (561) ..R.	.25—	2.10
Glenny's Digestoneine	.50—	4.00
Snow Balm	.50—	4.15
Globe Blood Purifier, Kidney & Liver Regulator (934B)....	1.00—	7.50
Brand Putz Extract (1591) Per gross	—	7.50
Per gross	—	12.00
Per gross	—	54 00
Corn Cure	.25—	2.40
Cough Cure (934)	.25—	1.75
Cure All Liniment (934)	.25—	1.75
Globe Female Health Restorer (934)	1.00—	10 00
Hair Restorative & Dandruff Cure (934B)	2.00—	15.00
Kidney & Liver Pills (934)...	25—	1.75
Glora Lily Lotion (1936).........	.50—	4 10
Gloria Tonic (2242)	1.00—	8.00
Water (2248)	.75—	7.00
Glover's Canker Wash (934A)...	.50—	4.00
Cough Mixture (934A)	.50—	4.00
Cure for Fits (934A)	.50—	4.00
Diarrhoea Cure (934A)	.50—	4.00
Distemper & Cough Cure (934A)	1.00—	8.00
Dog Blood Purifier (934A)....	.50—	4.00
Condition Pills (934A)....	.50—	4.00
Digestive Pills (934A)	.50—	4.00
Glover's Dog Digestive Powders (934A)	.50—	4 00
Liniment (934A)	.50—	4.00
Liver Pills (934A)	.50—	4.00
Tonic (934A)	.50—	4.00
Vermifuge (934A)	.50—	4.00
Eye Lotion (934A)	.50—	4.00
Kennel & Stable Soap (934A)	.25—	1.50
Mange Cure (934A)	.50—	4.00
Sulphur Tablets (934A)	.50—	4.00
Tapeworm Capsules (934A) ..	.50—	4.00
Worm Capsules (934A)	.50—	4.00
Gluco-Pepsin (1313)	1.00—	8.00
Gluten Soap (1084A)	.25—	2.40
Glyceria Hair Tonic (425).......	1.00—	7.00
	1.25—	9.00
	1.50—	10.50
Glycerine Jelley & Apple Blossoms (241)	—	1.25
Glycerite of Styrolene (1839)....	.35—	3.00
Glyceroil (1304)................R.	.50—	4.00
Hair Oil (1304)	.50—	4.00
Glycerole Cough Syrup (2408)....	.25—	2.00
	.50—	4.00
Pepsin (2677)	1.50—	13.50
Concent (1830)	—	4.00
	—	7.50
	—	10.50
Glychoden	.50—	4.00
Glyco-Antisepo (468)	.75—	6.00
Glycobenphene (1090)	1.00—	8.00
Glycoboron Suppositories (468)..	.40—	2.00
Glyco-Heroin (Smith) (2236)	2.00—	18.00
Glycoid, Halsey Bros. (1021)....	1.00—	10.00
Glycol (1403A)	1.00—	8.00
Glycolyptol (A. K. Co.) (85A)...	.75—	6.00
Per 5 pints	—	2.00
Glycones (1444) (Adult only, boxes of 3)	.10—	.75
Adult or Infant, boxes of 12	.35—	2.50
Gly-Co-Nol, Sayre's	1.00—	9.00
Glyco-Phenique, Declat's (847)..	.75—	6.00
Glyco-Thymoline (Kress) (1378).	1.00—	9.00
Glyco-Thymoline Inhaler (1378).	.25—	1.75
Glycovom (1998)	1.00—	9.00

	Retail.	Doz.
Glycozone (see Marchand).		
Glykaolin (2677)	.40—	3.20
	.65—	4 90
Picrated (2677)	.40—	3.20
	.65—	4.90
Glymol (91)	.50—	4.80
Gallons	2.50—	24.00
Glynn's Dysentery Tablets (935)	.25—	1.75
Grip Death Tablets (935).....	.25—	1.75
Headease Tablets (935)	.25—	1.75
Herculean Tablets (935)	.25—	1.75
"Let Go" Cough Tablets(935)	.25—	1.75
Glyome (2684)	2.00—	15.00
Glyza-Mel (2407C).............	.75—	6.00
Glyza, Muller's (936)	1.00—	8.00
Glyza-Quin (2407C)	1.00—	9.00
Goddard's Astringent Gargle (1800)	1.00—	8 00
Godell's Pectoral Syrup	.25—	2.00
	.50—	4.00
Godfrey's Cordial (709)	.10—	.65
(743)	.10—	.50
Godineau's Elixir (847)	6 00—	54.00
Goer's Chaulmoogra (708)	1.00—	6 00
Goff's Cough Syrup (938)	.25—	2.00
	.50—	4.00
Dyspepsia Tablets (938)......	.10—	.80
Giant Globules (Invigorant) (2611)	1.00—	9.30
Herb Bitters (938)	.25—	2.00
	.50—	4.00
(975)	.50—	3.00
Horse & Cattle Powders (938)	.15—	1.20
Oil Liniment (938)...........	.25—	2.00
	.50—	4.00
Sarsaparilla (938)	.50—	4.00
Worm Syrup (938)	.15—	1.20
Going's Colic Powders	1.00—	8.00
Cough Powders	1.00—	8.00
Tonic Powders	1.00—	8 00
Worm Powders	1.00—	8.00
Goitrine (1240)	2.00—	18.00
Gold Liniment (1683)...........	.50—	4.00
Spirit (943A)	.25—	2.00
	.50—	4 00
Goldbeck's Malt Extract (222A).	.25—	2.00
Goldboro Horehound, Honey & Tar (944)	.25—	2.00
Lightning Pain Expeller (944)	.25—	2 00
Magic Pile Salve (944)......	.25—	2.00
Golden Era Compound	1.00—	7.50
Eye Wash (131A)	.20—	1.25
Hair Bleach (486A)	1.00—	8.00
Horse Cleaner (1465)	1.00—	8 00
Golden Herbene Gems (1101)....	.10—	.90
	.50—	4.50
	1.00—	9.00
Liquid Hydrastis (1552)	—	16.80
Golden Rod Butter & Cheese Color (2211)	.25—	1.88
Golden Seal Bitters (2535A).....	1.00—	7.50
Goldine, Wright's (2668)	.75—	5 75
Goldman's Crystallized Almond (942)	.25—	2.00
Curling Fluid (942)	.25—	2.00
Depilatory (942)	1.00—	8.00
Face Powder (942)	.35—	2 00
Gray Hair Restorer (942)...	1.00—	8 00
Hair Tonic (942)...........	.50—	4.00
Shampoo (942)	.25—	2 00
Special Formula Cream (942)	.50—	4.00
Goldsmith Alterative Mixture (1088)	5.00—	42.00
Goldsmith's Catarrh Cure (1088)	1.00—	8.00
Headache Cure Tablets (1088)	.15—	1.25
Rheumatism & Gout Specific (1088)	1.50—	12.00
Goldsmith's Youth Restorer (1088)	5.00—	40.00
	10.00—	78 00
Goll's American Beauty Cream (945)	.25—	2.00
Asiatic Cholera Mixture (945)	.25—	2.00
Asthma Powders (945)	.35—	2.75
Beef, Iron & Wine (945)......	.75—	6.00
Catarrh Salve (945)	.25—	2.00
Compound Pain Salve (945)..	.25—	2.00
Cough Syrup (945)	.25—	2.00
	.50—	4.00
Cream of Roses (945)........	.10—	.75
Cream Salve (945)	.25—	2.00
Eureka Ointment (945)......	.25—	2.00
Famous Dyspepsia Powders (945)	.50—	4.00
Skin Food (945)	.50—	4.00
Freckle Wash (945)	.25—	2.00
	.50—	4.00
Hair Tonic (945)	.50—	4.00
Honey Cough Syrup (945)...	.25—	2.00
Life Invigorator (945)	.50—	3.75
Liver Pills (945)	.25—	2.00
Mavo (945)	.50—	4.00
Capsules	.50—	4.00
Marvoline (945)	.50—	4 00
Neuralgia Capsules (945).....	.50—	4 00
Pain Paint (945)	.25—	2.00
Pectoral Balsam (945)	.50—	4.00

	Retail.	Doz.
Goll's Peerless Tooth Powder (945)	.25	2.00
Pile Ointment (945)	.50—	4.00
Pimple Salve (945)	.25—	2.00
Rheumatic Cure (945)	.75—	6.00
Liniment (945)	.25—	2.00
Spring Medicine (945)	.50—	4.00
	1.00—	8.00
Sulphur Tablets (945)........	.50—	4.00
Sure Corn Cure (945).........	.25—	2.00
Tape Worm Expeller (945)..	1.00—	8.00
Teething Powders (945)......	.25—	2.00
$10,000 Headache Cure (945).	.10—	.75
Toothache Drops (945)......	.10—	.75
Worm Powders (945).........	.25—	2.00
Golvin's Purgative & Laxative Pills (847)	.75—	6.00
Gombault's Caustic Balsam (1416) R.	1.50—	12.00
Gomenol Balm (175)	.50—	4.00
Bon Bons (175)	.35—	2.85
Capsules (175)	1.00—	8.00
Cigar Inhaler (175)	.35—	2.85
Cigarette Inhaler (175)	.25—	2.10
Cod Liver Oil (175)..........	.80—	7.00
For Preparing Solution (175)	.75—	6.20
For Charging Inhalers (175)	.50—	4.00
For Grandjean Inhalers (175)	2.25—	19.00
Glycerine Oil (175)	.35—	2.85
Ointment (175)	.50—	4.00
Pencil Inhaler (175)	.25—	2.00
Sterilized Oil (175)	.80—	6.40
	.90—	7.20
	1.00—	8.00
	1.10—	8.80
Syrup (175)	.75—	6.20
Water (175)	.50—	4.00
Gon-i-cure Tablets (267B).......	1.00—	8.00
Gon-Kure, Gem. Med. Co.'s (895)	1.00—	6.00
Gonnon's Terpine Elixir (847)..	2.50—	20.00
Gonorrhine	1.00—	8.00
& Gleet Remedy (1677)	.50—	3.75
Gonoseptone (945A)...per pound	—	1.25
Gonova (1325)	3.00—	24.00
Gooch's Mexican Quick Relief (466)	.25—	1.90
Root Pills (466)	.25—	1.50
Syrup (466)...............	.25—	2.00
	.50—	3.75
Prescription Syrup (466)	1.00—	8.00
Quick Relief Syrup (466)....	.50—	3.75
Sarsaparilla (466)	1.00—	8.00
Good-bye Corn Remover (2019)	.25—	1.50
Neuralgia (2019)	.25—	2.00
Rheumatism (2019)	.25—	2.00
Good Luck Bitters (2562)	.50—	4.50
Health Tonic	1.00—	8.00
Good Samaritan Relief (1332A)..	.25—	2.00
Good's Carbolic Toilet Soap (947) per gross	—	12.50
	—	14.00
Headache Cure (946)	.25—	2.00
Mum Gonorrhoea & Gleet Treatment (530)	1.00—	7.50
Good's Sarsaparilla	.50—	4.00
White Violet Balm (946).....	.25—	1.75
Goodale's Catarrh Remedy	1.00—	8.00
Detergent Fluid	1.00—	8.00
New Anodyne	1.00—	8.00
Goodhair Fertilizer (947A).....	1 00—	7.00
Rinse (947A)	.50—	3.50
Soap (947A)	.25—	1.70
Stimulant (947A)	1.00—	7.00
Goodhue's Bitters	.50—	4.00
Gooding's Glove Cleanr (1091A).	.50—	4.00
Goodman's Fragrant Derma Cream (519)	.50—	4.00
Goodrich's Combination Polish (948)	.25—	1.80
Perfection Cleaner (948)	.10—	.68
Goodrich's Trilby Russet, Chocolate or Black Polish (948	.10—	.77
	.25—	1.80
Good Samaritan Corn Cure (1569A)	.25—	1.75
Goodwin's Romany Oil	.25—	1.75
	.50—	3.50
Goodwyn's Headache Liniment (1604)	.50—	4.00
Gopher Oil (880A)	.25—	2.00
	.50—	3.75
Gordon's Liver Pills (950A)....	.25—	1.50
Gorlier's Aurantium Pills (847).	1.25—	10.00
Eua Lenitive (847)	.75—	6.00
	1.00—	9.00
Rice Powders (847)	1.50—	12.00
Gorlin's Wafer Capsules (847)...	.35—	3.00
Gorton's Gilead Balm (467)......	.25—	2.00
Gossypedia, or Wine of Joy, Thomas' (2402)	1.00—	8.00
Gotham Co.'s Continental Ointment (953)	1.00—	6.00
Gottleib's Corn Traps (954).....	.10—	.75
Dew of Life (954)	.50—	4.50
Gottschall Baby Drops (955)....	.25—	1.70
Cough Balm (955)	.25—	1.70
Essence of Life (955)	.25—	1.70
Liniment (955)	.25—	1.70

	Retail.	Doz.
Gouldsball Pills (955)	.25	1.70
Salve (955)	.25—	1.70
Vermifuge (955)	.25—	1.70
Goudron de Blount (847)	1.00—	9.30
Gough's Rheumatic Cure	.15	1.10
	.25—	1.75
	.50—	3.50
Gould's Furniture Polish (956)	.25—	2.00
Gounin's Anti-Neuralgic Pills (847)	1.25—	10.00
Gounod's Sandaline Lotion	1.00—	8.50
Gourand's Lily White (1153R)	.35	2.50
Medicated Soap (1153) R.	.35—	3.00
Oriental Cream (1153) R.	1.50—	12.00
Toutte Subtile (1153) R.	1.00—	8.50
Gout Remedy (1280A)	.75—	6.50
Goutaline Rheumatine, Elmore's	1.00—	8.00
Goutine	.50—	4.00
Goutte's Livoniennes (847)	1.00—	9.00
Grace's Celebrated Salve (853) R.	.25—	1.50
Graefenberg's Children's Panacea (959) R.	.50—	3.75
Consumptives Balm (959) R.	1.50—	9.75
Dysentery Syrup (959) R.	.50—	3.50
Eye Lotion (959) R.	.25—	1.75
Green Mountain Ointment (965)	.25—	1.75
Health Bitters (959) R.	.25—	1.75
Pile Remedy (959) R.	1.00—	7.00
Sarsaparilla Comp. (959) R.	1.00—	7.00
Vegetable Pills (959) R.	.25—	1.50
Graham's Acme Cure (963)	3.50—	27.00
Barber Soap (960) 12 bars in box	.30—	2.50
Bath of Isis (963)	.50—	4.00
Blonde Dye (963)	1.50—	12.00
Butternut Pills (961)	.25—	1.80
Cactico Hair Grower (963)	1.00—	8.00
Cod Liver Oil (718)	.50—	3.00
Cucumber & Elder Flower Cream (963)	.50—	4.00
	1.00—	8.00
Dandruff Cure (963)	1.00—	8.00
Depilatory Powders (963)	1.50—	12.00
Dyspepsia Remedy (961)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Eugenie Enamel (963)	1.00—	8.00
Powders (963)	.50—	4.00
Eyebrow Pencils (963)	.25—	1.00
Stimulant (963)	.50—	4.00
Face Bleach (963)	1.50—	12.00
Hair Curler (963)	.50—	4.00
Restorer (963)	1.00—	8.00
Hygienic Skin Food (963)	1.50—	12.00
Jasmin Kosmeo (963)	.75—	6.00
Mole Cure (963)	2.00—	12.00
Moth & Freckle Lotion (963)	1.50—	12.00
Oriental Hair Dyes (963)	1.50—	12.00
Perfect Tooth Paste (963)	.25—	2.00
Rose Bloom (963)	.50—	4.00
Skin Tightener (963)	2.00—	16.00
Stick Rouge (963)	.50—	4.00
Toilet & Nursery Powder (963)	.25—	2.00
Vegetable Blood Syrup (963)	1.00—	8.00
White Lime Skin Cure (963)	.50—	4.00
Gram's Grandmother's Medicine	1.00—	8.00
Granatine (2575)	1.50—	12.00
Grand Army & Navy Ointment	.25—	1.75
	.50—	3.50
Grandma's Arnica Salve (1828)	.25—	1.25
Carbolic Salve (1828)	.25—	1.25
Chill & Fever Syrup (1828)	.50—	3.50
Chocolate Vermifuge (1828)	.25—	1.25
Corn Cure (1828)	.10—	.75
Cough Cure (1828)	.25—	1.75
Diarrhoea Cure (1828)	.25—	2.00
Eye Salve (1828)	.25—	1.25
Water (1828)	.25—	1.25
Favorite Croup Remedy (1318)	.25—	2.00
Liniment (1828)	.25—	1.75
Liver & Stomach Tea (1828)	.25—	1.75
Pills (1828)	.25—	1.00
Toothache Drops (321)	.10—	.75
Sarsaparilla (1828)	.50—	3.50
Secret for Babies (1937A)	.10—	.85
	.25—	1.90
Witch Hazel Salve (1828)	.25—	1.75
Wonder Cough Cure (1743)	.25—	1.75
Grandmother's Purified Talcum Powders (2002)	.25—	2.00
Salve (2005)	.25—	2.00
	.50—	4.00
Tea (2005)	.25—	1.75
Grandpa's Family Salve (222)	.25—	1.75
	.50—	3.50
Graner's Facial Talcum Powder (964)	.25—	1.20
Granger's Anti-Fut-Swet (965)	.25—	2.00
Aromatic Chill Cure (965)	.50—	3.75
Bitters (2333)	.25—	1.75
	.50—	3.50
	.75—	6.00
Blackberry Diarrhoea Cordial (965)	.25—	1.75
Carbolic Salve (965)	.25—	1.50

	Retail.	Doz.
Granger's Chicken Powder (153)	.20	1.25
Chill Pills (965)	.25—	2.00
Hog Remedy (965)	1.00—	7.50
Horse & Cattle Powder (965)	.25—	1.50
(153)	.20—	1.25
Little Liver Pills (965)	.25—	1.50
Magic Injection (965)	.25—	2.00
Nerve & Bone Liniment (965)	.25—	1.50
New Discovery for Coughs & Colds (965)	.25—	1.75
Quick Relief (965)	.25—	1.75
Regulator (965)	.25—	1.50
	1.00—	7.50
Sarsaparilla (965)	1.00—	8.00
Schnapps (2333)	.25—	1.75
	.50—	3.50
	.75—	6.00
Soothing Syrup (965)	.25—	1.75
Tasteless Chill Cure (965)	.50—	3.75
Tonic Stock Food (965)	.25—	2.00
Toothache Drops (965)	.10—	.75
Vin-O-Vitae (965)	1.00—	8.00
Worm Syrup (965)	.25—	1.75
Grant's Condition Powders (2039)	.25—	1.50
Debility Pills (645)	.25—	1.75
Emmenagogue Pills (645)	.35—	3.00
German Magnetic Liniment (2039)	.25—	1.75
Indian Veg. Catarrh Snuff (2039)	.25—	1.50
Little Liver Pills (645)	.10—	.60
Granuline (1675)	1.50—	10.80
Granvil's Pile Salve	1.00—	7.50
Grape Fruit Chewing Gum (2477) Per box of 20 pkgs.	—	.60
Special (2477) per box of 20 pkgs.	—	.60
Tablets (968)	.10—	.75
Grape Milk	.50—	4.50
Grapoline, Roger's	.75—	6.00
Gratia Drops No. 6 (631)	.25—	2.00
Graves' Ague Pills (968)	1.00—	6.00
Graves' American Cholera Liniment	.50—	3.50
Bird Tonic	.10—	.88
Cathartic Pills	.25—	1.50
Diphtheria Cure	1.25—	10.00
Dyspepsia Cure (967)	.50—	4.00
	1.00—	8.00
	1.50—	12.00
Golden Vermifuge (968)	.25—	1.50
Heart Regulator (561)	1.00—	9.00
Nerve & Bone Liniment (969)	.25—	1.75
	.50—	3.25
	.75—	6.00
	1.50—	12.00
Pain Extractor	.50	3.50
Pile Ointment	.50—	3.50
Soothing Syrup	.25—	1.50
Tonic Bitters	.50—	3.50
	1.00—	7.00
Tooth Powder (969)	.25—	1.75
	.50—	3.75
Toothache Gum (68)	.10—	.60
Worm Syrup	.25—	1.50
Gravesend's Hair Tonic	.50—	4.00
Gray's Balsam (1888)	.25—	2.00
Cold in the Head Tablets	.50—	4.00
Comp. Glycerine Tonic (1962)	1.00—	9.00
Corn Salve (743)	.10—	.50
Granules	.25—	1.50
Honey of White Pine (743)	.25—	1.25
Improved Carbolic Salve (970)	.25—	1.50
Invaluable Ointment (970)	.25—	1.75
Liver Pellets (743)	.25—	1.25
Lung Balsam (1400)	.25—	2.00
Nature's Catarrh Remedy	.40—	3.25
	1.00—	8.00
Nerve & Brain Food (743)	.70—	5.25
Never Failing Pile Ointment (970)	.50—	3.00
Solidified Glycerine	.25—	2.00
Specific Medicine (846) R.	1.00—	9.00
Spruce Gum Syrup (949)	.25—	1.90
Syrup Red Spruce Gum (1656A)	.25—	1.80
Worm Powders ((1776)	.25—	2.10
Graybeard (2012)	1.00—	8.50
Ointment (2012)	.25—	1.75
Pills (2012)	.25—	1.75
Great American Liniment (2058)	.50—	3.60
Stock Powder (2058)	.25—	1.80
	1.00—	7.20
Great Arabian Condition Powders (2370)	.25—	1.75
Great Diamond Eye Brow & Mustache Grower (1526A)	.25—	1.75
Hair Invigorator & Dandruff Cure (1526A)	.25—	2.00
	.50—	4.00
	.75—	6.00
Great Forest Cough Tablets (971)	.50—	3.60
Syrup (971)	.25—	1.80
Eye Water (971)	.25—	1.80
Fever & Ague Remedy (971)	.50—	3.60

	Retail.	Doz.
Great Forest Oil (971)	.50	3.60
Remedy (971)	1.00—	7.20
Worm Lozenges (971)	.25—	1.80
Great Golden Seal Remedy	1.00—	8.00
Great London Blood Purifier (164A)	1.00—	8.00
Great Seal Arnica & Witch Hazel Ointment (2351)	.25—	1.75
Belladonna Plasters (2351)	.25—	1.25
Bitters (2531)	.25—	1.75
Bronchial Tablets (2351)	.10—	.75
Charcoal, Pepsin Tablets (2351)	.10—	.75
Charcoal & Soda Mint Tablets (2351)	.10—	.75
Charcoal Tablets (2351)	.10—	.75
Chlorate Potassium Tablets (2351)	.10—	.75
Corn Cure (2351)	.10—	.75
Cough Balsam (2351)	.10—	.75
	.25—	1.75
Troches (2351)	.10—	.75
Diarrhoea Cordial (2351)	.25—	1.75
Digestion Tablets (2351)	.10—	.75
Headache Powders (2351)	.10—	.75
Salts (2351)	.10—	.75
Tablets (2351)	.10—	.75
Insect Powder (2251)	.10—	.75
Laxative Quinine Tablets (2351)	.15—	1.00
	.25—	1.75
Lotion (2351)	.15—	.75
Medicated Soap (2351)	.10—	.75
Poultry Powders (2351)	.25—	1.25
Rheumatic Cure (2351)	.25—	1.75
Sarsaparilla (2351)	.50—	3.50
Soda Mint Tablets (2351)	.10—	.75
Talcum Powder (2351)	.10—	.75
Tasteless Castor Oil (2351)	.10—	.75
Tooth Powder (2351)	.25—	1.75
Toothache Drops (2351)	.10—	.75
Strengthening Plasters (2351)	.25—	.85
Vegetable Liver Pills (2351)	.25—	1.25
Greatest Nerve Tonic Celery Cofp. (709)	1.00—	7.50
Greenhalge's Hair Restorer (979)	.50—	3.50
Neuralgia & Rheumatism Cure (979)	.50—	3.50
Greeley Cholera Cure (142)	.50—	4.00
Roup Cure (142)	.25—	2.00
Green's Ague Conqueror (973) R.	.50—	3.75
R.	1.00—	7.50
Alk-Aseptolene (975)	.50—	4.00
	1.00—	8.00
Anti-Pain Tablets (975)	.25—	2.00
Green's Aseptolene (975)	.25—	2.00
	.50—	4.00
Salts (975)	.25—	2.00
Tooth Paste (975)	.25—	2.00
Powder (975)	.25—	2.00
Asthma Annihilator (2148)	.50—	4.00
August Flower (973) R.	.75—	5.50
	.25—	2.00
Bladder & Kidney Cure	.75—	6.00
Chill, Fever, & Distemper Remedy (977A)	.50—	4.00
Corn & Bunion Salve	.15—	.90
Cough Cure (977A)	.25—	2.00
	.50—	4.00
Infallible Liniment (977A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Laxura Pills (977)	.25—	2.00
Little Laxative Beans (977A)	.25—	2.00
Mandrake Liver Pills (978)	.25—	1.50
Mullein-Leaf Liniment (1022)	.50—	4.00
Nervura Blood & Nerve Remedy (977) R.	1.00—	8.00
Neu-Rol Pills (978)	.25—	1.50
Plasters (978)	.25—	1.50
Oxygenated Bitters (561) R.	1.00—	8.50
Pills (2703)	.25—	1.50
Two-Bit Colic Cure (977A)	.25—	2.00
Warranted Tar Syrup (978)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Wart & Bunion Cure (978)	.15—	1.00
White Oil Liniment (978)	.25—	1.50
Green Mountain Oil (561)	.50—	3.25
Pearls (2279)	.25—	2.00
Pills (975)	.25—	1.65
Renovator (2279)	.50—	4.25
	1.00—	8.00
Salve (508)	.10—	.75
Green's Mullein Leaf Liniment (1022)	.50—	3.75
Greenway's Kidney & Liver Cure (627A)	.50—	4.00
	1.00—	8.00
Greever, Lotspeich Mfg. Co.'s Sure Corn Cure (981)	.10—	.75
Sure Cure Chill Tonic (981)	.50—	3.00
Sure Cure Cough Syrup (981)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Grecver's Sure Cure Sarsaparilla (981)	.50	4.00
Sure Cure Toothache Drops (981)	.10	.75
Gregory's Dover's Powder Syrup	1.00	9.00
Headache Powders	.10	.75
Licorice Syrup	1.00	9.00
Oil (2616)	1.00	8.00
Pain Cure	.25	1.75
Gressy's Fuco Glycine (847)	.75	6.00
Greves' Ointment (1125)......R.	.50	4.20
Grez's Elixir Chlorhydro Pepsique, Kina and Coca (847)	2.00	18.00
Griffith's Anti-Rheumatic and Neuralgia Tablets (983) per 100	1.00	6.00
Blackberry Cordial (670)	.25	1.75
	.50	3.50
	1.00	7.00
Comp. Mixture of Guaiac, Stillingia, etc., (983)	1.25	10.50
	2.25	20.00
Croup & Cough Syrup (670)	.25	1.90
	.50	3.75
Emulsion Cod Liver Oil	.25	2.00
	.50	3.50
Gonorrhoea Tablets	.35	2.25
Herbal Tea (20)	.25	1.75
Medicated Cones	1.00	9.00
Rheumatic Elixir	1.50	10.20
Rheumatic, Neuralgia and Headache Tablets (983)	.10	.80
	.50	4.25
Sarsaparilla	.50	3.50
Wild Cherry Cordial (670)	.50	3.75
Griggs' Glycerine Salve	.25	1.50
Grillon's Tamar Indian (847)	.75	6.50
Grimaud's Ergot & Iron Dragees (847)	1.50	12.50
Grimault & Co.'s Apiol Capsules (847)	.50	4.00
Bark & Iron Syrup (847)	1.00	7.25
	2.00	12.00
Bismuth Cream (847)	1.25	10.00
Boldo Elixir (847)	2.00	16.00
Boldo Wine (847)	2.00	16.00
Cod Liver Oil (847)	.75	6.00
Elixir Calisaya Bark (847)	2.00	15.00
Elixir Pepsine (847)	1.25	11.00
Guarana Powders (847)	.85	6.50
Horseradish Iodized Syrup (847)	1.25	10.00
Iodo-Ferr. Cod Liver Oil (847)	.85	6.75
Iron by Hydrogen (847)	.50	3.50
Kousso Powders (847)	1.00	9.00
Matico Capsules (847)	1.00	9.00
Matico Injection (847)	.85	7.00
		16.00
Paulina Powders (847)	.50	4.00
	1.00	7.00
Pectoral Paste (847)	.25	2.00
	.50	3.50
Pepsin Lozenges (847)	.75	6.00
Pepsin Pills (847)	.75	6.00
Pepsin Wine (847)	1.25	11.00
Santal Capsules (847)	1.00	8.25
Sarsaparilla (847)	1.25	10.50
Syrup Boldo (847)	1.00	7.50
Bromide Potassium (847)	1.00	7.50
Hypophosphites & Iron (847)	.85	6.50
Matico (847)	1.25	10.00
Hypophosphite & Lime (847)	.85	6.50
Soda (847)	.85	6.50
Tar Solution (847)	.25	2.00
Vermifuga Dragees (847)	.35	2.50
Wine Bark (847)	1.25	10.50
	2.00	19.00
& Iron	1.25	10.50
	2.00	19.00
& Iodine	1.25	10.50
	2.00	19.00
	.50	3.00
Grindelia Cough Balsam (652)	.25	1.75
Griscom's Balsam (2307)	.25	2.00
Bitters (2307)	.25	2.00
Liniment (2307)	.25	1.75
Salve (2307)	.15	1.00
Griswold's Anti-Zymotic Pastilles (984)	.25	2.00
	.50	4.00
Blood Tonic	.50	3.75
Family Salve (2217) R.	.25	1.75
Pills	.25	1.75
Grolecker Corn Cure	.10	.75
Cough Mixture	.25	1.75
	.50	3.50
Fever & Ague Pills	.50	4.00
Magic Tablets	.15	1.00
Mandrake Pills	.25	1.75

	Retail.	Doz.
Groder's Botanic Cough Syrup (985)	.35	2.90
	1.00	8.30
Dyspepsia Cure	1.00	8.00
Herb Ointment (985)	.25	1.75
Pitch Pine Salve (985)	.25	1.90
Groff's Comp. Cathartic Pills	.25	2.00
Dyspepsia Tablets	.25	2.00
Facial Cream	.50	4.00
Lightning Fluid	.50	4.00
Rheumatic Cure	1.00	8.00
Groom's Liver & Kidney Cure (986)	.50	4.00
Groome's Toothache Drops (1348)	.15	1.00
Groot's Cocoa	.75	6.48
Gross' Constipane	.25	1.75
Rheumatic Remedy (1868)	1.00	8.00
Grossel's Beef, Iron & Wine	1.50	6.50
Headache Cure	.10	.75
Sarsaparilla	1.00	7.00
Grossman's Ginger Ale	.15	.90
Specific Mixture (799)	1.00	7.50
Worm Expeller	.25	1.90
Grosvenor's Bel-Cap-Sic Plasters R.	.25	1.75
Grove's Baby Bowel Remedy (1827)	.25	1.50
Herb Extract (989)	1.00	8.00
Infant's Anodyne (990)	.25	1.80
Maybe Bowell Remedy (1827)	.25	1.50
Tasteless Chill Tonic (1827)	.50	3.75
Tasteless Quinine (1827) per oz.	—	.85
Grover's Belladonna Porous Plasters (2171)	.25	1.50
Blood King	.25	1.75
Capsicum Porous Plasters (2171)	.25	1.50
Strengthening Porous Plasters (2171)	.25	1.50
Grow's Liniment	.25	2.25
G. S. Shaving Lotion (2032)	.75	6.00
G. S. K. Co.'s Crystal Extract Root Beer (1302)	.10	.75
Guaiacocaine, Morton's	.50	4.50
Guaicol-Carbonate, Duotal (782) R. oz.		1.50
Guaiacoloids Capsuloids (1667)	.75	5.00
Guaialin (1140)	1.40	14.40
Guaisotol (619A)	1.50	14.40
Guardia's Ointment	.25	2.10
Guarites, Headache	.25	2.00
Gude's Pepto Mangan (295)	1.25	9.50
Guenther's Lung Healer	1.00	9.00
Guernsey Liniment (2307)	.20	1.25
Powder (2307)	.15	1.00
Guffroy's Cod Liver Oil Dragees		6.00
		10.00
Guild's Green Mt. Asthma Cure (993) R	.25	2.00
	1.00	8.50
Kidney Cure (993) R	1.00	8.00
Guilfoyle's Royal Rhubarb Pills	.25	1.50
Guille's Antiglaireux Pills, P. Gage (847)	.75	5.00
	1.00	9.00
Elixir (847)	1.25	11.00
	2.50	20.00
Syrup (847)	.75	5.50
Guiliremond's Syrup Iodotannique (847)	1.00	9.00
Guilmard's Sublime Eau	.75	6.00
	1.50	12.00
Gulmette's French Kidney Pads	2.00	12.00
Liver Pads	1.00	9.00
Gulic's Corn Cure	.10	1.00
Salve	.15	1.00
Gundel Bundel	.50	3.75
	1.00	7.50
Gunn's Blood Compound (1609)	.50	3.50
Blood & Nerve Tonic (265)	.75	6.50
Herbal Tea (524)	.25	1.50
Improved Liver Pills (265)	.25	1.75
Specific (524)	.50	4.00
Wild Oats (524)	1.00	8.00
Gunther's Goitre Tablets (460B) per 1,000		1.50
Gurania, Remick's Powd. & Tab. per oz.	—	1.00
Guthrie's Louisiana Liver Medicine (1680)	.25	1.85
Guy's Corn Salve	.25	1.50
Digestor	.75	6.00
Indigestion Tonic (847)	1.50	12.00
Verdurine	.25	1.75
Guyot's Solution of Tar (847)	[illegible]	[illegible]
Tar Capsules (847)	.85	6.75
Guysott's Yellow Dock & Sarsaparilla (1829)	1.00	8.00
Gynecine (996A)	1.00	8.00
Vaginal Cones (996A)	.50	4.00

	Retail.	Doz.
Gypsine	.25	2.00
	.50	4.00
Haake's Cough Troches (433) per box of 40 pkgs	.25	1.25
Eucalyptus Tooth Paste (433)	.25	1.75
No Chap (433)	.20	1.20
	.25	1.75
Toothache Gum (433)	.10	.65
Haas' Beef Peptone & Iron (998)	.75	6.00
Diastasic Malt Extract (998)	.25	2.00
Expectorant (1266)	.25	2.00
	.50	3.75
Ferro Mangan (998)	1.00	8.00
Glycerophosphate, Lime and Soda (998)	1.00	9.00
Hog Cholera Cure (999)	.50	4.00
	1.25	10.00
	2.50	20.00
Hypophosphites Tonic (998)	1.00	8.00
Malaga Kola (998)	.85	7.50
Marigold Cream (998)	.50	4.50
Neurotone (998)	1.00	9.00
Sapo Kalinus (998)	.25	2.25
Sunulum Cream (998)	.50	4.50
Thymaseptic Tooth Powder (998)	.20	1.50
	.35	2.50
	.50	4.50
	.85	7.20
	1.50	12.00
Tonic Hypophosphites (without sugar) (998)	1.00	8.00
Vitole (998)	1.00	9.00
Hackard's Brazilian Balsam	.25	1.75
Hackett's Pile Ointment (2307)	.25	2.00
Hackmetack, Well's (2569)	.25	1.75
	.50	3.50
Hadlock's Syrups (1088)	1.25	10.00
Haematone (1948)	1.00	8.00
Haematrophos (1824)	.50	4.00
Haemogen (2538) R	.50	4.00
	1.00	8.00
Haemo Pepton (2407C)	.75	6.00
With Arsenic (2407C)	.75	6.00
Haemoridaline, Christiani's (464A)	.25	1.75
Ointment	.25	1.75
Haemorrhoidyne Tablets (1940B)	1.00	9.00
	2.25	21.60
Haemo-Hepatic Elixir (1515)	.50	4.50
Tablets (1515)	1.00	9.00
Haffenreffer's Malt Wine	.25	2.00
Hagan's Magnolia Balm (1484R)	.75	6.25
Hagee's Cod Liver Oil Cordial (1290)	1.00	8.00
Hager's Dyspepsia Powders (1001)	.50	4.00
Headache Stops (1001)	.25	2.00
Infallible System Tonic (1001)	.50	4.00
Liver Pills (1001)	.25	2.00
Nerve and Blood Restorative (1001)	.50	4.00
Oak Balm (1001)	1.00	8.00
Urubiclean (1001)	.25	2.00
Hagyard's Liquid Blister	1.00	9.00
Hante's Nervine Celery (2171)	1.00	7.00
Hahnemann Asthma Cure (1001A)	.25	1.50
Bed-Wetting Cure (1001A)	1.00	6.00
Bladder Cure (1001A)	.25	1.50
Blood Cure (1001A)	.50	3.00
Catarrh Cure (1001A)	.25	1.50
Cholera Morbus Cure (1001A)	.25	1.50
Cold Cure (1001A)	.25	1.50
Constipation Cure (1001A)	.25	1.50
Cough Cure (1001A)	.25	1.50
Croup Cure (1001A)	.25	1.50
Crying of Infants Cure (1001A)	.50	3.00
Cure for Sleeplessness (1001A)	.50	3.00
Diabetes Cure (1001A)	1.00	6.00
Diarrhoea Cure (1001A)	.50	3.00
Diphtheria Cure (1001A)	.50	3.50
Dyspepsia Cure (1001A)	.50	3.00
Epilepsy Cure (1001A)	1.00	6.00
Female Organs Cure (1001A)	1.00	6.00
Fever & Ague Cure (1001A)	.25	1.50
Gonorrhoea Cure (1001A)	2.00	12.00
Grippe Cure (1001A)	.25	1.50
Headache Cure (1001A)	.25	1.50
Heart Cure (1001A)	.50	3.00
Kidney Cure (1001A)	.50	3.00
Leucorrhoea Cure (1001A)	1.00	6.00
Liver & Stomach Cure (1001A)	.25	1.50
Measles Cure (1001A)	.50	3.00
Nervine Cure (1001A)	.50	3.00
Nervous Debility Cure (1001A)	1.00	6.00
Pile Cure (1001A)	.50	3.00
Rheumatism Cure (1001A)	.25	1.50
Scarlet Fever Cure (1001A)	.50	3.00
Syphilis Cure (1001A)	2.00	12.00
Teething Cure (1001A)	.50	3.00
Tobacco Habit Cure (1001A)	1.00	6.00
Toothache Cure (1001A)	.25	1.50
Whiskey Habit Cure (1001A)	1.00	6.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Hahnemann Whooping Cough Cure (1001A)	.50	3.00
Worm Cure (1001A)	.50—	3.00
Haine's Ginger Aperient	.50	4.00
Haines Golden Specific (943)	.27	90
Hair Death (1115)	1.00	8.00
Hair's Asthma Cure (1003)	1.00	9.00
	3.00	27.00
Liver Pills (1003)	1.00	8.00
Blood Purifier (1003)	1.00	9.00
Bronchial Cough Remedy (1003)	1.00	9.00
Catarrh Cure Pills (1003)	1.00 -	9.00
Hay Fever Powders (1003)	1.00—	8.00
Hair in. Prowse's	1.00—	8.00
Hairine (2069)	.50—	4.00
Hiawatha Herb Tea (645)	.25—	1.50
Hake's Baby Cough Syrup	.25	2.00
Croup Ointment	.25	2.00
Golden Nipple Ointment	.50	4.00
Perfect Liver Granules	.15	1.00
Hale's Asthma Cure (1004)	.50	4.00
	1.00	8.00
Corn Popper	.25	1.50
Cough Cordial (1937)	.50	4.00
Easy Headache Cure (1004)	.05 -	.38
	.10—	.75
	.25	2.00
Egg Foam Shampoo (1004)	.25—	2.00
Hair Dyes	.50—	4.00
Honey of Horehound and Tar (561B)	.25—	2.10
	.50—	4.2
	1.00—	8.34
Household Cough Cure (1316)	.25	1.75
	.50—	3.50
Liver Pills (1316)	.25—	1.75
Ointment (1316)	.25	1.75
	1.00—	8.34
	.50	3.50
Tea (1613)	.25 -	1.75
	.50	3.50
Ivory Cream (1004)	.10	.75
	.25	2.00
Kino & Ginger (1005)	.25—	1.80
Listerated Cream (1004)	.25—	2.00
Royal Pearl (1004)	.50—	4.00
	1.00—	8.00
Ton-A-Quin (1004)	.50—	4.00
Haley's Toothache Drops	.10—	.75
	.50—	4.00
Hall & Ruckel's Olive Tar Inhaler (1016)	1.00 -	6.00
Ointment (1016)	.50	4.00
Hall's Antiseptic Eye Water (558)	.25—	1.50
Balsam (1016)	.25—	1.90
	.50—	3.75
	1.00—	7.50
Bona Dea	.50	4.00
Catarrh Cure (458) ......R.	**.75—**	**6.00**
Celebrated Nerve Tonic (369)	.50—	4.00
Chicken Cholera Remedy (166)	.50—	3.75
Chill Cure (1015)—		
Liquid	.50—	3.75
Tablets	.50—	3.75
Coca Wine (547)	2.00—	21.00
Dyspepsia Cure (1015)	.50—	3.85
Erie Catarrh Remedy (1010)	.50—	4.00
Essence of Jamaica Ginger (2039)	.25—	1.75
	.50—	3.00
Extract Aga-Carda and Combinations	1.50—	12.00
Fig Laxatives (1015)	.25—	1.65
Family Pills (458) ......R.	.25—	1.50
Galvano-Electric Plasters	.25—	1.50
Great Discovery (1009A)	1.00—	
Hair Renewer (1009) ......R.	1.00—	8.00
Hair Soap (1007)	.25—	1.70
Hog Cholera Remedy (166)	1.00—	7.50
Hot Drops (2420A)	.25—	2.00
Jecoris Elixir (1013)	.75—	7.00
Liver Tea (1015)	.25—	1.75
	1.00—	7.50
Nerve & Bone Liniment (153)	.25—	1.75
Nervo (2420A)	.50—	4.00
One Day Cold Cure (1015)	.25—	1.75
One Minute Headache Cure (1015)	.25—	1.75
Painless Corn Cure (1012)	.25—	1.75
Eye Water (1015)	.25—	1.65
Pills (1301)	.25—	1.25
Sarsaparilla (1105)	1.00—	8.00
Sewing Machine Oil	.05—	.36
Soothine (1015)	.25—	1.85
Soothing Eye Salve (1015)	.25—	1.65
Tenderloin Tonic Injection (1013)	.50—	4.50
Toothache Remedies (558)	.10—	.75
Worm Candy (1015)	.25—	1.75
Witch Hazel Oil (1015)	.25—	1.85
	.50—	3.75
Salve (1015)	.25—	1.85
Hall's, Dr. P., Catarrh Remedy (1010)	.50—	4.00
Hallers' Australian Salve (1017)	.25—	1.25
Barb Wire Liniment (1017)	.50—	3.50
	1.00—	7.00
Burdock Sarsaparilla (1017)	1.00—	6.50
Condition Powders (1017)	.25—	1.75

	Retail.	Doz.
Haller's Consumption Remedy	1.00	8.00
Corn Cure (1017)	.25—	1.50
Female Pills (1017)	1.00—	7.50
Headache Cure (1017)	.25—	1.50
Little German Pills (1017)	.25—	1.50
Pain Paralyzer (1017)	.25—	1.75
Sure Cure Cough Syrup (1017)	.25—	1.75
	.50—	3.50
Tonic Stomach Bitters (1017) (Flat)	.50—	3.50
(Square)	.50—	3.75
	1.00—	7.00
Haller's Vienna Balsam	.40—	2.50
Breast Tea (Krauter Thee)	.25—	1.50
Female Tea	1.00—	7.50
Halliday's Blood Purifier	1.00—	7.50
Hallock's Anti-Freckle (1020) (567)	.35—	2.25
Face Powder (1020)	.35—	2.25
Tooth Paste (1020)	.35—	2.25
Halloway's German Liniment (1137)	.25—	2.00
	.50—	4.00
Sarsaparilla (1137)	.50—	4.00
	1.00—	8.00
Hallowell's Nipple Liniment (2243)	.50—	4.00
Nipple Shells (2243)	.25—	2.25
Halsey Bros' Bronchial Syrup (1021)	.50—	4.00
Burn & Frost Liniment (1021)	.50—	4.00
Camphor Pills (1021)	.25—	1.25
Carbo Peptine Wafers (1021)	.50—	4.00
Catarrh Tablets (1537)	.25—	1.8
Chestnut Pile Cerate (1021)	.50—	4.00
Coca-Calisaya Tonic (1021)	1.00—	8.00
Fluid Calendula (1021)	1.25—	10.20
General Debility Specific (1021)	1.00—	4.00
Geranium Comp. (1021)	1.00—	6.00
Goitre Tablets (1021)	.60—	6.00
Hydrastia Restorative Tonic (1021)	1.00—	8.00
Infant Tablets (1021)	.50—	4.00
Inhaline Comp. (1021)	1.25—	10.20
Lacteal Syrup (1021)	1.00—	8.00
Liver Tablets (1021)	.50—	4.00
Neuralgia Cure (1020)	.50—	4.00
Petro Calendula (1021)	.25—	1.75
Pile Suppositories (1021)	.50—	2.50
Rhus & Bryonia Plaster (1021)	.25—	1.50
Saxoline Sedative (1021)	.35	2.25
Succus Phytolacca (1021)	1.00—	8.00
(1050)	.75—	6.00
(1227)	.10—	.75
Surgical Dressing (1021)	.50—	4.00
Tape Worm Remedy (1021)	1.00—	8.00
Tonic (1021)	1.00—	9.00
Uterine Wafers (1021)	1.00—	6.00
Witch Hazel Cream (1021)	.25—	1.75
Worm Tablets (1021)	.50—	4.00
Ham's Aromatic Invigorator	.50—	4.00
	1.00—	8.00
Hamamelis Jelly (854)	.25—	1.75
Hambler's Blood Purifier	1.00—	8.00
Consumptive Remedy	1.00—	8.50
Great Tonic Remedy	1.00—	8.50
Hambleton's Cosmetique (124)	.20—	1.00
Dry Shampoo (124)	.35—	2.70
Egg Shampoo (124)	.35—	2.10
Hair Stain (2 bottle prep) (124)	.50—	3.75
(3 bottle prep) (124)	.50—	4.00
Ornamundo (124)	.75—	5.25
Philocome Pomade (124)	.20—	1.20
Rosinine Cosmetique (124)	.15—	.80
Hamburg Blood Tea (1872)	.10—	.75
Figs	.25—	2.00
Purgative Tea (1872)	.10—	.60
Hamburg's Corn Remover	.25—	1.50
Hamburger's Pile Driver	.25—	2.00
Hamilton's Buchu Troches	1.00—	8.00
California Indian Ointment	.25—	1.80
Cough Balsam (727)	.25—	2.00
	.50—	4.00
Candy	.15—	.75
Troches (727)	.10—	.75
Dandelion & Buchu (1834)	1.00—	6.75
Eye Salve	.25—	1.80
Extract of Thymoline (561)	1.00—	8.00
Fir Balsam Salve	.20—	1.00
German Bitters	.50—	3.50
Ginger Tonic	.25—	2.00
Oriental Balm (727)	.50—	3.00
Toothache Drops (727)	.15—	1.00
Hamlin's Blood & Liver Pills (1025)	.50—	4.00
Little Liver Pills (1337)	.25—	1.25
Mandrake Pills (1337)	.25—	1.00
Old English Black Oil (1337)	.50—	3.50
Stomach Bitters	1.00—	8.00
(1025)	.25—	1.60

	Retail.	Doz.
Hamlin's Cholera Mixture (1079B)	.25—	1.75
Cough Balsam (1025)	.25—	1.90
	.50—	3.80
Diarrhoea Mixture (1079B)	.25—	1.75
Wizard Oil (1025)	.50—	4.00
	1.00—	8.00
Hammond's American Sheep Wash (1027)	—	2.25
	—	3.50
	—	4.50
	—	15.60
Grape Dust (1027)..per lb.	—	.04
Scrofularia Powders (1027)	.25—	1.50
	.50—	3.00
	1.00—	6.00
per lb.	.45—	
Slug Shot (1027).......per lb.	—	.03½
per doz.	—	1.75
System Tonic (1740A)	1.00—	8.50
Thrip Juice (1027)	—	2.25
	—	3.00
	—	4.50
	—	15.60
Hamon's Tonic Regulator (328)	1.00—	7.50
Hampton's Tincture (2295A)	1.00—	8.00
Hance's Comp. Fluid Extract Buchu (1026A)	1.00—	9.00
Hancock's Aromatic Liquid Pepsin (1030)	.50—	4.00
	1.50—	15.00
Creopepton (1030)	1.00—	9.00
Dulsen (1030)	.50—	4.00
	1.50—	12.00
Liq. Senna Dulcis (1030)	.50—	4.00
	1.50—	12.00
Liquid Sulphur (1031)	.50—	4.00
	1.00—	8.00
Ointment (1031)	.25—	2.00
	.50—	4.00
Lozenges, Acetanodeine (1030)	.25—	2.00
Acid Benzoic (1030)		4.00
Carbolic (1030)		3.75
Tannic (1030)		4.00
Ammonium Comp. (1030)		2.00
Antalgic (1030)	.25—	2.00
Campho-Menthol (1030)	.25—	2.00
Cocaine (1030)		4.00
Comp. (1030)		4.00
Cocanilid (1030)	.35—	3.00
Codeine (1030)		3.00
Cubeb (1030)		4.00
Digestettes (1030)	.10—	.75
Dispepsia (1030)	.25—	1.75
[illegible] (1030)		2.00
Eucalyptus Comp. (1030)	—	4.00
Guaiacum (1030)		4.00
and Cubeb (1030)	—	4.00
Tannin (1030)		2.00
Comp. (1030)		5.00
Heroin No. 1 (1-24 gr.) (1030)		5.00
Marshmallow (1030)	.25—	2.00
Muco-Detergent (1030)	.50—	4.00
Sedative (1030)	.35—	3.00
Stimulant (1030)	.35—	3.00
Tonic (1030)	.35—	3.00
Orthoform (1030)	.35—	3.00
Comp. (1030)	.35—	3.00
Red Gum & Campho Menthol (1030)	.25—	2.00
Rhatany (1030)		4.00
Sedative (1030)		4.00
Spitta's Coryza (1030)	.25—	2.00
Terpen - Heroin - Benzoic (1030)	.25	2.00
Vocalettes (1030)	.10—	.75
Wistar's Cough (1030)	.25—	2.00
Mistura Creasoti Comp. (1030)	1.00—	8.50
Phosphatica (1030)	1.00—	8.00
Purified Mutton Tallow (1030) 10 cases lb.	.50	
Rhubarb Comp. Elixir (1030)	.50—	3.60
	1.00—	9.00
Sol. Campho-Menthol & Red Gum (1030)	.75—	6.00
Sweet Wine of Iron (1030)	.50—	3.60
	1.00—	9.00
Unguentum Hebra (1030)	.25—	2.00
	.75—	6.60
	1.50—	12.00
	2.50—	21.60
H. & C. Anchor Powder (2307)	.20—	1.25
	.50—	3.60
H. and J.'s Arnica & Oil Liniment (1097)	.25—	2.00
	.50—	4.00
Handoline, William's	.25—	2.00
Hand's Chafing Powder (2243) R.	.25—	2.00
Colic Cure (2243) ......R.	.25—	2.00
Cough & Croup Medicine (2243) R.	.25—	2.00
Diarrhoea Mixture (2243) R.	.25—	2.00
General Tonic (2243) R.	.25—	2.00
Kidney Pills (1111)	.50—	3.00
Pile Cure (1111)	1.00—	8.00
Pleasant Physic (2243) ...R.	.25—	2.00
Teething Lotion (2243) ...R.	.25—	2.00
Worm Elixir (2243) ......R.	.25—	2.00

	Retail.	Doz.
Hanf's Cough Cure	.25	1.75
Hanford's Celery Cure (1034)	R. 1.00	8.50
Myrrh Balsam (1034) R.	.25	2.25
	.50	4.25
	1.00	8.25
Stomach Powders (1034)	.10	.75
	.25	2.00
Hankins Specific (1035)	1.00	8.00
Hanover Headache Cure (1036)	.25	2.00
Magic Remedy (1036)	.25	2.00
	.50	4.00
	1.00	8.00
Tea (1036)	.25	2.00
Hansen's Danish Butter Color (1038)	.25	1.66
	.50	3.33
	1.00	6.66
Cheese Color, Liquid (1038)	.25	1.75
Tablets (1038)	.30	2.25
Dry Lactic Ferment (1038)	.75	5.60
Junket Tablets (1038)	.10	.80
	.76	6.00
Pure Food Colors (1038)	.10	.80
Flavors (1038)	.20	1.60
	.25	2.40
Rennet Tablets (1038) box of 24 No. 2 tablets	.50	4.50
per box of 50 No. 2 tablets	.90	8.00
per can of 200 No. 2 tablets	2.20	21.00
per can of 100 No. 1 tablets	4.40	42.00
Hanson's Aperient Seltzer (1040)	.10	.50
	.25	1.50
	.50	3.00
Bromo Caffeine (1040)	.10	.50
	.25	1.50
	.50	3.00
Seltzer (1040)	.10	.50
	.25	1.50
	.50	3.00
Soda (1040)	.50	4.00
Citrate Hydrobromate (1040) per lb.		4.00
Soda (1040)	.50	[illegible]
Citrate Caffeine (1040)	.50	3.00
Magnesia (1040)	.25	1.25
	.35	1.75
	.5[illegible]	[illegible]
Potash (1040)	.50	4.00
Effervescent Salts (1040)	.15	1.00
	.50	4.00
	1.00	8.40
European Liniment (76)	.25	2.00
German Salts (1040)	.50	3.00
Hepatic (1040)	.50	3.00
Hunyadi Salts (1040)	.15	1.00
	.25	2.00
	.50	4.00
	1.00	8.40
Kissingen Salts (1040)	.50	2.75
Lithia Salts (1040)	.25	1.50
	.50	3.60
	1.00	8.40
Lithia Citrate (1040)	.25	1.50
	.50	3.60
	1.00	8.40
Lithia Compound (1040)	.75	5.00
Lithiated Potash (1040)	.75	5.00
Lithia Salicylate (1040)	.75	5.00
Liver Chocolate (1040)	.05	.40
	.10	.75
	.25	2.00
Magic Corn Salve (1039) R.	.15	1.00
Hanson's Magic Corn Salve (1039) R.	.15	1.00
	.25	1.75
Nasal Catarrh Balm (873)	1.00	9.00
Phospho Bromate (1040)	.50	4.50
Pure Food Colors (1038)	.10	.80
Rheumatic Cure (1040)	.25	1.50
	.50	3.60
Rheumatic Mixture (1040)	.50	4.75
Salicylic Acid (1040)	.50	4.00
Soda (1040)	.50	4.00
Sarsaparilla (1040)	.50	4.50
Seltzer Phosphate (1040)	.75	6.00
Sodium Phosphate (1040)	.50	2.75
Sodium Sulphate (1040)	.50	2.75
Sulphate Magnesia (1040)	.50	2.75
Sulpho Sodium Phosphate (1040)	.50	3.00
	.50	3.75
Tar Syrup	.25	1.75
Vichy Salts (1040)	.50	2.75
Worm Lozenges	.25	2.00
Hantze Headache Tablets (123A)	.10	.75
Harbaugh's Alterative Fluid	1.00	6.40
Ammonia Comp. Liniment	.50	3.20
Anodyne	1.25	9.60
Blistering Ointment	1.00	6.30
Cough Syrup	1.25	9.60
Detergent Liquid	1.00	6.40
Eye Remedies	1.50	12.80
Fever Powders	.50	3.20
Heel Ointment	.60	4.00
	1.00	6.40

	Retail.	Doz.
Harbaugh's Influenza Powders	1.00	6.50
Purgative Balls	.50	3.20
Resolvent	1.25	9.60
Skin Lotion	.60	4.00
	1.00	6.40
Stomach Powders (1042)	1.00	6.40
Vegetable Iron Tonic	1.00	6.40
Wart Remedies	1.00	6.40
Harden's Laxative Syrup	.50	4.00
Sarsaparilla	1.00	8.00
Hardin's Anti-Cough	.50	4.00
Harding's Catarrh Cure (561)	1.00	9.00
Hardy's Bitters, Dry	.25	2.00
Liquid	.50	4.00
Hardy's Eye Balm	.50	4.15
Liniment	.25	1.75
Harfina Soap (1074)	.25	1.75
Harkey's Cough Syrup	.25	1.75
Diarrhoea Cordial	.25	1.75
Lubricating Eye Tonic	.25	1.75
Harlbert's Star Kidney Remedy (1980) R	.50	3.75
	1.00	7.50
Harlequin Cachous (2543)	.10	.50
Harmonic Hair Food No. 33 (164)	1.00	8.40
Shampoo No. 34 (164)	.50	4.20
Harnett's Health Grains	.25	2.00
Uterine Cones (1852)	2.00	9.00
Harnisch's Honey Cucumber and Glycerine Jelly (120)	.25	1.80
Lanoline Creme (120)	.20	1.20
	.25	2.00
Nagel Enamel (120)	.50	3.00
Wasser (120)	.50	4.00
Pure Cucumber Milk (120)	.50	4.50
Tooth Powder (120)	.25	1.40
	.35	2.30
Zahn Creme (120)	.20	1.20
	.25	2.00
Harper's Balsam Horehound & Tar (1044)	.25	2.00
Cephalgine (see Cephalgine).		
Persian Oil (1044)	.25	2.00
Harries' Headache Cure	.25	1.25
Harrig's Family Bitters	.50	4.00
Harris' Asthma Cure (1186)	.25	1.75
Corn Cure	.10	.90
Cramp Cure (774)	.25	2.00
	.50	4.00
Ever-Healing Salve	.25	1.75
Liniment	.25	1.75
Painless One Night Pile Cure (1099)	.50	3.50
Summer Cordial (774)	.25	2.00
	.50	4.00
Harrison's Blackhead & Pimple Cure (1050)	2.00	18.00
Blondine (1050)	1.00	9.00
Bust Outfits (1050)	8.00	72.00
Chalybeate Tonic (Ironized Catawba Wine) (49)	1.00	8.00
Complexion Clay (1050)	1.00	9.00
Outfits (1050)	5.00	42.00
Creme de Poudre (1050)	.75	6.00
Creme Wash (1050)	1.00	9.00
Cucumber Creme (1050)	.75	6.00
Depilatory (Paste) (1050)	1.00	9.00
Diarrhoea Cure (49)	.50	4.00
Freckle Lotion (1050)	1.00	9.00
Hair Bleach (1050)	1.00	9.00
Dyes (1050)	2.00	18.00
Hair Invigorator (1050)	1.00	9.00
(1050)	1.00	9.00
Hepatic Wafers (1050)	1.00	8.[illegible]
Iceland Balsam (49)	.25	2.00
	.50	4.00
	1.00	8.00
Ideal Lotion (49)	.50	3.75
Kidney & Bladder Cure Elixir (1050 B)	1.00	8.00
Light Hair Restorer (1050)	1.00	8.00
Liquid Pearl Foam (1050)	.25	2.00
Polish (1050)	.50	4.00
Liver Regulator (1050)	1.00	8.00
Mask (Cosmetic) (1050)	2.50	21.00
Mole & Wart Cure (1050)	2.00	18.00
Nux, Ignatia Nerve Tonic (1050 B)	.75	6.00
Opera Creme (1050)	2.00	18.00
Opium Antidote (1050A)	1.00	8.30
Pancreatin, Pure, Powdered (1050 B), per oz	4.00	38.40
Parian White (1050)	.50	3.75
Pepsin, Pure, Powd. (1050 B), per oz	4.00	38.40
Peristaltic Lozenges (49)	.25	2.00
	.50	4.00
Pile Remedy (49)	.50	4.00
Rheumatic & Neuralgic Elixir (1050B)	.75	6.00
Sprain & Bruise Liniment (1050B)	.25	2.00
Superfluous Hair Outfits (1050)	5.00	42.00
Tonic Wine (1050)	1.00	9.00
Virgin Soap (1050)	1.00	9.00

	Retail.	Doz.
Harrison's Watermelon Creme (1050)	1.00	9.00
Wild Cherry Pectoral Troches (49)	.25	2.00
Wrinkle Emollient (1050)	1.00	9.00
Harry's Fluid Exterminator (1912)	.25	2.00
Hart's Alimentary Elixir (1051)	1.00	7.50
Antiseptic (1051)	.25	1.50
Bismuth Cream (1051)	1.50	12.00
Bronchial Troches	.10	.75
Cough Syrup (1052)	.25	2.00
	.50	3.50
Cholera Preventive	.25	2.00
Croup Syrup (1052)	.50	3.60
Cyclone Liniment	.25	1.75
	.50	3.75
Distemper & Cough Cure (1764)	.50	3.75
Great Relief (2116)	.25	1.75
Hair Dyes (2117)	.25	2.00
Headache Powders	.10	.75
Health Herbs	1.00	8.00
Horn Killer (1764)	.50	3.75
Kas-Kara Candy	.10	.75
King of All Remedies	1.00	8.00
King of Salves	.25	1.75
King Worm Killer	.25	1.75
Liniment (1924)	.25	2.00
	.50	4.00
Little Liver Pills (1018)	.25	1.50
Liver Pills (1924)	.25	2.00
Nerve & Bone Liniment (2116)	.25	1.50
Phospho-Iron Tonic (1058)	.75	6.00
Extract (1058)	.25	1.80
Poultry Food (1764)	.25	2.00
Prunol	.25	1.75
Pulmonary Syrup (1924)	.25	2.00
	.50	4.00
Rheumatic Liniment	.25	1.75
	.35	3.00
Remedy (1056)	1.00	7.75
Standard Rheumatic Remedy	.5	1.75
Swedish Asthma & Hay Fever Cure (1058A)	1.50	12.00
Toothache Drops (2327)	.25	1.50
Vegetable Compound	.50	4.50
Wild Cherry, Tar & Horehound	.35	2.40
Worm Cream (2116)	.25	1.50
Hartford Smelling Salts (2217)	.25	1.50
Harter's Axle Oil (1408)	.25	1.75
Colic Cure (1408)	1.00	7.20
Distemper & Cough Cure (1408)	.50	3.50
Enamel Dressing (1408)	.25	2.00
	.50	3.50
Elixir Wild Cherry (1057)	.75	7.50
Fever & Ague Cure (1408)	.50	3.50
Pills (1057) R.	.25	2.00
Specific (1059) R.	.50	4.00
Gall Cure (1408)	.25	1.75
	.35	3.00
Healing Powders (1408)	.10	.75
	.25	1.75
Hog Remedy (1408)	1.00	7.50
Iron Tonic (1057) R	1.00	8.00
Leather Preservative (1408)	.25	1.75
	.35	2.00
Liniment (1057) R	.25	2.00
Little Liver Pills (1057) R	.25	1.50
Lung Balm (1057) R	.25	2.00
	.65	6.00
Satin Finish Harness Soap (1408)	.15	1.00
Soothing Drops (1057) R	.25	2.00
Vermifuge Candy (1057) R	.25	2.00
Vi-Ta-Tone (1057) R	.50	4.00
Wild Cherry Bitters (1057) R	.25	2.00
	1.00	8.00
Hartley's Nerve & Bone Liniment	.25	1.25
Hartmann's Anti-Stout Pills (1407)	1.00	8.00
Hartmann's Rhatany Comp. Tablets (1030)	.50	4.00
Rubberina	.50	3.75
German Herb Tea	.25	1.75
Hartogensis	.25	1.75
Hartshorn's Ammonia Compound	.15	1.20
	.25	1.75
Aromatic Syrup of Rhubarb (1059)	.50	3.00
Bitters (1059)	.40	3.00
	.75	6.00
Cordial	.25	2.00
	.50	4.00
Cure-All	.25	2.10
Family Pills (1059)	.25	1.50
No. 18 Liniment (1059)	.25	2.00
	.50	4.00
	1.00	8.00
Sarsaparilla (1059)	.75	6.50
Hartung's Three Kings Balsam.	.50	3.50
Powders	.50	3.75
Hartwig's Bitter Wine of Iron (1060)	.75	5.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Hartwig's Cold Tablets (1060)	.25—	1.50
Eye Essence	.50—	3.50
Household Salve (1060)	.25—	2.00
Instant Headache Tablets (1060)	.25—	1.50
Lung Balsam (1060)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Nerve Tonic (1060)	.75—	5.50
Peerless Cream (1060)	.50—	4.00
Sarsaparilla (1060)	.75—	6.00
Worm Powders (1060)	.25—	2.00
Harty's Diarrhoea & Cholera Medicine (2333)	.25—	1.75
	.50—	3.50
Hartz's Cream of Lilies	.25—	1.70
Harvard Baby Food	.25—	2.25
Bronchial Syrup (1478)	.25—	1.75
	.50—	3.50
Harvell's Condition Powders (1102)	.15—	1.10
	.25—	1.85
Harvey's Golden Pills	1.00—	8.00
Malarial Pills (2466)	.50—	4.00
Pectoral Compound	.50—	8.75
Harvie's "Kill-Bug" (1063)	.15—	1.25
	.25—	2.10
Hasbrouck's Eczema Tab (1064)	.50—	4.00
Eye Water (1064)	.50—	4.00
Mouth Wash (1089)	.50—	4.00
Worm Capsules (1064)	.50—	4.00
Haskin's What Is It?	.25—	1.75
Nervine (1065A)	.50—	4.00
Hassal's Brush Powders (847)	.20—	1.30
Sponge Powders (847)	.20—	1.30
Hassel's Easy-to-take Worm Syrup (2199)	.25—	1.75
Hassler's Worm Syrup (1868)	.25—	1.25
Hasson's Balsam Plasters (2199)	.25—	1.50
Camphor Cream (2199)	.25—	1.75
Chlorides (2199)	.25—	2.00
Comp. Syrup Tar (2199)	.25—	1.75
	.50—	3.50
Emulsion Cod Liver Oil (2199)	.50—	4.50
Extract Witch Hazel (2199)	.10—	.75
Liquid Rennet (2199)	.25—	1.75
	.10—	.75
	.25—	1.50
Root Beer (2199)	.10—	.75
Sarsaparilla (2199)	.50—	4.00
Talcum Powder (2199)	.10—	.75
Toothache Wax (2199)	.05—	.40
Hastings' Naphtha Syrup (561)	1.00—	8.00
Hatch's Febrifuge	.25—	1.75
Medicated Dentifrice (736)	.25—	1.00
Hatch's Universal Cough Syrup (620)	.50—	2.85
	.25—	1.75
	.50—	3.25
	1.00—	6.50
Hathaway's Liquid Shoe Bronze	.25—	1.75
Hausman's Tonic Essence	.25—	2.50
	.50—	4.00
Haven's Electro Mag. Cough Syrup (1068)	.25—	2.00
Liniment (Family) (1068)	.25—	1.88
	.50—	3.75
Horse Condition Food (1068)	.25—	1.88
Sore & Gall Ointment (Horse) (1068)	.50—	3.75
Turkish Shampoo	.25—	2.00
Haviland's Catarrh Cure (1070)	.50—	4.00
Hawkeye Condition Powders (208)	.25—	1.60
	.50—	3.75
Hawkin's Cologne Baths	.25—	2.00
Hawley's Asthma Cure	.25—	1.50
Catarrh Cure	.25—	1.50
Celery Headache Capsules	.25—	1.50
Hop Tea	.25—	1.50
Rheumatic Capsules	.25—	1.50
Complexion Salts	.25—	1.50
Dyspepsia Tablets	.25—	1.50
Kidney Pills	.25—	1.50
Ladies Tonic Pills	.50—	3.25
Magic Hair Remover	.25—	1.50
Pepsine Wine (2100A)	1.00—	10.00
Pink Liver Pills (1072)	.25—	1.50
Proquinia Elixir (2100A)	1.50—	12.00
Rheumatic Pills	.25—	1.50
Stomach & Liver Pills (1151)	.25—	1.50
Ten-Hour Corn Cure (1072A)	.25—	1.50
Witch Hazel Pile Ointment	.25—	1.50
Hawthorne's Heroin Compound (1072B)	.50—	4.00
Papaya Compound (1072B)	.50—	4.00
Sumbul Compound (1072B)	.50—	4.00
Hay Fever Conqueror (1427A)	.25—	2.00
Hay's Cocoanut Oil Shampoo (1079B)	.25—	2.00
Extract Ginger Ale	1.25—	12.00
Florida Water (1079B)	.50—	4.00
Hair Health (1074)	.50—	4.20
Oil (524)	.25—	1.75
Kelley Lunt Cologne (1079B)	.50—	4.25
(1079B)	1.25—	12.00

	Retail.	Doz.
Hay's Liquid Cold Cream (1079B)	.35—	2.75
Orris Tooth Powder (1079B)	.15—	1.25
Pile Liniment (518)	.75—	6.50
Saponaceous Dentifrice (1079B)	.25—	2.00
Tar Jelly (1079B)	.25—	2.00
Lotion (1079B)	.50—	4.00
Hayden's Phosphorus Pills (710) R. per 100	—	.90
Comp per 100	—	.90
Saline Solvent (710) R	1.00—	9.00
Viburnum Comp. (710) R	.50—	4.75
	1.25—	10.00
	2.00—	17.00
White Lily Lotion (710) R.	1.00—	8.00
Hayes & Coon's Constipation Tablets (1078)	.25—	1.50
Tonic Tablets (1078)	.50—	4.00
	1.00—	8.00
Haynes' Arabian Balsam (1644)	.25—	2.00
Hayssen's Diphtheria Cure (1079A)	1.00—	7.50
	3.00—	24.00
Hayssen's Goitre Balsam (1079A)	1.00—	8.00
Ointment (1079A)	1.50—	12.00
	3.50—	24.00
Veterinary (1079A)	1.00—	8.00
Hazard, Hazard & Co.'s (1658) Camphorated Chalk Tooth Powder	.25—	1.75
	.50—	3.50
Cologne Toilet, No. 6	.50—	4.50
	1.00—	10.50
	2.00—	16.00
	3.50—	30.00
Cucumber Cream	.25—	2.50
Elixir Calisaya Bark	1.00—	9.00
Ferro-phosphorated	1.25—	10.50
with bismuth	1.25—	10.50
with strychnia	1.25—	10.50
Gentian, ferro-phosphorated	1.00—	7.50
with tinct. chloride of iron	1.00—	7.50
Pepsin, Bismuth and Strychnia	2.00—	17.00
Of the Phosphates Iron, Quinine and Strychnia	1.50—	12.00
Glycerine Lotion	.25—	2.00
	.35—	3.00
Jelly, Rose Glycerine	.25—	1.75
Violet Glycerine	.25—	1.75
Witch Hazel	.25—	1.75
Juniper Tar Soap	.25—	2.50
Milk of Cucumber	.75—	6.00
Oriental Orris	.50—	4.00
Orris Dentifrice	.50—	3.50
Rum and Quinine for the hair	.75—	5.50
	1.00—	8.50
	2.00—	16.50
Saponaceous Dentifrice, pink or white	.25—	1.75
Hazel Kirke (1349A)	.50—	4.00
Hazel Oil Liniment (See Kirk).		
Hazeleine Plasters (619) R	.25—	2.00
Hazeline (1677A)	.25—	1.75
Hazeline Cream (B. W. & Co.) (776)	.35—	2.90
Hazle's Headache Capsules (1081)	.10—	.75
	.25—	1.50
Hazelmells Cream (1414)	.25—	2.00
Hazletone	.15—	1.25
	.35—	2.75
Hazola, Stuart's (2247)	.10—	.75
Headache Crackers (Konseals)	.20—	1.50
	.60—	4.20
Seltzer (2171)	.10—	.75
Stop (1029) R	.10—	.75
Headacura (1805)	.10—	.75
Head-Ease, Cummings'	.10—	.75
Headine (see Fluck's Great Ger. Remedy).		
Headoria, Pearson's (1377)	.10—	.75
	.25—	2.00
Healene (1140)	.10—	.75
	.25—	2.00
Surgical (2278A)	.25—	2.00
	.50—	3.00
Veterinary (2278A)	.25—	2.00
Healev's Tonic Pills	1.00—	8.00
Heal-Er-Up Salve (2069)	.25—	1.00
Healine (1233)	.10—	.75
Healine (1677A)	.10—	.65
Vet. (2278A)	.25—	2.00
	1.00—	9.00
Healing Dust (See Bennett).		
Oil (2005)	1.00—	8.00
Ointment (1743)	.25—	1.50
Health Salve (1081)	.25—	2.00
Soap (1084)	.25—	2.00
Health Salve (1273)	.25—	2.00
Heal-Skin (Heil Haut) Breunig's (296 A)	.15—	1.25
Health Food Co.'s Food (1084 A)	.50—	4.00
Health Kidney Plasters (831)	.25—	2.00
Liver Plasters (831)	.25—	2.00

	Retail.	Doz.
Health Lung Plasters (831)	.25—	2.00
(164)	.25—	2.10
Health Is Wealth, Wagner's	.50—	4.00
	1.00—	8.00
Plasters (831)	.25—	2.00
Tonic Tincture (951) per lb.	—	1.00
Heath's Dinchylon Salve	.25—	1.75
Magic Oil (1085)	.50—	3.00
Menthol Balm	.25—	1.75
Hebra's Corn Solvent	.25—	1.75
Skin Soap (1098) R	.25—	1.75
Vanda Cream (237) R	.50—	4.00
Heckel's Kola, Compressed (847)	.75—	6.00
Heckerman's Easter Chips	.05—	.30
Hecquet's Sesqui-Brom Iron Dragees (847)	1.50—	12.00
	.10—	.75
Hed-Ake-Kure	.25—	1.75
	.25—	2.00
Hed-a-Kne (1680)	.10—	.75
Hedakur, Hasson's (2199)	.10—	.75
Hedake Kolone (1404A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Hedacura (254B)	.25—	1.50
Hed-Eze (2141A)	.10—	.75
Hedge's Fever and Ague Annihilator	1.00—	8.00
Hedonal (782) R, per oz	—	1.60
Heerotine, Kolmu's	.50—	4.00
Hegeman's Cod Liver Oil (1088)	.75—	6.50
Hypnotic (1088)	1.00—	9.00
Emocascara (1088)	1.00—	9.00
Fluid Extract Sarsaparilla (1088)	.50—	4.50
Lithikum (1088)	.25—	2.00
Odonoto Tooth Powder (1088)	.50—	3.75
Peroxide of Hydrogen (1088)		
¼ lb.		1.50
½ lb.		2.25
1 lb.		3.75
Pile Remedy (Ointment) (1088)	.50—	4.00
Remedy (1088)	.50—	3.00
Santalsol (1088)	1.00—	9.00
Shaving Sticks (1088)	.15—	1.35
Tonic Phosphates (1088)	1.50—	15.00
Hegeman & Co. (J. N.) Alkaline & Antiseptic Tablets (1089)	.25—	2.00
Anti-Grip Wafers (1089)	.25—	2.00
Bronchial Cure (1089)	.25—	2.00
	.50—	4.00
Bug Poison (1089)	.20—	1.50
Dog Soap (Manhattan Kennel Club) (1089)	.15—	1.20
Camphor Ice (1089)	.25—	1.83
Chlorate Potash Troches (1089)	.25—	1.75
Damiana Capsules (1089)	.50—	4.00
Diabetes Cure (1089)	1.00—	8.00
Elixir Calisaya Bark (1089)	.75—	7.00
Emulsion C. L. Oil (1089)	.25—	2.00
	.50—	4.00
Extract Witch Hazel (1089)	.35—	2.75
Ferrated Calisaya Bark Elixir (1089)	.75—	7.00
Glycerine Lotion, Balsamic (1089)	.25—	2.00
	.50—	4.00
Glycerophosphates Lime Wine (1089)	1.00—	8.00
Comp. Comp. (1089)	.50—	3.50
Headache Wafers (Special Formula) (1089)	.25—	2.00
Odonto (1089)	.25—	1.88
Liniment (1089)	.25—	2.00
	.50—	4.00
Orodont Tooth Paste (1089)	.20—	1.75
Orodont Tooth Wash (Detergent) (1089)	.25—	2.00
	.50—	4.00
	1.25—	10.00
	1.75—	14.00
Pearl Cream (1089)	.50—	3.75
Phosphated Tonic (1089)	1.00—	8.00
	1.25—	10.00
Pile Ointment (1089)	.50—	4.00
Rose Egg Ice (1089)	.20—	1.50
Sarsaparilla (1089)	.75—	6.50
Shampoo (1089)	.50—	4.00
Sylvanus Remedy (1089)	.25—	2.00
Sodium Hypophosphites Comp. (1089)	.75—	6.00
White Pine Expectorant (1089)	.25—	2.00
Velpeau's Remedy (1089)	.50—	4.15
Helde's Jujube Pastilles (2532 A)	.05—	1.40
Helland's Floor Wax	.50—	4.50
Helmstreet's Hair Coloring	.50—	1.00
	1.00—	8.00
Heineman's Iceland Moss Pectoral	.25—	1.75
	.50—	3.50
Heinisch Beautifying Cream (1598)	—38.00	
Heinritz Neuralgic Liniment	.25—	1.75

	Retail.	Doz.
Heiskell's Blood and Liver Pills (1266)	.25	2.00
Medicinal Soap (1266)	.25	2.00
Ointment (1266)	.50	4.35
He-La-Kea (1113)	.25	2.00
Helantha Compound (2407)	1.00	9.00
Helenine Lotion (2605A)	.25	2.00
	1.00	9.00
Heller's Bichloride Skin Cure	.50	4.00
Blood, Liver and Stomach Bitters	.25	2.00
Cream Albumen, Powdered (1091A)	1.25	10.00
Liquid (1091A)	1.50	14.00
Zanzibar Fly Chaser (1092)	.75	4.50
	1.25	9.00
	2.00	13.40
Helmbold's Buchu (1092 A)	1.00	8.00
Jelly	.25	1.75
Rose Wash (1092 A)	.50	4.00
Sarsaparilla (1092 A)	.75	5.00
Helonia Tablets (1742)	.50	4.20
	1.00	8.40
Helonias Cord.al (1577) R	.75	6.25
Helonin (1060)	1.00	8.00
Helpenstine's Petrolio (936)	1.00	8.00
Helthin (2141), per pkg.	—	.60
Hema-Purine Pills (637)	.25	2.00
Hemaboloid Tablets (1819)	.50	4.00
	1.00	9.00
Hemaboloids (2152) R	1.00	9.24
	1.50	12.00
Arseniated with Strychnia (1819) R	1.00	9.24
Hemapeptone (270)	1.00	9.00
Crowell & Co's (569)	1.00	9.00
Hema Purine Pills (637)	.25	2.00
Hematic Cordial (1051)	1.25	9.00
Hematole (1875)	.75	7.50
Hematone (400)		8.00
Hematonic (2422)	—	6.20
Hematysin (2167)	1.50	13.80
Hemeranin (782) R, oz.	—	.96
Heming's Syrup Hypophosphites Comp.	1.00	8.00
Hemiseth's Champion	1.00	9.00
Hemonervine (tablets) S & H. (2167) 100s	1.25	10.50
Hemoneurol Cognet's Granulated (847)	1.50	12.00
Hemoquinine (2143)	1.00	8.00
Hemordia	1.00	9.00
Hemorralon, Hurlburt's (Piles) (1201)	.50	4.00
Hemorrhoidine (844)	1.00	7.00
Hemorrhoidines (2644)	.75	5.00
Hemorrhoidole, S. & H. (2167) pts.	1.50	13.50
Hemosepin (632)	.50	3.00
Henderson's Golden Ambrosia	.50	3.50
	1.00	7.20
Life Vaginal Suppositories	1.00	7.00
Liver & Blood Pills (1093)	.10	.75
	.25	2.00
Pansy Toilet Balm	.25	1.80
Skinzoline Emollient	.25	1.80
	.50	3.60
	.25	2.00
Wild Cherry Beverage	.05	.35
	.15	1.25
	1.00	8.00
Hen-Feed	.25	1.50
Hening's Frost Killer	.25	2.00
Henley's Celery, Beef & Iron (2636) (415)	1.00	8.00
Henley's L. X. L. Bitters (1491)	1.00	8.50
Tamarack (1491)	1.00	8.00
Henlon's Malaria Cure	1.00	8.00
Henry's Antiseptic (429)	.25	1.75
Arnica Salve (429)	.25	1.50
Calcined Magnesia (2143) R	1.00	9.00
Camphor Ice (2039)	.10	.75
Carbolic Salve (429)	.25	1.50
Toilet Soap (1326)	—	.84
Chlorate Potash Lozenges, Comp. (2039)	.10	.75
Chloroform Liniment (429)	.25	1.50
Colic Mixture (for stock) (429)	.50	4.00
Corn & Bunion Plasters	.10	.75
Corn Salve (429)	.10	.75
Cough Syrup (429)	.25	1.50
Dissolved C. L. Oil & Creasote (1095)	.50	4.00
	1.00	8.00
Diuretic Observer (1097R)	.50	4.00
Emulsion Cod Liver Oil (429)	.50	3.50
	.75	5.00
Extract Witch Hazel (2039)	.25	2.00
	.50	4.00
Family Salve (429)	.10	.75
Headache Powders	.25	2.00
Hog Remedy (429)	.50	4.00
Horse & Cattle Powders (429)	.25	1.30
Hot Medicine for Dyspepsia (1095)	.50	4.00
Household Ammonia (429)	.10	.75
Improved Liver Invigorator (429)	.25	1.25

	Retail.	Doz.
Henry's Insect Powder	.10	.75
Jet Black Hair Dyes (2480) R	.25	1.75
Laundry Bluing (429)	.05	.30
Licorice Tar Honey	.25	2.00
Liver Pills (743)	.15	.50
(429)	.25	1.25
Magic Relief (429)	.25	1.75
Metal Polish (1131)	.25	1.25
Mixture, No. 1 (429)	.50	4.00
Nerve & Bone Liniment (429)	.25	1.25
Oleate Creosote (1095)	1.00	8.00
	.50	4.00
Plant Root Pills	.25	1.50
Pleasant Pillets (404)	.10	.75
	.25	1.75
Pleasant Worm Syrup (404)	.25	1.75
Rheumatic Prescription (1434 A)	.50	4.00
Sewing Machine Oil	.10	.50
Simple Ossian Vin Quinquina (847)	2.00	19.00
Tasteless Chill Tonic (429)	.40	3.75
Three Chlorides (1098) R	1.00	8.50
Toothache Drops (429)	.10	.65
Toothache Wax (429)	.10	.65
Tri-Iodides (1098) R	1.00	8.50
Vegetable Hair Dyes (429)	.25	1.50
Witch Hazel Cream (429)	.25	1.75
World's Tonic & Blood Purifier	1.00	7.50
Worm Candy (429)	.10	.75
Lozenges (1097) R	.25	1.00
Syrup (429)	.25	1.25
Hensel's Blackberry Balsam (1099)	.25	1.75
Compound Ext. Sarsaparilla (1090)	1.00	8.00
Corn Cure (1099)	.10	.75
Elixir of Iron, Quinine and Strychnine (1099)	1.50	12.00
Essence of Pepsin (1099)	1.75	15.00
Jamaica Ginger (1099)	.25	1.50
	.50	3.00
One Minute Headache Powders (1099)	.10	.75
Toothache Drops (1099)	.10	.75
Pennyroyal Pills (1099)	2.00	10.00
Red Clover Plaster (1099)	.25	1.00
Tonicum (257)	.50	4.20
	1.00	9.00
Worm Tablets (1099)	.25	1.50
H. E. O. Emulsion Petroleum (551A)	.50	4.00
	1.00	8.00
He-pat-i-cure (see Marshall).		
Hepatix Mixture (1747)	.60	5.40
	2.60	24.00
Hepburn's California Reliever	.25	1.75
Catarrh Cure	.25	1.75
Corn Cure	.15	1.00
Cough Syrup	.25	1.75
Curative Ointment	.25	1.75
Liver Pills	.25	1.75
Nerve Cure	.75	5.50
Rheumatic Oil	.25	1.75
Skin Soap	.25	1.75
Worm Destroyer	.25	1.75
Heptol (1652)	.35	2.80
Herbal Hepatic Tablets	.25	2.00
Her-Bal-ine	1.00	7.50
Herbanium, Dollard's	1.00	8.00
	2.00	15.00
Herbaria, Weber's	1.50	12.00
Herbene Cholera Tablets (1101)	.25	2.25
Cologne (1101)	.10	.90
Cream (1101)	.25	2.25
Cream of Roses (1101)	.50	4.50
Face Powder (1101)	.25	2.25
	.75	6.75
Flavoring Powders (1101)	.05	.45
	.25	2.25
	.75	6.75
Mending Cloth (1101)	.10	.90
	.25	2.25
Menthol Inhaler (1101)	.25	2.25
Perfume (1101)	.15	1.35
	.25	2.25
	.50	4.50
	1.25	11.25
Pine Pellets (1101)	.10	.90
	.35	3.15
Herbene Sachet Powder (1101)	.10	.90
	.25	2.25
Tooth Powder (1101)	.25	2.25
	.75	6.75
Herberlein's Salve	.50	4.00
Herbert's Cascara Tablets (561)	.25	2.12
Celery Phosphate (561)	.50	4.25
Face Powder (Pink & White) (1430)	.30	2.75
Pulmonic Cough Remedy (561)	.50	4.20
Syrup & Blood Root Expectorant (561)	.50	4.25
Quino-Preservo (561)	.50	4.25
Sarsaparilla (561)	.50	4.25
Tonic Elixir Cod Liver Oil (561)	1.00	8.50

	Retail.	Doz.
Herbine (166)	.50	4.00
Herboline (1938)	1.00	9.00
Herculean Tonic Tablets	.25	1.75
Hercules Malt Wine	.25	2.00
Herculine Tonic (see Kennedy).		
Hereford's Ague Cure	1.00	8.00
Hering's Comp. Blackberry Root Syrup (1067 A)	.25	1.85
Herman's Catarrh Balm	.50	3.75
Cure	.50	3.00
Cough Remedy	.50	3.75
Dyspepsia Remedy	.50	4.00
Gonorrhoea Remedy	1.00	8.00
Hair & Whisker Dye (1091A)	.50	4.00
	1.00	8.00
Headache Wafer (1091A)	.25	2.00
	.50	4.00
Heart Cure (1091A)	.50	4.00
	1.00	8.00
Herb Laxative Tea (1091A)	.25	2.00
	.50	4.00
Liver Pills	.25	1.75
Lung Balsam	.50	3.75
Pile Cure	.50	3.75
Queen Hair Restorer (1091A)	1.00	8.00
Red Clover (1091A)	1.00	8.00
Rheumatic & Gout Remedy	1.00	8.00
Sarsaparilla Compound	1.00	7.50
Vegetable Catarrh Ointment	1.00	8.00
Hermance's Asthma Cure	1.00	7.50
Catarrh Remedy	.50	3.75
Chill Cure	1.00	7.50
Diphtheria Remedy	1.00	7.50
Wine Bitters	1.00	7.50
Worm Powders	.25	2.00
Hermann's Floral Complexion Powders (1103)	.25	1.50
Hermit Catarrh Snuff	.25	2.00
Purifica	1.00	8.00
Hermol (2143)	1.00	8.00
Hermosa	.25	2.00
	.75	6.00
	1.25	10.00
Heroin (782) R, per 15 gr. V.	—	.23
per oz.	—	4.85
Hydrochlorate (782) R per 15 gr. V.	—	.23
per oz.	—	4.85
Heromal (2143)	1.00	8.00
Herooine	.50	4.00
Hero-Terp-Anilid (see Ahren's).		
Herpeptine Durel's (847)	1.25	11.50
Herpicide, see Newbro's.		
Herr's Blistering Fluid	1.00	8.00
Herrick's Belladonna Plasters (Perforated) (1102)	.20	1.10
German Liniment (1102)	.25	1.60
	.50	3.75
	1.00	8.00
Kid Strengthening Plasters (1102)	.25	1.60
Liquid Bloom (922)	.50	3.50
Perforated Strengthening Plasters (1102)	.20	1.10
Red Pepper or Capsicum Plasters (1102)	.25	1.10
S. C. Vegetable Liver Pills (1102)	.25	1.60
Hertzog's Victor Baume (847)	.75	6.50
White Cross Swiss Pills (847)	.50	4.25
Hesperian Carbolic Salve (1104)	.25	1.50
Cathartic Pills (1104)	.25	1.00
Celery Nervine (1104)	1.00	6.00
Condition Powders (1104)	.25	1.50
Corn Salve (1104)	.15	.75
Cough Drops (1104)	.05	.40
Electric Plasters (1104)	.25	1.00
Kidney Tea (1104)	.25	1.50
Laxolia (1104)	.25	1.50
Liver & Kidney Cure (1104)	1.00	6.00
Liver Pills (1104)	.25	1.25
Neutralizing Cordial (1104)	.25	1.50
Porous Plasters (1104)	.25	1.00
Sarsaparilla (1104)	1.00	6.00
Toothache Drops (1104)	.25	1.25
Hess Healing Powder (1104A) per case of 36 4-oz. pkgs.	—	5.40
Poultry Pan-a-ce-a (1104A) per case of 36 1½-lb. pkgs.	—	6.00
per case of 72 1½-lb. pkgs.	—	12.00
per case of 12 5-lb. pkgs.	—	5.00
Hess Stock Food (1104A) per 7-lb. sack or pkge.	.35	.50
per 12-lb. sack	.50	.75
per 25-lb. sack	1.00	1.45
per 50-lb. sack	1.95	2.85
per 100 lb. sack	3.75	5.00
Hess' Cherryola (1104B)	.25	2.00
Diamond Powder (1104B)	.10	.50
	.15	1.00
Embrosia & Quinine (1104B)	.50	4.00
	1.00	8.00
Exovia Paste (1104B)	.50	3.00
Finger Nail Enamel (1104B)	.25	2.00
Heliotrope Poudre de Lis (1104B)	1.00	8.00
	.25	2.00
Mascaro (1104B)	.50	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Item	Retail.	Doz.
Hess' Mellbenti Cream (1104B)	.50—	4.00
Soap (1104B)	.50—	4.00
Digest (1104B)	.50—	4.00
	.25—	2.00
Lotion (1104B)	.50—	4.00
Nose Putty (1104B)	.25—	1.50
Pearl Nail Powder (1104B)	.50—	4.00
Poudre a la Violet (1104B)	.50—	4.00
Rouge De Theatre No. 12 (1104B)	.25—	1.65
Ruby Lip (1104B)	.50—	4.00
Youthful Tint Cream (1104B)	.50—	4.00
	1.00—	8.00
Liquid (1104B)	.50—	3.50
Powder (1104B)	.25—	1.50
	.50—	4.00
	1.00—	7.00
Soap (1104B)	.25—	1.50
Hesig's Belladonna Plasters (1106)	.25—	1.25
Wild Cherry Tonic (1106)	.25—	1.87
	.50—	3.25
Hesselroth's Anti-Septicon (1105)	.50—	4.00
Blood & Liver Pills (1105)	.25—	1.50
Blood Purifier (1105)	1.00—	8.00
Corn Cure (1105)	.25—	1.75
Crown Cologne (1105)	.25—	1.75
Lungwort Balsam (1105)	.50—	4.00
	1.00—	8.00
Neuralgia Capsules (1105)	1.00—	8.00
Norwegian Cod Liver Oil (1105)	1.00—	7.50
Quinine Hair Stimulant (1105)	.50—	4.00
Rheumatic Tablets (1105)	.50—	4.00
Russia Cholera Drops (1105)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Hesselroth's Swedish Crown Remedies, No. 1 to No. 22, inclusive (1105)	.25—	2.00
	.50—	4.00
Iron Wine (1105)	1.00—	8.00
Toothache Drops (1105)	.25—	1.75
Universal Fluss & Healing Plaster (1105)	.25—	1.75
Hewitt's Sulphur Tablets	.50—	4.00
Vobos	1.00—	8.50
Hexamine (1406A) ... oz	.50	3.00
Elixir, Compound (1406A)	1.25	9.60
Tablets (1406A) ... oz	.75	4.00
Heydenrich's Liquid Beef Peptones	1.00—	8.00
H. G. C. Injection (11)	.50—	7.80
H. & H. (1210)	.15—	1.20
H. H. H. Horse Powders (1075)	.15—	1.25
Liniment (917)	.50—	3.75
	1.00—	7.50
Medicine (917)	.50—	3.75
	1.00—	7.50
H. H. P. (131A) (Liver Medicine, Dry)	.25—	1.25
(Liquid)	.50—	3.50
Hiatillas (Foster's)	1.00—	9.00
Hiatt's Germicide	.25—	1.75
Hay Fever & Catarrh Cure	2.00—	15.00
Hiawatha Hair Tonic (see Erb.)		
Hibbard's Carminative Salve (561)	.25—	2.00
Circassian Balm (561) R.	.50—	4.00
Family Pills (561) R.	.25—	2.00
Herb Extract	1.00—	9.50
Rheumatic Liniment (2668)	.25—	1.75
Rheumatic Lotion (561R)	.50—	4.00
Pills (2668)	.25—	1.50
Plaster (2668)	.10—	1.00
Syrup (2668)	1.00—	8.00
Sugar Coated Granules	.25—	1.75
Throat & Lung Balsam (356)	.25—	2.00
	.50—	4.00
Wild Cherry Bitters	.75—	6.00
	1.50—	12.00
Hick's Capudine (404)	.10—	.75
Castoline (404)	.10—	.75
	.25—	2.00
	.50—	4.00
Certain Corn Killer (404)	.15—	1.20
Huckelberry Balsam (404)	.25—	2.00
Microbe Remedy	.25—	2.00
Hickerson's Bug Killer (1107A)	.25—	1.75
Mulemaker (1107A)	.50—	3.75
Dyspepsia Tablets (1107)	1.00—	8.00
Golden Ointment (1107 A)	.25—	1.75
Hickman's Female Pills	3.00—	27.00
Hidden's Catarrh Specific (1109)	3.00—	27.00
Spray (1109)	.50—	4.50
Chloroform Inhaler (1109)	7.50—	72.00
Pine Balsam Inhalant (1109)	.50—	4.50
Pocket Inhaler (1109)	1.00—	9.00
Higby's Face Powder	.25—	1.65
Myrrh & Borax Arom. Mouth Wash	.25—	2.00
Toothache Cure	.10—	75
Witch Hazel & Almond Lotion	.25—	1.75
Higden's Magnetic Compound	1.00—	8.00
Higgins' Throat & Cough Compound	.25—	2.00

Item	Retail.	Doz.
Highland Brand Evaporated Cream (1094) Baby size 6 doz. cans per case	—	4.00
Family size, 4 doz. cans, per case	—	5.00
Hotel size 2 doz. cans per case	—	4.50
Highland Malt Extract (2276)	.15—	1.10
with Iron (2276)	.25—	1.85
Hill City Antiseptic (421)	.25—	1.50
Carbolic Salve (421)	.25—	1.50
Cough Balsam (421)	.25—	1.75
Liver Pills (421)	.25—	1.25
Tasteless Chill Tonic (421)	.50—	3.50
Worm Candy (421)	.25—	1.25
Hill's Amandine Liquid (425)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Anti-Tobacco Chewing Gum, 48 5c pkgs. in box, per box	—	.35
California Cordial (1222)	.50—	3.75
Candy Worm Drops (1111)	.25—	1.50
Cascara Bromide Quinine Tablets (1111)	.25—	1.75
Celery Tea (1111)	.25—	2.00
Chill Prescription (1222)	.50—	4.00
Creamed Castor Oil	.25—	2.00
Diarrhoea & Colic Cure (1222)	.50—	3.75
Double Chloride Gold (Liquor Habit) (1773)	1.00—	7.00
(Morphine Habit) (1773)	1.00—	7.00
(Tobacco Habit) (1773)	1.00—	7.00
Freckle Lotion	.75—	6.00
Hair & Whisker Dye (561) R.	.50—	4.20
Healing Liniment (122)	.50—	3.75
Honey Balsam	.15—	1.00
Malaria Cure (1222)	.50—	3.75
Mountain Bitters (1222)	.50—	3.75
Pills (1222)	.25—	1.65
Peerless Cough Syrup (1111)	.25—	1.75
	.50—	3.50
Pile Pomade (1110)	1.00—	8.00
Rheumatic and Gout Remedy (1111A)	1.00—	9.00
S. R. & S. Ointment (1110)	.25—	1.85
Slippery Elm Lozenges	.10—	.85
System Tonic Capsules (1114)	.50—	4.00
Texas Eye Water (1222)	.25—	1.75
Tickler (1222)	.25—	1.75
Tonic Mixture (1921)	1.00—	8.00
Worm Specific (1111)	.25—	1.75
Hiller's Anti-Bilious Stomach & Liver Cure (1112)	1.00—	8.00
Asthama Cure (1112)	1.00—	8.00
Catarrh Cure (1112)	1.00—	8.00
Cholera Morbus & Cholera Cure (1112)	1.00—	8.00
Constipation & Pile Cure (1112)	1.00—	8.00
Cough Cure (1112)	.50—	4.00
	1.00—	7.50
Crying Infants' Colic Cure (1112)	1.00—	8.00
Cure No. 40 (1112)	1.00—	8.00
No. 50 (1112)	1.00—	8.00
No. 60 (1112)	1.00—	8.00
No. 70 (1112)	1.00—	8.00
For Sleeplessness & Nervousness (1112)	1.00—	8.00
Diarrhoea Cure (1112)	1.00—	8.00
Dyspepsia Cure (1112)	1.00	8.00
Diphtheria & Sore Throat Cure (1112)	1.00—	8.00
Fever & Ague Cure (1112)	1.00—	8.00
Headache Cure (1112)	1.00—	8.00
Kidney Cure (1112)	1.00—	8.00
Nervous Debility Cure (1112)	1.00—	8.00
Poison Oak Preventive & Cure (1112)	1.00—	8.00
Salve (1112)	.25—	1.25
Rheumatic & Neuralgia Cure (1112)	1.00—	8.00
Small-Pox Preventive (1112)	1.00—	8.00
Sea Sickness Cure (1112)	1.00—	8.00
Teething Cure (1112)	1.00—	8.00
Whooping Cough Cure (1112)	1.00—	8.00
Worm Cure (1112)	1.00—	8.00
Hilton's Specific (1116)	.50—	4.00
Himalaya Asthma Cure (2622)	1.50—	15.00
Himcoe's Blackberry Cordial	.25—	1.50
Ginger Cordial	.25—	1.25
Himrod's Asthma Cure (1117) R.	1.00—	8.00
Hinds' Bay Leaf; Castor Oil & Brandy (1119)	.50	4.50
Black-Fly Cream (1119)	.35—	3.00
Essence of Happiness (Toothache) (1119)	.25—	2.00
Honey & Almond Cream (1119) R	.50	4.00
	1.00—	8.50
Radical Corn Remover (1119)	.25—	1.75
Hindercorns (1125) R.	.15—	1.20
Hindipo	.50—	4.00
Hindoo Corn Cure (789)	.10—	.75
Kidney Cordial (1841)	.50—	4.00
	1.00—	8.00

Item	Retail.	Doz.
Hindoo Liniment (240A)	[illegible]	[illegible]
Oil (2519)	.50—	4.00
Remover (2434)	.25—	1.20
Salve (2434)	.10—	.75
Worm Killer	.25—	1.85
Hindu Tonic	1.00—	8.00
Hines' Celery Tonic (1778)	1.00—	6.00
Hinkley's Bone Liniment (1119A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Hippicea	1.00—	8.50
Hippocure	1.00—	8.00
Hippona (1107)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Powders (1107)	.25—	1.80
	.50—	3.60
Hirax (1222)	.25—	1.75
Hire's Cough Candy (1123)	.05—	.45
Drops (1123)	.05—	.42
Extract Root Beer (1123)	.25—	1.75
Ginger Ale (1123)	.10—	.90
Root Beer, Carbonated (1123)	.10—	.90
Conc. Sol. (1123) lb. bots. ea.	—	.65
Hirsh's Lightning Paste	.25—	2.00
Violet Ammonia (1124)	.25—	1.50
Hirsutone (2452)	.50—	4.00
Hirsutus (182)	1.00—	9.00
	2.50—	18.00
	5.00—	36.00
Hitchcock's Arnica Salve	.25—	1.75
Japol Drops	.25—	2.00
Ice	.25—	2.00
Powders	.25—	2.00
Tablets	.10—	.75
	.25—	2.00
Hites' All-healing Plaster (or Salve) (1126)	.25—	1.75
Asthma & Catarrh Powders (1128)	.25—	1.75
Blood Purifier (1128)	1.00—	8.00
Hite's Cough Syrup (1128)	.25—	1.75
Horse & Cattle Powders		
Liver Regulator (1128)	.35—	2.90
Magic Cough Syrup (1127)	.25—	1.75
	.50—	3.50
Cream (1127)	.25—	1.75
	.50—	3.50
Soap (1127)	.25—	1.25
Headache Tablets (1127)	.25—	1.75
Pills (1127)	.25—	1.25
Salve (1127)	.25—	1.50
Throat Pastilles (1127)	.10—	.75
Worm Syrup (1127)	.25—	1.75
Pain Cure (1128)	.25—	1.90
Plasters (1128)	.25—	1.25
Poultry Powders (1128)	.25—	1.50
Vegetable Liver Pills (1128)	.25—	1.50
Hitts Headache Powders (2467)	.10—	.45
	.25—	1.40
Hive Salve (1683)	.25—	2.00
Hoarse in the throat (788)	.10—	.60
Hobbs' Meenfun (Chinese Face Powd.) (1903)	.15—	1.00
Sparagus Pills (2316)	.50—	4.00
Hobensack's Liver Pills	.25—	1.75
Vermifuge	.25—	1.75
Worm Syrup	.25—	1.75
Hober's Pills	1.00—	8.00
Hockstaller's Bitters	1.50—	13.50
Hodge's Dentifrice (Powder)	.25—	1.75
Fluid	.25—	1.50
Sarsaparilla (2277)	1.00—	7.00
Hodnett's Gem Soothing Syrup	.10—	.80
	.25—	1.80
Toothache Wax	.10—	.75
Hoed's Magnetic Pile Ointment (1799)	.50—	4.00
Hoff's Consumption Cure (213A)	1.00—	9.00
(722)	1.50—	13.50
Dehorner	.75—	6.00
(Johann) Malt Bonbons (723)	.05—	.30
	.10—	.80
Malt Coffee (723)	.15—	1.25
Malt Extract (723)		3.00
With Iron (723)	.50—	3.50
Melulose (723)	1.00—	8.00
Hoffman's Ague Cure (1132)	1.00—	7.00
Pills (1132)	.50—	3.50
Blood & Liver Pills (1132)	.25—	1.50
(1872)	.25—	1.25
Cough Drops (1132)	.25—	1.75
German Liver Pills (2208)	.25—	1.50
Golden Bitters (1132)	.50—	3.50
	1.00—	6.50
Ointment (1132)	.25—	1.50
Hjertstyrkande Drops No. 7 (631)	.25—	2.00
	.50—	4.00
Och Hjertstyrkande Drops No. 9 (631)	.25—	2.00
	.50—	4.00
Popular Injection (1131)	1.00—	7.50
Red Cross Drops (1996)	.25—	1.50
Red Drops (650)	.25	1.50
Stick Salve (1872)	.25—	1.25

	Retail.	Doz.
Hoffman's Strengthening Plasters (1132)	.25—	1.00
Worm Cakes (1132)	.25—	1.75
Hogan's Beech Balsam	1.00—	8.00
Mountain Rock Oil	.50—	3.50
Hogg's Cod Liver Oil (847)	1.25—	10.00
Hoggette	1.00—	8.00
Hokara Blood Tablets (1548)	.25—	2.00
Dandruff Cure (1548)	.25—	2.00
Skin Food (1548)	.25—	2.00
Holden's Floraline (1695)	.25—	2.00
	.50—	3.60
Heart Cure (1695)	.25—	2.00
	.50—	3.60
Kidney & Bladder Cure (1695)	.50—	3.60
Laxatoria (1695)	.50—	3.60
Mocking Bird Food	.50—	3.00
Pile Cure (1695)	1.00—	7.00
Rhu-Mo (1695)	1.00—	7.00
Specific (1695)	1.00—	7.00
Tonic Tablets (1695)	1.00—	7.00
White Lily (1695)	1.00—	7.00
Holdridge's Green Plasters	.25—	1.25
Holland Tea	.25—	1.50
Holland's Arabian Horse Cure	.50—	4.00
Cream	.15—	1.20
Camphorated Ointment	.50—	4.00
Neuralgic Headache Powders	.10—	.60
Holleyman's Horse Colic Elixir (131A)	.50—	3.50
Holliday's Diarrhoea Cordial (2595)	.25—	2.00
Hollis' Buchu	.75—	6.00
Hollister's Wild Cherry Syrup	1.00—	8.00
Holloway's Arnica Plasters (1266)	.15—	1.00
	.20—	1.67
	.25—	2.25
Beef, Iron & Wine (332)	.50—	4.00
Celery Tonic (332)	.50—	4.50
Cholera Drops (332)	.25—	2.00
Condition Powders (332)	.25—	2.00
Cough Drops (332) 40 pkgs. in box, per box	—	1.10
Medicine (332)	.50—	4.00
	1.00—	8.00
Croup Medicine (1137)	.50—	4.00
	1.00—	8.00
Dyspepsia Tablets (332)	.25—	2.25
Extract Root Beer (332)	.10—	.85
German Liniment (332)	.25—	2.00
	.50—	4.00
Headache Powders (332)	.05—	.40
	.10—	.75
	.25—	2.00
Healing Salve (332)	.25—	2.00
Liquid Ammonia (1137)	.10—	.75
Mandrake Pills (332)	.25—	2.00
Oil Liniment (332)	.50—	4.50
	1.00—	9.00
Ointment (847)	.50—	4.00
Pills (847)	.50—	4.00
Pain Destroyer (332)	.25—	2.00
Pale Orange Bitters (332)	1.00—	9.00
Sarsaparilla (332)	.50—	4.00
	1.00—	8.00
Stomach Bitters (332)	.75—	6.00
	1.00—	9.00
Tea (332)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Vermifuge Confections (1266)	.25—	1.75
Holly's Tonic Tablets (2612)	.50—	4.00
Holman's Abdominal Pad (1138)	6.00—	54.00
Absorptive Medicinal Plasters (1138) body	.25—	1.85
foot	.25—	1.85
Alterative Comp.	1.00—	8.00
Compressed Fruit Tablets (1138)	1.00—	9.00
Facial Lotion	1.00—	8.00
Liver Pad (1138)		
Regular	2.00—	18.00
Special	3.00—	27.00
Children's	1.50—	13.50
Belt or Spleen	5.00—	45.00
Pectoral or Lung Pad (1138)	3.50—	31.50
Spinal or Kidney Pad (1138)	3.50—	31.50
Holmes' Fragrant Frostilla (1139) R	.25—	1.75
Mexican Buchu	.75—	5.75
Mouth Wash & Dentifrice (1141)	.25—	2.00
	1.00—	8.00
Holt's Bowel Manna Tablets (1142) R		.10
		.25
Nerve Manna Tonic (1142) R	—	1.00
Holtzerman White Cross Liver Pills (1550)	.20—	1.25
Holzhauer's Chemical Corn Solution (2616)	.10—	.75
Homestead Liver Pills (1462)	.25—	1.75
Oil Liniment (1587)	.25—	1.75
	.50—	3.75
Hominis Remedy	1.00—	7.50
Hommolle's Digitaline Granules (847)	1.00—	8.00
Honduras Sarsaparilla (1146)	1.00—	5.40
Honey-Tolu (Cough Rem.) (918)	.25—	2.00

	Retail.	Doz.
Hood's Eureka (289)	.25—	1.75
	.25—	2.00
	.50—	4.00
	1.00—	8.00
May Blossom Honey (1146)	.25—	2.00
	.50—	3.75
	1.00—	7.00
Medicated Soap (1145) R	.15—	1.00
Olive Ointment (1145) R	.25—	2.00
Sarsaparilla (1145) R	1.00—	8.75
Tooth Powders (1145) R	.50—	3.00
	.25—	1.75
Vegetable Pills (1145) R	.25—	2.00
Hoodoo Toothache Drops (466)	—	1.00
Hoof Ointment (1167)	.35—	2.00
Hoofaline	.50—	3.50
	1.00—	7.00
Hoofland's German Bitters (1266)	1.00—	8.75
Greek Oil (1266)	.50—	4.17
	1.00—	8.00
Herb Tea (1147)	.50—	3.50
Podophyllin Pills (1266)	.25—	1.75
Hook's Elder Balm	.25—	2.00
Hooker's Cough & Croup Syrup (1343)	.35—	2.75
Roach Exterminator	.50—	4.00
Hoopelake (Whooping Cough) (407)	.50—	4.00
	1.00—	8.00
Hooper & Co.'s Sulphur Comp. Lozenges (847)	.60—	4.50
Hooper's Anodyne (1149)	.25—	1.88
Blue Bleacher (1246)	.10—	.75
	.15—	1.75
	.50—	4.00
Bed Bug Food (1246)	.25—	2.00
Hooper's Fatal Ant Food (1246)	.25—	4.00
	.50—	4.00
Food (Roaches, etc.) (1246)	.25—	2.00
	1.00—	8.00
Rat Food (1246)	.20—	1.50
Hair Restorer Tonic (369)	.50—	4.00
Indelible Ink (1246)	.20—	1.50
Ladies' Cachous (847)	.15—	1.00
Pills (847)	—	3.00
(Black Seal) (2387)	—	.75
Hoosier Curling Fluid	.25—	2.00
Hop Bitters (2622)	1.00—	8.00
Hop-Cel (2307A)	.35—	3.00
	.70—	6.00
Ointment	.25—	1.75
	.50—	3.75
	1.00—	8.00
Pads	2.00—	13.50
Plasters (1151)	.25—	1.75
Hope for the Bald	1.00—	8.00
Plasters (1151)	.25—	1.75
Hopkins' Carbolic Troches	.50—	4.00
Catarrh Cure	1.00—	8.00
Chaulmoogra	1.00—	8.00
Cough Syrup	.25—	2.00
Hair Restorative	.75—	5.00
Magic Healing Powder (561) R	.50—	3.23
	1.00—	6.50
Restorer	.75—	5.00
Rubber Complexion Bulb (1153) R	—	.50
Hopp's Indian Herb Tea (1700)	.25—	2.00
Hopping's Anti-Bald	1.00—	8.00
Pills	.25—	1.75
Sweet Balm	.25—	1.75
	.50—	3.50
Hoptonique Malt	.35—	3.00
Horlick's Diastoid (1155)	.50—	4.50
Food (1155)	.40—	3.60
	.75—	6.75
	2.85—	27.30
Malted Milk (1155)	.50—	4.50
	1.00—	9.00
	3.75—	36.00
Lunch Tablets (1155)	.50—	4.50
	1.00—	9.00
	3.75—	36.00
Horn's Cough Syrup (801)	.25—	2.00
Dyspepsia Remedy (801)	.25—	2.00
Eau for the Hair (847)	2.50—	22.00
Eye Salve (801)	.35—	3.00
Telephone Cough Syrup (1155A)	.25—	1.75
Headache Tablets (1155A)	.10—	.75
Horse & Cattle Powders (1155A)	.25—	1.75
Liniment (1155A)	.25—	1.90
	.50—	3.50
Liver Pellets (1155A)	.25—	1.60
Odonto Cura (1155A)	.15—	1.00
Worm Tablets (1155A)	.25—	1.60
Hornblower's Pile Ointment	.25—	2.00
Horne's German Cough Drops (902) box of 36-5c pkgs. per box	—	.90
Syrup (902)	.25—	1.50
Worm Eradicator (902)	.25—	1.50
Tonic Herb Tea (902)	.25—	1.50
Horner's Iron Wine (1654)	.50—	3.00
Lightning Rheumatic (1654)	1.00—	7.50
Horning's Catarrh Specific	.75—	6.00

	Retail.	Doz.
Horr's Boracic Cream	.25—	1.75
Horsford's Acid Phosphates (2091) R	.50—	4.00
	1.00—	8.00
Horton's Miasma Antidote	1.00—	10.00
Hostetter's Stomach Bitters (1161) R.	1.00—	8.50
Tonic Herbs (1872)	.25—	1.75
Hostelley's Syrup Acid Hydriodic (1160)	1.00—	7.00
Hypophosphites (1160)	1.00—	8.00
Wine Cod Liver Oil (1873)	1.00—	8.00
Comp. (1160) Vin. Ol. Morrhuae Comp.)	1.00—	8.00
Hot Springs Capsules	1.00—	8.50
Liniment (1587)	.25—	1.50
Remedy (527)	1.00—	10.00
Skin Salve	.25—	1.75
Soap	.25—	1.75
X-Ray Porous Plasters (2224) R.	.25—	.75
Houbrigant's Eau Portugai (847)	2.00—	18.00
Houck's Comp. Ammonium Tablets (1030)	.25—	2.00
Houdans Chicken Powders	.25—	1.50
Houde's Boldine Granules (847)	1.00—	8.50
Cocaine Elixir (847)	2.00—	19.00
Pastilles (847)	1.00—	8.50
Colchinine Granules (847)	2.00—	17.00
Evonymine Granules (847)	1.00—	8.50
Hydrastinine Granules (847)	1.00—	8.50
Quassine Granules (847)	1.00—	8.50
Spartaine Sul. Capsules (847)	1.50—	11.50
Hough's Comp. Ext. of Tar (1163)	.25—	2.00
Cough & Lung Balsam (1162)	.35—	2.75
	.75—	7.00
Diarrhoea Comp. (1163)	.25—	1.80
Malaria Cure (1162)	1.00—	9.00
Superior Liver Tonic (1163)	.50—	4.25
House's Liver & Rheumatic Pills (970)	.25—	1.50
Housekeeper's Friend	.25—	1.75
Housemann's German Cough Drops (1561)	.25—	3.50
Houtz's Jamaica Ginger (350)	.25—	1.50
Hoven or Colic Powders (1764)	.50—	4.00
	1.00—	7.00
Hovey's Chloride Zinc	.25—	2.00
	.50—	4.00
Howard's Anti-Rheumatic Plaques (1172) per box of 100	—	1.00
Howard's Cholera & Diarrhoea Mixture (2618)	.25—	1.75
Cure (2069)	.25—	1.75
	.50—	3.50
Fire Balsam Plasters (843)	.15—	1.00
Hair Dye (131A)	.25—	1.50
Dyes (2619)	.25—	1.50
Grower (1171)	1.00—	8.00
Headache Cure (1171)	.10—	.75
	.25—	1.75
Hindoo Healer	.50—	4.00
Horse & Cattle Powders (131A)	.20—	1.25
Little Liver Pills (1014)	.25—	1.50
Pennyroyal Pills (1171)	1.50—	12.00
Rheumatic Cure (1171)	.50—	4.00
Worm Candy (2619)	.25—	1.50
Howarth's Carminative Mixture (1174)	.25—	2.00
Cough Mixture (1174)	.25—	2.00
Howe's Ague Cure	1.00—	8.00
Antiseptic Powders (1929)	.25—	2.00
Arabian Blood Tonic (1635)	1.00—	8.00
Liver Pills (1635)	.25—	1.50
Milk Cure (1635)	1.00—	8.00
Catarrh Cure (1929)	.25—	2.00
Tablets (1929)	.25—	2.00
Charm (1179)	.35—	2.40
Cold Cure (1929)	.25—	2.00
Comp. Damiana (1929)	.50—	4.00
Quinine Tablets (1929)	.25—	2.00
Cure for Liquor Habit (1929)	1.00—	8.00
Dyspepsia Tablets (1929)	.25—	2.00
Expectorant (1929)	.25—	2.00
	.50—	4.00
Family Dyes	.25—	1.75
Hazel Liniment (1929)	.25—	2.00
	.50—	4.00
Headache Cure (1929)	.25—	2.00
Instant Relief (1179)	.50—	4.00
Juniper Pomade (1456) per ¾ lb. jar	—	1.15
Kidney Cure (1929)	.25—	2.00
	.50—	4.00
Tablets (1929)	.50—	4.00
Laxative Cascara Pills (1929)	.15—	1.20
Medical Discovery (1179)	3.00—	24.00
Nerve & Blood Remedy (1929)	.25—	2.00
Renal Tablets (1929)		
Gum 20 pkgs. in box, per box	—	.50
Stomach Powders (1179)	.25—	1.80
Vegetable Comp. (1929)	.25—	2.00
	.50—	4.00
Salve (1179)	.50—	4.20
Vinegar Comp. (324)	.50—	4.00
Wahoo Pills (1179)	.25—	1.80
Worm Chocolates (1929)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Howeland's Obesity Powders (847)	2.00	15.00
Howell's Arnica Liniment (2503)	.25	1.10
Carbolic Salve (1178)	.25	1.50
Concentrated Ext. Ginger (2503)	.25	1.75
	.50	3.25
Chill & Fever Tonic (2503)	.50	3.75
Cough Balsam (2503)	.10	.85
	.25	1.75
	.50	3.75
Evaporated Milk (1117) per case	—	5.50
Little Anti-Bilious Pills (1178)	.25	1.50
Norwegian Cod Liver Oil (2503)	.50	3.75
	1.00	6.50
Perfected Emulsion (2503)	.50	3.75
	1.00	6.50
Rheumatic Liniment (2503)	.50	3.75
Wild Cherry & Tar (2503)	.10	.85
	.25	1.75
	.50	3.75
Liver Pills (1181)	.25	1.50
Magic Ointment (561)	.25	1.50
(1183)	.25	1.75
Nickel Cologne (1182)	.05	.45
Pile Cure (1947)	.50	4.00
Pleasant Pellets (1947)	.25	1.50
Poisoned Blood Cure (1181)	.50	4.00
Hoxsie's Cough Discs (1180)	.25	2.00
Croup Cure (1180)	.50	4.00
	.50	3.50
Hoyt's Cherry Balsam	.25	1.75
German Cologne (1182)....R.	.25	1.75
	.50	3.75
	1.00	7.50
Pile Cure (1947)	.50	4.00
Purgative Pellets (1947)	.25	1.50
Hoyt's Ten Cent Cologne (1182)	.10	.75
Hub Punch (967A)	1.25	13.00
Hubbard's Corn Huskers' Lotion (1185)	.25	1.75
Cough Balsam	.25	1.75
Disinfectant (1184)	1.00	9.50
	2.00	18.00
	4.00	36.00
Complete	1.00	9.50
Germicide (1184)	1.00	9.00
Headache Capsules (1185)	.25	1.50
Hubbell's Arnica Court Plaster	.05	.40
Callsaya Elixir (plain)	1.00	8.00
(Ferrated)	1.25	10.00
Elixir Ammonium Valerianate	.50	3.50
	1.25	11.00
Sea Salt	.10	.75
Violet Powders	.25	2.00
Wheat	.50	4.00
Wine	.75	5.50
	1.25	10.00
Huber's Malt Extract (1187A)	—	1.60
Hudnut's Almond Meal (1189)	.25	2.35
	.50	4.67
	1.00	9.33
Aromatic Vinegar Crystals (1189)	1.00	9.33
Artists' Enamel (1189)	1.00	9.33
Blonde Hair Powder (1189)	.50	4.67
Brilliantine (1189)	.50	4.67
Camphor Ice (1189)	.25	2.25
Cocoa Butter (1189)	.25	2.25
Cold Cream (1189)	.50	4.67
	1.00	9.33
Cuticle Acid (1189)	.50	4.67
Eau de Quinine, Red (1189)	.75	6.75
	.50	4.67
Colorless	.75	7.45
	1.25	11.40
	4.50	43.50
Egg Julep (1189)	1.00	9.33
Emery Boards (1189)	.25	1.75
Extreme Talcum (1189)	.50	4.67
Floral Hearts (1189)	.25	2.35
	.50	4.67
Floro Vegetal Extract (1189)	.75	7.25
Freckle Lotion (1189)	1.00	9.33
Italian Mint (1189)	.25	2.35
Lavender Crystals (1189)	.50	4.67
Liquid for Crystals (1189)	.25	2.35
Nail Enamel (1189)	.50	4.67
Rouge (1189)	.50	4.67
Milk of Cucumber and Orris Root (1189)	1.00	9.33
	1.75	17.00
Mutton Tallow (1189)	.25	2.25
Nail Powder (1189)	.25	2.35
Orcid Beauty Cream (1189)	1.00	9.33
Powder (1189)	1.00	9.33
Oriental Alkenna, Powder (1189)	5.00	43.60
Liquid (1189)	2.50	21.80
Orris Tablets (1189)	.25	2.35
Peau de Espagne Toilet Powder (1189)	.50	4.67
	1.00	9.33
Pomade Rouge (1189)	.50	4.67
Rose Tint (1189)	2.00	18.65
Rum & Quinine (1189)	1.00	9.33

	Retail.	Doz.
Hudnut's Tincture Benzoin (1189)	[illegible]	[illegible]
Tooth Powder (1189)	.17	1.67
	.25	2.42
Violet Brilliantine Hair Dressing (1189)	1.00	9.33
Cerate (1189)	.75	7.25
	2.00	18.65
Salts (1189)	1.00	9.33
Violette Superba Face Powder (1189)	.60	6.00
	1.00	9.60
Tooth Powder (1189)	.50	4.67
	1.00	9.33
Wood's Violet Powder (1189)	.50	4.67
(1189)	.50	4.67
	1.00	9.33
Tooth Wash (1189)	.50	4.67
	1.50	13.50
Hudnutine Cerate (1189)	.50	4.67
	1.50	13.50
	2.75	23.92
	3.00	28.00
Depilatory (1189)	.50	4.67
Face Powder (1189)	.50	4.67
Rice Powder (1189)	.50	4.67
Tooth Paste (1189)	.50	4.67
Wash (1189)	.50	4.67
	1.50	13.50
Hudson's Alabaster Cream	.50	3.00
Balm of Gilead Salve	.35	2.75
Crystal Pomade	.15	1.00
Elm Honey	.10	.85
	.25	2.00
Old English Pills	.25	2.00
Oil, Diluted	.10	.80
Assorted	.25	1.75
Huested's Dandruff Cure (1189A)	.50	4.50
Hair Tonic (1189A)	.50	4.50
Hufeland's Pile Remedy (2199)	.50	3.50
Tar Syrup (2039)	.25	2.00
Hughes' Blood Pills (847)	.75	6.00
Poultry Powders (1223)	.25	2.00
Tonic (2050)	.50	3.75
	1.00	7.50
Hull's American Cough Syrups (1191)	.25	2.00
	.50	4.00
	1.00	8.00
Bronchial Catarrah & Asthma Cure (2448) Inhaler & Inhalant	—	9.00
Inhalant	.75	6.00
Carminative (1191)	.15	1.25
	.25	2.00
Cream of Roses (1191)	.15	1.25
	.25	2.00
Dead Shot (1191)	.25	1.75
Diarrhoea Mixture (1191)	.25	1.75
Family Liniment (1191)	.25	2.00
	.50	4.00
	1.00	8.00
Fever & Ague Pills (1192)	.25	1.75
Golden Hair Tonic (1191)	.50	4.50
Headache Tablets (1191)	.10	.75
Horse & Cattle Powd. (1191)	.15	1.25
Japanese Corn Cure (1191)	.15	1.00
Liver Pills (1191)	.10	.75
	.25	2.00
Superior Ointment (1192)	.25	2.75
Vermifuge (1191)	.25	2.00
Hull-cees' Regulator	1.00	8.00
Human Vitalizer Tablets (2437C)	1.00	8.00
Humbert's Pastilles (847)	.35	3.00
Humboldt Swamp Mixture	1.00	8.00
Humidine	.25	1.75
Hummeland Ferric Peptone, pts.	1.00	7.00
Hummer's Cough & Consumption Remedy	.25	2.00
Humphrey's Balsam Honey & Tar (1195A)	.25	2.00
Bowel Drips (1195A)	1.00	8.00
Bromated Pepsin (1194)	.10	.75
	.25	2.00
	.50	4.00
	1.00	8.00
Carbolic Healing Powders (1195A)	.50	4.00
Celebrated Colic Cure (1195A)	1.00	8.00
Condition Powders (1195A)	.25	2.00
	.50	4.00
Gilt Edge Hoof Ointment (1195A)	1.00	8.00
Good Samaritan (1195A)	.25	2.00
	.50	4.00
Liniment (1195A)	.25	2.00
	.50	4.00
Horehound & Tar Balsam (1195A)	.25	2.00
	.50	4.00
Mandrake Liver Pills (1195A)	.25	1.75
Mange Cure & Flea Eradicator (1195A)	.50	4.00
Marvel of Healing (1195) R.	.30	2.00
	.60	4.00
	1.00	7.50
Reliable Worm Powders (1195A)	.50	4.00

	Retail.	Doz.
Humphrey's Special Bitter (1195A)	.50	4.00
Veterinary Blood Remedy (1195A)	1.00	8.00
	1.50	12.00
Fever Remedy (1195A)	1.00	8.00
	1.50	12.00
Nerve Remedy (1195A)	1.00	8.00
	1.50	12.00
Special Prescription (1195) R		
Special No. 7	2.00	14.00
Special No. 14	2.00	14.00
Special No. 19	2.00	14.00
Special No. 27	2.00	14.00
Special No. 30	2.00	14.00
Special No. 33	2.00	14.00
Special No. 36	2.00	14.00
Humphrey's Special Specifics (1195) R Catarrh, 3 bot. pkg.	3.00	24.00
Chewing Gum, Nos. "66" & "88"	.25	2.00
Cholera 3 vial pkg.	2.00	14.00
Diabetes	2.00	14.00
Goitre Cure	1.00	8.00
Golden Douche Lotion	1.00	8.00
Lung Cure	1.00	8.00
No. 17½	.75	7.00
No. 28	1.00	8.00
Nos. 10½ & 27½ Powd.	1.00	7.00
Pile Cure	2.00	14.00
Syphiloid	2.00	14.00
Tape Worm Remedy	1.00	8.00
Tobacco Habit, No. "66"	1.00	8.00
Specifics (1195) R		
All Nos. except 28, 32 & 33	.25	2.00
	.50	4.00
	1.00	8.00
Nos. 28, 32 & 33	1.00	8.00
Veterinary Homeopathic Specifics (1195) R	.60	4.50
	2.00	18.00
	3.00	30.00
Oil Cure (1195) R	1.00	7.00
Specifics (1195) R	2.00	18.00
	3.00	30.00
Big Head	.60	4.50
Insecticide Oil	.25	2.00
Mange Lotion	.50	4.00
T. T.	.60	4.50
Witch Hazel Oil (1195) R	.25	2.00
	.50	3.75
	1.00	7.00
Hungarian Bowel Mixture (124)	.25	1.75
	.50	3.50
Cough Balsam (2489) R	.25	1.90
	.50	3.75
& Croup Medicine (124)	.25	1.75
	.50	3.50
Hair Tonic (124)	.50	3.50
Horse & Cattle Powders (1461)	.25	1.50
Insect Powder (1461)	.10	.75
Ointment (124)	.25	1.75
Poultry Powders (1461)	.25	1.50
Salts (1407)	.25	2.00
(1805A)	.40	3.25
Foster's Liver Pills (1201)	.25	2.00
R	.25	1.50
Opal Cement (922) R	.25	1.50
Tolu Anodyne (922) R	.50	3.50
Universal Remedy (922) R	.25	1.75
	.50	3.50
Hunstock's Hygienic Saline (1195B)	.50	4.00
	1.00	7.00
2-lb. tin.	—	1.00
Hunt's Domestic—see Domestic.		
Eye Water (561)	.50	3.75
Health Pills or Liver Cure (1198) R	.25	1.75
Kidney Remedy (561)	1.00	8.33
Liver Pills (561)	.25	1.75
Remedy (1198)	1.00	8.33
Tar Drops R	.10	.75
Toilet Powders	.25	2.00
Hunter's Bandoline Powders (1197)	.10	.75
Corn Witch	.25	2.00
Diamond Manicure (1197)	.25	2.00
Expectorant	.25	1.90
Fedora Talcum Toilet Powder (1197)	.25	2.00
Gall Cure (1683)	.35	2.50
Invisible Face Powder (1197)	.25	1.65
Medicated Almond Balm Face Powder (1197)	.50	4.00
Lady Howard Pearl of Beauty Powders (1197)	.50	4.00
Medicated Almond Balm Tonic (1197)	.25	1.75
Professional Complexion Powder (1197)	.25	2.00
Ner-Vita Liver & Complexion Pills (1197)	.25	1.50
Tonic (1197)	.50	4.00
Palm Oil Lotion	.25	2.00
Specific (131A)	.50	3.50
Hupp's Quick Cure Injection	1.00	7.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz.

Hurd's Health Granules .... .25— 1.75
Neuralgia Plasters.......... .15— .90
Tooth Powder.............. .25— 1.75
Hurlburt's Calendula Juice (1201) .40— 3.20
Chill & Fever Pills (1201).... .50— 4.00
Dyspepsia & Torpid Liver Tablets (1201) .25— 2.00
Extract Witch Hazel (1201).. .50— 4.00
Foster's Liver Pills (1201)... .25— 2.00
Hay Fever & Catarrh Remedy (1201) .50— 4.00
Homeopathic Medicines (1201) .20— 1.20
Pellets (1201) .... .25— 1.25
Hypericum Oil (1201)......... .50— 4.00
Intermittent Fever Cure(1201) .50— 4.00
Mullein Oil (1201)............ .50— 4.00
Oxidized Hemorrhoidal Ointment (1201) 1.00— 8.00
Pytolacca Tablets (1201).... 1.00— 8.00
Relief Tablets (1201)......... .25— 2.00
Rheumatic Pills (1201)...... 1.00— 8.00
Rubini Camphor Pills (1201).. .25— 2.00
Torpid Liver & Dyspepsia Powders (1201) .50— 4.00
Tracheal Drop Tablets (1201) .25— 2.00
Drops (1201) .... .50— 4.00
U. H. Cocoa (1201).......... .50— 4.00
Hair Tonic (1201)........ .75— 6.00
Tooth Powder (1201)...... .25— 2.00
Witch Hazel Oil (1201)....... .25— 2.00
Ointment (1201) ...... .25— 2.00
Hurley's Sarsaparilla Comp. 1.00— 8.00
Worm Candy .... .25— 1..
Huron Pills (1864) .... .25— 2.00
Hurst's Asthma Cure........... 1.00— 7.00
Husband's Calcined Magnesia (1204) R. .35— 2.85
Hussey's Family Remedy...... .25— 2.00
Headache Tablets (1205)......
Liver & Nervine Pills (1205).. .25— 2.00
Huston's Benzoin Jelly (1206A) .25— 1.77
Hutch Tablets (2654)........... .10— .80
.25— 2.00
.50— 4.00
1.00— 8.00
Hutching's Dyspepsia Pills...... .25— 1.75
Hutchins' Headache Pills........ .25— 1.75
Hutchinson's Anodyne Pearls... .25— 1.80
Antipalsyne Liniment .... 1.00— 7.00
Liniment (2307) .... .20— 1.20
Wild Cherry Balsam (2307).. .25— 1.25
Worm Lozenges (2307)........ .25— 1.75
Hutter's Antiseptic Pomade..... .25— 2.00
Hutton's Worm Candy (1487) R. .25— 1.50
Huylar's Footease (1261)......... .25— 1.50
Huyler's Kekake .... .15— 1.00
Hyacinth Cream (98)........... .25— 2.25
Hya-Hya Cough Drops (1209A).. .05— 1.00
Elixir (Coughs and Colds) --
Headache Powders (1209A).. .15— 1.00
No. 7 Grippe Cure (1209A)... .15— 1.00
Stomach and Liver Pills (1209A) .25— 1.65
Hyatt's (A. B.) Life Balsam (561) R. 1.50—11.00
Life Balsam (561).......R. 1.00— 8.5
Hydrangea, Lithiated (1399) R. 1.00— 8.00
Hydrargyrine (1675)............ 1.15— 8.40
Hydrastol, McK & R's (1560).... .50— 3.70
Hydrastoline .... 1.00— 8.00
Hydro Vacu (963) ....10.00—84.00
Hydrozine (1560) .... 5.00—48.00
Hydrocresol (2599) .... .50— 4.00
.25— 2.50
Hydroleine (561) ....R 1.00— 8.34
Hydroletts (1210A) .... .10— .75
.25— 2.00
.50— 4.00
Hydro-Lithia (2333)............. .10— .75
.25— 2.00
Hydro-Magnesia (2407C) .... .50— 4.00
Hydronapthol (2164) .....per oz. 1.00— .75
Fumigating Pastilles (12 in tin box) .25— 2.00
Soap (5 p. c., for medicinal use) .35— 2.50
Soap (1 p. c., for toilet use) .25— 2.00
Hydrone (1675) .... 1.10— 8.40
Hydrozone (see Marchand)
Hygeia Disinfectant (81) ...... .25— 1.75
Ginger Ale .... .15— 1.00
Skin Powders (1407) .... .10— .75
.25— 2.00
Hygenia (Face Powd.) (1936).... .35— 3.65
Hygenol Tooth Powder (2609)... .25— 2.00
Hygienique (1214), 1 doz in box.. 1.50—12.00
Hy-Jen (1213)...........per box — 1.00
Toilet Creme (1213) .... .25— 1.75
Tooth Paste (1213) .... .25— 1.75
Powder (1213) .... .25— 1.75
Wash (1213) .... .25— 2.00
Hyland's Chill Cure (2333)...... 1.00— 7.00
Lightning Healing Powder .35— 3.00
Hy-lo .... 1.00— 8.00

Retail. Doz

Hymosa (2529) .... 1.00— 8.50
Plasters (2529) .... .25— 2.00
Hymo-Salva (2529) .... .50— 4.00
Hy'ne Suppositories (1214)...... 1.00— 8.00
Hyomei Antiseptic Soap (263) R. .10— .70
.25— 2.00
Barber's Cake (263) R. per lb. — 25
Shaving Sticks (263) ..R. .25— 2.00
Balm (Skin Ointment) (263) R. .25— 2.00
Special (for catarrhal deafness) (263) R. .50— 4.00
Hyomei Exhaler or Home Treatment (263) R. each 10.00— 8.00
Fluid (263) ....R. 1.00— 8.00
Inhalant (263) ....R. .50— 4.00
Inhalers (Hard rubber) (263) .50— 4.00
Outfits, Complete (263).....R. 1.00— 8.00
Hypnalgine Powd. (1213A) per oz — 1.00
Tablets, Plain & Combination (1213A) per oz .... — 1.00
Hypneura, Buntin's (351) ...... 2.00—18.00
Hypnotine (434) .... 1.00— 9.50
Hypnotine Tablets (2003) .....R — 8.50
Hypophosphites, Aromatic (241) 1.00— 8.00
Comp. Solution (2187)........ .75— 5.50
1.25—10.80
3.00—26.40
4.00—40.80
(2677) no sugar ...... 1.00— 6.80
& Creosote Tonic (529)...... 1.00— 8.00
Hypophosphite (1313) .... .50— 4.00
1.00— 8.00
Hypo-Quinidol (see Gardner's).
Hypotone (1833) .... .50— 4.50
Hysop (1931) .... 1.00— 7.20
H. & W. Carbolic Salve (2619).. .25— 1.50
Diarrhoea Cordial (2619) .... .25— 1.50
Essence of Jamaica Ginger (2619) .25— 1.50
Toothache Drops (2619)...... .10— .75
Hystoria for Female Diseases (2144B) 1.00— 8.00

I

Iatric .... 1.00— 8.00
Iatrol (309) R. ....per oz. — .95
Cold Cream (309) [illegible]
Soap (309) .... .25— 1.50
Tooth Powder (309) ....R. .25— 2.00
Iceline (1091A) .... 1.00— 8.00
Ichtholdine (1667)............ —16.50
Ichthyol Enteric Pills (1407).... 1.00— 6.00
Icura Headache Tablets (1214A) .25— 1.50
I-cure-U (Golden Oil) (see Armstrong).
Idaho Gum Crystals..... ..... .25— 1.75
Ideal Tooth Powders (2472) .... .25— 2.00
Idrosine (1936).................. .50— 4.00
I. & L. Mosquito Chasers (766).. .10— .75
.25— 2.00
Illinois Kidney & Liver Cure .50— 4.00
1.00— 7.50
Iman's Blood Purifier (1216).... .75— 5.50
Nervine & Heart Cure (1216) 1.00— 7.00
Kidney Cure (1216)......... 1.00— 7.00
Restorative (1216) .... 1.00— 7.00
Immune Tablets (1217).......... .50— 4.50
Imperial Arnica Liniment (2617) .25— .75
Blood & Liver Tonic (677) 1.00— 8.00
Carbolic Salve (2617)......... .10— .75
Chapped Hands & Face Cream (1798) .15— 1.00
Colic Cure (2488)............ .50— 4.00
Condition Powders (2617).... .25— 1.75
Cough Balsam (2617) .... .25— 1.75
Cough Remedy (2581)........ .25— 1.50
.50— 3.00
Court Plasters (2327)........ .05— .25
Cream (2090)................ .35— 2.75
Diarrhoea Cordial (2617) .... .25— 1.75
Extract Buchu (2617) .... .50— 3.50
Extract Jamaica Ginger(2617) .25— 1.75
Fever Drops (2488).......... .50— 4.00
Follicadine .... 1.00— 8.00
Gall Cure (2488)............. .25— 2.00
Wash (2488)............. .25— 2.00
.50— 4.00
1.00— 7.50
Granum (407) .... .25— 2.25
.75— 6.35
1.25— 9.50
3.25—25.30
Hair Regenerator (1218)..... 1.50—12.00
3.00—24.00
Remover .... 1.00—18.00
Health Restorer & Nerve Tonic (1772) .50— 3.75
Hoof Ointment (2488)........ .50— 4.00
Horse & Cattle Powders

Retail. Doz.

Imperial Iron Tonic (2617)....... .50 .75
(2488) .25— 1.75
Lime Juice (763)............ .30— 2.60
Liniment (2617) .... .25— 1.75
Malt Extract (260).......... .25— 1.00
Pearladerma .... 1.00— 8.00
Plasters (2617) .... .10— 1.00
Poultry Powders (2617) ...... .25— 1.50
Rheumatic Specific (1220).... 1.00— 8.00
Root Beer (153) .... .10— .75
Sarsaparilla (2617) .... .50— 3.75
Shampoo .... .75— 6.00
Silver Polish (2581)......... .25— 1.00
Stifle Liniment (Horse) (2488) .50— 4.00
.75— 6.00
Toothache Gum (2617) ...... .10— .75
Vegetable Liver Pills (2617).. .25— 1.25
(Family) .... .25— 2.00
.50— 4.00
Venus Tint .... .50 4.00
Worm Lozenges (2617) ...... .25— 1.25
Worm Powders (2488)........ .50— 4.00
Worm Syrup (2617) .... .25— 1.50
Improved Butter Color (2571) R. .15— 1.25
.25— 2.00
.50— 4.00
1.00— 8.00
2.50—21.00
Essence of Life (831)........ 1.00— 8.00
Little Liver Pills (831)........ .25— 2.00
Liver & Kidney Cure (1134) .75— 6.00
Quick Kidney Cure (831).... .50— 4.00
Sure Headache Cure (831).... .50— 4.00
Vigor Tablets (831).......... .50— 4.00
Indapo (1790).................... 1.00— 7.50
Injection (1790) .... 1.00— 7.50
India Digestive Biscuit (1221).... .25— 2.00
.50— 4.00
Indian Catarrh Cure (1657)...... .50— 4.00
Cough Syrup (1789).......... .50— 3.50
Daisy Soap (1463).......... — .90
Foot Powders (1228).......... .25— 1.75
Glue (2333).................. .10— .45
Hair Grower (1463) 2.00
Herb (1228) .... .25— 1.75
Hook-Saw Consumption Cure (1463) 2.00—16.00
Jimpson Salve (1463)......... .25— 2.00
Liver Pills (1774)............. .25— 1.50
Tablets (1774) (1042)...... .25— 1.75
Magnolia Dentine (1463).. .. .25— 2.00
Maple Syr. Cough Cure (1463) 2.00
Moc-ci-tong (1789) per bot...10.00—
Mountain-Moss Catarrh Jelly (1463) 1.00— 8.00
Pain Cure (1463).... .... 2.00
Pain Cure Oil (1228) .... .25— 2.00
Paste (300) .... .10— .80
Prairie Blossom Capsules (1463) 1.00— 8.00
Flower (1463) .... 1.00— 8.00
Tape Worm Remedy (1463) per doz. 3.00
Tar Balsam (1202) .... .25— 1.75
Vegetable Cough Cure (1463) .25— 2.00
Elixir (717).. .... 1.00— 8.00
Family Medicines (1463).. .25— 2.00
1.00— 8.00
Hair Grower (1463)....... .25— 2.00
Tonic Capsules .... 2.00—16.00
Pain Cure (1463) .... .25— 2.00
Vegetable Pepsin (1463) .... .25 2.00
Worm Powders (1228) ...... .25— 1.25
[illegible] (1463) 2.00
Indian King, Allen's Liquid or Powder 1.00— 7.50
Indiretta .... 1.00— 9.00
Inebri-Curi .... .25— 1.00
Ineeda Antiseptic Salve (1431).. .25— 2.00
Honey Cough Cure (1431) ... .25— 2.00
.50— 4.00
Infallible Catarrh Cure (1799)... 1.00— 8.00
Cure (2005) .... 1.00— 8.00
Headache Tablets (1225).... .10— .75
.25— 1.88
.50— 3.75
Itch Ointment (131A)........ .25— 1.75
Itching Pile Cure (1318).... .50— 4.00
1.00— 8.00
Pile Ointment (131A)......... .50— 3.50
Rheumatism (1799) .... 1.00— 8.00
Tetter Ointment (131A)...... .25— 1.75
Infants' Anodyne Glycerole (1902) 1.00— 8.00
Ingall's Asthma Remedy ...... 1.00— 8.50
Mandrake Compound......... 1.00— 8.00
Ingerhol .... .75— 6.00
Ingersoll's Catarrh Cure ...... .50— 4.00
1.00— 8.00
Ingham's Nervine (1226)........ .25— 2.00
.50— 3.85
1.00— 7.75
Ingluvin (powder) (2543) R...... 1.25— 9.50
Tablets (2543) R. .... 1.25— 9.50
Ingraham's Macedonia Oil...... .50— 3.00
1.00— 7.00
Vet. 1.00— 8.00

Retail. Doz.
Ingram's Cascara Tablets (1227) .10— .50
[illegible] .15— 1.00
[illegible] .25— 1.50
Complexion Tablets (1227).. .25— 1.75
Dyspepsia Tablets (1227) ... .25— 1.75
Milk Weed Cream (1227).... .50— 4.00
Ready Rat Killer (1227)..... .10— .75
Toothache Stopper (1227).... .10— .75
Witch Hazel Salve (1227).. .20— 1.25
Inhalant Catarrhal Jelly (1992) .50— 4.00
Injectio Vagina, Moore Bros. (1631) 3.00—24.00
Innervatine Tablets (2003) ..R. — 8.50
Insect Death (1407)............ .15— 1.20
Destroyer, Liquid (2273)..... .25— 1.50
Killer (2307) .... .15— 1.00
Slayer (2307) .... .15— 1.00
Insector .... .25— 2.00
Instant Cold Relief (1232)....... .25— 2.00
Louse Killer (1104A) Powder
per case of 36 1-lb. pkgs. — 5.40
per case of 72 1-lb. pkgs. —10.80
per case of 24 3-lb. pkgs. —10.80
Liquid, per case of 36 1-qt. cans — 8.25
per case of 24 ½-gal. cans — 9.60
Toothache Remedy (680) per gross — 7.50
Instantaneous Russian Hair Dyes (1135) .25— 1.75
Inunctol (434) .... 1.00— 9.50
Invigorine (1088) .... 1.00— 8.00
Iodia (192) R................... 1.00— 8.50
Iodo-Camph (1824) .... .50— 4.00
Iodo-Capcine Liniment (1163).. .25— 1.80
Iodo-Peptonoids (116) R....... 1.50—12.00
Iodocin (468) .... 1.25— 9.60
Iodomuth (1440) .... .85— 9.00
Iodo-Nucleoid (663A) ....per oz. — .85
Iodosyl Ointment (1698) .... .50— 4.50
Gonorrheal Pencils (1698).... 1.00— 8.00
Vaginal Ovids (1698) .... .50— 4.50
Iodothyrine (782) R., Powder
¼ oz. vials, per oz. — 3.00
½ oz. vials, per oz. — 3.65
1 oz. vial per oz. — 3.40
(782) R, 5 gr. Tablets,
per vial of 25 tabs. — 1.00
per vial of 50 tabs. — 1.95
per vial of 100 tabs. — 3.90
Iomol, Halsey Bros (1021) .... 1.25—10.20
Iris Bath (963) .... .50— 4.00
Lait Face Powder (1621).... — 5.50
Violette Water (2152) ...... 1.00— 9.00
Irish Moss Cough Syrup......... .25— 1.75
with C. L. Oil.... .50— 4.00
Irisol (707) per oz. .... — .80
per lb. — 9.60
Iron Earth Acid Extract...... .50— 4.00
Glue (1550) .... .05— .45
.10— .80
Glue, Tubes (1550) .... .05— .45
Iron-ox Tablets (1231)......... .25— 2.00
Iron Wafers (660)............... .50— 4.00
& Wine Peptonoids (116) R.. 1.00— 9.12
Iron-Up Tablets (1377) .... .50— 4.00
Irving's Buchu Wafers (1235) .50— 4.00
Complete Kidney and Bladder Treatment (1235) 1.00— 8.00
Rheumatism & Gout Treatment (1235) 1.00— 8.00
Quick Colic and Cholera Cure (1235) .25— 2.00
.50— 4.00
Cough Cure (1235) .... .25— 2.00
.50— 4.00
Special Rheumatic Remedy (1235) .50— 4.00
True Blood Tonic (1235).... .50— 4.00
Isaac's Insomnia Remedy (1091A) 1.00— 8.00
Isasure Dandruff Cure (120)..... .50— 4.50
Iseline (1050) .... .50— 4.00
Isham's California Waters of Life (2623) 1.50—12.00
Itsoline (Itching Piles) (1775A) .25— 2.00
Ivanol (632) .... .50— 4.00
Ives' Catarrh Cure .... .50— 3.50
Ivorine Tooth Powder .... .25— 1.75
Ivory Cream (2370)............. .15— 1.00
Polish Tooth Wash (823).... .25— 1.50
"I Will" Insect Powder (233).... .25— 2.00
.50— 4.00
I X L Arnica Liniment (1168).. .25— 1.75
Red Bug Poison (1168)...... .25— 1.75
Bitters (209) .... .50— 3.50
1.00— 6.50
Cholera & Diarrhoea Specific (1168) .25— 1.50
Cough Cure (1168) .... .25— 1.50
.35— 2.75
Ginger (1168)................ .25— 1.25
Horse & Cattle Powders (1168) .25— 1.25
Liniment (Horse & Man) (1168) .25— 1.25
Liver Pills (1168) .... .25— 1.25

Retail. Doz.
I. X. L. Mosquito Lotion (1168).. .25— 1.75
Pile Salve (1168) .... .45— 3.00
Plain Tasteless Chill Cure (1168) .35— 2.50
.50— 3.75
Poultry Powders (1168) .... .25— 1.50
Rat & Roach Poison (1168).. .15— 1.00
Ring Worm Cure (1168)...... .25— 1.50
Sarsaparilla (1168) .... 1.00— 6.00
Toothache Drops (1168) .... .25— 1.50
Izal (Disinfectant) (847)........ .60— 4.50

J

Jack Frost .... .25— 1.75
Rose Soap (1463)............ .15— .90
Jack's Roach Paste (814)....... .15— 1.20
Worm Lozenges (1595)........ .25— 1.50
Jackson's Ammonia Tablets (1030) .25— 2.00
Blood & Humor Syrup (166).. 1.00— 8.00
Common Sense Colic Cure (1241) R. .50— 3.75
Liniment (1241)......R. .50— 3.75
1.00— 7.50
Renovating Powders (1241) R. .25— 1.60
Condition Powders (1241)..... .25— 1.00
Cordial (166) .... .50— 3.75
1.00— 7.50
English Quick Nerve Restorer 1.00— 7.50
Safety Tablets .... 1.00— 7.50
Eye Salve (166) .... .25— 1.75
Granula (1084A) .... .25— 1.44
Hair Shader (476)............ .50— 3.75
(732) .... .50— 3.75
Lungwort (166) .... .25— 2.00
Magic Balsam .... .25— 1.50
.50— 4.00
1.00— 8.00
Pectoral Tablets (1030)...... .25— 2.00
Penetrating Liniment (166) .. .25— 2.00
.50— 3.50
[illegible] 1.00— 7.00
Pile & Tetter Embrocation.. 1.00— 8.00
Pills (166) .... .25— 2.00
Regulating Tablets .... 1.00— 7.50
Root & Herb Cordial (166)... .50— 3.75
1.00— 7.50
Snuff .... .35— 2.75
Uterine Pastilles (2369)...... 1.00— 8.00
Wild Cherry & Lungwort (503) .25— 1.75
.50— 3.75
1.00— 7.50
Worm Syrup (166).......... .25— 1.75
Jacobi's Beef, Iron & Wine (1091A) .50— 4.00
Jacobs' Bitters (2609)............ .75— 6.00
Cleaning Lotion .... .25— 1.66
Cordial (338) .... 1.00— 7.80
Cubebs & Sandal Exterminator 1.00— 7.50
Curling Fluid .... .25— 2.00
Itch Lotion .... .15— 1.00
Magic Corn Cure, Liq....... .25— 1.75
Salve .10— .75
Jacquemaire's Syrup of Lime or Iron or Soda (847) 1.25—10.00
Vital Phosphates, gran. Comp. (847) 1.50—12.00
Granulated Iron (847). 1.25—10.00
Granulated Lime (847) 1.25—10.00
Granulated Soda (847) 1.25—10.00
.50— 4.00
Jacques' Kidney Pills (1244).... .25— 2.00
Dyspepsia Capsules (375).... .50— 4.00
Porous Plasters (1244)...... .25— 1.50
Jadway's Infant Elixir (2628)... .25— 1.75
Jadwin's Bellancap Plasters (1246) .25— 1.75
Bellicose Potent Plasters (1246) .25— 1.25
C. C. P. Tri-Iodides (1246)... .25— 1.75
Pectoralis (1245) .... .25— 2.00
.50— 4.00
Rhubarb Mandrake Pills (1246) .25— 1.50
Subduing Liniment (1245).... .25— 2.00
.50— 4.00
1.00— 8.00
Sweet Castor Oil (1246)...... .15— 1.00
Tar Syrup (1246) .... .25— 1.75
Witch Hazel (1246) .... .25— 1.75
.50— 3.50
1.00— 7.00
Worm Syrup (1246) .... .25— 1.60
Jahne's Hair Dyes, Black...... .50— 4.00
Brown & Blonde .75— 6.00
Jaillet's Pepto Fer (847)......... 1.50—12.00
[illegible] .50— 3.75
James' Arnica Healing Ointment (1248) .10— .75
.25— 1.85
Cannabis Indica (551)........ 2.00—18.00

Retail. Doz.
James' Cherry Lo. Syrup (1248).. .25— 1.85
.50— 3.75
Corn Salve (1248) .... .10— .75
Cream of Herbs Catarrh Balm (1247) .25— 2.00
Excelsior Ointment (551).... 1.00— 9.00
Extract Smartweed (1248).... .25— 1.85
Family Pills (1248).......... .25— 1.60
Fever Powders (847)......... 1.25—10.00
4.00—36.00
Fig Laxative (1248).......... .25— 1.85
.50— 3.75
Hair Tonic (1248)............. .50— 3.75
1.00— 7.50
Headache & Liver Pills (1248) .25— 1.60
Little Liver Pills (1248)...... .25— 1.60
Miniature Headache Powders (1248) .10— .75
.25— 1.85
Old Reliable Eye Water (1091A) .25— 2.00
Orange Coca Tonic (1248).... .50— 4.00
Pain Discovery (1248) .... .25— 1.85
Regulating Pills (551)........ 1.00— 9.00
Rheumatism Liniment (1248) .25— 1.85
Sarsaparilla (1248).......... 1.00— 7.75
Sencara (1247)................ .25— 2.00
Soothing Syrup Cordial (1248) .25— 1.85
Stomach Bitters (1248)...... 1.00— 7.75
Sugar Worm Powders (1248) .25— 1.60
Toothache Drops (1248) ..... .10— .75
Worm Syrup (1248) .... .25— 1.85
Japanese Cleaning Fluid (1805A) .25— 2.00
Corn Files (561)............R .25— 1.75
Eye Water (2168) .... .25— 1.35
Furniture Polish............. .50— 4.00
Hair Stain (2468)..... ...... .50— 4.40
Headache Cure .... .10— .75
.25— 1.50
Mentholene (654)...... .10— .75
Oil (561) .... .50— 4.25
Pile Cure (2622).............. 1.00— 8.00
Stove Polish (2537)........... .10— .75
Toothache Drops (1831B) ..R. .10— .80
Jaque's German Worm Cakes (741) .25— 1.50
Jardell's Blackberry Syrup..... .35— 2.75
Jardine's Catarrh Cure.......... .25— 2.50
Jason's Worm Confections (2250) R .25— 1.75
Jay-Eye-See Tonic.............. 1.00— 8.00
Jayne's Ague Cure (1249)........ 1.00— 8.00
Alterative (1249)............ 1.00— 8.00
Carminative Balsam (1249) R .25— 2.00
Expectorant (1249) ....R .50— 4.00
1.00— 8.00
Fever & Ague Mixture (1249) 1.00— 8.00
Hair Tonic (1249)...........R 1.00— 8.00
Liniment (1249).............. .50— 4.00
Sanative Pills (1249).......... .25— 1.50
Sanative Pills (S. C.) (124) R .10— .75
.25— 1.62
(Plain) (124) ....R .25— 1.62
Tape Worm Specific (1249).. 2.00—20.00
Tonic Vermifuge (1249)....R .35— 3.00
.50— 4.00
Jefford's Hair Balm........... 1.00— 8.50
Jeffrey's Antidote.............. 1.00— 6.75
Family Ointment............ .25— 1.75
Jeller's Antidote................ 1.00— 7.50
Catarrh Cure................ 1.00— 7.00
Jellyne, Uhl's.................. .25— 1.50
Jenk's Pile Remedy............ .50— 3.50
Jenkin's Rheumatic Annihilator (1831B) R. 1.00— 8.50
Jennelle's Antiseptic Tooth Powder (1251) .25— 1.75
Floroline Tooth Paste (1251). .25— 2.00
Liquid (1251) .... .25— 2.00
Jenner's Absorbent Lozenges (847) .50— 4.25
1.00— 9.00
1.50—12.00
Jenning's Eau Dentifrice (847).. .60— 4.50
Jensen's Crystal Pepsin (124) oz. — 1.00
Tablets (124) .25— 2.00
.50— 4.00
1.00— 6.00
Beef-Peptones (124) Per oz. — .35
Per lb. — 4.00
Jergen's Crushed Rose Tooth Powder (1252) .25— 1.50
Jermyn's Pennyroyal Pills (356) 1.00— 8.00
Jernogon's Hair Tonic.......... .60— 5.00
Jersey Screw Worm Killer (1828) .25— 2.00
(Old Style) .25— 1.50
Jeter's Sarsaparilla (123)........ 1.00— 7.50
Jett's Chicken Cholera Cure (1253) .25— 2.00
Condition Powders (1253)..... .25— 2.00
Jettine (Shoe Dressing) (1525).. .20— 1.35
Jew David's Plasters (1016)..... .25— 1.50
Jewel Hair Renewer (1254)..... .50— 3.00
1.00— 6.00
Quick Headache Neuralgia Cure (1254) .25— 1.65
.50— 3.75
Jewell's Cassia Cream.......... .25— 1.80

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Jewsbury & Brown's Oriental Tooth Paste (1254A)	.50—	4.75
	1.00—	7.50
Jim Crow Corn Salve (821)	.10—	65
Jimson Weed Porous Plasters (560)	.15—	.90
J. J. J. Liniment (2562)	.35—	2.50
Jockey Animal Blood (1550)	.25—	1.25
Club Cure (NB)	.50—	3.75
Horse & Cattle Powders (1550)	.15—	1.00
Tonic (2208)	1.00—	8.00
Jo-He Magnetic Oil (1274)	.50—	4.00
	1.50—	12.00
Ointment (1274)	.75—	5.00
	2.50—	18.00
Purgative Pills (1274)	.25—	1.50
Johanniter's Oil	.50—	4.00
Tea	.25—	2.00
John's Cascara Tablets	.25—	2.00
	.50—	4.00
Digestive Tablets	.50—	4.00
Magic Blood King	.10—	.75
	.25—	2.00
Pain King Plasters	.15—	1.00
(Wynne Co.) Old Gold Liniment	.25—	2.00
Johnson's Acid Pepsin (1263)	1.00—	7.50
"After Dinner Pill" (1142A)	.25—	1.75
Anodyne Liniment (1256) ..R	.25—	2.25
	.50—	4.25
Antiseptic Capsules (1805A)	1.00—	9.00
Dentfrice (347B)	.25—	2.00
	1.00—	8.00
Arnica Salve (1255)	.25—	1.85
Baby Powders (1259)	.25—	1.50
Belladonna Plasters (1259) R per gross		—12.00
per gross, yd rolls		— 9.00
Black Oil (1255)	.50—	4.20
Blackberry Tonic (1257)	.50—	4.75
	.60—	5.25
	1.00—	7.80
Blood Granules (1908)	.25—	1.50
Boneset Comp. Pills (1255)	.25—	1.85
Buchu (Formerly Hill's)	1.00—	7.00
Chill & Fever Tonic (928)	.50—	3.50
Chippewa Tea	.20—	1.50
Cholera Medicine (1263)	.25—	2.00
(Clark) Apocynum Wine (1261)	.50—	3.00
Cornease (1261)	.25—	1.00
Comp. Benzoic Acid Tablets (1030)	.50—	4.00
Cough Syrup (1263)	.25—	2.00
	.50—	4.00
Digestive (1263)	.50—	4.00
Tablets (1259)	.50—	4.00
	1.00—	8.00
Diphtheria Tonic (1255)	1.00—	8.00
Dyspepsia Cure	.10—	1.00
	.25—	2.25
	.50—	4.50
Electric Health Restorer (1261)	.50—	3.50
Eye Salve (1263)	.25—	1.75
Face Cream (1267)	.25—	1.25
Ginger (1255)	.40—	3.20
Gran. Eff. Alkaline Mixture (347B)	.40—	2.00
Lithium Compound (347B)	.40—	3.00
Phosphate of Soda (347B)	.25—	2.00
Phospho-Alkalates (347B)	.40—	3.00
Sodio-Magnesian Aperient (347B)	.40—	2.00
Indian Blood Syrup (1261)	.50—	3.50
	1.00—	7.00
Tonic (1267)	.75—	6.00
Kidney Tablets	.10—	1.00
Lac Bismuthi (347B)	1.00—	9.00
Magnesii et Cerii (347B)	1.00—	6.00
Little Brown Liver Tablets (1263)	.10—	.85
	.50—	4.00
Liver Powders (1263)	.25—	2.00
(2298)	.25—	1.50
Magic Corn Cure (1255)	.25—	1.85
Mandrake Pills (1097) R	.25—	1.35
Nick-O. Tablets (1267)	1.00—	8.00
Johnson's (Old Dr.) Cough Mixture	.35—	3.25
One Day Cold Cure (1267)	.10—	.75
	.25—	1.50
Peach Tonic (1255)	.50—	4.75
	.75—	5.25
	1.00—	7.80
Perfection Liniment (1461)	.25—	2.00
Pellets (1461)	.10—	.75
Syrup (1461)	.25—	2.00
Pills (1255)	.25—	1.85
Pleasant Worm Syrup (1461)	.25—	1.75
Quick Liniment (1263)	.25—	2.00
	.50—	4.00
Science Oil (1255)	.50—	4.20
Skin Ointment (1908)	.25—	1.75
Soap (1908)	.25—	1.75
Sulphur Fumigator (1259) R	—	.75
	—	2.00

	Retail.	Doz.
Johnson's Syrupus Sanitas (1263)	1.00—	7.50
Tea (2298)	.25—	1.50
Two Days Injection (with Syringe) (1395)	1.00—	5.50
Utah Headache Salt (1255)	.25—	1.85
Worm Confections (1931)	.25—	1.80
Johnston's Chocolate Drops (1267)	.10—	.75
	.25—	1.50
Cucumber Jelly (1265)	.25—	1.75
Emulsion Cod Liver Oil (1265)	.25—	1.75
Horse & Cattle Powders (1595)	.25—	1.75
P. & P. Tablets (2558)	.75—	6.00
		—24.00
		—42.00
Rheumatic Comp. (923)	1.00—	7.00
Sarsaparilla (1595)	1.00—	8.00
Specinc (1267)	1.00—	8.00
Sure Shot (1595)	.10—	.75
	.25—	1.50
Tonic Capsules (1595)	1.00—	8.00
Jones' Acetic Cough Syrup (1268)	.25—	2.00
American Catarrh Cure (124)	1.00—	8.00
Barbadoes B. W. I. Tonic Elixir (1268)	.50—	4.00
Beever Oil (2271)	.50—	3.80
Bitters (1680) 4 doz. in case, per case	—	7.50
Blush of Roses (1269)	.50—	4.00
Camphor Cream Liniment (2243)	.25—	2.00
Cattle Powder (2243)	.25—	1.50
	.75—	5.75
Cholera Mixture (1268)	.25—	2.00
Cough Syrup (2243)	.25—	2.00
Cream Liniment (1268)	.25—	2.00
Crystal Clear Wonder Worker (1268)	.25—	2.00
Dandelion Tonic (2243)	.75—	6.00
Diarrhoea Tablets	.10—	.80
	.25—	2.00
Excelsior Worm Troches (1268)	.25—	2.00
Female Remedy (1091A)	1.00—	8.00
Floral Cream (1269)	1.00—	7.50
French Corn Solvent (1268)	.10—	.80
German Pile Remedy	.25—	1.75
Glycerine Arnica Salve (1941)	.25—	1.25
Headache Cure (1268)	.10—	.80
Heave Powders	.85—	7.50
(1268)	.25—	2.00
Japanese Cleansing Fluid (1268)	.25—	2.00
Joyful Vermifuge (918)	.25—	1.65
Luxury (1269)	.15—	1.25
Magic Roach & Ant Powders (1270)	.25—	2.00
	1.50—	12.00
Toothache Cure (1268)	.10—	.80
Universal Liniment (1268)	.25—	2.00
Vegetable Liver Pills	.10—	.80
Wonderful Water Purifier (1268)	.25—	2.00
Worm Candy (1270)	.25—	2.00
	1.50—	12.00
Jones & Hill Co.'s Chewing Gums		
Columbian Fruit, 180 Pieces per box	—	1.00
Columbian Fruit, 100 Pieces per box	—	.60
Tuxedo, 100 Pieces... per box	—	.50
Pepsin-Phosphate, 100 Pieces (1271) per box	—	.60
"Jordan" Stock Food (1274A)	.50—	3.60
	1.00—	7.20
Bulk, per lb.	—	.60
Jordan's Barb Wire Liniment (1274A)	.50—	3.00
Blood Purifier	1.00—	8.00
Condition Powders (1274A)	.25—	2.00
Cough Syrup (1274A)	.50—	3.00
(1274B)	.25—	1.75
Excelsior Colic Cure for Horses (1274B)	.50—	4.00
Liniment (1274B)	.25—	1.75
	.40—	3.00
	.60—	5.00
Fine Hair Oil (1274A)	.20—	1.25
Gall Wash, for horses (1274B)	.25—	1.75
	.50—	3.75
Hot Drops (1274A)	.25—	1.50
	.50—	3.00
Laxative Syrup (1274A)	.50—	3.00
Rheumatism Liniment (1274A)	.50—	3.00
Rosimel Cream (1274A)	.25—	1.50
Salve (1274A)	.25—	1.50
Jordon's Co. Headache & Stomach Powders (1274A)	.25—	1.50
Joret's Apiol Capsules (847)	.75—	5.75
	1.50—	11.50
Joslyn's Headache Tablets (1274)	.10—	.75
	.25—	1.75
Liver Pills (1275)	.25—	1.75
Jouet's Tooth Paste (2609)	.10—	.75
Joy's Asthma Cigarettes (847)	1.00—	8.50
Joyce's English Pile Cure (923)	1.00—	6.50

	Retail.	Doz.
Juckett's Salve	.25—	1.50
Judge's Anti-Lean	1.00—	8.00
Judkin's Ointment (1829)	.25—	1.50
(2039)	.25—	2.00
(2387)	.25—	1.25
Judson's Cough Mixture	.25—	2.00
Mountain Herb Pills (518)	.25—	1.85
Worm Tea (518)	.25—	1.50
Julian's Eurekaline	1.00—	8.00
Julien's Eau de Quinine (1088)	.59—	6.00
	1.75—	16.00
Fruit Laxative (847)	.75—	6.50
Lavender Smelling Salts (1088)	.35—	2.25
Jullen's Clarifying Wine Powder (847)	.25—	1.50
June Tint Butter & Cheese Color (1625)	.25—	1.75
Juniper Ade	.25—	2.25
Bitters	.50—	4.00
Tar (2605) R.	.25—	2.00
Juno Cordial	1.50—	12.00
Juru-bebe, Well's	1.00—	5.00
Just's Food (1277)	.50—	4.00
	1.50—	13.20
Juvan's Syrup (2517)	.75—	6.00
Juvenine Elixir	1.00—	8.50

K

	Retail.	Doz.
Kadok Headache Powders (2023)	.10—	.75
Kafeola Elixir (1599)	.25—	2.00
Pills (1599)	.25—	2.00
Wafers (1599)	.25—	2.00
Kahama (1279)	.50—	4.00
	1.00—	8.00
Kaighn's Antimalaria (2307)	.50—	4.00
Corn Solvent (2307)	.20—	1.25
Kaiser Life Germ Tablets (2212)	1.00—	6.50
Pills (1430) lbs. each	.75—	6.50
Kaiser's Celery Nervine (1480)	1.00—	5.00
Kalagua Pills, per 100	—	1.75
Kalamazoo Pepsin Bitters (1)	1.00—	6.00
(1.)	1.00—	5.00
Celery, Blood & Nerve Tonic Tablets (1) 2½ doz. in box	—	.85
& Sarasaparilla Comp. (1)	1.00—	5.50
Kalendol (1747)	.35—	3.00
Kali-Caffeine (2167)	.25—	1.20
	.40—	3.00
	.60—	4.00
Elixir (2167)	1.50—	12.00
Kaltolis (241)	.25—	2.00
Kalish's Beef, Iron & Wine (1284)	.50—	4.80
Bromo Cachets (1284)	.25—	2.40
Bronchial Troches (1284)	.25—	2.40
Eau de Quinine (1284)	.75—	7.20
Obesital Salts (1284)	.50—	4.80
Tablets (1284)	1.50—	14.40
Sure Cure Capsules (1284)	1.00—	9.60
Kaliston (357) R	1.00—	7.50
Kallidont	.75—	6.00
Kalliston, Burnett's (for the Skin) (357) R	1.00—	8.00
Kalluorine Headache Powders	.10—	.75
	.25—	1.75
Kalmer Drops	.25—	2.00
"T" Tea	.25—	2.00
Kal-ol	.10—	.75
Kaludor, Effervescent (1459)	.20—	1.50
Not Effervescent	.25—	1.75
Kalve	.25—	1.75
Kalydor, Rowland's	1.00—	8.50
Kalydene, Hurlburt's (Toilet) (1201)	.25—	1.00
Kalyptol (1286)	.50—	4.90
	1.00—	9.48
	2.00—	18.00
Kamnasalve (115A)	.50—	4.00
Kammol (880A)	.10—	.75
	.25—	2.00
	.50—	4.00
Kamp's Blood & Liver Tea (1085)	.25—	1.75
Corn Cure (1085)	.25—	1.50
Foot Powder (1085)	.25—	1.75
Little Red Pills (1085)	.25—	1.75
Camphor Pills (1091A)	.25—	2.00
Corn Cure (1091A)	.25—	2.00
Honey Balm	.25—	1.75
	.50—	3.50
Kan-Kurit (1348)	.75—	6.00
Kane's Camphor Pills (1091A)	.25—	2.00
Corn Cure (1091A)	.25—	2.00
Honey Balm	.25—	1.75
	.50—	3.50
Kloth Kleaner (1091A)	.50—	4.00
Rheumatic Cure (1091A)	.50—	4.00
	1.00—	8.00
Kanka Tobacco Cure (2211)	1.00—	7.50
Kansas Croup Medicine (1727)	.25—	1.50

	Retail.	Doz.
Kaoderma (1747)	.50—	4.50
	1.00—	9.00
	1.75—	16.50
Kaoplasma (See Alper's).		
Kaptalin-Ogle (1770A)	1.00—	8.00
Kara Koos	1.00—	8.00
Karl's Clover Root (2569)	.25—	2.00
	.50—	3.75
Tea (2569)	.25—	2.00
	.50—	3.50
	1.00—	7.50
Karn's 4 Horse Gall Cure	.15—	1.12
	.25—	2.25
Karo Laxative Syrup (1407)	.25—	2.00
Karoly's Chronic Catarrh & Asthma Remedy	1.00—	7.00
Kar-thol	.50—	4.00
	1.00—	8.00
Kasagra (See Stearns).		
Kashu (1029) R	.10—	.75
Kasirine, Baker's	1.00—	8.00
Kaskine (2591)	1.00—	8.00
Pills (2591)	.25—	1.75
Kaskola Tablets (1)	.15—	1.25
	.50—	4.00
Kasson's Condensed Cod Liver Oil Tablets (1289A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Kasterole	.10—	.75
	.25—	2.00
Kastine (574)	.25—	1.85
Kastol (2236)	.25—	2.50
Kathairon (see Lyon).		
Kathalga		—24.00
Katharmon (1290)	1.00—	8.00
	.25—	2.00
Ka-Ton-Ka (1789)	.50—	3.50
	1.00—	7.50
Kattmann's Ferri Elixir (1291)	.50—	4.25
	1.00—	8.50
Kaufman's Angeline (1283)	2.00—	18.00
Cough Destroyer (1787) R	.75—	6.50
Sulphur Bitters (1787) R	1.00—	9.00
Sulphur Porous Plasters (1787) R.	.25—	1.75
Vegetable Pills (1787) R	.25—	1.75
Kauf-o-Dont (1045)	.25—	1.75
Kavinum Comp. (2548)		— 8.00
Kawfine (483)	.10—	.75
	.25—	1.75
Ka-Wren Cough Balsam (1667A)	.50—	4.00
	1.00—	8.00
Kay's Catarrh Cure Tablets (1292)	.50—	3.75
Celery Powders (1347)	.10—	.75
Coaguline (847)	.25—	1.30
Corn Cure (2563)	.20—	1.25
Headache Wafers	.25—	2.00
Healing Cerate (1348)	.10—	.75
Kathartic Komforts (1348)	.15—	1.00
Kidneycura (1292)	.50—	3.75
	1.00—	7.75
Kold Kure (2563)	.25—	1.75
Kough Kure (1348)	.25—	2.00
Ky. Kondition Powders (1646) R.	.25—	1.80
Liniment (1646) R	.25—	1.60
Poultry Powder (1646) R	.25—	1.95
Stock Food (1646) R	.25—	1.95
Linseed Essence (847)	.50—	4.00
Lozenges	.10—	.75
Lung Balm (1292) Liquid	.25—	1.75
	.50—	3.75
Tablets	.10—	.75
	.25—	1.75
Pile Cure (1292)	.50—	3.75
Renovator (1292) (Liquid)	1.00—	7.75
(Tablets)	.25—	1.75
	.50—	3.75
	1.00—	7.75
Uticura (1292)	1.00—	7.75
Uterine Tonic Tablets (1292)	1.00—	7.50
Kaye's Worsdell's Pills (847)	.50—	4.25
K. D. C. (1293)	.50—	4.00
	1.00—	8.00
Pills (1293)	.25—	1.75
Kean's Kidney Plasters (710)	.25—	1.75
Kearney's Buchu (2039)	1.00—	7.75
Keating's Cough Lozenges (847)	.50—	3.25
Insect Powder (847)	.50—	3.50
Worm Lozenges (847)	.60—	4.50
Keene's English Pills (1469)	.25—	2.00
	.50—	4.00
Kefaline	.10—	.75
	.25—	2.00
	.50—	4.00
Keimol (1298)	.25—	2.00
	.40—	3.20
	.75—	6.00
Soap (1298)	.25—	2.00
Keith's Almond & Cucumber Cream	.25—	1.75
Avena Sativa Elixir (1297 A)	2.00—	13.50
Cough Compound	.75—	6.50
Pile Remedy	1.00—	8.00

	Retail.	Doz.
Keller's Catarrh Remedy (1563)	1.00—	8.50
Diphtheria Cure	.25—	1.75
	.50—	4.00
Kidney Cure	1.00—	8.00
Koff & Kold Kure	.50—	4.00
Soluble Medicated Bougies (1626)	1.00—	8.00
	1.50—	12.00
Kellinger's Liniment (1016)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Kellogg's Asthma Cure	.25—	2.00
	1.00—	8.00
Columbian Oil (1301)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Tea	.25—	1.85
	1.00—	7.50
King of Pain (2327)	.25—	1.75
	.50—	3.25
Worm Tea (1903)	.25—	1.75
Kelly's Antisudorific Face Powder	.25—	1.50
Corn Cure	.25—	1.50
Dyspepsia Mixture	.50—	4.00
	1.00—	8.00
Germifuge	1.00—	8.00
Headache Cure	.50—	4.00
Rheumatic Syrup (1301)	1.00—	8.00
Scalp Cure	1.00—	8.00
Sudor Egg Powders	.25—	1.50
Kelsey's Homojoy Powders (108)	.25—	2.00
Sanitary Powders (108)	.25—	2.00
Stablejoy Powder (108), per 25 lb. pail		— 1.50
Zoo-Cage Powders (108)	.25—	2.00
Kemp's Balsam (2656) R	.25—	2.00
	.50—	3.75
	1.00—	7.50
Plasters (2656) R	.25—	1.00
Fruit Laxative	.25—	2.00
Liver Pills (2656) R	.25—	1.50
Sarsaparilla	1.00—	7.50
Suppositories	.50—	3.75
System Tonic	.50—	4.50
Kenan's Distemper & Cough Cure (1303)	.25—	1.80
	.50—	3.60
Hog Powders (1303)	.25—	1.80
	1.00—	7.20
Insecticide Killer (1303)	.25—	1.80
Poultry Powders (1303)	.25—	1.80
	1.00—	7.20
Worm Powders (1303)	.25—	1.80
Kendall's Blackberry Balsam (1837)	.25—	1.75
Blister (1304) R	.50—	4.00
Pectoral Elixir (1337)	.25—	1.75
Persian Pills (1304)	.25—	1.50
Quick Relief (1337)	.25—	1.75
Spavin Cure (1304)	.50—	4.00
	1.00—	8.00
Tonic & Blood Purifier (1337)	1.00—	8.00
Troches	.25—	1.75
Kennedy's Canker Cure (1308)	.38—	2.75
Carboline (1850)	1.00—	7.00
Catarrh Cure	2.00—	16.00
Cherry Balsam (1310) R	.25—	1.50
	.50—	3.60
	1.00—	7.50
Corn Cure	.25—	1.00
Curling Liquid (1307)	.35—	2.25
Eye Salve	.25—	1.80
Favorite Pills	.25—	1.75
Remedy (1310) R	1.00—	8.00
Golden Drops (1310) R.	.50—	4.00
	.25—	1.80
	.50—	3.60
Plasters (1310) R	.15—	1.00
Hair Grower (1309) R	1.00—	7.00
Headache Powders	.25—	1.75
Healing Ointment (1309) R	.50—	3.50
Herculine Ointment (377A)	1.00—	8.00
Horn Killer (1307)	.50—	3.50
Instant Oil Liniment	.25—	1.75
Kill Rats	.10—	.75
Medical Discovery (1309) R	1.50—	12.10
Magic Eye Salve (1310) R	.25—	1.80
Nervine Bitters	.50—	3.50
Persian Dandruff Cure (1311)	1.00—	8.00
Pinus Canadensis (white & dark) (2036) R.	.50—	4.50
	1.50—	13.50
Prairie Weed (1309) R	1.00—	7.00
Rheumatic Discovery (1309) R	1.50—	11.00
Liniment (1309) R	.50—	3.50
Rose Jelly (1310) R	.50—	3.60
Salt Rheum Cream (1310) R.	.50—	3.00
Salt Rheum Ointment (1309)	.50—	3.50
Scattering Liniment (1309) R	1.00—	7.00
Scrofula Ointment (1309) R	1.00—	7.00
Worm Syrup (1310) R	.25—	1.50
Kennel & Stable Soap (1064)	.50—	4.00
Kent's Burdock & Sarsaparilla	1.00—	8.00
Flea Driver (1805 A)	.25—	2.00
Hair Invigorator	.50—	4.00

	Retail.	Doz.
Kent's Loxa Fever & Ague Pills	.50—	3.50
	1.00—	7.925
Pile Remedy	1.00—	7.575
Remedy (1351A)	.50—	4.00
Sarsaparilla	1.00—	8.00
Seven Seals	.50—	3.50
	1.00—	7.00
Vegetable Pills	.25—	1.75
Velvet Cream	.25—	2.00
Vermin Destroyer (1805 A)	.25—	2.00
White Pine Cough Remedy	.25—	1.75
	.50—	3.50
	1.00—	9.00
Kentucky Horse & Cattle Powder (369)	.25—	1.50
Kenyon's Asthma Remedy (1313)	1.00—	8.00
Dyspepsia Remedy (1313)	.25—	2.25
Kough & Konsumption Kure (1414)	.25—	1.50
	.50—	3.00
Sore Throat Remedy (1344)	.25—	1.50
"Kepler" Malt & Cod Liver Oil (776)	.50—	4.65
Solution Malt & C. L. O. (776)	.50—	4.65
	1.00—	8.30
Malt Extract (776)	.50—	4.65
	1.00—	8.30
Kerelis	.50—	4.00
Kermott's Extract of Blackberry (1595)	.50—	4.00
Kidney & Nerve Pills (1595)	.50—	4.00
Laxative Quinine Chocolates (1595)	.25—	1.75
Liver Regulator (1595)	1.00—	7.50
Mandrake Pills (2668)	.25—	1.50
Mascot Headache Cure (1595)	.10—	.75
White Liniment (1595)	.50—	4.00
Kern's Korn Kure (748)	.15—	1.20
Liquid Insect Annihilator (163)	.15—	1.20
	.25—	1.80
Kerr's Saline Solvent (008)	.75—	6.00
System Renovator (356)	1.00—	8.00
Viburnum Comp. (1552)		— 9.60
Kesier's Celebrated English Cough Medicine	.25—	1.75
Kesqey's Toilet Cream (1931)	.25—	1.80
Kestin (100)		— 4.00
		— 9.00
Ketcham's Liniment	.25—	1.90
Ketterer's Excelsior Blood Purifier (2168)	1.00—	8.00
Keyser's Universal Plasters (2387)	.25—	1.25
Keystone Dyspepsia Tablets (1677A)	.50—	3.50
Poultry Cure & Egg Maker	.25—	1.75
Kickapoo Indian Cough Cure (1324) A	.25—	2.00
Cough Syrup (1324)	.50—	4.00
Liverines (1324)	.50—	4.00
Oil (1324) R	.25—	2.00
Pills (1324) R	.25—	2.00
Prairie Plant (1324) R	.50—	4.00
	1.00—	8.00
Sagwa (1324) R	.50—	4.00
Salve (1324) R	.25—	2.00
Soap (1324) R	.10—	.80
Worm Killer (1324) R	.25—	2.00
Kilbolin (1936)	.50—	4.10
Kid (831)	1.00—	8.00
Kidd's Chill Tonic (578)	.50—	3.50
Cough Syrup (823)	.25—	1.50
Electric Relief (578)	.25—	2.00
Genuine Liver Regulator (578)	.25—	1.75
Old Fashioned Horehound Cough Syrup (578)	.25—	1.75
Kidder's Asthmatic Pastilles (2339A)	.35—	2.75
Carbolic Acid (2584A) crude	.25—	1.50
Solution	.25—	1.50
Balm Ointment (2584A)	.25—	1.75
Cordial	1.25—	9.00
Disinfecting Powders (2584A)	.25—	1.50
Essence Jamaica Ginger (338)	.25—	1.75
Extract Jamaica Ginger (338)	.35—	3.00
Family Bone Liniment	.25—	2.00
Kid-nee-Kure (see Henderson).		
Kidnegan	1.00—	8.00
Kid-ne-oids, Morrows' (1871A)	.50—	4.00
Kidneycura, Kay's (tablets) (1292)	1.00—	7.75
Kidney-Wort Tablets (2571) R.	.50—	4.00
Dry (2571) R.	1.00—	8.00
Kid-Rheu	1.00—	8.00
Tablets	.25—	1.75
Kiedaisch's Swift Corn Cure (1329)	.15—	1.20
Toothache Gum (1329)	.10—	.75
Kiesows Essence of Life (1430)	.50—	4.50
	1.00—	8.50
Kierstead's Breast Ointment (561)	.25—	3.00
King of all Pain (2285A)	.25—	1.75
Malaria Tablets (2653) R.	.50—	4.20
Nipple Lotion (561)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz.
Kierstead's Kie Zie Tonic (1751A) .75— 4.00
Kijo Dandruff Cure (80)......... .50— 4.00
Kijo-ine (80) .... .25— 2.00
.75— 6.00
Kilburne's Mint & Compound Bismuth Lozenges .25— 2.00
Kil-Kol (2215)...................... .25— 2.00
Kil-Kold Tablets (2464)......... .25— 2.00
Kil-Kolic Tablets (2464)........ .50— 4.00
"Kill Bug" (See Harvie.
Kill Corns, Hay's (1074).......... .15— .90
Kill-a-Cold, Cumming's .... .10— .75
Kill-a-Cough, Emerson's .... .25— 1.75
Killakoff, Stuart's (2347)....... .25— 1.75
Kill-A-Korn, Van's (2476)....... .25— 1.80
Killapain Oil, Stuart's (2347).... .25— 1.75
Kill-Dead .. .. .25— 1.50
Killeen's Corn Cure .... .10— .75
Killem's Bug Killer (742)...... .25— 1.50
Kill-Em-Quick (163) .... .15— 1.25
Killgore's Comp. Cascara Tablets (1334) per 100 — .30
per 1000 — 2.50
Comp. Pancreatin Tablets (1334) per 100 — .40
per 1000 — 3.00
Mistura Creosote Comp. (1334) 1.00— 9.00
Killgore's Tonic Anaemic (Tabs.) (1334) per 100 — .30
per 100 — .30
per 1000 — 2.50
Killmquick (2051) .... .25— 2.00
Killmore Fly Paper (poison) (1335) .05— .25
Rats (1335) .... .15— .75
Toothache Gum (1335) ...... .10— .75
Kilmer's Autumn Leaf Ex. (1336) .50— 4.00
Cough Cure (Consumption Oil) (1336) .25— 2.00
.50— 4.00
Female Remedy (1336)...... 1.00— 8.00
Ocean Weed Heart Remedy (1336) .50— 4.00
1.00— 8.00
Pile Pipe (1336) .... .50— 3.50
Prompt Parilla Liver Pills (1336) .25— 1.50
.50— 4.00
Swamp Root (1336) .... 1.00— 8.00
U. & O. Anointment (1336).. .25— 2.00
.50— 4.00
Ki-Lo Antiseptic, Improved (524) .25— 2.00
.50— 4.00
Celery & Sarsaparila Comp. (524) 1.00— 8.00
Chill Cure (524) .... .50— 4.00
Pills (524) .... .25— 2.00
Colic & Botts Cure (524).... 1.00— 8.00
Cough Cure (524) .... .25— 2.00
.50— 4.00
Diarrhoea Cordial (524) .... .25— 2.00
.50— 4.00
Elixir Cascara Sagrada (524) .50— 4.50
Jamaica Ginger (524) ...... .25— 2.00
Liver Pills (524) .... .25— 2.00
Nerve & Bone Liniment (524) .25— 2.00
.50— 4.00
1.00— 8.00
Sarsaparilla (524) .... 1.00— 8.00
Stock Powders (524) .... .25— 1.75
Worm Syrup (524) .... .25— 2.00
Kimball's Cigarettes .... .25— 1.75
Cough Balsam (1338) .... .25— 2.00
.50— 4.00
Diamond Corn Solvent (1338) .25— 1.75
Favorite Prescription (1338).. 1.00— 8.00
Golden Liver Pills (1338).... .25— 2.00
I. X. L. Liniment (1338).... .15— 1.00
.35— 2.75
1.00— 8.00
Whisker Dyes .... .50— 3.50
Yerba Santa Lung Balsam .25— 2.00
.50— 4.00
1.00— 8.00
Kimberley's Ointment .... .35— 2.85
Ki-na Ki-na (1562).............. .25— 2.00
Kincannon's Kidney Kordial (K. K. K.) (1106) .50— 3.75
Kinch (250) .... .75— 6.00
King Asthma Cure (1149)....... .50— 4.00
B. Bitters (1006) .... 1.00— 8.00
Bee Specific (1550) .... .50— 4.00
Celery Tablets (145) .... .25— 2.00
Kold Kure (551A)........... .25— 2.00
Liniment (1018) .... .25— 2.00
.50— 4.00
Salve (402) .... .25— 2.00
Tooth Wash (1149).......... .50— 4.00
Powder (1149) .... .25— 1.75
King of the Blood (1980) R.... 1.00— 4.00
King of the Nerves (2026) ...... 1.00— 8.00
King of all Pain, Kierstead's (2295A) .25— 1.75
King's Ague Cure .... .50— 3.80
Anti-Pain Plaster (369)...... .25— 1.50
Blackberry Cordial (369).... .50— 4.00
Blood and Liver Pills (369).. .25— 1.50
King's Blood Purifying & System Tonic (1636) .50— 3.60
1.00— 7.20
Catarrh Remedy (369)........ 1.00— 8.00
Corn Salve (369) .... .10— .75
Cough Remedy .... .25— 1.75
Cuban Chill Cure (369)...... .50— 4.00
Cydonia Lotion (369)........ .25— 1.75
Dandelion Bitters .... .50— 3.75
Diarrhoea & Dysentery Cordial (369) .25— 1.75
Electric Vermifuge (369).... .25— 1.75
Emulsion Cod Liver Oil (369) .50— 4.00
1.00— 8.00
Extract Malt (1091A)........ 1.00— 8.00
Sarsaparilla Compound.... 1.00— 8.50
Eye Water (369)............ .25— 1.75
Fruit Preserving Powders (369) .25— 1.50
German Cologne (369)........ .10— .75
.25— 1.75
Germatuer Pills (130)........ .25— 1.50
Gloss Tooth Powder (369).. .25— 1.75
Grand Combination (369).... 1.50—12.00
Heart Remedy (743).......... .75— 5.75
Improved Chill & Fever Tonic (369) .50— 3.75
Injection (369) .... .50— 4.00
Iron Tonic Bitters (369).... 1.00— 8.00
Itch & Tetter Ointment (369) .50— 4.00
(K. D. C.) Dyspepsia Cure (1293) .50— 3.75
1.00— 7.50
Kidney Plasters (193)........ .25— 1.50
Kolesofo Cough Balsam.... .25— 2.00
Liver & Kidney Remedy (369) 1.00— 8.00
Magic Corn Cure (1174)...... .25— 2.00
Toothache Cure (1174)..... .25— 2.00
Nerve & Bone Liniment (369) .25— 1.75
New Discovery (346)........ .10— .75
.50— 4.00
1.00— 8.00
New Life Pills (346)........ .25— 1.75
Pectoral Cough Syrup (369).. .25— 1.75
Pile Ointment (369)........... .50— 4.00
Railroad Mixture (369)....... .75— 6.00
Rheumatic Drops .... .25— 2.00
Liniment (1091A) .... .25— 2.00
.50— 4.00
1.00— 8.00
Sarsaparilla (369) .... 1.00— 8.00
Soothing Syrup (369)........ .25— 1.75
Specific (2618) .... 1.00— 8.00
"Star Crown Brand" Pennyroyal Pills (1341) 1.50— 7.00
Restorative Pills (1341) 1.50— 7.00
Tansy Pills (1341).. 1.50— 7.00
Syrup of Hypophosphites (447) .75— 6.00
Wild Cherry & Tar (369) .25— 1.75
Toothache Drops (369)...... .10— .75
Vegetable Little Liver Pills (1636) .25— 1.80
Worm Candy (369).......... .25— 1.50
Kingery's Crystal Flake (1342A) .75— 6.00
Kingsley's Glycerine Lotion (1343) .25— 2.00
Iron Tonic (1343)............ 1.00— 9.00
Magic Corn Cure (2466)...... .25— 2.00
Mandrake & Iron Pills (1343) .25— 1.75
Stomach & Liver Regulator.. 1.00— 8.50
Kinmont's White Pine Balsam.. .25— 2.00
Kinmouth's Expectorant (1344) .25— 1.50
Hypophosphites .... 1.00— 8.00
Headache Powders (1344).... .10— .75
Liniment (1344) .... .25— 1.75
Pile Pills (1344) .... .25— 1.50
Sore Throat Specific (1344).. .25— 1.50
Toothache Drops (1344)..... .10— .75
Worm Powders (1344)....... .25— 1.75
Kinne's Great American Relief (1345) .50— 3.75
Kough Syrup (1345)......... .25— 1.65
Kinne's Sure Headache Cure (1345) .10— .60
Sure Headache Cure (1345).. .10— .60
Kinney's Dime Glue .... .10— .75
Kinsel's Cod Liver Oil .... 1.00— 8.00
with Creosote .... 1.00— 9.00
Foot Relief .... .25— 1.50
Santa Carl Remedy......... .50— 4.00
Injection ...... .50— 4.00
Kinsman's Asthma Remedy (402) .50— 4.25
1.00— 8.50
Chamomile Comp. (1346)..... 1.50—18.00
Dyspepsia Cure & Stomach Regulator (1346) .50— 4.00
1.00— 8.00
Powders (402) .... .50— 4.25
Elixir (1346) .... .25— 2.00
.50— 4.00
Heart Tablets (402).......... 1.00— 8.50
Kieva Indian Ointment (1868A) .25— 1.75
Tonic Sarsaparilla (1868A)... .50— 4.00
Kirchner's Green Mountain Oil (1374A) .50— 3.75
Kirchner's Pain Tablets .... .10— .60
Samaritan Salve .... .25— 2.00
Kirk's Asthma Cure .... 1.00— 8.00
Blue Grass Condition Powders (1805A) .25— 2.00
Borothymine (1348) .... .25— 1.75
Brilliantine (1349) .... — 2.75
Dog Soap (1349) per gross.... —15.00
Egg Emulsion Cod Liver Oil (1348) .25— 2.00
.50— 4.00
1.00— 8.00
Elixir of Dentifrice (1349)... — 2.25
Emulin (1348) .... .25— 2.00
.50— 4.00
1.00— 8.00
Eucalyptus Salve (1805A).... .25— 2.00
German Pile Ointment (2622) .50— 4.00
Headache Powders (2622).... .10— .75
Hazel Oil Liniment (1348).. .75— 1.75
Healing Cerate (1348)........ .10— .75
Irish Moss Cough Balsam (1805A) .25— 2.00
.50— 4.00
Juvenile Soap (1349)........ .25— 2.08
Nail Gloss (1805A)........... .25— 1.50
Poison Oak Cure (1805A).... .25— 2.00
Sarsaparilla (1805A)......... 1.00— 7.00
Skin Enamel (757)........... .25— 1.25
Tooth Powder (1805A)....... .25— 2.00
Kirkwood's Antiseptic Liniment (2595) .25— 2.00
Kirn's Kidney Tea (201)........ .25— 2.00
"Kis-Me" Chewing Gum per box of 20 pkgs. (60) — .55
pkgs. — .55
Kiser's Cough Cure (964) ...... .25— 2.00
Dandruff Cure (964).......... .25— .90
Kitchel's Liniment (1350)....... .50— 3.60
.75— 6.00
Spavin Cure (1350) .... .50— 3.60
Wind Puff Cure (1350)...... .50— 3.60
Kitro (1696) .... 1.00— 8.75
Kittredge's Cough Syrup (1351). .25— 1.75
Headache Tablets (1351)..... .10— .60
Peerless Liniment (1351)..... .25— 1.75
.50— 3.60
1.00— 7.20
Kittredge's Pile & Eczema Cure (1351) .15— 1.00
.25— 1.75
.50— 3.50
Kjongs' (Anderson's) Plasters (1750) .20— 1.20
(Stranges Aegte) Plaster (7). .25— 1.75
K. K. K. Liver Pills (578)...... .25— 1.75
Klayine (1722) .... .25— 2.50
Klinck Catarrh Remedy (1354).. 1.00— 8.50
Kline's All-Healing Solution (1355) .25— 2.00
Antiseptic Tonic (1355) .. . 1.00— 8.00
Bon Ton Skin Bath (1355).. .50— 4.00
1.00— 8.00
Catarrh Specific (1355) .... 1.00— 8.00
Invigorating Tonic (1355) . 1.00— 8.00
Nerve Restorer (1355) .... 1.00— 8.00
2.00—16.00
Rheumatic & Neuralgia Specific (1355) 1.00— 8.00
Throat & Lung Cure (1355) 1.00— 8.00
Klondike Cycle Polish (1356).... .25— 2.00
Injection (Morris) (1649)...... .50— 3.50
Piano Polish (1356) .... .25— 2.00
Klondyke Kold Kure (2319).... .25— 1.50
Klorisol, Quarts (2243) .... .25— 2.00
Gallons .75— 6.00
Klung's Sleeping Powders....... .25— 2.00
Klutow's Herbal Embrocation... .25— 2.10
Klutz Chill Cure................. .50— 3.75
Knapp's Cough Balsam.......... .25— 1.90
.50— 3.50
Extract Root Beer (1356A).. .25— 1.60
Liquid Sulphur .... 1.00— 8.00
Pills .... .25— 1.75
Plasters .... .25— 1.75
Root Beer (1356A)............ .25— 1.75
.50— 3.50
Restorative Bitters........... .50— 4.00
Sarsaparilla .... .75— 6.00
Syrup .... .50— 4.00
Throat Cure (1816)........... .25— 1.75
.50— 2.50
Knepp's Acorn Coffee .... .25— 2.00
Breast Tea (249)............. .25— 2.00
Blood Cleaner (249).......... 1.00— 8.00
Headache & Fever Powder (249) .25— 2.00
Kidney & Liver Cure (249) .. 1.00— 8.00
Rhubarb Syrup (249) .... .25— 2.00
Stomach Bitters (249)........ 1.00— 8.00
Stomach Drops (249) .... .50— 4.00
Knick & Rock (1753)........... .40— 4.25
.80— 8.00
1.50—15.00
Knickerbocker Cordial (1587).... .25— 1.75
.50— 3.00
Frulax ....1.00— 7.50
Hoof Ointment (2039)........ 1.00— 7.00

	Retail.	Doz.
Knifer's Wild Cherry & Coltsfoot	.25—	2.00
Knight's Asthma Cure	1.00—	8.00
Botanic Compound	.50—	4.00
Remedy	1.00—	8.00
Attic Compound	1.00—	9.00
Catarrh Ointment	.25—	1.80
Remedy	.25—	1.80
Dyspepsia Cure	1.00—	8.00
Hay Fever Cure	1.00—	8.00
Imperial Pellets (2246)	.25—	1.60
Liquid Catarrh Cure	1.00—	8.00
Steel & Pennyroyal Pills	1.00—	8.00
Stomach Powders	.50—	4.00
Knill's Anti-Dyspeptic Tablets	.25—	2.00
Black Dandelion Pills	.25—	2.00
Blue Kidney Pills	.25—	2.00
Red Pills	.25—	2.00
White Cross Liver Pills	.25—	2.00
Knock-To-Bac, Freeman's	.50—	4.00
Knodas Celery & Peruvian Bark Compound	.50—	4.50
Knorr's Hien Fong Essence (Green Drops) (222)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Knott's Herbal Health Pills	.25—	2.00
	.50—	4.00
Knott's Koff Knot	.50—	4.00
Kure	.25—	2.00
Magic Salve	.25—	2.00
Toothache Cure	.10—	.85
Knowledge (See Fisher's Uterine Tonic).		
Knowles' Hair Restorer	1.00—	6.00
Insect Powder	.25—	1.75
	.50—	3.50
Juniper Comp. (1359)	.50—	3.60
Massage Cream (1359)	.50—	4.00
Scottish Heart Tonic (1359)	.50—	3.60
Knowlton's Cream Massage(1359)	.50—	4.00
Juniper Compound (1359)	.50—	3.60
Little Wonder Blood and Liver Tablets (1359)	.25—	1.80
Scottish Heart Tonic (1359)	.50—	3.60
Vis Vitae (1359)	.50—	3.60
Knox's Alba Liniment (1948)	.25—	2.00
	.50—	3.75
Borated Talcum Powder (1948)	25—	1.50
Castolax (1948)	.10—	.75
Corn Salve (1948)	10—	.75
Cough Syrup (1948)	25—	1.75
Diarrhoea Remedy (1948)	25—	1.75
	.50—	3.50
Egyptian Liver Tea (1948)	.25—	1.50
	1.00—	7.50
Head-ake Powders (1948)	.10—	.75
	.25—	1.75
Little Liver Eggs (1948)	.25—	1.60
Magnetic Ointment (1948)	.25—	1.75
Pile Ointment (1948)	.50—	4.00
Rheumatic Remedy (1948)	1.00—	7.50
Ruin Pain Plasters (1948)	.25—	1.00
Sarsaparilla (1948)	1.00—	7.50
Tasteless Chill Tonic (1948)	.50—	3.75
Toothache Drops (1948)	.10—	.75
Vin Aleta (1948)	1.00—	7.50
Worm Oil (1948)	.25—	1.75
Knoxit, with Syringes (208)	1.00—	5.00
Knox-Tartar (1360)	.10—	.80
Kobo Consumption Cure	1.50—13.50	
Koch's Carnipeptones	.30—	4.50
Depilator	.35—	2.50
German Nerve Pills (693)	1.00—	8.00
Peptone Bouillon	1.00—	8.00
Lozenges	.50—	4.00
Vegetable Tea (1364)	.25—	1.80
	.50—	3.60
Kodol Dyspepsia Cure (649)	.50—	4.00
	1.00—	8.00
Nerve Tonic (649)	1.00—	8.00
Kodozonol	1.00—	8.00
Koehler's After Dinner Powders	.10—	.75
Koenig's (Aug.) Hamburg Plasters (2106B) R.	.25—	2.00
Gout Salve (163)	.50—	4.00
Hamburg Breast Tea (2106B)	.25—	2.00
Drops (2106B) R.	.50—	4.00
Malt Extract (1366)	.25—	2.00
Rheumatism Salve (163)	.50—	4.00
Koenig's Remedies—see Father.		
Koff's Expectorant (1088)	.35—	2.50
	1.00—	8.00
Koff-I-Kure, Lewis'	.25—	2.10
Kohl-O-Dyne Tablets (1368)	.25—	2.00
Kohl's Golden Herb Compound (464 A)	.25—	1.75
	.50—	3.50
Kohler's Anti-Bilious Liver Powders (1367) R	.10—	.75
	.25—	1.75
Antidote (1367) R	.10—	.75
	.25—	1.75
Invincible Ointment (1367) R	.25—	1.75
K. M. C. Cough Drops (1367) box of 3 doz.	—	.80

	Retail.	Doz.
Med. Complexion Skin Soap (1367) R	.10—	.75
Nerve Comfort (1367)	1.00—	8.00
One Night Cough Cure (1367R)	.10—	.75
	.25—	1.75
Root Beer	.10—	.75
Rheumatic Cure	1.00—	8.00
Specific	.25—	1.75
Sarsaparilla Tea (1367) R	.10—	.75
	.25—	1.75
Koko (847)	.75—	5.00
	1.50—10.50	
	2.00—19.50	
Mint (1029) R	.10—	.75
Velvet Soap (1538)	.25—	1.25
Ko-Ko-Rana, Dick's (807)	.25—	2.00
Kola Cardinette (1819) R	1.00—	9.00
Cordial (1830)	—	2.30
Chewing Gum (60), per box of 20 pkgs.	—	.50
Kola-Stearns (2303)	1.00—	8.00
Kolafra (1369)	.50—	4.00
Blocks (Lozenges) (1369), 24 pkgs. in box, per box	—	1.50
Kola-Malz Extract	.35—	2.40
Kola-Nerve Tablets	.50—	4.25
	1.00—	8.00
Kola-Pepsin (146B)	.10—	.75
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Kolara Tablets (1369)	1.50—12.00	
Kolarina (1)	1.00—	6.00
Kola-Vena (Syrup) (1236), per gal.	—	1.25
(Extract), per pt.	—	1.25
Kolavinum (2167)	1.25—	9.60
Kolbe's German Corn Cure, liquid (2467)	.25—	1.40
Toothache Gum (2467)	.10—	.45
Kole's Konstipation Kandy (2467)	.10—	.70
	.25—	1.50
Kol-Kura, Johnson's (1255)	.50—	4.20
Kolmu's Heerootine	.50—	4.00
Kolo Pepsin (146B)	.10—	.75
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Komalt	.25—	2.00
	1.00—	7.60
Komo Indian Ointment (2502)	.10—	.80
	.25—	1.50
Komoceda	.75—	6.00
Kondon's Catarrhal Jelly (1370)	.25—	2.00
	.50—	4.00
Kon-Ferruginous (660)	.50—	4.00
Kon Kura (Corn Cure) (1079B).	.15—	1.25
Ko-No Dentifrice (2569)	.25—	1.75
Pile Cure (1371)	.50—	4.00
Koon's Drops	.25—	1.60
Koos' Nervine Headache Powders	.10—	.75
	.25—	2.00
New Pills	.25—	2.00
Kopfaline Head Ache Cure (2295A)	.10—	.75
	.25—	2.00
	1.00—	7.50
Kopp's Atlas Liniment (1373)	.10—	.85
	.25—	2.00
Baby's Friend (1373)	.10—	.85
	.25—	2.00
	.50—	4.00
Cur-a-Cough (1373)	.10—	.80
	.25—	2.00
Electric Worm Syrup (1373)	.25—	2.00
Liver Pellets (1373)	.25—	1.75
Koptica	.60—	4.00
Korn-I-Cure Salve	.10	.75
Korn Kure (2065)	.15—	.75
Korn Kuro	.25—	1.75
Kornease, Summerford's (2232)	.25—	1.60
Kornl-Kura, Peterson's (340)	.15—	1.00
Koskoo, Lawrence's	1.00—	8.00
Kosmeo Creme (1050)	1.00—	9.00
Yasmin (963)	.75—	6.00
Kostitch's Eureka Cream (1374)	.25—	1.75
Kozothium (see **Lyon's**).		
Kraft's Balm	.15—	1.00
	.25—	1.75
Corn Cure	.10—	.60
Instant Toothache Cure	.10—	.60
Krafft's Salicine Soap	.25—	1.88
Kramer's Charcoal Wafers (1091A)	.25—	2.00
	.50—	4.00
Chill Tonic (1091A)	1.00—	8.00
Dyspepsia Cure	.50—	4.50
German Eye Salve (2246A)	.25—	1.65
Kidney & Liver Cure (1091)	1.00—	8.00
Liver Pills (1091A)	.25—	1.50
Kra-Nal	.25—	1.75
Krankenheil Jod-Soda Soap (1430) No. 1	.25—	3.00
No. 2	.30—	2.50
Krato Laxative Pellets (561)	.25—	2.00
Rheumatic Tablets (561)	.50—	4.00

	Retail.	Doz.
Kratzen (1861)	.50—	3.50
Kraus' Bunion Plaster	.25—	1.25
Green Gum Corn Plasters	.25—	1.25
Red Cross Tansy Pills	1.00—	8.00
Krause's Cold Cure (1441)	.25—	2.00
German Oil (1441)	.25—	2.00
Headache Capsules (1441) R.	.25—	2.00
Little Liver Pills (1441)	.25—	1.75
Krauser's Liquid Extract of Smoke (1376)	.75—	6.00
Kreat Halviva (Malarial Fever) (847)	1.00—	8.25
Krembs' Anti-Perspiration Powder (1377)	.25—	2.00
Asthma Paper (1377)	.10—	.75
	.25—	2.00
Fatal Wheat (1377)	.10—	.75
	.25—	2.00
Million Fly Paper (1377)	.05—	.25
Per ream	—	3.00
Ouch Vaccination Pads (1377)	.10—	.75
Shield	.10—	.75
Sanifoam (1377)	.25—	2.00
Sanifume (1377)	.10—	.75
Strangle Food (1377)	.25—	2.00
Kremlin (988)	.25—	2.00
Cream Dentrifice (988)	.25—	1.75
Kress Acidulated (1378)	1.00—	8.00
	1.50—12.00	
Cough Cure	.50—	3.75
Emulsion Cod Liver Oil (1378)	1.00—	8.00
Fever & Ague Tonic (1587)	1.00—	7.00
Krieger Spermine (2270) Injection	.35—	3.00
Krinogalon (1716)	.25—	2.40
Kromer's Hair Dye (1266)	.50—	3.75
Kron Essence No. 11 (1105)	.25—	2.00
Kronkine	.75—	6.50
Kroto Laxative Pellets (561)	.25—	2.00
Krusol	.50—	4.00
K. & S. Tooth Filler	.10—	.65
	.25—	1.50
	.50—	4.00
K-Tar (1281)	.10—	.75
	.50—	4.00
Ktelna Catarrh Cure (1088)	.25—	2.00
K-Ton-K Pills (1789)	.25—	1.75
Kuehne & L's Cough Drops (1380A)	.05—	.30
Kufeke's Infant Food (1430)	.75—	5.40
Kugloids Capsules Quin. Eucalyptol & Creosote (847)	1.00—	9.00
	2.00—17.00	
Kuhn's Bronchial Troches (1383)	.10—	.75
Corn Cure (1383)	.15—	1.00
Emulsion Cod Liver Oil (1883)	.75—	6.00
Family Cough Syrup (1383)	.25—	1.75
Glycerole of Roses (1382)	.25—	1.75
Hair Tonic (1383)	.35—	2.75
Headache Powders (1383)	.10—	.75
Neuralgia Tablets (1383)	.10—	.75
Rose Cream (1383)	.25—	1.75
Kuhu Kough Kure (See Erb).		
Kumysgen (2003)	R 1.50—	12.00
	2.50—	21.00
Kundoo (Kidney & Liver Cure) (1740A)	.40—	4.00
	.85—	8.00
Kunkel's Bitter Wine of Iron (124)	.50—	4.50
Hair Restorer (124)	1.00—	9.00
Malaria Powder (124)	1.00—	9.00
Pain Slayer (124)	1.00—	9.00
Pills (124)	.25—	1.88
Snow Salve (124)	.50—	4.00
Worm Syrup (124)	1.00—	9.00
	.50—	4.00
	1.00—	6.25
Kurit Remedies, See Erb.		
Kuro Ointment	.50—	4.50
Headache	.25—	1.75
Kutiko (1386)	.25—	2.25
	.50—	4.00
	1.00—	7.50
Formula No. 2 (1386)	.50—	4.00
	.75—	6.00
Kutnow's Anti-Asthmatic Cigarettes (1387)	1.00—	8.50
Powder (1387)	1.00—	8.50
Improved Effervescent Powders (1387)	1.00—	8.50
K-Wren Balsam (1667A)	.50—	3.50
	.15—	1.20
	.25—	1.80
Troches (1667A)	.15—	1.20
Kymo (1388)	.50—	3.00
	.75—	6.00
	1.00—	9.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

L

	Retail.	Doz.
La Barge's Carey's Digestion Wafers	.25—	2.00
Labarraque's Quinium Wine (847)	1.50—	13.00
	3.00—	26.00
Labordine (1389), per oz.	—	1.00
Tablets (1389)	1.50—	12.00
Lac-bismo (1661)	.50—	3.00
	1.50—	12.00
Lacey's Headache Gems (285A).	.10—	.80
La Creole Hair Restorer (2489) R	1.00—	7.50
Lacroix's Santal Salole (847)	1.50—	15.00
Lacta-Pep. (2407C)	.75—	6.00
Lactated Food (2571) R.	.25—	2.00
	.50—	4.00
	1.00—	8.00
	2.50—	24.00
Tissue Food (1388A)	.20—	1.75
Quinine (1719) per lb.	—	.80
Lactic Pepsin Chewing Gum (2477), per box of 36 pkgs.	—	1.00
Lactogen (1232A), per oz. in 5 ozs.	—	.90
Lactoluvin (133)	1.00—	8.00
Capsules	1.00—	12.00
Lacto-Nutrine (460B)	1.00—	8.00
Lactopeptine, Beef, Iron & Wine (1723) R	1.50—	12.00
Elixir (1723) R.	1.50—	12.00
Powder	1.00—	8.00
Tablets	.50—	4.50
	1.00—	9.00
Syrup with Phosphate (1723) R.	1.50—	12.00
Lactophenin (256) R.	1.50—	12.00
Powders (256) R, ozs.	1.50—	12.00
Tablets (256) ozs., R.	1.50—	12.00
Lacto-Quinine Pills (133), per 100	—	1.00
Lacto-Somatose (782) R., 2-oz. tins	—	10.50
¼-lb. tins, per lb.	—	6.75
½-lb. tins, per lb.	—	6.50
Lactosal (1606) ¼ lb.	—	1.50
½ lb.	—	3.00
1 lb.	—	6.00
Lacupia (1864) R.	1.00—	8.00
Ladd's Vermifuge Oil (1163)	.25—	1.80
Ladies' Compound Pills (704)	.50—	4.00
Ladies' Elixir (1355)	1.00—	8.00
French Shoe Polish (2608)	.10—	.70
Lady Clare, Lorenz's (1466A)	.25—	1.50
Housekeeper's Dead Stroke Struck (1381)	.15—	.90
Poor's Ointment (843)	.25—	1.75
Lafayette Capsules (1475)	.50—	4.00
La Figurrine Face Powder (1805A)	.25—	2.25
La Fontaine's Beautifier	1.00—	8.00
Developer	1.00—	8.00
La Fouatain Pile Ointment (1391)	.50—	3.75
	1.00—	7.50
Rheumatic Tablets (1391)	1.00—	7.50
Tea (1391)	.25—	2.00
	.50—	3.75
	1.00—	7.50
Tonic Tablets (1391)	1.00—	7.50
La Franco's Antiseptic Wash (1392)	.50—	4.00
Blood & Nerve Remedy (1392)	.50—	4.00
	1.35—	10.80
Female Pills, Double Strength (1392)	2.50—	20.00
Triple Strength	5.00—	40.00
Pennyroyal & Tansy Pills (1392)	1.00—	8.00
Periodical Compound (1392).	.25—	2.00
Remedy No. 175 (1392)	1.00—	8.00
Sponge Suppository (1392)	2.00—	16.00
Tea Tablets (1392)	.25—	2.00
Vitalizer No. 75 (1392)	.25—	2.00
	1.00—	8.00
No. 200 (1392)	2.00—	16.00
X-Ray Capsules (1392)	.50—	4.00
La Freckla, Yale's (2686)	1.00—	9.00
Lagnoux's Syrup Caffeine, Valeriante (847)	1.50—	14.00
Valerianate Caffeine Pearls (847)	1.50—	14.00
La Grene's Infallible Prescription	1.25—	10.50
Laidley's Sulphur Comp. Cream (1392A)	.50—	4.00
Laird's Bloom of Youth (1392C)	.75—	5.75
Laird's, Mrs., Arsenic Wafers (1392B)	1.00—	8.00
Creme Vi-o-lay (1392B)	1.00—	8.00
Curaskin (1392B)	1.00—	8.00
Face Powder (1392B)	1.00—	8.00
Freckle Remover (1392B)	1.00—	8.00
Ga-le-ga (1392B)	1.00—	8.00
Hairgrow (1392B)	1.00—	8.00
Hair Restorer (1392B)	1.00—	8.00
Laird's, Mrs., Invisible Cream (1392B)	1.00—	8.00
Laxatruits (1392B)	.50—	4.00
Scalp Cleanser (1392B)	.50—	4.00
Salvo (1392B)	.50—	4.00
Tissue Food (1392B)	1.00—	8.00
Witch Hazel Salve (1392B)	.25—	2.00
Lairitz's Pine Needle Oil (1430)	.25—	2.00
Lait de Perles (798)	.25—	2.00
Lake's Headache Powders (402)	.25—	2.00
Rheumatic Powders (402)	.60—	4.50
Strengthening Plasters (402)	.25—	2.00
Lakins Hedake Kolone (1394)	.10—	.75
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Lallemand's Specific (1940)	1.00—	8.00
La Maravilla	.50—	3.50
Lamb's Ointment (1396)	.25—	1.75
Lambert & Kirk's Borated Talcum Powder (1398)	.10—	.80
Chlorate Potassium Tablets (1398)	.10—	.80
Creme Dentifrice (1398)	.25—	2.00
German Horse, Cattle & Poultry Powders (1398)	.15—	1.20
Glycerine Jelly, with Roses (1398)	.15—	1.20
Headache Tablets (1938)	.10—	.80
Kidney Pills (1398)	.25—	2.00
Liver Granules (1398)	.15—	1.20
Soda Mint Tablets (1319)	.10—	.80
Lambert's Arnica Salve (2581)	.25—	1.50
Bergundy Coca Wine (2581)	1.00—	8.50
Black Berry Cordial (2581).	.50—	3.00
Carbolic Salve (2581)	.25—	1.50
Cascara Cordial (2581)	.50—	3.00
Celery & Pepsin Cordial (2581)	1.00—	6.00
Cholera Remedy (2581)	.25—	1.50
	.50—	3.00
Comp. Cathartic Pills (2581)	.25—	1.25
Extract Celery (1398)	.50—	4.50
Sarsaparilla (1398)	.50—	4.25
Corn Cure (2581)	.25—	1.50
Coryza Powders (847)	.25—	2.00
Cough Remedy (2581)	.25—	1.50
	.50—	3.00
Syrup (1398)	.25—	2.00
Death to Lice Liquid (1397).	.50—	3.00
	.75—	5.00
	1.00—	8.00
Powder (1397)	.10—	1.80
	.25—	1.80
	.50—	4.00
	1.00—	8.00
Special (1397)	.10—	.72
	.25—	1.80
Emulsion Cod Liver Oil (1398)	.50—	4.25
Eye Water (2581)	.25—	1.50
Glycerophosphate Comp. Cachets	1.00—	8.00
Wine	1.00—	8.00
Hair Tonic (1398)	.50—	4.25
Headache Remedy (2581)	.25—	1.50
Lime Lozenges (2581)	.25—	1.50
Lithiated Hydrangea (1398)	1.00—	8.00
Magnetic Eye Salve (2581)	.25—	1.50
Menthated Ice	.25—	2.00
Oriental Complexion Cream (2581)	.50—	3.00
Pain Dispeller (2581)	.25—	1.50
	.50—	3.00
Pile Salve (2581)	.50—	3.00
Rheumatic Liniment (1398)	.25—	2.00
Oil Liniment (2581)	.50—	3.00
Sarsaparilla (2581)	1.00—	6.00
Solution Glycerophosphate Comp.	1.00	8.00
Soothing Syrup (2581)	.25—	1.50
Stomach & Fever Powder (1905A)	.25—	2.00
Sure Rheumatism Cure (2581)	1.00—	6.00
	.50—	3.00
Syrup White Pine, Tar & Horehound Comp. (1398)	.25—	1.75
Tooth Powders (2581)	.25—	1.50
Toothache Drops (2581)	.25—	1.50
Vegetable Liver Pills (2581)	.25—	1.25
Witch Hazel Salve (2581)	.25—	1.50
Worm Syrup (2581)	.25—	1.50
Laminoids (2143) 5 grs., per c.	—	.30
per 5 c.	—	1.35
3 grs., per c.	—	.25
per 5 c.	—	1.10
Sodium Salicylate (2143) per c.	—	.40
per 5 c.	—	1.85
La Monte's Arsenical Complexion Wafers (2611)	1.00—	9.30
Lamotte's French Corn Paint (1073)	.25—	1.75
Invigorator & Rejuvenator (1073), Nos. 1 & 2	1.00—	8.00
Wild Cherry Comp. (1073)	.25—	1.75
Lamouroux Pectoral Paste (847)	.50—	4.25
Syrup (847)	.75—	6.00
Lamplough's Saline Pyretic (847)	1.00—	9.00
Lamprey's Headache Cure	.25—	1.50
Lamson's Liver Corrector	.50—	4.00
Lancaster's Catarrh Remedy	.50—	3.50
Lancelot's Asthma Cigarettes (847)	.60—	4.80
Cigarettes (848)	.60—	6.00
Land's Blood Medicine (2619)	1.00—	8.00
	2.00—	16.00
Blood Syrup (131A)	1.00—	7.50
	2.00—	14.00
Headache Capsules (131A)	.25—	1.50
Headache Capsules (2619)	.25—	2.00
Healing Ointment (2156)	.25—	1.50
Honey of Horehound, Lemon and Tar (2156)	.25—	1.75
	.50—	3.50
Kidney Cure (131A)	1.00—	7.50
Lightning Liniment (2156)	.50—	3.50
Sarsaparilla (2156)	.50—	3.50
	1.00—	7.00
Syrup Hypophosphites Compound (131A)	1.00—	7.50
Landgrave's Easy Antiseptic (1988)	.50—	3.00
	1.00—	6.00
Landt's German Corn Cure (1399A)	.15—	1.00
Kidney & Liver Tea (1399A)	.25—	1.90
Lane's Dyspepsia Tablets (2562)	.25—	1.50
Headache Tablets (2562)	.10—	.75
Liver Pills (823)	.25—	1.50
Pedaline (399)	—	1.50
Small Pox Cure	4.00—	36.00
Tonic Wine (1006)	1.00—	8.00
Vermifuge (823)	.25—	1.50
Lange's Cubeb Cigarettes (1588) R.	.10—	.80
Plugs (1588) R.	.10—	.80
Langwell's Asthma Remedy (2622)	1.00—	8.00
Langham's Queen Comp. (1400).	.50—	4.00
Langlebert's Camphorated Santal (847)	1.50—	14.00
Constipation Psyllium (847)	1.00—	7.25
Sulfurine (Baths) (847)	.50—	3.75
Langley's Bitters (710)	.35—	2.75
	.75—	5.50
	1.00—	7.00
Langston's Lightning Liniment (1831B) R.	.25—	1.50
Toothache Drops (1831B) R.	.25—	1.50
Lanikol (1401A)	.25—	3.50
	1.00—	9.50
Lanman & Kemp's Cod Liver Oil (1402)	.25—	2.10
	.50—	4.20
Emulsion Cod Liver Oil (1402)	.50—	3.70
	1.00—	7.00
Lanoix Chill & La Grippe Cure	.25—	2.00
Croupine	.25—	2.00
Lanola (226)	.25—	2.00
Lanolized (1406A) lb.	—	.75
L'Anti Soap (1598)	.25—	1.00
Lapactic Pills (2187)	.50—	3.25
Capsics (1598)	.25—	1.85
La Pearl's Digestive Tablets (1403)	.25—	2.00
Headache Tablets (1403)	.25—	2.00
Nerve Force (1403)	1.00—	8.00
Pimple Ointment (1403)	.50—	4.00
Quick Actors (1403)	.25—	2.00
Rheumatic Tablets (1403)	.25—	2.00
Lapiline (plain) (1595)	.10—	.85
Capsico (1595)	.25—	1.85
Carbolated (1595)	.15—	1.00
Rose (1595)	.15—	1.00
Shampoo (1595)	.25—	1.85
Witch Hazel (1595)	.15—	1.00
Lappaline (plain) (1663)	.10—	.75
(Rose & Carbolated)	.12—	.85
Laprade's Albuminate of Iron (847)	1.00—	10.00
La Providencia (Female Remedy) (2211)	1.00—	7.50
	1.75—	12.50
Larabee's Rheumatic Liniment (2636)	.25—	1.75
Larchmont Bouquet Toilet Water (2152)	1.00—	9.00
Larimore's Benzo-Guaiacol (1403A)	.50—	4.00
	1.00—	9.00
Dentilave (1403A)	.25—	2.00
	.50—	4.00
	.85—	7.20
	1.50—	12.00
Fragrant Cucumber Cream (1403A)	.50—	4.50
Glycerophosphate Wine (1403A)	1.00—	9.00
Capsules	1.75—	15.75
	3.00—	27.00
Old English Hair Tonic (1403A)	.85—	7.20
	1.50—	12.00
Prophylactic Solution, Alkaline (1403A)	.25—	2.00
	.75—	6.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz.

Larimore's Restorative (1403A) .. 1.00— 9.00
Capsules 1.75—15.75
3.00—27.00
Serviettes Ru Clover (1403A) .50— 4.80
Solution Hypophosphites (1403A) 1.00— 8.00
Tangerol Spray (1403A)...... .50— 4.00
Nebulizer .75— 6.00
Tonic Hematic (1403A) ...... 1.00— 8.00
Laritz Pine Wood Extract.... .50— 4.00
Lariviere's Health Regulator (1657) 1.00— 8.00
Porous Plasters (1657)...... .25— 1.75
Laroche's Quina Elixir (plain or ferruginous) (847) 1.00— 8.00
1.50—12.00
With Phosphate or Iod. 1.20—10.00
2.00—15.00
Pills (847) .... 1.25—10.00
Syrup, Quino-Ferrated (847) 1.25—10.00
Larookah's Syrup (710)........ .50— 4.00
1.00— 8.00
Laroyenne's Anti Nervous Solution (847) 6.00—54.00
Larozee Syrup of Orange Peel (847) 1.00— 8.50
(With Iod. of Iron) 1.50—12.50
(With Potass. Brom.) 1.25— 9.50
(With Pot. Iod.) 1.25—12.50
Larrabee's Anti-Bilious Powder
1 oz. (2295A) per lb. — .70
2 oz. (2295A) per lb. — .65
4 oz. (2295A) per lb. — .60
Composition, 1 oz. (2295A) per lb. — .50
2 oz. (2295A) per lb. — .45
4 oz. (2295A) per lb. — .40
Liniment (415) .... .25— 1.75
No. 6, 2 oz. (2295A)......... .15— 1.25
4 oz. (2295A) .25— 2.25
8 oz. (2295A) .35— 3.25
16 oz. (2295A) .75— 6.00
Red Roup Cure (1406)......... .50— 4.00
Larrabee's Spice Bitters, 1 oz. (2295A) per lb. — .70
2 oz. (2295A) per lb. — .65
4 oz. (2295A) per lb. — .60
Woman's Friend, 2 oz. (2295A) per lb. — .65
4 oz. (2295A) per lb. — .60
Larrabie's Petroleum Pills (1098) R 1.00— 9.00
Lartigue's Anti-Gout Pills (847) 3.50—32.00
Powders (847) .... 3.50—32.00
La Rue's Alabaster Cream...... .75— 5.50
Celery, Rock & Rye .... 1.50— 8.00
Las I Co (1393) .... .50— 3.75
1.00— 7.50
Lasson's Hair Elixir .... 1.50—12.00
Lastrape's French Liq. Vermifuge (1831B) R. .25— 1.35
Latham's Albuminized Cod Liver Oil (1407) .50— 4.00
1.00— 8.00
Cough Mixture (1407)........ .25— 2.00
.50— 4.00
Gonorrhoea Mixture (1407)... .50— 4.00
Hungarian Mineral Salts (1407) .25— 2.00
Injection, C. P. (1407)........ .35— 3.00
Ichthyol Tablets (1407) ...... .25— 2.00
Pil. Ichthyol Enteric (1407).. .75— 6.00
Stomach Mixture (1407) .... .25— 2.00
.50— 4.00
Lathrop's Orange Phosphates... — 1.50
La Tour's Restorative Hair Tonic 1.00— 8.00
Laubach's Golden Seal Tonic (2243) R. 1.00— 6.50
Liniment (2243) R........... .35— 3.00
Liver Pills (2243) R.......... .25— 1.25
Worm Cure (2243) R........ .25— 1.25
Lauderbach's Catarrh Remedy.. 1.00— 9.00
Nerve Tablets .... 1.00— 9.00
Rheumatic Wine .... 1.00— 9.00
Laugh-at-Mice .... .10— .75
Laughlin's Indian Cordial ...... .25— 2.00
Lauraline .... 1.00— 8.00
Laurence's Cold Cure........... .25— 2.00
Laurent's Dutch Tea .... .25— 1.50
Lotion (644) .... 1.50—12.00
Laux's Asthma Powders (1409) .50— 3.00
Quinine Hair Tonic (1409).. .50— 4.50
Sachet Powders (all odors) (1410) per lb. — 3.00
Lavadent Tooth Wash (1407).... .25— 2.00
Lavalum (1747) .... .50— 4.00
1.00— 8.00
Lavarre's Sugar Cure (1829).... .75— 6.00
Laville's Anti-Gout Liquor (847) 2.50—21.00
Pills (847)............. 2.50—21.00
Laviolette's Turpentine Syrup (1657) .25— 2.00
Lavodentia (241) .... .75— 6.00
Lavoris (1411A) .... .50— 4.00
Law & Boyd's Balm of Gilead.. .50— 4.00
1.00— 7.20
Bilious Bitters .... 1.00— 8.25
Rheumatic Liniment .... .25— 2.00
Salve .... .25— 2.00

Retail. Doz.

Law's Dyspepsia Laxative ..... .20— 2.00
Lawn Enricher, Odorless (1770) 1.00— 7.20
1.75—12.00
3.00—24.00
5.50—48.00
Lawrence's Cough Balsam ...... .25— 1.85
Detergent Mouth Wash...... .25— 2.00
Tooth Wash .... .25— 2.10
Instant Headache Wafers .. .25— 2.00
Koskoo .... 1.00— 8.00
Lightning Liniment (L. L. L.) .50— 4.00
Non-Sneezing Catarrh Snuff.. .25— 2.00
Oil of Tar Expectorant .... 1.50—12.00
Powders (1413) .... .10— .75
.25— 1.75
Regulating Pills .... .10— .75
.25— 2.00
Sure Cure Corn Salve........ .10— .75
Tar Balm .... .25— 1.75
& Cod Liver Oil...... .25— 1.75
Tolu, Rock & Rye .... 1.00— 8.00
Lawson's Curative .... 1.00— 7.50
Disinfectant (2371) .... .50— 3.00
.50— 3.50
Rheumatic Oil .... .75— 6.60
Laxabules, Trosseau's .... .25— 2.00
Laxadors .... .10— .85
Laxakola (1417) .... .25— 2.00
.50— 4.00
Laxamels (71) .... .10— .75
Laxamine (1) .... .20— 1.25
Laxatif Infanta .... .25— 2.00
Laxatina (1577) ....R. 1.00— 8.00
Tablets (2536) .... .10— .75
Laxative Bromo Quinine (1827) R. .25— 1.75
Grapes (2561) .... .25— 2.00
Lime Salts, Effervescing (434) 1.00— 9.50
Quinarets (1872) .... .25— 1.50
Quinidine Tablets (2489)...R. .25— 1.75
Laxatol (918) .... .25— 2.00
Laxatonic Quinine Tablets (743) .15— 1.00
Laxa-Tonic Tablets (1824) ...... .50— 4.00
Laxatoria, Holden's (1695)...... .50— 3.60
Lax-o (1415) .... .25— 1.25
Laxohepatics, Granules .... .50— 4.00
Laxoid Tablets (2529)........... 1.00— 9.00
2.00—18.00
Laxol (1659) .... .25— 2.00
Laxo-Mints (2677) .... .15— .90
.20— 1.40
.35— 3.15
Laxone .... .25— 1.85
Laxoton (see Severa).
Laycock's Worm Killer (1903)... .25— 1.50
Layton's Diarrhoea Mixture (1395A) .25— 2.00
Lazy Liver Pills (2224)........R. .25— .75
Leach's Electric Oil (1773A) ... .25— 1.75
Indigestion Tablets (1773A) .. .25— 1.75
Oil of Pine (1773A) .... .25— 1.75
.50— 3.50
White Pine & Glycerine (1773A) .25— 1.75
White Pine Cough Drops per case of 36 5-cent pkgs. (1773A) — 1.00
Leadbeater's Beef, Wine & Iron (1419) 1.00— 6.00
Beef, Wine Iron & Celery (1419) 1.00— 6.00
Cherry Cough Cure (1419).... .25— 2.00
Colonial Pills (1419).......... .25— 1.50
Sarsaparilla Comp. (1419) .50— 4.00
Egg Emulsion, C. L. O. (1419) .25— 2.00
Emulsion, C. L. O. (1419).. .50— 4.00
Extract Jamica Ginger (1419) .25— 1.75
Lubricating Liniment (1419).. .25— 2.00
Mt. Vernon Bay Rum (1419).. .10— .75
Cologne (1419) .... .10— .75
Talcum (1419) .... .10— .75
Pain Panacea ((1419)........ .25— 1.75
Rice's Worm Drops (1419).... .25—1. 50
Syrup Hypophos. Comp. (1419) 1.00— 6.00
Leaurelle Oil Balm (2570) ..... .15— 1.20
.25— 2.00
.50— 4.50
1.00— 9.00
Lebaigue's Elixir Dialyzed Iron (847) 1.50—14.00
Solution Dialyzed Iron (847). .75— 7.00
Lebanon Throat Tablets (2534). .50— 4.75
Lebel's Scordium Pile Powder (847) .75— 6.00
Leben's Augustiner Cordial .... .50— 4.00
Lebeuf Coal Tar (847) .... .75— 4.75
Licorice & Tar Pastilles (847) .25— 2.00
Lebrun's Bloom of Roses ...... .75— 6.00
Eucalyptine (847)............ 4.00—32.00
Sirop Balsamo Sulfureux (847) 1.25—10.00
Lecerf's Soya Flour (Anti-Diabetic) (847) 1.00— 9.60
Lechaux's Depurative Dragees (847) 1.50—13.00
Roboran's (847) .... 1.25—11.50
Eau de Quinine (847) .... 1.25—11.00
L. E. D. Household Ammonia (1480) .25— 1.35

Retail. Doz.

Le Doyen's Disinfecting Fluid (1088) .25— 1.50
Le Duc's Regulator (1325)....... 2.00—16.00
Lee's Anodyne Liniment .... .25— 2.00
Anodyne Plasters (1423) .25— ...
Cough Balsam .... .25— 1.88
Cough Plasters (1423) R...... .25— 1.25
Extract of Smoke (1422) ..... .35— 2.40
.75— 5.50
French Royal Brand Pennyroyal Pills (464A) 2.00—15.00
Hair Medicant (1424) .... 1.00— 8.35
Tonic (1424) .... .75— 6.00
Headache Remedy (369) ..... .25— 2.00
.50— 4.00
Insect Powder (1422)...... .25— 1.75
Ivy Blossom Pills (2147) .... .25— 2.00
Lice Killer (1422) .... .35— 2.75
.60— 4.80
1.00— 7.50
Paint for Poultry (1422) gal. each — .75
Lithontriptic (561) .... 3.00—27.00
Liver Regulator (2147) (Dry). .25— 1.75
(Liquid) 1.00— 5.50
New Life Tea (1400).......... .25— 2.00
Shampoo Liquid (1091A) .... .50— 4.00
Soap (1424) .... .25— 1.80
Strengthening Plasters (1423) R. .15 .65
1.00— 7.20
Take-Cut-Kink (1424)........ .25— 2.00
.50— 4.00
Tonic Powders (1422) .... .25— 1.75
Wonder Oil (1971A) .... .25— 2.00
Worm Syrup (2137) .... .25— 1.50
Leed's Algephuge .... .25— 1.75
1.00— 6.50
Leedom's Digestive Tablets (1425A) .25— 2.90
Leeming's Essence .... .50— 4.00
Le Gear's Antiseptic Powders (1428) .25— 2.00
Colic Cure (1428) .... .50— 4.00
Condition Powders (1428) .... .50— 4.00
Eye Water (1428) .... .50— 4.00
Healing Lotion (1428) ...... .50— 4.00
Liniment (1428) .... .50— 4.00
Spavin Cure (1428).......... 1.00— 8.00
Stock Powders (1428) .... .25— 1.75
Worm Remedies (1428) ...... .50— 4.00
Leggett's Ammonia (1428A).... .10— .96
Magic Fluid (1428A)........ .25— 2.00
Witch Hazel Jelly (1428A).. .15— 1.75
Legras' Anti-Asthmatic Cigarettes (847) .75— 5.50
Powder (847) .... .75— 5.50
Lehman's Cholera Balm (1429).. .25— 1.50
Cough Balsam (1429)........ .25— 1.50
.50— 3.00
Drops (1429) .... .05— .35
Horse & Cattle Powder (1429) .25— 1.50
Magic Pain Cure (1429) ...... .25— 1.50
Mountain Tonic (1429) ...... 1.00— 6.00
Rose King (1429) .... .10— .60
U. S. Nerve & Bone Liniment (1429) .25— 1.50
Leidy's Sarsaparilla Blood Pills (2666) .25— 1.75
Leighton's Cancer Cure........ 3.00—27.00
6.00—54.00
Central American Fever & Ague Remedy (2232) 1.00— 8.00
Erysipelas Specific .... .50— 4.00
Leighton's La Grippe Specific No. 7 .25— 2.00
.50— 4.00
Leininger's Formaldehyde (1431) .25— 2.00
Solidified (1431) ...... .50— 3.50
.75— 6.00
3.00—24.00
Solution (1431) ...... .50— 4.00
Beautifier (1431) .... .25— 2.00
Cough Cure (1431)........ .25— 2.00
Generators (1431) .... 1.00— 8.00
Hair Makers (1431)...... .50— 4.00
Inhaler (831) .... .50— 4.00
Kidney Tablets (1430).... .25— 2.00
.50— 4.00
Little Liver Pills (1431).. .10— .75
Salve (1431) .... .25— 2.00
Old Glory Bitters (1431).... .50— 4.00
Leinol (1747) .... .75— 7.20
& Beechwood Creosote (1747) .85— 8.00
Leis' Dandelion Tonic (1522).... .50— 3.50
1.00— 7.00
Floraline Hair Grower (1522) .75— 6.00
German Eye Salve (1522).... .25— 1.75
Hemlock Oil Liniment (1522) .50— 3.75
Leisure All-Healing Balm...... .50— 4.00
Leithhead's Saker Kur (1431A).. 1.25— 9.00
Lelia Pith (1088)................ 1.00— 7.00
Soap (1088) .... .20— 1.75
Lelievre's Instantaneous Poultice (847) .25— 2.00
Le Mane's French Safety Tablets (2684) per box — 2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Lemit Tablets (2173)	.10—	.75
	.25—	2.00
	.50—	4.00
Lemke's California Balsam Oil (1432)	.50—	3.75
Blood & Liver Pills (1432)	.25—	1.80
Breast Tea (1432)	.25—	1.90
Cough Balsam (1432)	.50—	3.75
Hair Tonic (1432)	.50—	3.75
Reliever (1432)	.25—	1.90
	.50—	3.75
Stomach Drops (1432)	.50—	3.75
Tooth Drops (1432)	.15—	1.15
	.25—	1.90
Worm Expeller (1432)	.25—	1.80
Lemon Chill Cure (2251)	.50—	3.50
Juice & Glycerine (2152)	.25—	1.75
Ginger & Rock Candy (503)	.50—	3.50
Leni's Wild Cherry Balsam (373)	.15—	1.25
Lennox Complexion Cream (1805A)	.50—	4.00
Dandruff Cure & Hair Tonic (1805A)	1.00—	7.00
Hair Dye (1805A)	1.00—	7.00
Lenorr's Eczema Cure (429)	.50—	4.00
Leon's Granules	.25—	1.50
Leonard's Catarrh Cure	1.00—	8.00
Dentifrice (1733)	.25—	1.75
Electric Pain Lotion (1433)	.50—	4.00
Emulsiolin	.50—	4.15
	1.00—	8.30
Household Disinfectant (1433)	.25—	2.00
King of the Air (1433)	.25—	2.00
South American Fever & Ague Remedy	1.00—	8.00
Sweet Worm Wafers (932)	.25—	1.75
Leonardi's Blood Elixir	1.00—	8.00
Golden Eye Lotion	.25—	1.25
Liver Pills	.25—	1.50
New Health	1.00—	8.00
Ointment	.50—	4.00
Tasteless Chill Cure & Iron Tonic	.50—	3.25
Leontin (1456) lbs.....each		— 1.25
Leontine Hair Tonic (2581)	.50—	3.00
	1.00—	6.00
Tooth Paste (2581)	.15—	1.00
Leonuri Mistura	1.50—	15.00
Le Page's Glue (2096A) ....glass	.10—	.75
	.20—	1.20
[illegible] Tin	.25—	1.25
[illegible]	—	2.20
[illegible]	—	4.40
[illegible]	—6.35	
[illegible]	—11.25	
[illegible]		20.25
Le Perdriel's Thapsia Plasters (847)	.75—	5.00
Lepine's Hydrocotyle Asiatica Dragees (847)	2.00—	15.00
Syrup (847)	2.00—	15.00
Le Prince Cascarine Pills (847)	1.00—	7.50
Leres's Soda & Iron Phos. Solution (847)	.75—	5.00
Syrup (847)	.75—	6.00
Le Roi Herb Tea (1430)	1.00—	7.50
Le Roy's Pastilles (2278A)	.50—	3.50
Leroy's Corn Salve (1599)	.15—	1.00
Purgatif (847) (Nos. 1, 2, 3 & 4)	2.00—	17.00
Purgative Pills (847)	.50—	4.25
	2.00—	15.00
Vegetable Female Comp. (1134)	.75—	6.00
Vomatif (847)	.75—	5.50
	1.00—	9.00
Lesage's Anti-Constipation Pills (2503)	.25—	1.40
Blackberry Cordial (2503)	.10—	.85
	.25—	1.75
	.50—	3.75
Creole Tea (2503)	.10—	.85
French Vermifuge (2503)	.25—	1.35
Worm Candy (2503)	.25—	1.35
Headache Specific (2503)	.10—	.85
	.25—	1.75
Iron Tonic (2503)	1.00—	6.50
Lightning Relief (2503)	.25—	1.75
	.50—	3.75
Sarsaparilla (2503)	1.00—	6.50
Tasteless Chill & Fever Cure (2502B)	.25—	2.75
Le Sanator, Pesqui (847)	3.50—	30.00
Le Sault's Anti-Rheumatic Powder (847)	2.00—	16.00
Lesley's Dental Cream (1805A)	.25—	1.75
Lesleetine (Tooth Wash) (1805A)	.25—	2.00
Smelling Salts (1805A)	.25—	2.00
Talcum Powder (1805A)	.10—	.80
(2113)	.10—	.75
Violet Toilet Water (1805A)	.50—	4.50
	1.00—	7.75
Leslie's Headache Prescription	.50—	4.00
Bonnet Wine (1455B)	.25—	1.75
Lester's Cough Syrup (2168)	.25—	1.75
Lesure's Colic Cure	1.00—	8.00
Cough Drops	.50—	4.00
	1.00—	8.00

	Retail.	Doz.
Lesure's Hoof Ointment	.50—	4.00
Liniment	.50—	4.00
Total Eclipse Spavin Cure	.50—	4.00
	1.00—	8.00
Veterinary Fever Drops	.50—	4.00
	1.00—	8.00
Worm Annihilator	.50—	4.00
Lettuce Cough Tablets (2643)	.10—	.75
Cream, Lettuce Cream Co.'s (1434)	.25—	2.00
	.50—	4.00
Shaving Soap (1434)	.10—	.75
Soap (1434)	.10—	.75
Leuben Tonic (1434A)	.50—	4.00
Leuco-Lentine	2.00—	16.00
Leucor (2548)		— 8.00
Levantine (see Wolff).		
Levasseur's Asthma Tubes (847)	1.00—	8.00
Levy's Bernhardt Rouge (1435)	.50—	4.40
Brown Ox Gall Oil Soap (1435)	.15—	1.25
Celebrated French Cream (1435)	2.00—	18.00
Chinese Rouge (1435)	.50—	4.40
Famous Lablache Face Powders (1435)	.50—	4.00
Foot Salve (561)	.25—	1.90
	.50—	3.80
Glycerine Lotion (1435)	.50—	4.25
Gonorrhoea & Gleet Cure	.75—	6.50
Imperial Rouge (1435)	1.00—	8.00
Parisian Cream (1435)	.60—	5.35
Parisine (1435)	1.00—	9.00
Perline (1435)	.75—	6.50
Protalferrin Capsules	1.00—	8.50
Superior Powders (1435)	.50—	4.40
White Ox Gall Soap (1435)	.15—	1.25
Lewis' German Foot Powder (1438)	.25—	2.00
Red, Wine & Iron (2564B)	.50—	3.50
Belladonna Plasters (2564B)	.15—	1.25
Vitalizers (65)	.50—	4.00
Koff-I-Kure	.25—	2.10
Pine Balm	.25—	2.00
Bitters	1.00—	8.50
Pills	.25—	2.00
Red Jacket Bitters	1.00—	8.00
Vegetable Compound	1.00—	8.50
Leyden's Luminous Powder (1438A) ..lb.		3.00
Luminous Oil Paint ..lb		1.50
Varnish Paste ..lb.		2.00
Water Color Paste ..lb.		1.50
Ley's Nipple Wash (561)	.50—	4.50
"L. F." Atwood Bitters (1079B)	.50—	3.00
Porous Plasters (1079B)	.25—	1.50
Liban's Pectoral Tablets (847)	.60—	4.50
Libby's Extract of Beef (1439)	.50—	3.75
	1.00—	7.00
	1.50—	12.00
	3.00—	22.00
per lb.		— 1.50
Fluid Beef (1439)	.40—	2.75
	.75—	5.00
	1.00—	8.50
	2.00—	15.00
per lb.		— 1.00
Rheumatic Pills	.50—	3.00
Lichty's Cough Cure (1441)	.25—	2.00
	.50—	3.75
Diarrhoea Cure (1441)	.25—	2.00
Nerve Celery Comp. (1441)	1.00—	8.00
Witch Hazel Salve (1441)	.25—	2.00
Lioide	.25—	1.50
	1.00—	7.50
Lieb's Electric Salve (894)	.25—	1.25
Liebe's Cascara Wine (1430)	1.00—	9.00
Soluble Food (1430)	.50—	4.00
Liebig's Beef, Iron & Wine (1480)	.25—	1.75
	.50—	3.00
Fluid Extract (1722B)		
2 oz.	.25—	2.25
4 oz.	.50—	4.00
8 oz.	1.00—	7.85
16 oz.	2.00—	14.00
Beef, Iron & Wine (1722B)		
Pints	.50—	3.00
Quarts	1.00—	5.00
Blackberry Diarrhoea Cordial (1831B) R.	.25—	1.85
Chemical Dehorner (1091A)	1.00—	8.00
Cherry Malt (561)	1.00—	8.25
Coca Wine (561)	1.00—	8.50
Coca & Beef (561)	1.00—	8.50
With Citrate Iron	1.50—	12.00
With Quinine	1.50—	12.00
With Iron & Quinine	2.00—	18.00
With Quinine & Strych.	2.00—	18.00
Cod Liver Oil (561)	1.00—	8.00
Corn Solvent (2333)	.25—	1.50
Cosmetic Lotion (561)	1.00—	8.50
Cure for Fits (561)	3.00—	27.00
Egg Preserver (1091A)	.50—	4.00
	1.00—	8.00

	Retail.	Doz.
Liebig's Extract Beef (2235B)	.50—	4.25
	1.00—	8.50
	2.00—	15.90
	3.00—	29.75
(2234)	.25—	2.40
	.50—	4.70
	1.00—	9.00
	2.00—	17.50
Extract of Beef (Burnham's Brand) (359)	.35—	3.00
	.60—	5.60
	1.00—	9.00
	2.00—	17.60
(Southwick Brand) (2264)	.50—	2.75
	.50—	2.75
	1.25—	10.00
	2.00—	18.00
(White Ox Brand) (359)	.35—	2.75
	.50—	4.25
	1.00—	8.00
	1.50—	14.50
Jamaica Ginger (2483)	.25—	1.50
	.50—	3.00
German Alpine Salve (652)	.25—	1.75
	.50—	3.50
Veterinary	1.00—	7.75
Cream Liniment (561)	.25—	2.00
Gopher Killer (1091A)	1.00—	8.00
Heave Cure (1091A)	.50—	4.00
	1.00—	8.00
Hog Remedy (1091A)	1.00—	8.00
	2.00—	18.00
Hoof Ointment (1091A)	.50—	4.00
	1.00—	8.00
	3.50—	30.00
Improved Stock Food (1091A)	1.00—	8.00
	2.50—	18.00
Lice Killer (1091A)	.35—	2.75
	.60—	4.50
	1.00—	8.00
Liquid Disinfectant (1091A)	.75—	6.00
	1.00—	8.00
	2.00—	18.00
Lump Jaw Cure (1091A)	2.00—	18.00
Malt Extract (2106B) .....R	.50—	4.20
Poultry Food (1091A)	.25—	2.00
Powd. Disinfectant (1091A)	.75—	6.00
	2.00—	18.00
	3.00—	27.00
Roup Cure (1091A)	.50—	4.00
	1.00—	8.00
Smoke Extract (1091A)	.75—	6.00
	1.25—	10.00
	2.00—	18.00
Sarsaparilla (561)	1.00—	8.00
Witch Hazel & Arnica (561)	.50—	4.50
	1.00—	9.00
Life Guard (2190)	.50—	4.00
Quilt	.25—	1.75
Root Elixir	1.00—	8.00
Lighthall's Spanish Oil (492)	1.00—	7.50
Lighthall's Lightning Blood Elixir (1100)	.75—	6.00
Celebrated Bitters (1100)	.75—	6.00
Drops (1100)	.25—	2.00
Killer (329)	.25—	1.75
Headache Wafers	.10—	.75
	.25—	1.75
Horse & Cattle Powders (1100)	.25—	1.00
Hot Drops (1100)	.25—	2.00
	.50—	4.00
Liver & Kidney Remedy (1100)	1.00—	8.00
Liver Pills (299)	.25—	1.75
Plasters (229)	.25—	1.75
Salve (229)	.25—	1.75
Sarsaparilla (1100)	.75—	6.00
Strengthening Plasters (1100)	.25—	1.50
Toothache Drops (1872)	.15—	.75
Vegetable Liver Pills (1100)	.25—	2.00
Lightning Mosquito Chaser Lotion (1442A)	.15—	1.00
	.25—	2.00
Lighton's Uterine Tonic	1.00—	8.00
Lilienmilch (1716) 2-oz. bots. each		— .25
4-oz. bots. each		— .50
pounds each		— 1.00
Ointment (1716) with Lanolin, Plain, per oz.		— .25
10 per cent Birch Tar per oz.		— .35
10 per cent Creosote per oz		— .35
5 per cent Eucalyptol per oz.		— .35
10 per cent Ichthyol, per oz.		— .45
10 per cent Iodoform, per oz.		— .45
5 per cent Naphthol, per oz.		— .35
5 per cent Peru Balsam, per oz.		— .35
10 per cent Sulphur, per oz.		— .35
10 per cent Thymol, per oz.		— .45
10 per cent Zinc Oxide per oz.		— .35

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Lillicure Catarrh Balm (448)	.25	2.00
Lillies Exterminator (1158)	.25	1.50
Lillium Specific	1.00	6.00
Lilly & Phelan's Aromatic Liquid Pepsin (1174)	1.50	12.50
Pepsin Elixir (1174)	1.50	12.00
Lilly's Aphrodisiac Pills (1444)	1.00	8.50
Carbonized Dentifrice	.50	4.00
Lillybeck's Antiseptic Aseptine (1444A)	.25	2.00
	.50	3.50
Aseptic Hair Restorer (1444A)	1.00	7.50
Blackberry Cordial (1444A)	.25	1.50
Kidney & Liver Cure (1444A)	1.00	7.00
Nerve & Bone Liniment (1444A)	.25	1.50
Pain-a-Cura (1444A)	.25	2.00
Pink Pills (1444A)	.25	1.50
Soothing Syrup (1444A)	.25	1.50
Tasteless Chill Tonic (1444A)	.50	3.50
Two Bit Chill & Fever Tonic (1444A)	.25	2.00
Cold Cure (1444A)	.25	1.75
Headache Cure (1444A)	.25	1.75
Liver Medicine (1444A)	.25	1.50
White Pine Cough & Lung Balm (1444A)	.25	1.75
	.50	3.50
Lillywhite Face Wash (1091A)	.50	4.00
Limonous Chloridum (1494)	1.00	8.00
Linaria (241)	—	8.00
Lincoln's Arnica Liniment (1445)	.25	1.75
Astringent (1447)	1.00	7.00
Conc. Ext. Jamaica Ginger (1445)	.25	1.75
Crystal Cream (1445)	.25	1.75
Diarrhoea Cordial (1445)	.25	1.75
Fig Syrup Chill Tonic (1445)	.50	3.50
Frog Oil Ointment (1445)	.25	1.75
Hop & Celery Nerve Tablets (122) R.	25	2.00
Kino Balm	.25	1.75
Magic Relief (1445)	.25	1.75
Sarsaparilla (1445)	.50	3.50
	1.00	7.00
Sexual Pills (1447)	1.00	7.00
Tansy Pills (1447)	1.00	7.00
Tea (1447)	.25	2.00
Vermifuge Tonic (1447)	.25	1.75
Vital Lung Balsam (1447)	.25	1.75
Oil (1447)	.25	1.75
Lindbladh's Swedish Corn Remover	.25	1.50
Linden Bloom Baby Powder (839)	.15	1.00
Balm (839)	1.00	7.50
Dentaline (839)	.25	1.75
Powd.	.25	1.50
Floral Complexion Powders (839)	.10	.75
	.25	1.75
	.50	3.00
Toilet Soap (839)	.25	2.00
Lindena Tooth Soap (839)	.25	1.50
Lindley's Cure for Fits (1718)	1.50	12.00
Gooder Remedy for Epilepsy (940)	1.00	10.00
Lindsay's Sulphur Salt	.25	2.00
Lindsey's Improved Blood Searcher (923)	1.00	7.50
Ling's Lemon Cough Remedy (1841)	.25	2.00
	.50	4.00
Lemon Liver Pills (1841)	.25	1.75
Lingrand's Dragees Russes (847)	.75	7.50
Russes Pilules (847)	.50	4.00
Linimenthol, Arthur's	.75	6.00
Linonine (668)	1.00	8.00
Linsley's Catarrh Lozenges	.25	2.00
Lion Brand Witch Hazel Balm (243)	.10	.75
Lion's Celebrated Cream Liniment (1453)	.50	3.00
Lice Killer & Disinfectant (1453)	3.00	18.00
Liquid Sheep Dip (1453)	3.00	18.00
Stock Remedy (1453) per lb.	—	.20
Lipaline (1663) Plain	.10	.75
Carbolated	.10	.85
Rose	.10	.85
Lippmann's Carlsbad Effervescent Powders (1430)	.75	6.00
Lippott's Worm Chocolates (1423) R.	.25	2.25
Liquid Bed Bug Exterminator (2481)	.15	1.10
	.25	1.75
	2.00	12.00
Diastos (1667)	1.00	8.00
Insect Destroyer (2273)	.25	1.50
Rouge (1189)	.50	4.67
Skin (1595)	.10	.75
Peptonoids (116) R.	1.00	9.12
with Cocoa (116) R.	1.00	9.12
with Creosote (116) R.	1.50	12.00
Liquopepsin, Muller's	.50	4.00
Neurans (Phosphated) (1552)	—	7.20
of Digestives (2548)	—	8.00

	Retail.	Doz.
Lista's Solution (1088)	.60	6.00
Listerform (2278A)	.25	2.00
	.35	3.00
Dentifrice (2278A)	[illegible]	[illegible]
Soap (2278A)	.25	1.75
Lister's Antiseptic Solution (1051)	.75	6.00
California Relieaver (2087)	.25	1.75
Cold Cure Tablets (2087)	.25	1.75
Headache Powders (2087)	.25	1.75
Tablets (2087)	.25	1.75
Nerve & Brain Pills (1091A)	1.00	8.00
Rheumatic Application (2087)	.50	4.00
Listerated Tooth Powder (1450)	.25	2.00
Listerine (1399)	.25	2.00
	1.00	8.00
	[illegible]	[illegible]
Dermatic Soap (1399)	.25	2.00
Listerol Dentifrice Powder (257)	.25	2.04
Paste (257)	.25	[illegible]
Listerseptic Talcum Powders (1284)	.15	1.44
	.25	2.40
Listerseptine (1284)	.25	2.40
	.50	4.80
Listo-Myrrine Tooth Wash (1285)	.25	1.75
Lithabol Comp. Tablets (1747)	.75	6.75
Lithaline (1451)	.75	6.00
Lithia Tablets (2543) 3-gr.	.25	1.75
5-gr.	.35	2.50
Lithiated Hydrangea (1399B)	1.00	8.00
Lithoite	1.25	15.00
Lithos (1667)	.25	2.00
	.50	3.50
	1.00	6.00
Lithuanian Stomach Bitters	1.25	12.00
Litsey Headache Powders	.10	.75
Little Active Devils (Pills) (1698) per M.	—	.75
Apricot Pills (356)	.25	1.50
Cascara Tablets (2228)	.25	1.50
Doctor (Microbine)	.25	2.00
Worm Killer	.25	1.50
Giant Liver Pills (2562)	.25	1.75
Headache Specific	.10	.75
Little Morning Glory Liver Pills (854B)	.25	1.50
Sampson, Basford's	.50	4.00
White Liniment (2214)	.25	1.75
Worker Pills	.25	1.50
Little's Soluble Phenyle (1650)	.25	1.75
	.50	3.50
White Oil	.35	3.00
Littlefield's Catarrh Remedy (1452A)	1.00	8.00
Constipation Catarrh Cure (1452A)	1.00	8.50
Littman's Coloris	1.00	6.00
Liver-Aid (2619)	.50	3.50
Liver-Lax (1871)	.25	1.75
Liverettes (1595)	.25	1.75
Liverita (2582)	.10	.75
	.25	1.50
Liver-Ro Tablets (19)	.10	.80
	.50	4.50
Liverwort Paste Comp. (1088)	.25	1.50
Livura, Pitcher's	1.00	8.00
Livingston's Blood Purifier	.50	4.00
Carmine Indelible Ink	.25	1.75
Combination	.40	3.50
Cough Soother (2597)	.25	1.75
	.50	3.50
Dyspepsia Cure (2597)	.25	1.50
Itch Ointment (2597)	.25	1.50
Laxative Lozenges (1454)	50	4.00
Llewellyn's Coca Wine (1455A)	1.00	—
Toothache Cure (1455A)	.10	.40
Lloyd's Asepsin Soap (1456)	.20	1.40
Euxesis (847)	.60	4.25
Family Medicine (1792A)	1.00	8.00
Hydrates (1456)	1.50	12.00
Shaving Cream (847)	.50	3.75
Worm Powders (1792A)	.25	1.50
Lochman's Optimus Headache Powders (1458)	.10	1.00
Witch Hazel Liniment (1458)	.25	1.65
Lock's Dyspepsia Powders (2100)	.35	2.75
Lockwood's Catarrh Balm	.50	4.50
Liver & Stomach Pills	.25	2.25
Douche	.50	4.50
Powder	.50	4.50
Lockyer's Sulphur Hair Restorer (847)	.75	6.50
Locock's Cordial Elixir (1487) R.	.50	4.00
Loder's Face Powder	.25	2.00
Loeffler's Dyspepsia Prescription No. [illegible] (1469)	.50	4.25
Grip Powders (1469)	.35	3.00
Magnetic Corn Salve (1469)	.15	1.20
[illegible]	.25	1.75
Loeflund's Alpine Milk Biscuit	.50	4.00
Extract Malt with Pepsin	1.00	8.00
Malt Lozenges	.25	1.90
Loewy's Sarsaparilla (1461)	.50	4.00
Loftie's Hair Restorative (1461A)	1.00	9.00
Oil (1461A)	1.00	8.00
Salvatorium (1461A)	1.00	9.00

	Retail.	Doz.
Log Cabin Cough Drops (2545) per carton	—	1 25
Liver Pills (2545)	.25	1.40
Porous Plasters (2545)	.35	1.40
Logan's Headache Konseals (1462)	.10	.65
Pine & Terpin Cough Syrup (1462)	.25	2.00
Scalp Tonic (1462A)	.50	3.00
	1.00	6.00
Sweet Castor Oil (1462)	.10	.80
Logeais Hamamelis Bougies (847)	1.00	9.50
Lohse's Lilien-Milch Soap (1430)	.50	4.00
Lola Montez Creme (1050)	.75	6.00
London Balm (1066)	.25	2.00
	.50	3.75
Catarrh Cure (1066)	.50	4.00
Essence of Beef	.50	4.25
of Chicken	.75	6.00
of Mutton	.75	6.00
Shrub	.75	6.00
Lone Star Pile Ointment	.50	4.00
Long Buck Chewing Gum (2477) per box of 100 pkgs.	—	.60
Long's Hair Balsam	.30	2.25
	.75	5.00
Honey & Tar (1085)	.25	1.75
	.50	3.50
Pearl Tooth Soap	.25	1.75
Longier's No. 2 Injection (429)	.50	4.00
Loomis' Glycerophosphates Emulsion	.75	6.00
Meadow Herb Pills (2295A)	.25	1.50
Santol Paste	1.00	8.00
Syrup Hypophosphites	1.50	12.00
Tincture Quinine Comp. (425)	.75	5.00
	2.00	18.00
Loonen's Brush Powders (2650)	.25	1.75
Loose's Pills (1595)	.25	1.75
Red Clover Extract (1595)	1.00	8.00
Lorain Solution (1149)	.50	4.00
Lord's Cough Syrup	.25	2.00
	.50	4.00
Diarrhoea & Dysentery Cordial	.25	2.00
Headache Powders	.10	.75
Healing Salve	.25	1.75
Sore Throat & Mouth Wash	.25	1.75
	.50	3.50
Toothache Drops	.10	.75
Lorenz's Almond Cream (1466)	.15	1.00
(1466A)	.25	2.00
Antiseptic Dental Mint (1466)	.25	1.75
Blush (1466A)	.25	1.75
Cucumber Cream (1466)	.50	3.75
Eau de Quinine Hair Tonic (1466)	.50	3.30
	1.00	6.50
Elite Lavender Smelling Salts (1466A)	.25	2.00
Powder (1466A)	.25	1.75
(Geo.) Face Powder (1466)	.10	.75
	.25	1.50
Luxury Face Powder (1466)	.25	.75
Tooth Powder (1466)	.25	1.75
Pokeberry Cream (1466)	.25	1.75
Quinine Hair Tonic (1466A)	.50	3.50
Loring's All Healing Ointment (1468)	.25	2.00
Anti-Germ Balm (1467)	.25	2.10
Antiseptic Talcum (1)	.25	1.75
Beef, Iron & Wine (1)	.50	3.50
Buchu Compound (1)	.50	3.00
Chill Cure (1)	.50	3.00
Comp. Ext. Sarsaparilla (1)	1.00	4.50
Corpula (1467)	1.00	9.60
Cough Tablets (1) 2½ doz. in Box	—	.85
Elixir of Hops (1468)	1.00	7.00
Emulsion Cod Liver Oil with Hypophosphites (1)	1.00	4.50
Fat-Ten-U Tablets (1467)	1.00	9.60
	2.00	18.00
Ferri Syrup Comp. (1468)	1.00	7.00
General Inhalant (1467)	.50	4.20
Germ-Killer Dyspepsia Tablets (1467)	.50	4.20
	1.00	8.40
Laxative Tablets (1467)	.25	2.10
	.50	4.20
Rheumatism Tablets (1467)	.50	4.20
	1.00	8.40
Humuli Comp. (1468)	1.00	7.00
Hypophosphites Elixir (1468)	1.00	8.00
Lime & Soda (1468)	1.00	9.00
Kidney & Backache Pills (1)	.25	3.00
Little Liver Pills (1)	.25	1.25
Lime Tablets (1) 2½ doz in Box	—	.85
Liver Pills (1468)	.25	2.00
Special Medicines, Nos. 1, 2	—	
& 3 (1467)	.50	4.20
Speedy Cough Cure (1)	.25	1.50
Syrup of Figs (1)	.50	3.00
Tasteless Chill Cure (1)	.50	3.00
[illegible]	1.00	9.60

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Lowe's Vegetable Specific (1468)	1.00—	9.00
Wild Cherry Bitters (1)	1.00—	6.00
Lorraine's Pills	.25—	1.75
Lorimer's Bloom of Roses (1469)	1.00—	8.00
Catarrh Cure (1469)	2.00—	16.00
Eau de Cologne (1469)	2.00—	16.00
Excelsior Hair Forcer (1469)	1.00—	8.00
Golden Hair Dyes (1469)	2.00—	16.00
Hair Curling Fluid (1469)	1.00—	8.00
Leucorrhoea or Whites Cure (1469)	2.00—	16.00
Rheumatic Specific (1469)	2.00—	16.00
Soap & Skin Soap (1469)	.25—	2.00
Losophan (782) R	oz.	1.50
Lotor (1313)	.75—	6.00
Lotus Leaves (8510)	1.00—	8.00
Louden's Almond Meal (1805A)	.25—	2.00
Carminative Balsam (2039)	.50—	3.00
Cherokee Liniment (2039)	.50—	3.75
Cucumber Cream (1805A)	.25—	2.00
Fever & Ague Pills (2039)	1.00—	7.50
Indian Expectorant (2039)	1.00—	7.50
Lanoline Cream (1805A)	.50—	4.50
Oriental Hair Tonic (2039)	1.00—	7.50
Pile Remedy (2039)	1.00—	7.50
Rum & Quinine Hair Tonic (1805A)	.50—	4.00
Sanative Pills (2039)	.25—	1.50
Tonic Vermifuge (2039)	.50—	3.00
Tooth Paste (1805A)	.25—	2.25
Powder (1805A)	.25—	2.00
Loudon's Alterative (2039)	1.00—	7.50
Lougee's Vitalizing Compound	1.00—	8.00
Lourdes Balm	1.00—	9.00
Louvard's Absinthe & Iron Pills (847)	1.00—	9.00
Loveland's Corn Cure	.10—	1.00
Cream (1469A)	.25—	1.75
Lovell's Magic Compound	.25—	1.75
	.50—	3.50
Loveridge's Magnetic Cure	1.00—	8.00
Low's Liniment (Magnetic & Electric) (2243) R.	.35—	3.00
Worm Syrup (2243) R.	.25—	1.50
Lower's Hot Spring's Blood Remedy	3.00—	24.60
Pleasant Digestive Emulsion	.50—	3.50
Lowery's Cough Balsam (1471)	.25—	2.00
Ointment (1471)	.10—	.80
	.25—	1.75
Pain Extractor (1471)	.25—	2.00
Vegetable Liver Pills (1471)	.25—	2.00
Worm Syrup (1471)	.25—	2.00
Lowry's Calenduline (381)	.50—	3.60
	1.25—	12.00
Creosote Compound	1.00—	9.00
Soothing Mixture (85B)	.25—	1.50
Loxa Bark Bitters (1680)	.50—	3.25
	1.00—	6.50
Loxatonick	1.00—	8.00
Loxolotio (1686)	1.50—	12.00
Lubri-Chondrin in tubes	.25—	2.00
in bottles	.75—	5.00
Lubricating Liniment (1419)	.25—	2.00
Luby's Parisian Hair Renewer (1657)	.50—	4.00
Lucille's Stomach Invigorator (1612)	.25—	1.60
	.50—	3.10
Lucina Cordial	3.00—	27.00
Lucky Strike, Dyspepsia	.50—	4.00
Luco Pills	.25—	2.00
Ludlum's Specific (2622)	1.00—	8.00
Lund's Pure Norwegian Cod Liver Oil (1091A)	.75—	6.00
Lundin's Condensed Juniper	.25—	2.20
Lung Guard	1.00—	8.50
Kuro	.50—	4.50
	1.00—	9.00
Lungaline (212)	.25—	2.00
Lunt's Eye Salve	.25—	1.75
Pectoral Syrup (1079B)	.50—	3.75
Lustro	.25—	1.75
Lutol	1.50—	9.00
Lux-Gro (2212)	1.00—	6.50
Luxura (1053) per box	—	1.00
Luxurene, Morse's	.50—	3.00
Luxus, Liquor (1552)	—	9.00
Luyties' Manola (1477)	1.00—	9.00
L. W. O (219)	.25—	1.65
Lycetol (782) R., oz.	—	4.25
Lycetol-Bayer Gout Water (2143)	—	5.50
Lyford's Liver Pills (1478)	.15—	1.00
Lyle's O-O Pills (224A)	.25—	1.75
	.10—	.75
	.05—	.40
Witch Hazel Soap (224A)	.05—	.40
Lyon's Carbolicura Disinfectant (1483) per gross lb. cans	—45.00	
Cucumber Cream (1722B)	.25—	1.50
Dog Soap (1483) per gross	—24.00	
Hygenic Tooth Soap (1722B)	.15—	1.00
Kennel Soap (1483) per gross	—24.00	
Sheep Dip (1483) case of 10 gals., per case	—12.00	
Soap (1483) per gross	—30.00	
Kozothium (1330)	1.00—	7.50

	Retail.	Doz.
Lyon's Laxative Syrup (1485)	.25—	2.00
	.50—	4.00
Periodical Drops (2622)	1.50—	10.50
Precious Ointment (1485A)	.50—	4.00
	1.00—	8.00
Sarsaparilla	1.00—	8.00
Saponified Ointment	.25—	2.00
	.50—	4.00
Tooth Powder (1482)	.25—	1.85
Sheep & Cattle Ointment (1483)	2.00—	18.00
Tansy & Pennyroyal Pills (743)	.50—	3.00
Acid Chap Soap (1485)	.25—	1.75
Anti-Chap Toilet Powder (1489)	.25—	1.75
Astringent Mouth Wash (1487)	.50—	3.50
Cheese Poison	.10—	.75
Cincho Coca Comp. (1487) R.	.50—	4.00
Cod Liver Oil (1487)	1.00—	7.00
& Lactophos. Lime (1487)	1.00—	7.50
Ferrated (1487)	1.00—	8.00
Iodo-Ferrated (1487)	1.00—	8.00
Phosphorated (1487)	1.00—	8.00
& Hypophosphites (1487)	1.00—	7.50
Compound Porous Plasters (1489)	.25—	1.50
Condition Powders (1487)	.25—	1.65
Creole Hair Oil (1487)	.50—	4.00
Pile Salve (1487) R.	.50—	4.50
Extract Jamaica Ginger (1484)	.25—	1.75
Face Powder	.25—	1.75
Golden Liniment (1488)	.50—	3.50
Insect Powder (1484)	.25—	2.00
Kathairon (1484)	.50—	4.15
Kidney Plasters (1489)	.25—	2.00
Laxative Tasteless Chill & Fever Cure	.50—	3.75
Milk Vermifuge (1487)	.25—	1.50
Neuramene (1487)	.25—	1.85
Nutritive Elixir Beef and Cognac (1487) R.	1.00—	8.00
With Iron (1487) R.	1.00—	8.00
Pills (1488)	.25—	2.00
Poisoned Cheese (1489)	.15—	1.00
Precious Herb Wine	1.00—	8.00
Prickley Heat Powder (1487)	.25—	1.75
Pyrophos. Elixir Calisaya and Iron (1487) R.	1.00—	7.00
Quinidine Hair Tonic (1487) R.	1.00—	8.00
Quinine Lozenges, Tasteless (1487) R.	.50—	4.00
Red Mixture (1489)	.25—	2.00
Rheumatic Specific (1487)	.75—	6.50
Sage Hair Tonic (1489)	.50—	4.00
Solution Hypophosphites Comp. (1489)	1.00—	9.00
Sure Cure Cough Remedy	.25—	1.90
Val Humuli Comp. (1489)	1.00—	8.00
Lypsyl (561)	.15—	1.35
	.30—	2.70
Lyptol (114)	1.25—	10.80
Ointment (114)	1.50—	12.00
Lyptozone (1489A)	.25—	2.00
	.50—	3.50
Lyter's Hot Drops (1512)	.25—	1.65
Joint Oil (2593)	.25—	1.65
Lytle's Elixir (2116)	.25—	2.00
Lythol (1188A)	.25—	2.00
	.75—	7.00

M

	Retail.	Doz.
Maben's Nine-Ninety-Nine Prescription	1.00—	9.00
Mac's Anti-Malarial Capsules	.25—	2.00
	1.50—	12.50
Mac Caw's Tonic Bitters (254B)	.50—	3.50
	1.00—	7.00
Mac Donald's Atlas Compound (1553A)	.50—	4.00
Healing Compound (1553A)	.50—	4.00
Barley Elixir (1940)	1.00—	8.00
Mack's Cherry Balsam	.25—	1.75
	.50—	3.50
Kidney Plaster (1423)	.25—	2.00
Magnetic Healing Salve (2402)	.25—	1.50
Liniment (2402)	.25—	2.00
Restorative Pills	2.00—	17.00
Rheumatic Plaster (1423) R	.25—	1.25
Roman Pain Balm (2502)	.25—	2.00
Mackenzie's Aromatic Extract (217)	1.25—	10.00
Depurative (217)	1.00—	7.50
Catarrh Balm	.25—	1.90
Comp. Sarsaparilla Blood Purifier (2402)	1.00—	8.00
Liver Pills (217)	.25—	1.50
Tonic Febrifuge (217)	1.00—	7.50
Macmahon's Handicap Tooth Powder	.25—	1.88
	.50—	3.50

	Retail.	Doz.
Macomber's Balsam	.25—	2.00
Wine	.50—	4.00
Mac-O-Cheek Indian Salve (1492)	.25—	2.00
Wafers (1492)	.25—	2.00
Macqueen Matico Injection (654)	1.00—	8.00
Ointment (654)	.25—	2.00
Madill's Rue & Pennyroyal Pills (652)	.25—	3.80
	.50—	7.75
	.50—	4.00
Magee's Asthma Cure	.50—	3.50
Emulsion (1497)	1.00—	9.00
Face Lotion	.50—	4.00
Maggi's Bouillon (Liq. Ext. Beef) (2235) R	.50—	3.00
	.60—	5.00
	3.00—	28.00
Liquid Extract of Beef (2235) R	.40—	3.00
	.60—	5.00
	3.00—	28.00
Maggie's Glove Cleaner	15—	1.00
Secret	.10—	.85
	.25—	1.75
Maggiel's Pills	.25—	1.50
Magic Arnica Liniment (2489) R	.25—	1.90
Porous Plasters (2489) R	.15—	1.00
	.50—	3.75
Balm (2069)	.25—	1.75
Carbolic Ointment (2489)	.25—	1.50
Corn Pads (1293)	.25—	1.85
Eye Salve (2489) R	.25—	1.50
Hair Dyes (369)	.25—	1.75
Renewer (2581)	1.00—	6.00
Iron Tone Extract	.25—	2.25
Itch & Skin Cure (2489) R	.25—	1.75
Oil (1293)	.25—	1.50
Pain Cure (1478)	.25—	1.75
	.50—	3.50
Pile Ointment (2202)	.50—	4.15
Salve (2489) R	.50—	3.75
Plasters (2058)	.25—	1.80
Salve	.25—	1.50
Scourer	.25—	2.25
Toothache Drops (2489) R	.10—	.75
Worm Powders (2486)	.25—	1.75
Magnesia Liquid (2548)	—	6.00
Magnesiathal (1686)	.50—	4.00
Magnet Blackberry Cordial	.25—	1.75
Cold-in-the-Head Cure	.25—	1.75
Face & Hand Cream	.25—	2.00
Toothache Drops	.10—	.75
Magnetic Corn Salve (2581)	.25—	1.50
Cough Balsam (1286A)	.25—	1.75
	.50—	3.50
Eye Salve (2584)	.25—	1.50
Pile Salve (2581)	.50—	3.00
Tonic (1508)	1.00—	8.00
Wonder, Briggs	1.00—	8.00
Worm & Mice Destroyer	.25—	1.50
Magnol (1818A)	.50—	4.00
Magnolia Blossom (2257)	1.00—	7.00
Cathartic Pills (2257)	.25—	1.50
Condensed Milk	.15—	1.20
Dyspepsia Tablets (2257)	1.00—	7.00
Pile Cure (2257)	1.00—	7.00
Magruder's Comp. Guaiacum & Ammonium Tablets (1030)	.50—	4.00
Maguire's Ague & Fever Mixture (1498)	1.00—	8.00
new style (1498)	.50—	4.00
Alterative Elixir, large (1498)	2.00—	16.00
small (1498)	1.00—	8.00
Anti-Bilious Pills (1498)	.25—	1.50
Anti-Bilious Worm Powders (1498)	.25—	1.75
Arnica Liniment (1498)	.50—	3.50
Benne Plant (1498)	.75—	6.25
trial size (1498)	.15—	1.30
Cellinian Balm (1498)	.75—	6.00
Cundurango (1498)	.75—	6.00
Electric Pain Cure (1498)	.25—	1.50
Expectorant syrup, large (1498)	.50—	3.50
small (1498)	.25—	1.75
Extract Buchu (1498)	1.00—	8.00
Eye Water (1498)	.25—	1.75
Gargle (1498)	.50—	3.50
Hair Restorative (1498)	1.00—	7.00
Horse Lotion (1498)	1.00—	8.00
Neuralgia Pills (1498)	.50—	4.50
Quinine Iron Cordial (1498)	1.00—	8.00
Rheumatic Cure (1498)	1.00—	8.00
Sarsaparilla Iron Tonic (1498)	1.00—	8.00
Tonic Cordial (1498)	2.00—	16.50
White Rose Pile Cure (1498)	1.00—	8.00
Mahills' Rue & Pennyroyal Pills (652)	.50—	4.00
	1.00—	8.00
Mainzer Drops (1430)	.75—	6.00
Maisetto (with Lithium) (1552)	—	8.40
Maizavena (1577) R.	1.00—	8.50
Maizetto (1552)	—	8.40
Maizo-Lithium (1098) R.	1.00—	8.50
Major's Best Liquid Glue (1499)	.10—	.75
Cement (1499)	.15—	1.20
Leather Cement (1499)	.15—	1.20
Rubber Cement (1499)	.15—	1.20

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Make-Man Tablets (1431)	.50—	4.00
Maloo Pills	.50—	4.00
Mal de Mer (Sea Sickness)	1.50—	15.00
Mala Pills	.25—	2.00
Malabar Bitters	1.00—	8.50
Malaria Stop (1029) R.	.10—	.75
Tonic (2061)	.75—	7.00
Malarimune (2689A)	2.00—	18.00
Mal-ar-ton (2051)	.25—	2.00
Malarion Tablets (55)	.50—	4.00
(Old Style, Liquid)	.50—	4.50
Malay Catarrh Cure (1501)	.25—	2.00
Corn & Bunion Paint (1501)	.10—	.80
Horse Liniment (2561)	.50—	4.00
Inhaler (1501)	.25—	2.00
Mosquito Lotion (1501)	.10—	.80
Oil (1501)	.10—	.80
	.25—	2.00
	.50—	4.00
Pile Cure (1501)	.25—	2.00
Tooth Ease (1501)	.10—	.80
Vermifuge (1501)	.25—	2.00
Male Fern Vermifuge (3226)	.50—	3.50
Malena (1502)	.10—	.75
Blood Tablets (1502)	.20—	1.50
Cough Tablets (1502)	.10—	.67
Stomach & Liver Pills (1502)	.25—	1.50
Mallory's Liquid Smoke (1503A)	.50—	4.00
Ant Chaser (1503A)	.15—	1.00
Malt Bitters (1922)	1.00—	9.20
Cream (67)	.25—	2.00
	.50—	4.00
	1.00—	8.00
	3.75—	32.00
	15.00—	144.00
(2258)	.25—	2.00
Hop Bitters	1.00—	6.00
Malt-Myrrh (186A)	.15—	1.25
Malt-Nutrine (94)	.25—	2.00
Maltas Cannabis (1996)	.75—	6.60
Maltale, Mosquera's (1830)	.25—	2.00
Malted Pepsin Gum	.05—	.55
Kola (1350)	.50—	3.60
Soda	.25—	2.00
Maltese Corn & Bunion Plasters (1259) Thin	.08—	.60
Thick	.10—	.75
Belladonna, thin	.10—	.75
Belladonna, thick	.15—	.90
Maltine, Plain & Combinations (1506) R	1.00—	9.00
Malto-Carbonate	.75—	6.00
Malto-Coca	.50—	4.25
Malto-Fer (1686)	1.00—	8.00
Maltonic (2460) per case of 2 doz.	—	4.00
Maltopepsine Elixir (2422)	1.00—	7.40
with Glycerophosphates (2422)	1.00—	7.40
Powder	.60—	4.92
Tablets	.60—	4.92
Maltophospho Aphrodisiac	1.50—	13.20
Plain	1.00—	9.00
With Cascara	1.00—	9.00
Creosote	1.00—	9.00
and Arsenic	1.00—	9.00
and Cascara	1.00—	9.00
Iodides	1.50—	13.20
Iron, Quin. and Strych.	1.50—	13.50
Yerba Santa	1.00—	9.00
Maltos-Cannabis	.25—	6.00
Malto Yerbine (1506) R.	1.00—	9.00
Maltox	—	12.00
Maltsanta Tablets (1505) R.	.25—	2.00
Malt Sinew (1506B)	.15—	1.25
Maltzyme, Plain & Combinations (1505)	.50—	4.50
	1.00—	8.00
Malubis Comp. Tablets (1747)	.75—	6.75
Malvina Cream (1188) R.	.50—	4.00
	.75—	6.00
Ichthyol Soap (1180) R.	.25—	2.00
Lotion (1188) R.	.50—	4.00
Malydor Injection (1507)	1.00—	7.80
Kidney & Bladder Tablets (1507)	.25—	2.00
Pills (1507)	.50—	3.65
Mamma Fig Syrup (743)	.25—	1.25
	.35—	2.50
Mammary Extract (tabs. or powd.) (1884)	1.00—	8.00
Mana Blancher (Nail Acid) (1050)	.50—	4.00
Man-a-cea Water (583A)	.50—	5.00
Manalin (1864) R.	1.00—	8.00
Mandabach's Blood & Kidney Specific (1508)	1.00—	7.50
Emulsion Cod Liver Oil (1508)	1.00—	7.20
Mandragora Compositum (2438)	1.00—	9.60
Mandrake & Dandelion Pills (2408)	.25—	2.00
Manaline (1948)	1.50—	12.00
Manganauro (1992)	1.00—	8.50
Manhattan Belladonna & Capsicum Plasters (1805A)	.15—	1.00
Belladonna Plasters (1805A)	.15—	1.00
Clothes Cleaner	.10—	.85
Faba Flava (1805A)	2.00—	18.00
Injection (1805A)	1.00—	9.00

	Retail.	Doz.
Manhattan Kidney Plasters (1805A)	.25—	2.00
Porous Plaster (1805A)	.10—	.50
Specific (1805A)	1.00—	9.00
Manicure Toilet Soap (1936)	.35—	3.10
Manila Invigorator (2340)	.25—	1.75
	.50—	3.25
Manipum Manicure Pumice Stone (840B)	.15—	1.20
	.25—	2.00
Manitou Celebrated Bitters (2069)	.50—	3.50
Oil (2069)	.25—	1.50
Kokane	.25—	2.00
Life Spring Pellets	.25—	1.75
Pills	.25—	1.25
Wonderful Catarrh Remedy (1509)	.10—	.75
	.25—	2.00
Manner's Sarsaparilla (1065A)	.50—	3.75
Manning's Cold Cream (1740A)	.25—	2.00
	.50—	4.00
Depilatory (1740A)	1.00—	8.00
Dental Cream (1740A)	.25—	1.75
Hair Restorer	.35—	3.00
	.60—	4.80
Scratch Ointment for Horses	.50—	4.00
	1.00—	8.00
Stomach Bitters	.75—	6.00
Mann's Kokane	.25—	2.00
Life Spring Pellets	.25—	1.75
Pills	.25—	1.25
Wonderful Catarrh Remedy (1509)	.10—	.75
	.25—	2.00
Manola (1510)	1.00—	8.50
Mansfield's Compound Extract of Buchu (2489) R.	.50—	4.00
Palmine	—	.50
Rheumatic Comp. (2489)	1.50—	12.00
Manton Vaginal Suppositories (1830)	—	.60
Manus-Ine (486A)	.50—	3.15
Maple Balsam (356)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Maple's Ache-No-More Liniment	.25—	2.00
Electric Balm	.25—	1.75
Scratch No More Liniment	.25—	2.00
Maple-ine Laxative Compound (1229)	.50—	4.00
	1.00—	8.00
Marble Oil (1186)	.25—	1.75
	.50—	3.50
Matthew's Pepsin Headache Capsules (1585)	.25—	2.00
Marach (504A)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Maratin, Seasickness	.50—	3.88
Marcelescu's Orientale Guzel Creme de Beaute (1514)	.50—	4.00
Marcerou's T. M. French Blacking (851) No. 00	.05—	.50
No. 1	.10—	.90
No. 2	.15—	1.10
Marchand's Eye Balsam (682)	.50—	4.60
Glycozone (682)	—	2.30
	—17.25	
	—28.00	
Hydrozone (68)	.25—	2.10
	.50—	4.60
	1.00—	7.00
	1.25—	10.40
Nebulizer (682)	2.00—	18.00
Nasal Douche (682)	.15—	1.25
Peroxide of Hydrogen (682)	.25—	2.10
	.50—	3.80
	.75—	5.25
	1.00—	7.30
Marchisi's Cleaning Wash (1174)	1.00—	8.50
Italian Cough Balm (1174)	.50—	4.00
Liver & Stomach Pills (1174)	.25—	2.00
Pile Ointment (1174)	.50—	4.00
Marchel's Catarrh Stuff (1068)	.35—	2.50
Marcher's Dyspepsia & Indigestion Tablets (1088)	.25—	1.75
Extract Sarsaparilla Comp. Tablets (1088)	.25—	1.75
Little Liver Digestive Pills (1088)	.10—	.75
	.25—	1.75
	.50—	4.00
Marden's Toothache Drops (1088)	.10—	.75
Mare's Capsules (1514A)	.25—	2.00
Cough Balsam (1514A)	.25—	1.80
Rheumatic Tablets (1514A)	.50—	4.00
Sarsaparilla (1514A)	.75—	6.00
Marfalina, Parry's	.25—	1.88
Marguerite Face Powder (645)	.25—	1.50
Tooth Powder (645)	.25—	1.50
Mariani Elixir (1515)	1.50—	13.50
Pastilles (1515)	.75—	5.00
Tea (1515)	1.50—	12.50
Marienbad Reduction Pills (723)	2.00—	15.00
Salt (723)	1.00—	8.00
Marigold Corn Plasters (2600)	.10—	.75
Marine Tonic (2032)	1.50—	12.00

	Retail.	Doz.
Marion's Blood Purifier (991)	.25—	2.00
	.50—	4.25
	1.00—	8.00
Headache Cure (1657)	.25—	1.50
Maristes Freres Solution Lime Phosphates (847)	1.00—	7.00
	1.50—	11.50
Markasol (1378)	.50—	4.50
Marlborough Headache Pills (1013)	.25—	2.00
Marmon's C. H. Complexion Brush (1515A)	—	6.00
Creme Marquise (1515A)	.25—	1.75
Orange Flower Skin Food (1515A)	.25—	1.75
Superior Cold Cream (1515A)	.25—	1.75
Maroney's Rose Cream	.25—	1.50
Marple's Salve	.25—	1.75
Marquet's Headache Waters	.10—	.80
Marquez's Magnesia (561)	1.00—	8.50
Marsden's Cod Liver Oil (807)	1.00—	6.50
Carminative Syrup (807)	.25—	2.00
	.50—	4.00
Iron Tonic (807)	1.00—	6.50
Pectoral Balm (807)	.50—	4.00
	.75—	7.75
Sarsaparilla (807)	1.00—	9.50
Vegetable Pills (807)	.25—	1.50
Marsh's Faceine	.25—	1.75
Golden Balsam	.50—	3.75
	1.00—	7.50
Marshall's Asiatic Cholera & Diarrhoea Cure (1522)	.25—	2.00
	.50—	3.75
Blue Grass Condition Powders (1522)	.25—	1.50
Brazilian Relief (1522)	.25—	2.00
	.50—	3.75
California F'g Juice Syrup (1522)	.50—	3.75
Catarrh Cure (212)	.25—	2.00
Snuff (1297)	.25—	2.00
Chicken Cholera (1522)	.50—	3.75
Chill & Ague Cure (1522)	.50—	3.75
Cigarettes (1157)	.10—	.75
	.25—	2.25
Comp. Ext. Sarsaparilla (149)	1.00—	8.00
Early Bird Worm Syrup (1552)	.25—	1.75
Female Tonic (1522)	1.00—	8.00
Glycerine Ointment	.25—	1.50
Great English Discovery (1522)	.25—	2.00
	.50—	3.75
	1.00—	7.50
Green Mountain Salve (1522)	.25—	1.75
Headache Cure (1522)	.25—	1.50
Heart & Nerve Cure (1522)	1.00—	8.00
Hepaticure (1522)	1.00—	8.00
Hog Cholera Cure (1522)	.50—	7.50
Hoof Cure (1730)	1.00—	8.00
Iodides Sarsaparilla (1612)	1.00—	6.50
King of Pain (1520)	.25—	1.75
Laxative Tablets (1520)	.25—	1.75
Little Liver Pills (1522)	.25—	1.50
Lung Syrup (1523)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Menthol Catarrh Cure (1522)	.50—	3.75
Minden Face Bloom (1522) white & pink	.50—	3.75
New Rheumatism Cure (1520)	1.00—	7.20
Royal Insect Killer (1522)	.50—	3.75
Shoo-Fly (1522)	.60—	3.75
Turkish Pile Cure (1522)	.50—	3.75
Vegetable Pills (149)	.25—	2.00
Vapor Inhaler (1518)	1.00—	8.00
Vril (Grecian Nerve Cure) (1522)	1.00—	7.50
Marshmallow Cream (651) R.	1.00—	8.50
Dyspeptonics (651) R	.25—	2.00
Foot Soap (651) R.	.25—	2.00
Health Pearls (651) R.	.25—	2.00
Lotion (651) R.	.25—	2.00
Skin Soap (651)	.25—	2.00
Throat Tablets (651) R.	.25—	2.00
Mart's Cough Drops, 40 5c pkgs in box, per box	—	1.00
Martel's French Female Pills (861)	2.00—	16.00
Homeopathic Specific (861)	.25—	1.75
Martenet's Guaiac & Benzoic Tablet (1030)	.50—	4.00
Martin's A. B. C. D. Pills (2653) R.	.25—	2.10
Asthma Remedy (1487)	1.25—	10.50
Chill Cure (1132)	.50—	3.50
Hair Dyes (166)	.50—	3.75
Headache Cure	.10—	.75
Herb Tea (1132)	.25—	1.75
Horse & Cattle Liniment (2198)	.50—	3.50
Powders (2198)	.20—	1.25
Sarsaparilla	1.00—	8.00
Vermont Spruce Gum	.25—	1.75
Worm Syrup (1395)	.25—	1.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Martha Washington Face Powder (see Ricksecker).		
Marthe-Na	1.00—	8.00
Martineau's Female Pills (1657)	.25—	1.75
Health Restorer (1657)	1.00—	8.00
Injection Powder (1837)	.25—	1.75
Porous Plasters (1657)	.25—	1.75
Marvel Face Cream (1966)	1.00—	8.00
Hair Tonic (1966)	1.00—	8.00
Marvellita Massage Cream (1229A)	.50	
Marvel Whirling Spray Syringe (1525A)	3.50—	30.00
Antiseptic Tablets (1525A)	2.00—	15.00
Viburnum Tablets (1525A)	1.00—	8.00
Fever Thermometers 1525A)	1.00—	8.00
Marvin's Rock Rose & Celery (1526)	.25—	2.00
Chocolate Worm Tablets (1526)	.25—	1.50
Cod Liver Oil (2677)	1.00—	7.00
Mandrake Pills (1526)	.25—	1.50
Mary Stuart Face Powder (1174)	.25—	1.75
Mascaro (2693)	.25—	2.00
& Brush (2693)	.50—	4.00
Mascot Ess. Jamaica Ginger (2277)	.25—	1.50
	.50—	3.00
Headache Cure (1595)	.10—	.80
	.25—	2.00
Mason & Pollard's Fever & Ague Pills	1.00—	8.00
Mason's Benzo Tar Soap (1528)	.10—	.75
Cholera Mixture	.50—	4.00
Cream of Olives Ointment (1528)	.25—	2.00
Soap (1528)	.10—	.75
English Hair Tonic	1.00—	9.00
Essence of Beef (847)	.60—	5.25
	.85—	8.50
Health Defenders (4 kinds) (1528)	.10—	.75
Olive Cream Salve	.25—	2.50
Perfecto Liniment	.25—	2.00
Pile Remedy (729)	.50—	4.00
	1.00—	8.00
Tar Syrup	.50—	4.00
Masonic Grip	.15—	1.00
Masta's Pulmonic Balsam (710)	.50—	4.00
(2579) R	.50—	4.00
Matchett's Lightning Liniment	.25—	1.75
	.50—	3.75
Matchette's Indian Tobacco Antidote (1529)	.50—	4.00
Magic Cathartic Tea (1529)	.25—	2.00
Nervitl (1529)	.50—	4.00
Seces (1529)	1.00—	8.00
Matchless Liquid Oil Metal Polish (1530)	.20—	1.50
	.35—	2.50
	.50—	4.50
	.75—	7.50
Matchless Metal Polish (1530)	.05—	.50
	.10—	.80
	.15—	1.40
	.25—	2.50
	.85—	6.50
Poultry Cure (2005)	.25—	1.75
Maternaline (267B)	1.00—	8.00
Mather's Senna-M	.10—	.75
	.25—	1.75
Speedy Cure Menthol Cough Drops (673) per box of 36-5c pkgs.	—	1.00
Matthews Mexican Hair Restorative (1585)	1.00—	7.00
Mathis' Quarter Dollar Liniment	.25—	1.75
Mathey Caylus' Balsamic Mixture (847)	.75—	6.00
Mathey Caylus' Capsules (847)	.75—	6.00
Santal or Matico, or Icthyol Combination (847)	1.00—	7.50
Santal Wood Oil, Pure (847)	1.50—	14.00
Injection (847)	.75—	6.50
Japanese Toothache Drops (847)	1.00—	8.00
Matthison's Beef, Iron & Wine (1534)	.50—	3.25
Hair Grower (1534)	.50—	4.00
New Cure Headache Cure (1534)	.35—	2.75
Newcure for Headache (1534)	.35—	2.75
Mattoni's Moor Salts	1.00—	8.00
Matts' Rheumatic Remedy (747)	.50—	4.50
Matzon (2398)	—	1.30
	—	.70
Maud S. Condition Powders	.25—	2.00
Maunder's Sarsaparilla Pills	.25—	1.50
Worm Lozenges	.25—	1.50
Maurer's Persian Insect Powder (1536)	.25—	1.50
Roach & Rat Exterminator (1536)	.25—	1.50
Maus' Headache Powders	.10—	.50
	.25—	1.35
Vegetable Liver Pills	.25—	1.35

	Retail.	Doz.
Maw's Anti-Constipation Cure (1537)	.25—	1.80
	.50—	3.60
Asthma Cure (1537)	.50—	3.60
Asthma Herbs or Cones (1537)	Retail. .50	Doz. 3.60
Bladder Cure (1537)	.25—	1.80
	1.00—	7.20
Catarrh Cure (1537)	.25—	1.80
Tablets (1537)	.25—	1.80
Cathartic (1537)	.25—	1.80
Cholera Morbus Cure (1537)	.25—	1.80
Climateric or Change of Life Cure (1537)	1.00—	7.20
Cold Cure (1537)	.25—	1.80
Colic or Crying Baby Cure (1537)	.25—	1.80
Cough Cure (1537)	.25—	1.80
	.50—	3.60
Syrup (1537)	.25—	1.80
Croup Cure (1537)	.25—	1.80
Diarrhoea Cure (1537)	.25—	1.80
Dyspepsia Cure (1537)	.25—	1.80
	.50—	3.60
Pellets (1531)	.25—	1.80
	1.00—	7.20
Epilepsy Cure (1537)	1.00—	7.20
Face & Skin Ointment (1537)	.25—	1.80
Female Constitutional Cure (1537)	1.00—	7.20
	25—	1.80
Fever & Ague Cure (1537)	.25—	1.80
Headache Cure (1537)	.25—	1.80
Heart Cure (1537)	.25—	1.80
	1.00—	7.20
Improved Effervescent Lithia Tablets (1537)	.50—	3.60
Leucorrhoea Injection (1537)	.50—	3.60
Liver Cure (1537)	.25—	1.80
	1.00—	7.20
Plasters (1537)	.25—	1.80
Infallible Cure (1537)	1.00—	7.20
Inhaler (1237A)	.75—	6.00
	1.00—	8.00
	1.50—	12.00
Kidney Cure (1537)	.25—	1.80
	1.00—	7.20
Lillium Vaginal Bulbs (1537)	1.50—	10.80
Malaria, Chills & Fever Cure (1537)	.25—	1.80
Measles Cure (1537)	.25—	1.80
Nerve Cure (1537)	.25—	1.80
	1.00—	7.20
Neuralgia Cure (1537)	.25—	1.80
Obesity (Anti-fat) (1537)	1.00—	7.20
Pleurisy Cure (1537)	.25—	1.80
Positive Pill Cure (1537)	.25—	1.80
Rheumatic Cure (1537)	.25—	1.80
	.50—	3.60
Skin & Blood Purifier (1537)	.25—	1.80
	1.00—	7.20
Sore Throat & Diphtheria Cure (1537)	.25—	1.80
Special Leucorrhoea Cure (1537)	1.00—	7.20
Tooth Paste (1237A)	.25—	1.75
Vitalizer (1537)	1.00—	7.20
Whooping Cough Cure (1537)	.25—	1.80
Witch Hazel Balm Oil (1537)	.25—	1.80
	.50—	3.60
Worm Cure (1537)	.25—	1.80
Maxim's Face Powder (1538)	.25—	1.75
Facial Tonic (1538)	.25—	2.00
Dentilave (1538)	.25—	1.50
Rose Quinine Hair Tonic Powders (1538)	1.00—	9.00
Skin Curative Salve (1538)	.25—	2.00
Tooth Wax (1538)	.75—	5.00
May Blossom (1391)	1.00—	7.50
Face Powder (461)	.25—	2.00
Honey (1146)	.25—	2.00
	.50—	3.75
	1.00—	7.00
Flower Pastilles	1.00—	7.00
Pole Soap, black	—	1.50
without black	—	1.00
May's Friend Salve	.25—	1.75
Magic Catarrh & Throat Inhaler (1367) R	.10—	.75
Throat Diamonds (651) R	.15—	1.20
Maywell-Hopp's Witch Hazel Jelly (1539)	.25—	2.00
Mayer's Complexion Pearls Magic Blood Tonic	1.00—	8.00
McAllister Bird-Lice Destroyer (1544)	.25—	1.50
Lime (1544)	.25—	1.50
Cough Mixture	.50—	4.00
Mixed Bird Seed (1544)	.10—	.60
Mocking Bird Food (1544)	.25—	2.25
Ointment (1016)	.25—	2.00
Parrot Food (1544)	.15—	1.20
Silver Washed Gravel (1544)	.05—	.30
	.10—	.35
McAlvin's Dyspepsia Pills	.25—	1.50

	Retail.	Doz.
McArthur Headache Powders (1338)	.10—	.75
Lily White	.25—	1.75
Syrup Hypophosphites (1546)	1.00—	8.80
McAuliffe's Tonic Phosphates	1.50—	13.50
McBaine's Tonic (Women's Salvation) (1680)	1.00—	8.00
McBurney's Kidney & Bladder Cure (1547)	1.50—	10.00
Consumption Cure (1547)	.50—	4.50
	.35—	2.25
Liver & Blood (1547)	1.25—	10.00
Liver Tablets (1547)	.35—	2.00
McCabe's Blackberry Brandy (2489) R	.50—	3.75
	1.00—	7.50
McCall's Catarrh Cure	.25—	1.75
Colic, Cholera & Diarrhoea Cure	.25—	1.75
Scottish Cough Cure	.25—	1.75
	.50—	3.50
McCauley's Malt (2238)	1.00—	6.50
McClellans & Hitts Combination Female Syringe (1290)	—	16.50
	—19.00	
	—25.50	
McClelland's Dental Pencils	.25—	2.00
McClintock's Germicidal Soap (1830)	.25—	1.75
Papillary Lotion	.35—	2.75
Pills	.25—	2.00
McClure's Liniment (1521)	.10—	.75
	.25—	2.00
	1.00—	8.50
Star & Crescent Pennyroyal Pills	2.00—	10.00
McCord's Magic Medicine (1550)	.25—	2.00
	.50—	4.00
McCormick's Superior Hair Dyes (1551)	1.00—	8.00
Wild Cherry Tonic (1550)	.35—	2.25
McCorrison's Famous Diamond Lotion (992)	1.00—	6.00
McCoy's Liver Pills (406A)	.25—	1.50
16 to 1 Liniment (2035)	.25—	2.00
McCullough's French Liquid (1553)	.25—	2.00
Tooth Powder (1553)	.25—	2.00
Instant Headache Powders (1553)	.10—	.75
Toothache Stop (1553)	.15—	1.00
Magnetic Corn Cure (1553)	.15—	1.00
Cough Cure (1553)	.25—	2.00
Rose Cream (1553)	.25—	2.00
Sarsaparilla (1553)	1.00—	8.00
Sure Cure Liniment (1553)	.25—	2.00
Vegetable Hair Tonic (1553)	.25—	2.00
Liver Granules (1553)	.25—	2.00
McCrelis Shake No More	.50—	4.00
	1.00—	8.00
McDade's Alterative Compound (743)	1.50—	12.00
(2661)	1.00—	9.00
Prescription (1577) R.	1.50—	12.50
Viburnal Wine (583)	1.00—	7.50
McDavitt's Fever Exterminator	1.00—	8.00
Magnetic Salve	.25—	1.75
McDonald's Aromatic Jamaica Ginger	.25—	2.00
Celebrated Soothing Syrup	.25—	1.50
Worm Powders	.25—	1.75
Cough Annihilator (2218)	.50—	4.00
	1.00—	7.50
Giant Liniment	.25—	2.00
Horse & Cattle Powders	.25—	1.50
Improved Liver Pills	.25—	1.50
McDougall's Liniment	1.00—	8.50
Sheep Dip	.50—	3.30
	1.00—	7.20
McElree's Wine of Cardui (454) R.	1.00—	8.00
McFarren's St. Vitus Dance Remedy	2.00—	18.00
McGales Compound Butternut Pills (1657)	.25—	1.75
McGee's Antiseptic Solution (166)	.50—	4.80
Baby Elixir (166)	.25—	2.00
	.50—	4.00
Backache & Kidney Cure (166)	.50—	4.00
	1.00—	8.00
Blackberry Cordial (166)	.25—	1.50
Carbolic Salve (166)	.25—	1.25
Cascara Cathartic (166)	.25—	1.75
Celery & Iron Cordial (166)	1.00—	6.00
Cold & Fever Cure (166)	.25—	1.50
Colic & Diarrhoea Mixture (166)	.25—	1.75
Colorless Hydrastis (166)	1.00—	9.00
Corn Cure (166) (2299)	.10—	.75
Elixir Pepsin, Cascara, & Nux Vomica (166)	1.00—	9.00
Family Liniment (166)	.25—	1.75
Pills (166)	.10—	.60
Febrifuge or Sweet Quinine (166)	.25—	1.50
	1.00—	7.20

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz.

McGee's Female Tonic & Combined Treatment (166) 1.00— 7.50
Guaranteed Chill Cure (166) .40— 2.50
Insect Powder (166)........ .10— .75
Iron Tonic Bitters (166).... 1.00— 6.00
Laxative Pellets (166)...... .25— 1.50
Extract of Saw Palmetto with Hydrangea (166) 1.50— 12.00
Liver Regulator (166)...... .25— 1.25
Pancreo-Peptine Elixir (166). 1.00— 8.00
Powder (166)...per oz. — .50
Rheumatic Cure (2299)....... .50— 4.00
Sarsaparilla & Iodide Potass. Comp. (166) 1.00— 6.00
Sure Short Worm Syrup(166) .25— 1.50
Syrup Hypophosphites (166). .75— 6.00
Tar & Wild Cherry (166) .25— 1.50
.50— 3.00
25c. Chill Cure (166)....... .25— 1.88
Utrobia (166) .... 1.50—12.00
Wine Cod Liver Oil and Hypophos (166) 1.00— 8.00
McGill's Cancer Salve (1559).... 1.00— 7.50
Catarrh Cure (1559).......... 1.00— 7.50
Constipation Pills (1559)..... 1.00— 7.50
Kidney Cones (1559).......... 1.00— 7.50
Langtry Lotion .... .75— 5.00
Orange Blossom (1559)....... 1.00— 7.50
Pile Remedy (1559)........... 1.00— 7.50
Stomach Powders (1559)...... 1.00— 7.50
McGlynn's Sarsaparilla & Ginger Compound 1.00— 8.00
McGuire's Eye Water (1498)..... .25— 1.75
Iron Quinine & Nux Vomica Pills (1604) .50— 4.00
McIntosh's Tooth Powder....... .25— 1.75
Winter Balm .... .25— 2.00
1.00— 8.00
McKane's St. Paul Chemical Oil .50— 3.75
1.00— 7.50
McKay's Chilian Oil............. .25— 1.75
.50— 3.75
Chinese Oil .... .50— 4.00
(Donald) Worm Eradicator (1789) .25— 1.75
McKelway's Ammonium Elixir.. .50— 4.00
1.00— 8.00
Coca Wine .... 1.00— 8.00
Iron Wine .... .50— 3.76
1.25—11.00
Plain Elixir .... 1.00— 9.50
Syrup Phosphates .... 1.00— 8.00
McKinley Tonic (156A).......... 1.00— 8.00
McLane's Liver Pills (823)...... .25— 1.50
Tar Lung Balsam .... .25— 1.75
Vermifuge (823) .... .25— 1.50
McLean's Candy Vermifuge (1562) .25— 1.50
Catarrh Powder (1562)...... .50— 3.75
Chills & Fever Cure (1562) .. .25— 2.00
Chinoidine Pills .... .50— 4.00
Cough & Lung Globules...... .25— 1.50
1.00— 6.00
Liquid Vermifuge (1562) ... .25— 1.50
Liver & Kidney Balm (1562).. 1.00— 8.00
Pellets (1562) .... .25— 1.75
Sarsaparilla (1562) .... 1.00— 8.00
Strengthening Cordial (1562).. .50— 3.75
1.00— 7.50
Strengthening Eye Salve(1562) .25— 1.75
Universal Pills—Liver Pills (1562) .25— 1.50
Vegetable Condition Powder (1562) .25— 1.35
Volcanic Oil Liniment (1562) .25— 1.80
.50— 3.60
1.00— 7.20
Wonderful Healing Plaster (1562) .15— 1.10
McMillans Cough Cordial........ .25— 1.75
.50— 3.50
Gripp & Cough Cure......... .25— 2.00
McMunn's Elixir of Opium (2666) .50— 3.75
McNeal's Black Corn Salve (2039) .15— .90
Fly Preparation (2039).... .25— 2.00
Hair Tonic .... 1.00— 7.00
McNeil's Blood & Liver Pills (1563) .25— 1.75
Cold Tablets (1563).......... .05— .40
.10— .80
.25— 2.00
Complexion Pills (1563)...... .10— .80
Cough Syrup .... .25— 1.75
Pain Exterminator (1563).... .10— .90
.20— 1.75
.40— 3.50
McSharry's Kola Coca Hydrastis Elixir 1.00— 8.00
Taraxacum, Cinchona & Coca Elixir with Gentian 1.00— 8.00
Meade & Baker's Carbolic Mouth Wash (1564) R. .25— 2.00
.50— 4.00
1.00— 8.00
Saponine Dentrifice (1564) R. .25— 2.00

Retail. Doz.

Mead's Bunion Plasters (2164) Med square .25— 1.50
Catarrh Cure .... .75— 6.00
Corn Plasters, Med. Round (2164) .25— 1.50
Kidney Plasters (2164) .... .25— 2.00
Rheumatic Plasters (2164).... .25— 1.25
Meader's Salve .... .25— 1.50
Meagher's Wine of Quinine .... 1.00—
Mean's La Grippe Pills (1564A).. .25— 2.00
Mecca (Compound) (844) .... .25— 1.75
.50— 3.50
1.00— 7.00
3.00—24.00
Crude (844) .... .25— 1.75
.40— 2.50
.75— 5.00
2.75—21.00
Catarrh Remedy (844)........ .25— 1.75
Corn Salve (with Pads) (844) .15— 1.00
.25— 1.75
Meccaline (844) .... .25— 1.75
.50— 3.50
Mederine (1570) .... 1.00— 8.00
Ointment (1570) .... .50— 4.00
Soap (1570) .... .25— 2.00
Medical Lake Medela (1791)..... 1.00— 7.20
Ointment (1568A) .... .25— 2.00
Plasters (1568A) .... .25— 1.75
Salts (1790) .... .50— 3.60
1.00— 7.20
2.00—14.40
(1568A) .... .25— 2.00
.50— 4.00
1.00— 8.00
Salve (1790) .... .35— 2.50
Soap (1790) —............. .25— 2.00
Soap (1568A) .... .25— 2.00
Tablets (1568A) .... .25— 2.00
Medicated Charcoal Biscuit (1798) .25— 1.25
Medicina, Wood's .... .50— 3.80
Medicura Soap (1570A)......... .25— 2.00
Medina's Hair Tinta .... 1.00— 8.50
1.50—13.00
Meditrina (457) .... .50— 4.00
Medoc (2079) per gal........... — 1.25
Medulline (401) .... 1.00— 8.00
Meek's Relief Tablets .... .25— 1.50
Megrimine (see Whitehall).
Megyp (1189) .... 3.50—31.15
Meher's Cough Syrup .... .25— 2.00
.50— 4.00
Mekko Cough Mixture (1770) .. .25— 2.00
.50— 4.00
Melachol Liquid (55) .... .75— 6.00
Effervescent Tablets (55).... .50— 4.00
Hospital Size (55) each.. — 4.50
Melaleucol Injection .... 1.00— 8.00
Melba Face Powder (1081)...... .50— 4.00
Mella's Fly Paper, per quire.... — .25
Envelopes .05— .36
Mellin's Emulsion Cod Liver Oil (847) 1.00— 8.50
Food (1572) ....R. .50— 4.00
.75— 6.50
Biscuits (1572) ....R. .50— 4.75
Mellocuti Cream (2693) .... .50— 4.00
Digest (2693) .... .50— 4.00
Lotion (2693) .... .25— 2.00
.50— 4.00
Soap (2693) .... .50— 4.00
Mel Maroba (2187) .... 1.00— 8.00
Meloderma (1658) .... .35— 3.00
Melol (1223A) .... .25— 2.00
Meltonian Cream .... .25— 2.25
Melvin's Cough Drops .... .10— .75
bulk, per lb. — .20
Pills .... .25— 1.50
Rheumatic Cure ....1.00— 8.00
& Dyspepsia Remedy..... 1.00— 8.00
Liniment .... 1.00— 8.00
Menard's Rheumatic Bullets.... 1.00— 7.50
Menawarmet Cough Mixture (1406) .25— 2.00
Menck's Sarsaparilla .... .50— 4.00
Mendenhall's Blood Purifier (1430A) .75— 6.00
Chill & Fever Cure (1430A).. .50— 3.7
Cold & Grippe Cure (1430A).. .25— 1.75
Corn Cure (1430A).... ..... .15— 1.00
Iron Tonic (1430A) .... .50— 4.00
Kidney Cure (1430A) .... .50— 4.00
Liver Regulator (1430A) ..... .25— 2.00
Pills (1430A) .... .25— 1.50
Pine Balsam (1430A) .... .25— 2.00
Star Mixture (1430A) .... 1.00— 8.00
Mendor's Russian Tonic Bitters 1.00— 9.00
Menkham's Facial Cream .... .25— 1.75
Menlyptol .... .10— .85
Mennen's Borated Soap (1573 ... .25— 1.75
Borated Talcum Powder (1573) .25— 1.75
Borofoam Tooth Powder (1573) .25— 1.75
Corn Cure (1573) .... .25— 1.50

Retail. Doz.

[illegible] (1573) .... [illegible]
Sure Corn Killer (1573)...... .25— 1.65
Menoline (1624) .... .25— 1.65
Mentho-Cologne Smelling Salts (2585) .25— 1.30
.35— 1.75
[illegible]
per 5 pts. — 1.50
per gal. — 2.25
[illegible] (106A) [illegible]
Mentho-Lanae (1747) .... .25— 2.00
.50— 4.00
Mentho-Quinine (2489) R......... .25— 1.50
1.00— 8.40
Menthol Cough Syrup (2077).... .25— 2.00
Ice, Comp (1300) .... .50— 4.00
Plasters (710) .... .25— 2.00
(Abbott's, see Abbott.)
Powders Comp (1300)...... .25— 2.00
Soothing Syrup (2077) ..... .25— 2.00
[illegible] (2696) .... .25— 1.75
.50— 3.50
Corn Oil Toilet Soap (2696) . .10— .60
Mentholene, Japanese Headache Cure (654) .10— .75
.25— 1.75
Miller's (1805A) .... .25— 2.00
Mentholyptine (1805A) .... .25— 2.00
.50— 4.50
(1874) .... .25— 2.00
.75— 6.00
2.00—18.00
—72.00
Menthyl-Santal (1667) .... .75— 5.00
Menthymol (1552) .... — 6.00
Menyle, Red Noses .... 2.00—18.00
Mercauro (1833) .... 1.00— 8.50
Mercer's Aromatic Castor Oil (1919) 1.00— 7.20
Cealgic Tablets (1919)........ 1.00— 6.00
Echina Calcium Compound (1919) 1.50— 9.00
Febrifugelix (1919) .... 1.75—10.80
Laxole (1919) .... .35— 2.50
Panax (1919) .... 1.00— 6.00
Papaline (1919) .... .75— 4.95
Pil. Anaemic Pink (1919)..... 1.00— 6.00
Vita, Blue (1919) .... 1.00— 9.00
Merchant's Gargling Oil Liniment (1575) R., yellow...... .25— 2.25
.50— 4.50
1.00— 9.00
White .25— 2.25
Worm Tablets (1575) .... .25— 1.25
Mercolint Chest Pads (1430)
No. 1, each — .85
No. 2, each — 1.10
No. 3, each — 1.50
Meredith's Pure Malt Whiskey (1575A) .50— 4.75
1.00— 8.50
Meres' Tooth Wash .... .25— 2.00
Merrell's Ague Cure (1579)R..... .75— 5.50
Comp. Extract Trifolium (1577) R .1.50—12.50
Comp. Syrup Stillinga (579) R 1.00— 7.50
Condition Powders (1579) R .25— 1.25
Cough Balsam (1579) R...... .50— 3.75
Diarrhoea & Cholera Syrup (1579) R. .25— 1.75
.50— 3.50
Eye Salve (1579 R........... .25— 1.50
Fever and Ague Pills (1579) R .35— 3.00
Female Tonic (1579).......... 1.00— 7.50
Hair Restorative (1575) R.... .75— 5.50
Hydrastis Fluid Colorless (1577) 1.50—12.50
Compound (1577) .... 1.25—10.00
Liver Pills (1579)..........R. .25— 1.50
Medicated Cordial (1579)...R. 1.00— 7.50
Penetrating Oil (1579).....R. .50— 3.50
Rheumatic Syrup (1579)...R. 1.00— 7.50
Worm Lozenges (1579)....R. .25— 1.50
Merz Beechwood Creosote Capsules (1580) .25— 2.00
.50— 3.75
.75— 5.00
"Compound Santal" Capsules (1580) 10 m. .25— 1.80
.50— 3.50
.75— 5.00
Copaiba, Cubebs & Santal Capsules (1580) .25— 1.75
.35— 3.25
.60— 4
& Oil Cubebs Capsules (1580) .25— 1.25
.35— 2.30
.50— 3.50
& Santal Capsules (1580) .25— 1.75
.35— 3.25
.60— 4.80
Santal Compound Capsules (1580) 5 m. .50— 3.00
.75— 5.50
1.00— 7.00

	Retail.	Doz.
Merz Oil Capsules (1580) 3 m.	.20—	1.50
	.25—	2.60
	.50—	3.75
	.50—	4.00
	1.00—	7.50
	1.25—	9.50
10 m.	.35—	2.25
	.60—	4.25
	.75—	6.25
Mertz's Cream of Cucumbers (783A)	.25 —	2.00
Mesmin Female Pills (2668)	1.00—	7.50
Messer's Inhaler	.25 —	2.00
Metcalf's Antacidine (1581)	.25—	2.00
Antiseptic Powders	.50—	3.60
Coca Wine (1581) R.	1.00—	8.50
Corn Cure	.25—	1.50
Kola-Koloid (1581) R.	.65—	5.10
	1.00—	8.50
Liquor Pancreaticus (1581)	2.00—	18.00
Pills	.25—	1.50
Metcalfe's Rheumatic Remedy (561) R.	1.00—	8.50
Methyloids (see Stearns).		
Methynol (1456) lbs. each		— 3.50
Metropolitan Diarrhoea Cure (1627)	.25—	1.75
Little Liver Pills (1045)	.10—	.75
Talcum Powders (1045)	.10—	.75
Metrowine (1742)	1.00—	8.40
Metto (1266A)	.25—	2.00
	.75—	6.00
Metzger's Catarrh Cure (1583)	.75—	6.00
Colic & Diarrhoea Cure (1583)	.25—	1.75
Depilatory (1583)	.25—	1.75
Expectorant (1583)	.25—	1.75
Hoof Paste	.50—	3.50
Juniper Bitters	.50—	3.25
Pain Eradicator	.25—	1.75
Soother	.50—	3.50
Quinine & Rum Hair Tonic (1583)	.35—	2.75
Rusecticide (1583)	.15—	1.00
Rusepsin (1583)	.10—	.75
	.25—	1.75
Tonic Hair Oil (1583)	.50—	3.50
	.25—	2.00
Tri Une Cough Syrup	.25—	1.75
	.50—	3.50
Heating Plasters	.25—	1.75
Pills	.25—	1.75
Restorative	.50—	3.50
Wormwood & Angle Worm Liniment (Vet.)	.50—	3.50
	1.00—	7.50
(Family)	.50—	3.50
Mexican Dime Horse Powders (152)	.10—	.75
Egg Shampoo	.25—	1.85
Fruit Fever Tonic (2451)	.50—	4.00
	1.00—	8.00
Hair Restorer (2482)	.50—	3.00
	.75—	5.00
Herbaline Ointment (2295)	.25—	2.00
Soap (2295)	.10—	.90
Horse & Cattle Powders (583)	.15—	1.00
	.25—	1.50
Hot Drops (709)	.25—	1.75
Itch Ointment (944)	.25—	2.00
Liver & Kidney Cure (1448)	1.00—	8.00
Mustang Liniment (1484) R.	.25—	2.08
	.50—	4.15
	1.00—	8.30
Oil (709)	.25—	1.75
Ring Bone Cure (1973)	.50—	4.00
Roach & Ant Powders	.50—	3.75
	1.00—	7.00
Salve (see Phila. Bird Food Co.).		
Sarsaparilla (944)	.50—	4.00
Stock Powders (944)	.15—	1.20
Mexoline (1530)	.15—	1.25
Metal Polish (1530)	.10—	1.00
	.20—	2.00
	.50—	5.00
	.75—	7.50
Meyer's Blood Tea (1588)	.10—	.80
	.25—	1.90
Exora Face Powder (1587B)	.50—	3.75
	.25—	2.00
German Condition Powders (1587)	.25—	1.25
Fruit Soda	.35—	3.00
Grease Paint (1587B)	—	6.00
Except Carmine		—12.00
Witch Hazel Comp. (821)	.25—	1.75
Meys' Poultice (1592)	.50—	3.75
	.75—	5.75
	1.00—	8.00
	2.00—	18.00
Mialhe's Chaulmoogra Oil Capsules (847)	2.00—	18.00
Miasmine	.50—	4.00
Micajah's Uterine Wafers (1593)	1.00—	8.00
Catarrh Miracle	.10—	.85
Positive Catarrh Cure (1594)	.10—	.75
	.25—	1.75
Michaelis' Cocovena Tablets	.25—	2.40

	Retail.	Doz.
Michel's Iron Phosphate Hematic (847)	1.00—	8.00
Micmac (1084A)	1.00—	9.00
Microbone (see Diamond Willow).		
Micro-Germi (1613)	1.00—	8.00
Microline Co.'s Diarrhine (1595B)	.25—	2.00
Chill Tonic (1595B)	.50—	3.75
Micro-Line (1595B)	1.00—	8.00
	conc. 1.00—	8.00
Bladder & Kidney Cure (1595B)	1.00—	8.00
Catarrh Cure (1595B)	1.00—	8.00
Eye Salve (1595B)	.25—	1.75
Healing Cream (1595B)	.25—	2.00
Micturol Liquor (1667)	1.25—	10.00
Midy's Capsules of Santal (847)	1.00—	9.00
Cascara Sagrada (847)	1.00—	7.50
Cerealose (847)	1.00—	8.00
Chlorate of Potash Pastilles (847)	.50—	3.00
Cocaine Tablets (847)	1.00—	8.50
Cod Liver Oil & Creasote (847)	.75—	5.60
Elixir Kola Vinous (847)	2.00—	18.00
Pambotana Elixir (847)	2.00—	18.00
Migrainin, Baker's (154A)	1.50—	12.00
Migranda, Liquid (2558)	1.00—	8.50
Powder (2558)		—12.00
		—21.00
		—36.00
Tablets (2558)	.75—	6.00
		—21.00
		—36.00
Migrath Relief (2307)	.25—	1.75
Mihalovitch's Hungarian Blackberry Juice (1595A)	1.00—	7.50
Mikado Face Powder (2562)	.25—	1.50
Milano's Terpin Hydrate & Creosote Capsules (847)	1.00—	9.00
Miles' Anti-Pain Pills (1597) R.	.25—	1.75
Laxative Cold Cure (1597) R.	.25—	1.75
Nerve & Liver Pills (1597) R.	.25—	1.75
New Heart Cure (1597) R.	1.00—	8.00
Restorative Blood Purifier (1597) R.	1.00—	8.00
Nerve Plasters (1597) R.	.25—	1.75
Nervine (1597) R.	1.00—	8.00
Tonic (1597) R.	1.00—	8.00
Sarsaparilla Wine (1597) R.	1.00—	8.00
Milhau's Ague Mixture (1598)	.50—	4.00
Powders (1598)	.50—	4.00
Ammonamide (1598) ounces	.25—	2.00
Capsules (1598) boxes	.25—	2.00
Balsamic Expectorant (1598)	.50—	4.00
Beef, Iron & Wine (1598)	.60—	5.00
Board of Health Disinfectant (1598)	.25—	2.00
Conc.	.50—	4.00
Boro Ben Thymol (1598)	.50—	4.50
Calisaya & Combinations (1598)	1.00—	8.00
Coca Vin (1598)	.75—	6.00
Cod Liver Oil (1598)	.50—	4.00
Corn Remover (1598)	.15—	1.00
Dermal Lotion (1598)	.25—	2.00
Disinfecting Solution (1598)	.25—	2.00
Emulsion Cod Liver Oil with Hypophosphites (1598)	.50—	4.00
Essence of Pepsin (1598)	1.00—	8.00
Eau Dentifrice de Florence (1598)	.25—	2.00
	.75—	6.00
Florida Water (1598)	.50—	4.00
Hair Dressing (1598)	1.00—	8.00
Health Suppositories (1598)	.25—	2.00
Kola Wine (1598)	1.00—	7.00
Laxative Lozenges (1598)	.20—	1.40
Liver Granules (1598)	.10—	.75
Oat-line (1598)	1.00—	8.00
Pectoral Tablets (1598)	.25—	1.75
Pile Ointment (1598)	.50—	3.50
Quaker Cough Mixture (1598)	.50—	3.00
Quinine Hair Tonic (1598)	1.00—	8.00
Rum Hair Grower (1598)	.50—	4.00
Sarsaparilla (1598)	.75—	5.00
Southern Rheumatic Remedy (1598)	.75—	6.00
Success Hair Restorer (1598)	.50—	4.00
Syrup Hypophosphites (1598)	1.00—	8.00
Toilet Water (all odors) (1598)	.75—	6.00
Tonic Phosphates (1598)	1.00—	8.00
Tooth Paste (Orris & Saponaceous) (1598)	.25—	1.25
Powder (Orris, Rose & Saponaceous) (1598)	.25—	1.75
Wash (Astringent & Saponaceous) (1598)	.25—	2.00
Topaz Liniment (1598)	.25—	1.75
	.50—	3.50
	.75—	6.50
Vermifuge (1598)	.35—	2.50
Vin Quinquina (1598)	1.00—	8.00
Military Shaving Soap	.15—	1.00
M. I. L. K. Pills	.25—	1.75

	Retail.	Doz.
Milk Ammonia (98)	.50—	4.00
Food Lunch Tablets (2538) R.	.25—	2.00
	.50—	4.00
	1.00—	8.00
Orris & Almonds (2152)	.25—	2.00
	.50—	4.00
Of Roses (2103)	.25—	1.90
Weed Cream (see Ingram).		
Milkine Tablets (in Flask) (726)	.25—	2.00
Powd. or Tablets	.50—	4.00
	1.00—	8.00
	2.00—	16.00
	3.75—	32.00
Milkman Condensed Milk (93)	.25—	1.70
Mills' Liniment (748)	.25—	2.00
Plasters (748)	.25—	2.00
Pectoral Syrup (748)	.75—	6.00
Milen's Tansy Bitters	.75—	6.00
Miller's Asthma Remedy	2.00—	16.85
Bay Essence (1600), 1 lb., per lb.	—	2.00
½-lb., per lb.	—	2.00
¼-lb., per lb.	—	2.40
Blacking No. 1	.15—	1.00
No. 2	.25—	1.65
Blood & Nerve Tonic (748)	.75—	6.00
Botanic Bitters	.50—	4.50
Dyspepsia Cure	.50—	4.50
Hair Dyes (1903)	.50—	3.50
(Haynes') Arabian Balsam (1644)	1.00—	9.00
Magnetic Balm (1980) R.	.25—	1.85
Mentholine (1805A)	.25—	2.00
(Polk) Horehound Cough Syrup (1604)	.25—	1.75
Italian Insect Powder (1604)	.10—	.80
	.25—	1.75
	.50—	4.00
Ten Cent Liver Pills (1604)	.10—	.60
Victory Poultry Food (1604)	.25—	1.75
Soothing & Healing Balsam (1644)	.50—	4.00
	1.00—	9.00
	1.50—	14.00
Veg-A-Tab Tablets (2497)	.25—	2.00
Vegetable Expectorant (1644)	.35—	3.00
	1.00—	9.00
Wormwood Ointment	.50—	4.00
Milne's Essence of Pancreatin (1607A)	1.00—	7.80
Of Pepsin (1607A)	1.00—	7.80
Liquid Rennet (1607A)	.25—	1.50
Pepsin Tablets (1607A)	.25—	1.50
Milroy's Quarantine Fluid (225A)	.30—	2.75
Milton's Royal Ointment	.25—	2.00
Minard's Cherokee Vermifuge (1608)	.25—	2.00
Firine Balsam (King Cough Cure) (1608)	.25—	2.00
Hylivers (1608)	.25—	2.00
King Blood Compound (1608)	1.00—	9.00
Cure for Rheumatism (1608)	1.00—	9.00
Kidney Cure (1608)	1.00—	9.00
Liniment (King of Pain) (1608)	.25—	2.00
	1.00—	9.00
Mincasea (241)	1.00—	8.00
Miner's Botanic Drops (561) R.	.35—	3.00
Damiana & Celery Comp. (1608A)	1.00—	9.00
Ointment (561) R.	.25—	2.00
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Mineral Earth	.35—	2.50
Mineroline	.25—	1.75
Minsay's Magic Balsam	.50—	3.50
	1.00—	7.50
Relief	.35—	2.75
Toothache Drops	.25—	1.50
Minim Roux (for Toothache) (425)	.25—	1.50
Minnehaha Cologne (1480)	.25—	1.25
Minoleum	1.00—	8.00
Minor's Bicycle Oil (2051)	.10—	.75
Rat Paste	.15—	1.25
Minorcan Hair Renewer (2370)	.25—	1.75
Minot's Dentifrice (2295A)	.25—	2.00
Extract Witch Hazel (2295A)	.25—	1.75
Glycerine Jelly of Violets (2295A)	.25—	1.75
Menthol Inhaler (2295A)	.10—	.75
Shampoo Jelly (2295A)	.25—	2.00
M. I. N. Y. Tablets	.50—	4.00
Mint Salve (629)	.20—	1.20
Minute Oil (524)	.25—	2.00
	.50—	4.00
Mi-o-na (263) R.	.50—	4.00
Laxative (See Booth's Pills).		
Mirade Salve	.10—	.75
Mirelle's Cocaine Paste (847)	.60—	4.25
Syrup Codeine Bromohydr. (847)	1.00—	8.50
Mischolin (1839)	.75—	5.40

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Retail. Doz

Mishler's Bondonna (2243)..... 1.00— 9.00
Blue Label Bitters (124) .... 1.00— 7.50
Green Label Bitters (124).... 2.00—12.00
Herb Bitters (124) .... 1.00— 8.50
Pills (124) .... .25— 1.50
Red Label Bitters (124) ..... 2.00—12.00
Mississippi Diarrhoea Cordal (2489) R .25— 1.90
.50— 3.75
Mist. Dewberry Comp, (1313)... .50— 4.00
.75— 6.00
Mistura Creosote Comp. (1334). 1.00— 9.00
Pectorole (1667) .... .75— 6.00
M. I. S. T. (1610) .... .50— 4.00
1.00— 8.00
Syphilitic Tonic (1610) .... 1.00— 8.00
Mitchella Compound (704) ...... 1.00— 8.00
Mitchell's Ague Cure (894) ...... .75— 6.00
Belladonna Plasters (1748) .. .25— 1.60
Court Plasters (1748) ...... .10— .60
Cure-All Corn and Bunion Plasters (1748) .25— 2.10
.50— 3.75
Eureka Cough Syrup (1401).. 1.00— 8.00
Eye Salve (1016) .... .25— 1.50
Kidney Plasters (1748)...... .50— 3.75
Nerve & Bone Liniment (124) .25— 1.75
.50— 3.50
Petroleum Jelly .... .25— 1.75
Poisoned Wheat .... .15— 1.00
.25— 1.75
Rheumatic Plaster (1748).... .25— 1.90
Syrup of Ipecac (2250) ...... .35— 2.50
Chas. Coco Bola (1610B).... .25— 2.00
.50— 4.00
Cordial (1610B) .... 1.00— 8.00
Elixir Coca Compound (1610B) 1.25—10.00
Healing Hemorrhones (1610B) .50— 4.00
1.00— 8.00
Lithia-Kalia (1610B) .... 1.00— 8.00
Liquor Benzo Heroin (1610B) .50— 4.00
Medicora Pastilles (1610B) .50— 4.00
Nasal Bougies (1610B).... .75— 6.00
Puritas (1610B) .... .25— 2.00
.50—4.00
.75—6.00
Prostatic Bougies (1610B). .50— 4.00
Rectal Suppositories (1610B) .75— 6.00
Sanitaris Elixir Verilitas (1610B) 1.00— 8.00
Intra Uterine Cones (1610B) .75— 6.00
Metral Disks (1610B)..... .50— 4.00
Muslin Hoods (1610B).... .25— 2.00
San Urina Capsules (1610BB) .50— 4.00
Urethral Bogies (1610B).. 1.25—10.00
Crayons (1610B) ...... 1.25—10.00
bot. —10.00
Vaginal Bougies (1610B)... .50— 4.00
Mixer's Syrup, Cancer & Scrofula (1611) 1.00— 7.50
Mixtura Simplex (1105) No. 13.... .25— 2.00
.50— 4.00
Mizpah Cure (1320) .... .50— 4.50
1.00— 9.00
M. K. N. Cough Syrup (2238).. .25— 1.25
Diarrhoea Remedy (2238).... .25—
Female Alterative (2238) .... 1.00— 7.00
Comp. (2238) .... 1.00— 7.00
M. K. N. Liniment (2238) .... .50— 3.00
Liver Pills (2238) .... .25— 1.25
Salve (2238) .... .10— .75
Moc-ci-tong, Indian (1789) per pts. per C. —1.00
Modjeska Bouquet (1405) ...... .25— 2.00
.50— 4.00
Cold Cream (1405) .... .25— 2.00
1.00— 8.00
Complexion Soap (1405) .... .20— 1.50
Tooth Powders (1405) ...... .25— 2.00
Modene (2622) .... 1.00— 8.00
Modoc Oil (1789) .... .25— 1.75
.50— 3.50
Modoformol (118) .... .50— 4.00
1.00— 9.60
Modo-formal (515) .... 1.00— 9.60
Moffat's Life Pills (1873B)....... .25— 1.75
Phoenix Bitters (1873B)...... 1.00— 9.00
Moffett's Indian Weed (1614).. 1.00— 8.00
Teethina (1614) .... .25— 1.90
Mohawk Liniment (1619) .... .25— 1.80
.50— 3.60
Stomach Bitters (1619) ...... .50— 3.60
Mohican Water (1619) qts. per C. —14.00
pts., per C. —10.00
Temperance Drinks (1619)... .15— 1.20
Mohr's German Fly Paper, per ream.. — 8.00
Moitier's Ferrugineaux Vin Quinquina (847) 2.50—23.00
.50— 4.00
Moller's Cod Liver Oil (2143) R. .75— 6.75

Retail Doz

Mollifene .... .50— 4.00
Mona Asthma Cure (551A)...... .50— 4.00
Cough Syrup (551A) .... .25— 2.00
Hair Tonic (551A) .... .50— 4.00
Kidney & Bladder Cure(551A) .75— 6.00
Liniment (551A) .... .25— 2.00
Liver Tonic (551A) . .50— 4.00
1.00— 8.00
Ointment (551A) .... .25— 2.00
Tooth Powder (551A) .... .25— 2.00
Wash (551A) .... .25— 2.00
Witch Hazel Lotion (551A).. .25— 2.00
Monahan's Antiseptic (1624).... .50— 3.60
1.00— 7.20
Antiseptic Soap (1624) .... .25— 1.80
Toilet Soap (1624) .... .25— 1.80
Monavon's Eupeptique (847).... 2.50—21.00
Kola Elixir (847) .... 2.00—18.00
Wine (847) .... 2.00—19.00
Monell's Balsam Wild Cherry & Tar (1620) .50— 3.50
Cough & Cold Capsules (1620) 1.00— 8.50
Codeine, Cubebs & Iron Paste (1620) 1.00— 8.50
Comp. Ext. Copaiba, Cubebs & Iron (1620) 1.00— 9.00
Syrup Stillingia (1620)... 1.00— 7.20
Female Pills (1620).......... .50— 3.50
Helonias Cordial (1620)...... .75— 6.75
Soda Bitters (1620) .... .50— 3.50
Teething Cordial (1620)...... .25— 1.75
Ten Minute Pain Destroyer (1620) .10— .95
.25— 2.00
1.00— 8.00
Ointment (1620) .25— 2.00
Monitor Liniment (1480) .... .25— 1.90
.50— 3.80
1.00— 7.60
Monk's Tamarind Troches ..... .35— 2.75
Monrad's Antiseptic Lotion (1623) .25— 1.80
1.25—12.00
2.00—21.00
3.50—36.00
for shaving 1.00— 9.00
1.50—15.00
2.50—24.00
Aromatic Angostura Cocktail 1.00— 9.00
Douche (1623) .... 1.50—12.00
Headache Capsules (1623).... .25— 1.50
Monroe's Arnica Liniment (2467) .50— 3.00
Belladonna Plasters (2467) .. .25— 1.00
& Capsicum Plasters
Bronchial Lozenges (2467).. .25— 1.00
(2467) .10— .70
(1626A) 1.00— 8.00
Cough Balsam (2467) ...... .25— 1.40
.50— 2.80
Creosote & Ichthyol Comp. (1626A) 1.00— 8.00
5 pts. — 5.50
Elixir Salicylic Acid Comp. 5 pts. — 2.75
Herb Tea (2467) .... .25— 2.00
Laxa Tablets (1657) .... .25— 1.75
Relief Plaster (2467) .... .25— 1.00
Unguentum Resorcin Comp. (1626A) .25— 2.00
.50— 4.00
per lb. — 2.25
Monte Cristo Hair Preserver (1598) 1.00— 8.00
1.50—14.00
Montegniet's Cough Capsules (847) 1.00— 8.50
Syrup (847) .... 1.00— 8.50
Trochisques (847) .... .75— 5.50
Montgomery Antiseptic Dental Powder (1627) .25— 1.75
Hair Restorer (1628)...... 1.00— 7.50
Monti's Menthol Cream.......... .10— .75
Monsarrat's Cough Mixture...... .25— 2.00
.50— 4.00
Diarrhoea & Dysentery Mixture .25— 2.00
F. & A. Pills.................. .50— 4.00
Montserrat Arrowroot (763)...... .15— 1.00
Lime Juice (763)............. .50— 3.25
.75— 5.50
Moody's Grape Juice .... .50— 4.00
Moore Bros.' Cattle Tonic (1631) .50— 4.00
Cleansing Drench (1631).. .50— 4.00
Gall Powders (1631)....... .50— 4.00
1.00— 8.00
General Cow Drink (1631) .50— 4.00
Golden Blister (1631)...... 1.00— 8.00
Worm Powders (1631) .... 1.00— 8.00
Moore & Taylor's Paris Pastilles .35— 2.25
Moore's Anti-Bilious Pills (1944) .25— 2.00
Antiseptic Talcum Powder (1635) .20— 1.25
Bowel Regulator (1635)....... .25— 1.75
Charcoal Tablets (1635)...... .15— 1.00
Corn Rooter (375)........... .10— .75
Digestor (661) .... .10— .75
.25— 2.00
.50— 4.00

Retail Doz

Moore's Essence of Life ([illegible]) . [illegible]
Grippe Pills (1944)........... .25— 2.00
Headache Discs (1635)....... .10— .75
.25— 1.50
Lozenges (106) .... .10— .35
.25— 2.00
North Carolina Tar Syrup (1635) .25— 1.75
Orange Worm Syrup (1635)... .25— 1.75
Pectoral Pastilles .... .25— 1.75
Pilules (166) .... .50— 4.00
Poison Oak Remedy (1491)... .25— 2.00
Powders (166) .... .25— 2.00
Red Skin Liniment (1635).... .25— 1.75
Revealed Remedy (2325)...... 1.00— 8.00
Seventh Wonder (2156)....... .25— 1.50
Siberian Face Powder (1635) .20— 1.25
Special Liver Tablets (661).. .25— 2.00
Tar Syrup (2307)............. .25— 2.00
Throat & Lung Lozenges (166) .10— .85
.25— 2.00
Tree of Life .... 1.00— 7.50
White Fleece Talcum Powder (1635) .20— 1.25
Moorehead Syrup Phosphates.... .50— 4.00
1.00— 8.00
Moorholine .... 1.00— 8.00
Moorman's Tincture for Pregnant Women (2653) R. 2.00—16.75
Mora Nuova Tablets............ .50— 4.00
Morat's Lemon Balm............ .10— .75
.25— 1.50
Moreau's Antidiabetic Solution (847) 2.00—18.00
Morehead's Plasters (1016)...... .25— 2.00
Morey Kidney Remedy (1053) per box — 1.50
Morey's Intemperance Remedy 2.00—18.00
Extract Cedarwood.......... .25— 2.00
Morgan's Bismopepsin Tablets (1639) .15— 1.00
Bloodroot Cough Tablets (1639) .15— 1.00
Brotanlid (1639) 100 5-gr. Tabs. — .50
Coca Wine (1639) .... 1.00— 7.00
Cod Liver Oil & Horehound Drops (1640) 20 5c. pkgs — .55
Effervescent Lithia Wafers "Fut-Ake" (2315A) .... .10— .75
Headache Wafers (1643) ..... .25— 1.85
Liquid Hypophosphites & Combinations (1639) 1.00— 8.00
Mouth Wash (2277) .... .50— 3.75
Pepsin Tablets (1639) .... .15— 1.00
Quincoca (1639)............... 1.00— 8.00
Sabalol Balsam (1639)........ 1.00— 9.00
Spray (1639) .... .50— 4.25
1.00— 8.00
Tablets (1639) .... .50— 4.00
Santo Palmetto (1639) .... .75— 6.50
Soothing Syrup (743) .... .25— 1.25
Tissue Food (1639) .... 1.00— 8.00
Tooth Powders (2277) .... .25— 1.75
Vaginal Wafers (1639) per 100 — .75
per 500 — 2.75
Worm Syrup (743) .... .25— 1.25
Morin's Anti-Bilious Pills (1657) .25— 1.50
Anti-Coryza (1657) .... .25— 1.75
Broma (1657) .... .50— 4.50
Pilules Vegetal Viel (1657)... .50— 4.50
Salina (1657) .... .25— 1.75
Sirop Vegetal Viel (1657)..... .50— 4.50
Wine Creso-Phates (1657).... .50— 4.50
Morison's Aperient Powder (847) .50— 4.50
Ointment (847) .... .50— 3.50
Pills (847) .... .35— 2.25
.50— 3.25
1.00— 8.00
Morley's Aromatic Elixir of Ginger (1646) R. .50— 3.90
Barbers Hair Dye (1646) R. .50— 3.90
Blackberry Balsam (1646) R. .25— 1.95
Buchulin (1646) ....R. 1.00— 7.80
Honey Pectoral (1646) ....R. .25— 1.95
Improved Hair Restorer (1646) R. 1.00— 7.80
Liver & Kidney Cordial (1646) R. 1.00— 7.80
Little Liver Pills (1646) ...R. .25— 1.60
Sarsaparilla (1646) R. . 1.00— 7.80
Tasteless Chill Syrup (1646) R. .50— 3.90
Wonderful Eight (1646)....R. .25— 1.95
.50— 3.90
Mormon Elder's Attraction Wafers (568) 1.00— 8.00
Damiana Wafers (568) White or Pink 1.00— 8.00
2.00—16.00
Sandal Wafers (568) .... 1.00— 8.00
Moro's Pills (1657) .... .50— 4.00
Moroney's Anti-Cold Cure (1647) ... — ...
Beef, Iron & Wine (1647).... .75— 6.00
Carbolized Witch Hazel Salve (1647) .25— 1.50
Celery Nervine (1647) .... .75— 6.00

	Retail.	Doz.
Moroney's Kidney & Liver Pills (1647)	.25—	1.50
Magnetic Liniment (1647)	.25—	1.50
Quinine Hair Tonic (1647)	.25—	1.50
Sarsaparilla Comp. (1647)	.75—	6.00
Tar & Wild Cherry Cough Syrup (1647)	.75—	6.00
Morr-Arsenol (Foster's)	1.00—	9.00
Morrhistinol (1647A)	1.00—	8.00
With Creosote & Gualacol	1.00—	9.00
Morrhualine Wild Cherry Cordial (1667)	1.00—	7.80
Morrhumalt (2637)	1.00—	8.00
with Gualacol and Creosote Carbonate	1.00—	8.00
Morrhuvin (1051)	1.00—	7.00
with Beef Juice (1051)	1.00—	7.00
with Pepsin (1051)	1.00—	7.00
Morris' Antiseptic (1651)	.25—	1.75
	.50—	3.00
(1649)	.10—	.75
	.25—	1.75
	.50—	3.00
Cascarine (1649)	.50—	4.00
Creole Condition Powders (1649)	.25—	1.50
English Absorbent Ointment (2572)	.50—	4.00
Stable Liniment (2572)	.25—	2.00
	.50—	4.00
Powders (2572)	.25—	1.60
Worm Powders (2572)	.50—	4.00
Extract of Beef (1648)	—	3.10
	—	4.50
	—	8.00
	—	13.50
per lb.	—	1.00
Horse & Cattle Powders (2393)	.25—	1.50
Instant Pain Remedy (124)	.50—	3.50
(1639) per 100	—	.35
Meat Extract (1649)	—	2.25
	—	3.50
	—	6.50
	—	11.00
	—	22.00
Pink Mixture (1649)	.50—	3.50
Pleasant Toothache Drops (743)	.10—	.60
Tar Syrup (124)	.25—	1.75
	.50—	3.50
	1.00—	7.50
Morrissey's Dyspepsia Cure	.50—	4.50
Morrison's Cough Syrup (1215)	.25—	1.75
Dead Sure Worm Medicine (843)	.50—	4.00
English Liniment (843)	.50—	4.00
	1.00—	7.20
Headache Cure	.25—	1.75
Liniment (1215)	.25—	1.75
Stable Salve (843)	.25—	2.00
Sure Tonic Cure	1.00—	8.00
Tablets	1.00—	7.50
Vegetable Comp. (Cattle, etc.) (843)	.25—	2.00
	1.00—	8.00
Veterinary Colic Cure (843)	1.00—	8.00
Fever Drops (843)	.50—	4.00
Morrow's Liverlax (1328)	.25—	1.75
Morse's Bronchial Troches (2581)	.25—	1.50
Cod Liver Oil Cream (1655) R	1.00—	8.50
Celery Soda Syrup	.50—	4.00
Dyspepsia Cure (1655)	.50—	4.25
Glycerole of Celery Comp (1665) R.	.50—	4.25
	1.00—	8.50
Hydrastis Hypophosphites	1.00—	8.00
Indian Root Pills (518)	.25—	2.00
Invigorating Cordial (2051)	2.00—	18.00
Kidney Cure	1.50—	10.00
Luxurene	.50—	3.00
Malt Pepsin	1.50—	12.00
Tablets	1.50—	12.00
Norwegian Cod Liver Oil Carbolated (1655) R.	1.00—	8.50
Creosoted (1655) R.	1.00—	8.50
Perfected Emulsion with Hypophosphites Lime & Soda (1655) R.	1.00—	8.50
Morse's Syrup Hydrastis Hypophosphites	1.00—	8.50
Walnut Hair Stain	.50—	4.50
Wild Cherry Syrup	1.00—	8.50
Yellow Dock (1656)	1.00—	8.00
Morson's Beechwood Kreasote (847)	.35—	2.75
per lb.	—	1.60
½s per lb.	—	1.75
¼s per lb	—	2.00
Chlorodyne (847)	.50—	3.50
	1.25—	10.00
Kreasote (847)	.50—	3.25
per lb.	—	2.60
½s per lb.	—	2.90
¼s per lb.	—	3.00

	Retail.	Doz.
Motsko's Wine of Colchicum Root (847)	2.50—	21.00
Seed (847)	2.50—	21.00
Mortimer's Electrique Recuperateur (1657)	.25—	1.75
Pile Cure	.50—	4.00
Morton's Asthma Cigarettes (225A)	.50—	4.20
Guajacocaine	.50—	4.50
Moscos	.25—	2.00
Mose's White Pine Expectorant	.25—	2.00
Moses' (Job) Pills (710)	1.00—	8.00
Mosher's Cough Syrup	.25—	2.00
Mosley's Aural Oil	.50—	4.00
Bugleweed Extract	.50—	4.00
Lemon Elixir	.50—	4.00
	1.00—	8.00
Hot Drops	—	2.00
Pile Remedy	.50—	3.75
Sure Cure	1.00—	8.00
Mosquera Beef Jelly (1830)	—	5.00
Meal (1830)	—	5.00
Mosquito Banisher (1088)	.25—	1.88
Mossoline (See Fairchilds).		
Mothe's Copaiba Capsules (847)	.75—	5.75
Mother Cary's Corn Remedy (1401)	.25—	2.00
Dyspepsia Powders (1401)	.75—	6.00
Eucalyptus Tea (1401)	.50—	4.00
Eye Water (1401)	.25—	2.00
Gray's Australian Leaf (1776)	.50—	4.00
Gum Tree Cough Syrup (1401)	.75—	6.00
Salve (1401)	.25—	2.00
Vegetable Liver Pills (1401)	.25—	2.00
Gray's Children Sweet Powder (1776)	.25—	2.10
Hubbard's Soothing Syrup (1836) R.	.25—	1.50
Jackson's Cherry Cough Balsam (1088)	.25—	1.75
Noble's Female Tonic (670)	1.00—	7.00
Healing Syrup (1261)	.50—	3.50
	1.00—	7.00
Siegel's Curative Syrup (1659)	.60—	6.00
Ointment (1659)	.25—	2.00
Operating Pills (1659)	.25—	2.00
Plasters (1659)	.25—	2.00
Mother's Family Cough Syrup (558)	.25—	1.75
	.50—	3.50
Friend, See Bradfields.		
Headache Chocolate	.25—	2.00
Home Blackberry Cordial (1828)	.35—	2.25
Korn Kure (558)	.15—	1.25
Liver Regulator (574)	.10—	.75
Medicated Soap	.25—	2.00
Pioneer Pills	.25—	2.00
Salve	.25—	2.00
Worm Syrup (466)	.25—	1.75
Motherwort Comp. (1655) R.	1.00—	8.00
Mott's Hair Invigorator	.50—	3.50
Magic Cleanser	.25—	2.00
Nervertine Pills (2622)	1.00—	8.00
Pennyroyal Pills (2622)	1.00—	8.00
Tansy Pills (2622)	1.00—	8.00
Vegetable Compound	1.00—	8.50
Mouche's de Milan (847)	.05—	.25
Mouchin's Antiheadache (1444A)	.10—	.75
	.25—	1.75
Cough Compound (1444A)	.25—	1.50
Moulin-Morison's Lemonade Powders (847)	.60—	4.50
Ointment (847)	1.00—	7.50
Pills (847) Nos. 1 or 2	.25—	2.50
Mounsey's Preston Salts	.25—	1.75
Mount (See Mt.).		
Mountain Asthma Cure (2331)	.50—	4.00
Flux Cure (1841)	.25—	2.00
Herbs (2448)	.25—	2.00
Mouries' Osteine (847)	.85—	5.75
Mousnier's Brown-Sequard's Injection (847)	3.50—	32.00
Moussette's Anti-Neuralgic Pills (847)	.85—	7.00
Mowe's Cough Balsam	.35—	2.75
Moxie (1661)	.15—	1.30
	.25—	2.10
Catarrh Cure	.25—	2.10
Nerve Lozenges	.15—	1.20
Moyon's Corn Cure (1662)	.10—	.75
Cough Syrup (1662)	.25—	1.75
Headache Tablets (1662)	.10—	.75
	.25—	1.75
Liniment (1662)	.25—	1.75
	.50—	4.00
	1.00—	6.00
Sarsaparilla Comp (1662)	.75—	6.00
Vegetable Liver Pills (1662)	.25—	1.75
Moyer's Coca & Calisaya Sarsaparilla	1.00—	6.00
Extract Sarsaparilla, Kola & Calisaya	.50—	4.50
Headache Tablets (1663)	.10—	.75

	Retail.	Doz.
Moyer's Liver Pills (1663)	.20—	1.40
Quick Quinine Cold Cure (1663)	.25—	1.75
Sure Cough Cure (1663)	.25—	2.00
White Liniment (1663)	.25—	2.00
Moyle's Catarrh Remedy	.50—	4.00
Inhaler	.50—	4.00
Moyra-Puama	2.00—	18.00
Pearls	2.00—	19.00
Mrs. J.'s Bug Exit (1722)	.25—	1.35
	2.50—	21.00
Mt. Vernon Bay Rum (1419)	.10—	.75
Cologne (1419)	.10—	.75
Hood Pepsin & Celery Bitters (254B)	.50—	3.50
	1.00—	7.00
Talcum Powders (1419)	.10—	.75
Muchet (831)	1.00—	8.00
Muckross, Piles	.25—	1.75
Muco Lubricans	.25—	2.10
Mueller's Beef, Iron & Wine	.25—	2.00
	.50—	4.00
Little Eye Injection	.50—	4.00
Worm Syrup	.25—	2.00
Mulcaster's Liniment (1805A)	1.25—	11.00
Mul-en-ol Hair Tonic (807)	.50—	4.00
Plasters (807)	.15—	1.00
Tooth Powder (807)	.25—	1.85
Wash (807)	.25—	1.85
Muley Maker (1193)	1.00—	8.00
Mulford's Beef Peptone (1667)	1.00—	7.20
With Creosote	1.00—	7.20
Buchu Compound (1667)	1.00—	7.80
Elixir Saw Palmetto Comp. (1667)	1.00—	9.00
Extract of Cod Liver Oil (1667)	1.00—	7.20
Liquor Ferri Mangan Comp. (1667)	1.00—	7.80
Pepsin Cordial (1667)	.75—	6.00
Perfumed Bath Tablets (1667)	.25—	2.00
Pre-Digested Beef (1667)	—	9.00
with Gualacol	—	10.00
Mulhearn's California Orange Bitters (1668) per case	—	7.50
Mull's Anti-Belch Wafers (1442)	.50—	4.00
Grape Tonic (1442) R.	.50—	4.00
	1.00—	8.00
Lightning Catarrh Cure (1442) R.	.50—	4.00
Cough Cure (1442) R.	.25—	2.00
	.50—	4.00
Pain Killer (1442) R.	.25—	2.00
R.	.50—	4.00
Pile Ointment (1442) R.	.50—	4.00
Specific, Summer Complaint (1442) R.	.25—	2.00
Pioneer Cure (1442)		
Kidney Disease R.	.25—	2.00
	1.00—	6.00
Liver & Impure Blood R.	.25—	2.00
R.	1.00—	6.00
Rheumatism R.	.25—	6.00
R.	1.00—	6.00
Stomach & Dyspepsia R.	.25—	2.00
R.	1.00—	6.00
Female Complaint R.	.25—	2.00
R.	1.00—	6.00
Pills (1442) R.	.25—	2.00
Muller's Condition Powders (2051)	.15—	1.25
Eye Balsam	1.00—	7.00
Fluocreme	.25—	2.25
German Horse Liniment (2051)	.50—	3.50
	1.00—	7.00
Healing Salve (2051)	.25—	2.00
Liquopepsin	.50—	4.00
Muller's P. K. & H. Salve (2051)	.25—	1.50
Pile Ointment	.50—	4.80
Rheumatic Cure	.75—	6.75
Mulleinol (1021)	1.00—	8.00
Mulready's Bilious & Liver Pills (847)	.50—	4.25
Mum (760B)	.25—	2.00
Muni (1672)	.25—	2.00
Muncaster's Cocaine Cubeb Tablets (1030)	.65—	5.00
Cocaine & Rhatany Tablets (1030)	.70—	5.50
Munson's Cough Syrup	.50—	3.75
Munyon's Health Drink (1673)	.10—	.72
	.25—	1.80
Munyon's Inhaler (1673)	1.00—	7.20
Liver Remedies (1673) Small R	.25—	1.80
	.50—	3.60
Special R	1.00—	7.20
	2.00—	14.00
Plasters (1673)	—	1.80
Remedies (1673)	.25—	1.80
	.50—	3.60
	1.00—	7.20
	2.00—	14.40

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Munyon's Witch Hazel Soap (1673) R	.07	.80
	.15	1.25
Munzer's Antiseptine (1722B)		
2 oz.	.10	.90
8 oz.	.40	2.50
12 oz.	.75	4.50
Borated Talcum Powder (1722B)	.15	1.00
Celestial Cream (1722B)	.25	1.50
Cucumber Cream (1722B)	.25	1.50
Dentaform (1722B)	.15	1.00
Witch Hazel Cream (1722B)	.25	1.50
Mure's Diuretic Tea (847)	.75	5.00
Pate d'Escargots (847)	.35	2.75
Syrup Bromide Potassium (847)	2.00	13.00
Strontium (847)	2.00	14.00
Escargots (847)	.75	5.00
Murdock's Liquid Food (1674)	1.00	8.50
	.50	4.75
Murine (Eye Remedy) (1675)	.50	4.00
	1.25	7.20
	5.00	48.00
	8.00	72.00
Salve (Ungentum Hydro Murine) (1675)	1.00	7.20
Muroelum	.50	4.50
Murphy's Cough Balsam	.10	.85
	.25	2.00
Creole Corn Cure		10.75
Toothache Paste	.10	.60
Life Elixir	.50	3.88
Rheumatic Elixir	1.25	10.50
Murray's Almond Nut Cream	.75	6.00
Charcoal Tablets (665)	.25	1.90
Fluid Camphor (801)	.25	2.00
Magnesia (847)	.50	3.00
Muscamore's (241)	.25	2.00
Musculine (401)	1.00	8.00
Musgatong, Mills'	1.00	8.00
Mustow's Heave Powders	1.00	8.00
Mut-Tal-Line	.10	.75
Mutter's Cough Syrup (323)	.50	3.75
M. & W. Cough Drops (1227)	.15	
per box		1.00
Myers' Carbolic Salve (1168)	.25	1.25
Carminative	.25	1.90
Cordial	.35	2.75
Drawing & Healing Salve	.25	2.00
	.50	4.00
Fruit Soda	.38	3.00
Improved Root Beer (1091A)	.25	2.00
Magic Liniment	.25	1.75
Rock Rose (1016)	1.00	8.00
Myrrh (Aromatic) (241)		6.00
Myrtibetes	3.00	24.00
Myrtolene, Schoonmaker's	.50	4.50
Mystic Cleaner	.10	.75
Cure Tablets	.75	6.00
Medication (486A) No. 6	2.00	16.60
Oil of Joy (671A)	.50	3.75
Mystico Liniment (73)	.50	3.60
Mytline	.25	1.50

N

	Retail.	Doz.
"Naboth" Unfermented Grape Juice (1677) per case pints (1 doz.)		2.50
(2 doz.)		4.75
½-pints (4 doz.)		5.00
quarts (1 doz.)		4.50
½-gallons (2-3 doz.)		5.25
gallons (1-3 doz.)		5.00
Naftalan (811A)	.50	4.50
	1.00	9.00
	2.00	18.00
Nagle's Certain Cough Cure (404)	.25	2.00
Pleasant Pills (404)	.25	1.75
Nailitza (1677B)	.25	2.00
Nailor's Liniment (464A)	.25	2.00
Naldire's Distemper Powders (847)	.85	7.00
Dog Soap (847)	.40	3.25
Naomi Cough Mixture	.25	1.75
Napellol	1.25	10.00
Naphey's Medicated Uterine Wafers (1678)	1.00	8.00
Naphos (Liquor) (1924)	.65	5.30
Naphtho Tussin (632)	.75	5.50
Naphtoform (1440)	.85	9.00
Napine Headache Powders (1678A)	.25	1.75
Napine Herb Tea (1678A)	.25	1.50
Narcoti Tobacco Cure	3.00	32.00
Nasal Balm for Catarrh (1039)	1.00	9.00
Narken (100)	1.00	9.00
Narkogen (2422)	1.50	14.40
Nascent Phenic Acid Syrup	1.00	7.00
Nashville Centennial Liniment (219)	.25	1.75
Nasola for Catarrh (1598)	.25	2.00
Nason's Black Female Wafers	1.00	8.00
Male Wafers	1.50	12.00
	3.00	24.00
Nathone's Remedy	1.00	8.00
Natchez Arnica Liniment (1680)	.25	1.75
	.50	3.75
Bot & Colic Cure (1680)	.75	5.50
Charbon Cure (1680)	.75	5.50
Cholera Remedy (1680)	.25	1.75
Corn Cure (1680)	.10	.75
Cough Balsam (1680)	.25	1.75
Cream Balsam (1680)	.50	3.75
German Cologne (1680)	.25	1.75
Horse & Cattle Powders (1680)	.25	1.50
Injection (1680)	.50	3.75
Jamaica Ginger (1680)	.25	1.75
Kidney Cure (1680)	.50	3.75
Liver Pills (1680)	.25	1.50
Pile Remedy (1680)	.50	3.75
Ring Worm Ointment (1680)	.50	3.75
Sarsaparilla Comp. (1680)	.50	4.00
Strengthening Plasters (1680)	.25	2.00
Toothache Drops (1680)	.10	.75
Vermifuge (1680)	.25	1.75
Worm Candy (1680)		1.50
Nathrolithic Salts (401)	.50	4.00
Water	.25	2.00
National Corn Remover (560)	.10	.75
Hog Cholera Cure (131A)	.25	1.75
Specific (561)	.25	2.12
Stock Feed (1683)	.50	4.00
	1.00	8.00
Swine & Poultry Remedies (1687)	.50	
	1.00	
	5.00	
National Remedy Cascara Pills	.25	1.25
National Stock Remedy Co.'s Stock Food (1687)	.50	
	1.00	
	5.00	
	10.00	
Nativelle's (847)	1.00	9.50
Natroline (1062)		4.50
Natural Digestive Nerve Tonic (2626)	1.00	8.00
Hair Tonic (2626)	.50	4.00
Liver Pectoral (2626)	.25	2.00
	.50	4.00
Liver Reglator (2626)	.25	2.00
	.50	4.00
Ointment (2626)	.25	2.00
White Oil (2598)	.50	4.00
Nature's Balsam (1436)	.50	3.60
Catarrh Cure (1436)	.50	3.60
Corn Cure (1436)	.10	.75
Eye Salve (2467)	.25	1.10
Headache Tablets (1436)	.10	.60
	.25	1.50
Health Restorer (2638)	1.00	
Nerve Pills (1436)	.50	3.00
Oil (1436)	.50	3.60
Pile Cure (1436)	.50	3.60
Remedy (1436) (Tablets)	1.00	7.00
(Powdered)	1.00	7.00
Worm Tablets (1436)	.25	1.50
Nau's Dyspepsia Cure (1690)	1.00	8.00
Liver Pills (1690)	.25	1.75
Nault's Corn Salve	.15	.90
Naumar's Anti-Grippe	.25	1.80
Electric Corn Cure	.15	1.00
Navaun's Celery Wine	.50	4.00
Kidney Specific	.25	2.00
Naviculine (367A)	3.00	27.00
Nay's English Kidney Pills (2173)	.25	2.00
Nazol	.25	2.00
N. & B. I. X. L. Liniment (1168)	.25	1.25
N.C. Antiseptic Compound (2467)	.25	1.50
Tooth Paste (2467)	.25	1.50
Wash (2467)	.25	1.50
Cure Tablets (2467)	.25	1.50
Eye Salve (2567)	.25	1.10
Hair Vigor (2467)	.75	5.00
Honey & Tar (2467)	.25	1.40
Palmetto Sandal Kidney Tonic (2467)	.50	3.00
Scalp Tonic & Dandruff Cure (2467)	.75	5.00
Stone Root Kidney Cure (2467)	.50	3.00
White Liniment (2467)	.50	2.80
Worm Lozenges (2467)	.25	1.40
Neat's Witch Hazel Jelly (2622)	.25	2.00
Neave's Infant Food (847)	.40	3.25
Necleo (831)	.50	4.00
Ne-Cu-De	.75	5.50
Needham's Red Clover Blossoms (1694)	.50	4.00
Extract (1694) fluid	1.00	8.00
solid	2.50	20.00
Neer's Keystone Liniment	.25	1.90
Neergaard's Cherry & Tolu Balsam (2676A)	.25	2.25
	.50	4.50
Coca Elixir (1695A)		16.00
Wine (1695A)	1.00	9.00
(1695A)	1.50	13.50
Ext. Sarsaparilla (1695A)	.75	6.00
Neergaard's Elixir Calisaya & Iron (1695A)	.75	6.00
Iron & Phosphate (1695A)	1.00	8.00
Guarana (1695A)	3.00	24.00
Liquid Acid Pepsin (1695A)	1.50	12.00
Pancreatine Wine (1695)	2.00	16.50
Aromat.	2.00	19.50
Pepsin & Pancreatin Wine (1695A)	2.00	19.50
Pepsin Wine (1695A)	1.50	12.00
Aromat.	2.00	16.50
Quinine Hair Tonic (1695A)	1.00	8.00
Solution Hypophosphites Comp. (1695A)	1.50	12.00
Iron	1.50	13.00
Syrup - Hypophosphites (1695A)	1.50	12.00
with Iron	1.50	13.00
with Lime	1.00	8.00
with Potass	1.00	8.00
with Soda	1.00	8.00
(1695A)	1.75	15.00
Tonic Aperient (1650A)	1.50	12.00
Pomade (1695A)	.50	4.00
Tooth Wash (1695A)	.50	4.00
Neilson's Anti-Dyspeptic Pills (1088)	1.00	5.00
Carminative (1089)	.50	4.00
Neimeyer's Cod Liver Oil	1.00	8.00
Nelaton's Rectum Suppositories (2143) 16 in box		4.50
40 in box		9.00
Rheumatism Remedy (1697)	1.00	8.00
Nelson, Baker & Co.'s (1698)		
Acid Phosphates, Liquid	.35	2.30
Phosphoric, Diluted, U. S. P.	.35	2.40
Alkal-Antiseptine	.25	1.75
	.50	3.30
	.75	4.50
	.90	5.40
with Nasal Douche	.50	4.00
Antiseptine	.25	1.75
	.50	3.30
	.75	4.50
	.90	5.40
Suppositories	.50	4.50
Baker's Talcum Toilet Powder (white)	.10	.75
Balsamic Hypophosphites	1.00	7.50
Beef, Iron and Cognac	.75	5.75
and Orange Wine	.75	5.00
Blackberry Balsam	.75	6.00
Cordial	.75	6.00
Boroglyceride, 50 p. c.	.35	3.00
	.50	4.50
Bromanodyne	1.50	13.50
Bromoform Bronchial Anodyne	1.00	8.00
Bronchial Sedative, Palmer	.75	6.00
Calisaya Tonique	.75	6.00
Camphor Ice, Antiseptine	.25	1.25
Carbolized Witch Hazel Ointment	.25	1.25
Cascara Carminative	1.25	10.20
Jellules	.25	1.25
Castor Oil, Aromatic	.25	1.75
	.75	6.00
Celery, Compound Extract	.75	6.00
Nervine	.75	6.75
Chlorodyne	.40	3.00
Cod Liver Oil Emulsion, with Hypophosphites of Lime and Soda	1.00	7.50
Palatable with Hypophosphites	.75	5.40
Tasteless	.75	6.50
Palatable with Creosote	1.00	7.50
Cough Cubes	.10	.75
Dermaol Ointment	.50	3.50
	.75	6.50
Eupeptic Cordial	1.00	8.00
Hypophosphites	1.00	8.00
Formal-Antiseptine	.25	1.75
	.50	3.30
	.75	4.50
	1.00	5.40
Glycerin Suppositories, 50 grs.	.10	1.00
	.25	1.90
Individual Suppositories, 50 grs.	.10	.90
	.35	2.75
Infant size, 25 grs.	.10	.75
	.25	1.25
Glycerite Heroine Compound	1.25	10.50
Glyceroplasma	.25	2.00
	.50	3.50
	.75	6.00
Haemoglobogen	1.00	6.50
with Arsenic	1.00	6.50
and Strychnia	1.00	6.50
Haemo Man[illegible]	.75	5.40
with Arsenic	.75	5.40
Hemorrhoidal Suppositories	.35	2.75

	Retail.	Doz
Nelson, Baker & Co's Infant Laxative (698)	.75—	5.40
Lettuce Calmative	1.00—	6.75
Lime Juice and Pepsin	1.00—	7.20
Neutralizing Cordial	.75—	5.50
Nutrient Peptones	1.00—	6.75
with Creosote	1.00—	7.50
Pancreatun, Essence	1.00—	8.00
Pepsin, Compound Powder, N. F.	.50—	3.00
and Charcoal	.50—	3.50
Fluid	.50—	4.00
Glycerite, Concentrated, 1-300	.75—	6.50
	.50—	4.00
	1.00—	7.50
Lactated	.50—	3.00
Liquid	1.00—	7.20
Liquid, N. F.	1.00—	6.75
Solution, Aromatic, N. F.	1.00—	6.75
Quinine Chocolates	.25—	1.25
Red Spruce and Codeine Expectorant	1.00—	8.00
Santal Globules (5 min.)	.75—	5.00
Santonin Chocolates	.25—	1.25
Tablets, Lithium Citrate, Effervescing, 3 grs.	.25—	1.75
	.30—	2.00
Tablets, Lithium Citrate, Effervescing, 5 grs.	.35—	2.50
	.50—	3.00
Throat Ease	.10—	.70
	.10—	.75
Tonic Pilocarpine Compound	1.00—	8.00
	1.50—	15.00
Vitalic Hypophosphites	.75—	5.40
Witch Hazel, Distilled Extract	.25—	1.60
	.50—	2.90
Nelson's Amycose with Eucalyptol (1701)	.75—	4.75
Bay Rum	.50—	3.75
Beauty Secret	.25—	1.50
Borax Soap (561) R.	.15—	1.00
Caustic	.10—	.75
Celebrated Corn Cure 1699A)	.10—	.75
Cough Cure (1699A)	.35—	2.50
Inhaler (1699A)	.10—	.75
Liniment (1699)	.25—	1.50
Toothache Drops (1699A)	.10—	.75
Celery Tonic (149)	.75—	5.00
Chalk Balls	.05—	.25
Chill Cure (1680)	.50—	3.75
Colic Cure (1680)	1.00—	8.00
Dandruff Remover (1699)	.50—	4.00
	1.00—	8.50
Foot Comfort (1805A)	.25—	2.00
Hair Discovery	1.00—	8.50
Lemon Salts	.10—	.75
Little Liver Pills (1699A)	.25—	1....
Nerve & Bone Liniment	.25—	1.50
Ox Gall Soap (561) R.	.15—	1.00
Scalp & Hair Cleaner (1700)	.25—	2.00
Shampoo Powder (1699)	.25—	2.00
Soda Powders	.25—	1.25
Straightine (1700)	.25—	2.00
Toilet Powder	.10—	.75
Vinegar Rouge	.25—	1.50
Wafers	.15—	.75
Nenus Pine Tar Shampoo	.25—	1.75
Neocidine (637)	1.25—	12.00
Neoferrum (see Maltine).		
Nepenthe (2422)	1.00—	7.40
Nephriline (1604)	1.50—	11.25
Nephritica (2422)	1.00—	9.84
Nephrogen (465A)	1.50—	12.00
Nerf Drops No. 15 (631)	.25—	2.00
	.50—	4.00
Nervans (465A)	1.50—	12.00
Nervaid, Sandford's	1.00—	8.00
Nerve Beans	1.00—	8.00
Nerve King (1841)	.25—	1.75
Nerve Seeds (1704)	1.00—	7.50
Nerveltzer (118)	.10—	.70
	.25—	1.25
	.50—	4.00
	1.00—	7.00
Never Failing Roach Powder (2308A)	.25—	2.00
Nervine (Celebrated) (2026)	1.00—	8.00
Nervita (2382)	.25—	2.00
	.50—	4.00
Nervitas (1790)	1.00—	7.50
Nervoline, F. & A. Specific	1.00—	8.00
Nervoton (see Severa).		
Nervo-Vital, Laxative (1613)	.10—	.75
	.25—	2.00
Nervutine (900)	1.00—	8.00
Nesbitt's Tar & White Pine	.25—	1.90
	.50—	3.50
	1.00—	7.50
Tooth Powder	.25—	1.75
Nestle's Food*(1705A) R.	.25—	2.25
	.50—	4.50
	3.00—	30.00
Neufaline (847)	.50—	3.00
Neuhauser's Chalk Balls	.10—	.7...
Tablets (2422)		— 4.92

	Retail.	Doz.
Neuralgine (1706)	.50—	3.50
	.25—	1.75
Neuraline Remedy (759)	.10—	.90
	.25—	1.75
Neuril (166)	.50—	4.00
Neurilla (594)	1.00—	8.00
	.25—	1.75
Neurital (434)	1.00—	9.50
Infant Toilet Powder (1602)	.25—	
	.50—	
Injection & Wash for Gonorrhoea, Syphilis, etc. (1602)	1.00—	
Kidney & Liver Regulator (1602)	.50—	
	1.00—	
Lost Vitality Restorer (1602)	1.00—	
Lung & Throat Syrup (1602)	1.00—	
Nerve Tonic (1602)	1.00—	
Pain Cure (1602)	.50—	
Pills (1602)	.25—	
Rectal Suppositories (1602)	1.00—	
Rheumatic Fluid (1596)	1.00—	
Resolvent (1602)	1.00—	
Sarsaparilla Comp. (1602)	1.00	
Tape Worm Remedy (1602)	2.00—	
Uterine Pastilles (1602)	1.00—	
Worm Lozenges (1602)	.25—	
Neuro Phosphates (see Eskay).		
Neurobion (259A)	1.00—	9.00
Neuropathic Liver & Kidney Regulator (1707A)	1.00—	8.00
Neurosine (664) R.	1.00—	8.50
Neurotic Spirits (1088)	1.00—	7.50
Neurotic Syrup (248)	1.00—	6.00
Neu-Rot-Ico Tea (1709)	.25—	1.50
Neurotonic Tablets (1747)	.50—	4.00
	4.00—	36.00
Neverfail (2678)	.25—	
New Blood (831)	.50—	4.00
Century Arnica Salve (247)	.25—	1.30
Chill Tonic (2467)	.50—	3.00
Little Liver Pills (2467)	.15—	1.20
Pile Cure (2467)	.50—	3.00
Witch Hazel Salve (2467)	.25—	1.30
England Cough Syrup	.50—	4.00
Health, Leonard's	1.00—	8.00
Heart (831)	.25—	2.00
Life (831)	.50—	4.00
Condition Powders (1163)	.25—	2.00
South Cologne (583)	.25—	1.50
Youth (831)	2.50—	20.00
New-Skin Liquid Court Plaster (672)	.10—	.75
	.25—	2.00
	.50—	4.00
Newberry's Brain Salt	1.00—	8.00
Tetter Cure (807)	.50—	4.00
Newbro's Herpicide (1101A)	1.00—	8.00
		—18.00
		—30.00
		—54.00
Soap (1101A)	.25—	1.65
Newell's Cough Cure (123)	.50—	4.00
Newlon's Ague Elixir (1727)	.50—	3.00
	1.00—	6.00
Blackberry Elixir (1727)	.25—	1.50
Blood Purifier (1727)	.50—	3.00
Cathartic Liver Pills (1727)	.25—	1.50
Giant Pain Curer (1727)	.25—	1.50
	.50—	3.00
Liver, Stonmach and Kidney (1727)	.50—	3.00
Old Homestead Liniment (1727)	.25—	1.50
	.50—	3.00
	1.00—	6.00
Rheumatic Pills (1727)	.50—	3.00
Tar Weed Smoke Cure (1727)	.50—	3.00
Vermifuge (1727)	.25—	1.50
Newlure Miles'	1.00—	8.50
Newman's Cough Balsam	.25—	2.00
	.50—	4.00
Newton's Catarrh Cure (194)	.50—	4.00
	1.00—	8.00
Coca Elixir	1.00—	8.00
Coca Wine (1942)	.50—	4.00
	1.00—	8.00
Condition Powders (1942)	.25—	1.50
Corn Cure (1942)	.25—	1.75
Healing Balm (1942)	.25—	1.75
Heave, Cough & Distemper Cure (1730)	1.00—	8.00
Honey of Tar (1942)	.25—	1.75
Jaundice Bitters	.25—	1.25
Toothache Cure (1942)	.25—	1.75
Worm Syrup (1942)	.25—	1.75
Nez Perce Catarrh Remedy(1789)	.50—	3.50
Nichol's Bark & Iron Elixir (226)	1.00—	8.00
G. & G. Injection (226)	1.00—	6.00
Goose Grease (226)	.15—	1.00
Iodide of Lime (226)	.50—	4.50
Kola Comp. Cordial (226)		— 8.50
Mutton Tallow (226)	.10—	.75
Oriental Balm (2656) R.	.25—	2.00
	.50—	4.00
Salve (226)	.15—	1.00

	Retail.	Doz
Nichol's Sarsaparilla & Iodide of Lime	1.00—	8.50
Syrup Hypophosphites (226)	1.00—	8.00
Phosphates (226)	1.00—	8.00
Tasteless Cod Liver Oil (226)	1.00—	8.00
Nichols' Carbolic Dentifrice (1734) (Bottles)	.20—	1.50
	.25—	1.75
	.40—	2.25
	.50—	2.50
(Cans)	.25—	2.25
	50.—	4.50
Injection (1401)	1.50—	9.00
Iodide of Iron Sarsaparilla (226)	1.00—	8.00
Prescription No. 175,649(1733)	.50—	3.75
Nichols' Toilet Cream (1733)	.25—	1.75
	.50—	3.50
	1.00—	6.00
	2.00—	11.00
Nicholsons' Liquid Bread (1736)	.35—	2.60
"Nickel" Headache Powders (1735)	.05—	.40
Nickel's Stock Medicine	.25—	1.50
Niemeyer's Prussian Oil (548)	.25—	2.00
Niesthes Compound Syrup Tar (1736A)	.25—	2.00
Comp Kola (1736A)	.10	.85
Liniment (1736A)	.25—	2.00
Nigroline (1841A)	.25—	1.75
Niles' Pile Cure (1107A)	.50—	4.00
Vegetable Pills (1107A)	.25—	1.75
NIX Liniment (1652)	.50—	3.75
Nineteenth Century Catarrh Cure (1670)	1.00—	9.00
Ninety-Nine ("99")	.50—	3.50
"999" Cough & Cold Cure (68)	.25—	2.00
Headache Powders (68)	.10—	.60
Niobe Cleaning Liquid (233)	.15—	1.10
	.25—	1.90
Nip-it (1285)	.10—	.75
Nitine, Herbs	.25—	2.00
	.50—	3.75
Nixon's Grandma Cordial	.25—	1.75
Ointment	.50—	4.00
N. M. S (671A)	.50—	3.75
No-Dandruff (1988)	.50—	3.60
No-Dys-Pep	.50—	4.00
No-Fat Tablets	.25—	2.25
No-Mo-Skeet	.50—	4.00
No-To-Bac (2316)	1.00—	9.60
No. 2, Rheumatic Tablets (1403)	.25—	2.00
Noble's Fever & Ague Remedy	1.00—	8.50
Liver Pills (1261)	.20—	1.00
Tonic Elixir (2198)	.25—	2.00
Noll's Velveto Soap (1737)	.25—	2.33
Nogon	.50—	3.60
Noid's Antiseptic Dandruff Cure (1738)	.75—	
Tooth Wash (1738)	.25—	
Cream Lotion (1738)	.25—	
Noltol (2588) per pt.		— 2.00
Nolandine	1.00—	9.00
Nominigan (2298)	.25—	1.50
Nonpareil Cement (2516)	.10—	.75
Cold Cream (208)	.25—	1.75
Face Powder (208)	.25—	1.10
	.50—	1.75
Tonic Tab-U-Lets (1244)	.50—	4.00
Nora's Dead Sure (243)		— 1.00
Norden's Glycerine Dip (86)	.50—	4.00
	1.00—	8.00
Norman's Foot Salve	.25—	2.00
Magneto Teething Necklace (2585A)	.50—	4.00
Norris' Tonic (1741A)	1.00—	8.00
North's Asthma Cure (131A)	.25—	1.50
Rheumatic Cure	1.00—	8.00
Northrop's Saponaceous Dentifrice (130)	.25—	1.75
	.50—	3.50
Tooth Wash (130)	.75—	7.00
Norton's Asthmatic Cigarettes	.50—	4.20
Catarrhal Anodyne	1.00—	8.00
Catarrh Cure	1.00—	8.00
Chamomile Pills (847)	.50—	4.25
	4.00—	39.00
Pile Pomade (1745)	1.00—	8.00
Pomaria (1745)	.35—	2.75
Salt Rheum Ointment (561)	.50—	3.50
Silver Moon Female Regulator (1745)	1.00—	8.00
Small Pox Preventive (1745)	.35—	2.75
Stimulating Detergent	1.00—	8.00
Norway Woods Pine Syrup (846) R.	.25—	2.00
	.50—	4.00
Norwich Alum Compound Pessaries (1747)	.75—	6.50
Anaesthetic Balm (1747)	.25—	2.00
Norwich's Glycerine Suppositories, screw cap bots. (1747)	.25—	1.50
Glass tubes (1747)	.30—	2.25
Gonorrhoea Crayons (1747)	.75—	4.00
Haemorrhoid Cones (1747)	.50—	4.00
Syrup Terebene Aromatic (1747)	.75—	6.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Norwegian C. L. Oil, Carbolated (1655) R.	1.00	8.00
Creosoted (1655) R.	1.00	8.00
Norwood's Beef Extract (2243)	.25	2.25
Cubeb Cigarettes (2243)	.10	.65
Norwood's Discovery (536)	.75	6.50
Tincture (561)	1.50	12.50
Norwood's Sanitary Fluid (2243)	.50	3.50
Sea Salt (2243)	.10	.85
	.25	1.25
Nosirrah, Female Strength Restorer (1050)	1.00	9.00
Salve (1050)	1.00	9.00
Nosophen (2286)	—	4.50
Nott's Rheumatic Balm	1.00	8.00
Nourry's Iodo-Tannic Wine (847)	1.00	9.50
"Now or Never" Colic, Cholera & Diarrhoea Remedy (1868A)	.25	1.25
Headache Powders (1868A)	.10	.60
Liver Pills (1868A)	.10	.66
Toothache Drops (1868A)	.10	.60
Noyes' Carbolic Cream (1751)	.25	1.50
	.50	3.50
Cod Liver Oil, Guiacol & Hypophosphite Comp. (1751)	1.00	9.00
Dyspepsia Tablets (1751)	.10	.75
per lb.	—	1.20
Ichthyol Comp Ointment (1751)	.25	1.75
per lb.	—	.85
Nox Spots Cleansing Compound	.25	1.60
N. P. D.	.50	3.00
N. R. & Co's Anti-Bilious Pills (1743)	.25	1.25
Nucleo Morrhuene (1284)	1.75	7.20
Nucleo-Ferrimangun (927)	1.00	9.00
Number Six (2295A)	.05	.40
"3800" (551A)	.50	4.00
Nunn's Wang-A-Dang Pulmonic Syrup	.25	2.00
Nu-Ralgy-Kure (574)	.25	2.00
Nu-To-Na (1753B)	1.00	8.00
Nu Tone (1754)	.50	4.50
	1.00	9.00
	2.25	20.25
Nutrico Food (1755)	.25	2.00
	.50	4.00
	.75	6.50
Nutriol (460B)		8.00
Nutritive Hypophosphites (1577) R.	.75	6.25
Nutrivine (1693)	1.00	8.00
	3.00	30.00
Nutrolactis (1758)	1.00	10.00
Nutromulsion (1577) R.	1.00	7.50
Nux-Fos (854A)	.75	6.00
Nuxpeptyn (927)	1.00	10.00
Aurin (927)	1.00	10.00
Nyal's Stone Root Compound (1726)	1.00	
Nysten's Pomade (847)	.85	7.50

O

	Retail.	Doz.
Oakland Hair Bleach (1761)	.25	1.75
Inhaling Bottles (1761)	.10	.75
Oxygen Tablets (1761)	.75	6.00
Oakley's Cockroach & Ant Exterminator (1762)	.50	4.50
	1.00	9.00
Moth & Bed Bug Exterminator (1762)	.25	2.25
	.50	4.50
	1.00	9.00
O. & M.'s Bliss Bitters (1778)	.50	3.50
	1.00	6.50
Cherry Lung Balsam (1778)	.25	1.65
	.50	3.30
	1.00	6.00
Green Mountain Salve (1778)	.15	.8[illegible]
	.25	1.40
Hive Syrup, Honey & Tolu (1778)	.25	1.63
Imp. C. C. Pills (1778)	.25	1.00
Liver Pills (1778)	.25	1.50
Norwegian C. L. Oil (1778)	1.00	6.00
Santonine Worm Lozenges (1778)	.25	1.65
Smilax Sarsaparilla (1778)	1.00	7.00
U. S. P. C. C. Pills (1778)	.25	1.00
O. A. T., Pike's (Shoe Dressing, black) (1890)	.25	2.00
Oat-ine Mulkan's (1578)	1.00	8.00
Oatine Toilet Cream (1762A)	.25	2.00
	.50	3.50
	1.00	7.00
Oatmeal Pills (950)	.25	2.00
Oberholtzer's Camphor-Milk Liniment (1763)	.25	2.00
Phoenix Pectoral (1763)	.25	2.00
Sarsaparilla (1763)	.50	4.00
Vegetable Astringent (1763)	.25	2.00
Oberlin's Iodine Soap (847)	1.50	12.00
Obesiolol Pills	2.00	18.00

	Retail.	Doz.
Obesitin	.75	7.00
	1.50	12.00
Occidental Combination Liniment (1764)	.50	3.00
Fresh Cut Lotion (1764)	.50	4.00
Veterinary Phosphate Comp. (1764)	1.00	7.50
Remedy (1764)	1.00	6.00
Occuline Balm (377A)	.25	2.00
Ocean Mist Hair Remover (486A)	1.00	8.30
Weed Heart Remedy (1336)	.50	4.00
	1.00	8.00
Ochsene (241)	—	8.00
O'Connor's Pile Ointment (1765)	1.00	8.00
Octorine Anti-Sweat Powder (1765A)	.25	2.00
Black Hair Dye (1765A)	.50	4.00
Face Powder (1765A)	.25	2.00
Hair Pomade (1765A)	.50	4.00
New Skin Ointment (1765A)	.25	2.00
	.50	4.00
Skin Bleach (1765A)	.50	4.00
	1.00	8.00
Food (1765A)	.50	4.00
Soap (1765A)	.25	2.00
Tablets (1765A)	.50	4.00
	1.00	8.00
Oculine (Eyes)	1.00	8.00
Celery Compound (1681A)	1.00	7.75
Little Liver Pills (1681A)	.25	1.60
Liver Medicine (1681A)	.25	1.85
	1.00	7.75
Odell's O. D. C. Indian Pills (1774)	.25	2.00
Toothache Stopper (204A)	.10	.60
Vegetable Liver Pills (204A)	.25	1.50
Odet's Solution (847)	.75	6.00
Odol	.75	6.00
Odontacura Cure	.25	2.00
Odonthyal (1799)	.50	4.00
Odonto, Choate's	.50	4.00
Odontolon, Colton's	.50	4.20
Odophen (931)	1.00	9.00
Oehlsen's Ox Marrow	.75	6.00
Ogborn's Unfermented Grape Juice (166)	1.00	8.00
O'Gorman's Worm Powders (561)	.25	2.00
O'Hara's Asthma Remedy	.25	1.50
	1.00	7.50
O. I. C. Indian Cure	1.00	8.00
Oil of Gladness (1663)	.50	3.75
Oil of Joy	.25	1.75
Oil Petrole (500)	.35	2.75
Ojoy (1300)	.10	.75
	.25	2.00
O. K. Headache Cure (1168)	.35	2.00
O'Keefe's New American Liniment (2168)	.25	1.85
Okol (2121)	.25	2.00
Old Bonene's Golden Tonic (2296)	.50	3.75
	1.00	7.50
Colony Condition Powders (356)	.25	1.50
Cotton Root Pills (356)	1.00	8.00
Confederate Bitters (2503)	.50	3.75
	1.00	6.50
Country Cough Syrup	.25	2.00
	.50	4.00
	1.00	8.00
Dr. Bonen's Blood & Liver Pills (2296)	.25	1.50
Golden Pain King (2296)	.25	1.80
	.50	3.50
Horse & Cattle Powders (2296)	.25	1.25
Strong's Salve (2202)	.25	1.85
West's Vegeto-Mineral Vitalizer (559)	.25	1.75
	.50	3.50
Dutch Extract of Buchu & Juniper (1831B) R.	.50	3.50
English Castile Soap (1405)	.10	.75
Condition Powders (1337)	.25	2.00
Talcum Powders (1635)	.10	.75
Homestead Arnica Salve (1587)	.25	1.50
	1.00	7.50
Beef, Iron & Wine (1587)	.50	3.75
Blackberry Cordial (1587)	.25	1.75
	.50	3.75
Carbolic Salve (1587)	.25	1.50
Celery Nervine (1587)	.50	3.75
	1.00	7.50
Chill Tonic (1587)	.50	3.75
Condition Powders (1587)	.25	2.25
Cough Cure (1587)	.25	1.75
	.50	3.75
Emulsion Cod Liver Oil (1587)	.50	3.75
	1.00	7.50
Female Regulator (1595)	.50	3.75
	1.00	7.50
Laxative Syrup (1587)	.50	3.75

	Retail.	Doz.
Homestead Liniment (1587)	.25	[illegible]
	.50	3.75
Sarsaparilla (1587)	.50	3.75
	1.00	7.50
Salina Bitters (332)	1.00	9.00
Saul's Catarrh Cure (1588) R.	.10	.80
Pile Ointment (1588)	.10	.80
	.25	1.90
Squaw Indian Cure	.50	4.00
York Lavender Water (2152)	.50	4.00
Olecco (1560)	.50	4.00
Olene (241)	.25	2.00
	.75	6.00
Oleo Chyle	1.00	7.50
Oleo Kammia (2644)	.50	4.50
Olin's Red Clover Comp. (1675)	1.50	10.80
Oliphant's Rheumatic Remedp.	1.00	8.00
Olive Branch Female Remedy (1775)	1.00	7.50
Headache Cure (1775)	.25	1.50
Stomach Tablets (1775)	.25	1.50
Pile Remedy (1775)	1.00	7.50
Ointment (486A)	.50	4.15
Olives Cream Soap (1528)	.10	.75
Olivette Hair Tonic (240)	.75	5.50
Olivine Ointment (1936)	.50	3.65
Olliffe's Anti-Tussine, Coughs (1775A)	.25	2.00
Asthma Cure (1775A)	.75	6.60
Big Six Ointment (1775A)	1.00	8.00
Cholerine Mixture (1775A)	.25	2.00
Cod Liver Oil, Phos. Lime & Wild Cherry (1775A)	1.00	8.00
Dandruff Destroyer (1775A)	.75	6.60
Fever & Ague Remedy (1775A)	.75	6.60
Sarsaparilla (1775A)	1.00	8.00
Ollivier's Depuratifs Biscuits (847)	1.50	16.00
Depurative Pills (847)	1.50	16.00
Olo-pynine	.50	4.00
	1.50	12.00
Olson's Swedish Opium Cure (1091A)	1.00	8.00
Olusa Cathartic Pills (1778A)	.10	.84
	.25	2.10
	.50	4.20
Cough Cure (1778A)	.25	2.10
	.50	4.20
Face Cream (1778A)	1.00	9.00
Headache Powders (1778A)	.10	.84
	.25	2.10
Soap (1778A)	.25	2.10
Olympian Oil	.25	2.00
O'Meara's Balsamic Elixir (2534)	.50	4.50
Tooth Powder (2534)	.35	3.00
Omega Headache Powders (216)	.10	.75
	.25	2.00
Omega Oil (1781)	.10	.80
	.50	4.00
Roach Powders (1550)	.10	.80
Ominico	.75	4.00
O. N. C. (2119)	.50	4.00
	1.00	7.00
One Day Kold Killer	.25	1.75
Lick Mucilage Stick (1282)	.10	.75
Minute Carbolic Salve (645)	.25	1.50
Catarrh Cure (645)	.15	1.00
Colic Cure (645)	.25	1.75
Corn Cure (645)	.10	.60
Plaster (645)	.10	.60
Dyspepsia Tablets (645)	.50	4.00
Eye Salve (645)	.15	1.00
Headache Tablets (645)	.15	1.00
Kidney Tablets (645)	.25	1.50
Laxative Cold Tablets (645)	.25	1.50
Liquid Court Plaster (645)	.10	.60
Pile Cure (645)	.25	1.50
Toothache Drops (578)	.10	.75
Toothache Stick (645)	.10	.60
Witch Hazel Salve (645)	.25	1.50
Ongoline (1936)	.50	3.65
Only Lung Pads	2.00	15.00
[illegible]	.25	2.00
Opal Dentallina (2196A)	.25	1.75
	.50	4.00
Opaline Suppositories (2478)	1.00	8.00
Opera Cream (1783)	.25	2.00
Opitz Roach Paste	.25	2.00
Oppermann's German Butter & Cheese Color (1784)	.25	1.50
Gold Paint (1047)	.10	.75
Household Dyes (1784	.10	.60
Oppenheimer's Malt, Cod Liver Oil & Hypophos. Cream (847)	1.25	11.50
Opticulin (1785)	1.00	10.00
Optsine (See Price).		
Orange Electric Food (2509A)	.25	2.00
	.50	4.00
	1.00	8.00
Malt	.75	6.00
Orangeine (1786)	.10	.75
	.25	2.00
	.50	4.00
	1.00	8.00

	Retail.	Doz.
Oras' Tonic Pills	1.00—	9.00
Ordway's Cough Syrup	.25—	1.50
(D. P.) Plasters (1788)	.25—	1.75
Oregan Electric Relief (254B)	.25—	2.00
	.50—	4.00
Oregon Hair Restorer (2562)	.25—	2.50
Kidney Tea (1091) dry	.25—	2.00
	1.00—	8.00
liq.	1.00—	8.00
Oridonto (for the teeth) (1646)	.50—	3.90
Orien's Catarrh Cream	.50—	4.00
Cure	.50—	4.00
Diabetic Remedy	.50—	4.50
Goll's Corn Cure	.25—	1.75
Headache Cure	.25—	1.75
Liniment	.25—	2.00
Manacea Bitters	1.00—	8.00
Oriental Lung Balsam	.50—	4.00
Pile Ointment	1.00—	8.00
Rheumatic Specific	1.00—	8.00
Orienta Cough Cure	.25—	1.80
Oriental Alkenna (Hair Coloring for Titian Red) Liquid (1180)	2.50—	21.80
powder	5.00—	43.60
Blackhead Powders (98)	.25—	2.25
Catarrh Treatment	.50—	4.00
Lemon Tea (1868)	.25—	2.00
Hair Renewer (2618)	.50—	3.00
Insect Powder	.25—	1.75
Paper (847)	2.00—	17.00
Powders (2659)	.25—	1.75
Toothache Drops (208)	.15—	1.00
Tooth Wash (2617)	.25—	1.50
Orientalis Ambrosia (2407)	1.00—	9.00
Original Abitene Ointment (8)	.25—	1.75
Corn Cure (743)	.15—	1.00
Orland's Clover Tea	.50—	4.00
Lung Cure	.50—	4.00
O K Liniment	.25—	2.00
Red Clover Extract	.50—	4.00
Ornamundo-Soap (see Hambleton)		
Orodentine (1698)	.25—	1.75
Orodont Tooth Wash (1080)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Orrick's Vermifuge	.25—	1.75
Orrine Nos. 1. 3 and 4 (1793A)	2.00—	16.00
No. 2	3.00—	24.00
Orris Tablets (1189)	.25—	2.35
Ortho-Ferrin Plain (1618)	1.00—	7.00
Compound (1618)	1.00—	9.00
Osborn's Golden Ointment (561)	.25—	2.00
Foot Relief (1793B)	.25—	1.25
System Pills	.25—	1.50
Osborn-Colwell Co.'s Aseptine Catarrh Cure (1793B)	.50—	2.25
Beef, Iron & Wine (1793B)	.50—	3.00
Carbol. Witch Hazel Salve (1793B)	.25—	1.00
Celery Comp. with Coca Kola (1793B)	1.00—	4.00
Condition Powders (1793B)	.25—	1.25
Electric Liniment (1793B)	.50—	1.75
Emulsion Cod Liver Oil with Hypophos. (1793B)	1.00—	4.00
Ferro Pepto Mangan (1793B)	1.00—	5.00
Freckle Lotion (1793B)	.25—	1.25
Headache Powders (1793B)	.25—	1.25
Improved Vegetable Comp. (1793B)	1.00—	4.00
Kidney & Liver Cure (1793B)	1.00—	4.00
Laxative Fig Syrup (1793B)	.50—	2.00
Mexican Herb Tea (1793B)	.25—	1.25
Persian Beautifier (1793B)	.50—	3.00
Pile Cure (1793B)	.25—	1.50
Poultry Powders (1793B)	.25—	1.25
Rheumatic Cure (1793B)	.50—	2.75
Restoria for Infants (1793B)	.35—	1.25
Rose-Nail-Ine (1793B)	.25—	1.25
Smelling Salts (1793B)	.25—	1.75
Syrup Sarsaparilla & Red Clover Comp. with Pot. Iod. (1793B)	1.00—	4.00
Tooth Paste (1793B)	.25—	1.50
Tooth Powder (1793B)	.25—	1.25
Tooth Wash (1793B)	.25—	1.25
Vegetable Worm Syrup (1793B)	.25—	1.25
White Pine & Tar Comp. Syrup (1793B)	.25—	1.00
	.50—	2.00
Osborne's Epilepsy Mixture (847)	1.25—	10.25
Nerve & Bone Liniment	.25—	1.50
Tongue Depressing Insufflator (776)	.75—	6.00
Tonic Pills (847)	.75—	5.50
	1.00—	9.00
Universal Pills (847)	.25—	2.25
	.75—	5.50
Osgood's India Cholagogue (1794) R	1.50—	12.50
Osmanlis Oriental Sexual Pills (166)	1.00—	8.50

	Retail.	Doz.
Osmicure Blood & Nerve Tonic (1794A)	.50—	4.00
	1.00—	8.00
Ointment (1794A)	.25—	2.00
	.50—	4.00
Soap (1794A)	.25—	2.00
Osmosine (411)	1.00—	9.00
Osswald Cough Cure (2263)	.25—	1.50
Liver Pills (2263)	.25—	1.50
Oster Cocus (611)	.25—	2.00
	.50—	4.00
Ostrander's Bark Soaps (1797)	.15—	1.00
Bark Comp. Soap (1797)	.25—	2.00
Pink Shampoo (1797)	.25—	2.00
Shaving Soaps (1797) per roll	—	.30
of 6 cakes	—	2.50
Per box of 10 rolls	1.00—	8.00
Ostro (25)	.50—	4.00
Oswi's Catarrh Remedy	.25—	1.75
Otis' Alpine Cream (1798)	.25—	2.00
Anti-Grippe Headache Capsules (1799)	.25—	2.00
Corn Cure (1798)	.15—	1.00
Little Liver Pills (1799)	.15—	1.00
Rheumatic Discovery (225A)	1.00—	9.50
Tropical Tea (1797A)	.25—	2.00
Otis Bros. Bandoline	.15—	1.00
	.25—	1.50
Glycerine Lotion	.25—	1.50
Toothache Drops	.10—	.60
Ottingers' Alkaline Antiseptic Tooth Powder (1800)	.25—	2.25
Almond Emollient (1800)	.25—	2.25
Cryoline Plate Powder (1800)	.25—	2.25
Eau de Botot (1800)	.50—	4.25
Liquid Saponine (1800)	.35—	2.75
Olien (1800)	.25—	2.25
Racahout (1800)	1.00—	9.00
Violet Talcum (1800)	.25—	2.25
Zhongiva (1800)	.50—	4.50
Otto's Cure (145) R.	.25—	1.85
	.50—	3.75
Family Salve (72)	.25—	2.00
Liniment	.50—	4.25
Spruce Gum Balsam (72)	.25—	2.00
	.50—	4.00
"Such A" Headache Powders	.10—	.75
Our "Anti-Blues" (1142A)	.25—	1.75
"Anti-Chill" Remedy (1142A)	.50—	3.50
"Anti-Cold" Remedy (1142A)	.25—	1.75
Barkeeper (477A)	.25—	1.80
	1.00—	7.20
per lb.	—	.09
"Blood Specific" (1142A)	1.00—	7.00
Columbine Massage Cream (512A)	.50—	3.00
"Cough Cure" (1142A)	.50—	2.75
"Croup Specific" (1142A)	.50—	3.50
"Diarrhoea Remedy" (1142A)	.25—	1.75
Dr. Brown's Electric Liver Pills (512A)	.25—	1.50
Williams' Pile Remedy (512A)	1.50—	9.00
"Dyspepsia Cure" (1142A)	.25—	1.75
Favorite Tonic & Uterine Tablets (2280A)	1.00—	8.00
"Gen'l. Nerve Tonic" (1142A)	.50—	3.50
"Gen'l. Systemic Tonic" (1142A)	.50—	3.50
"Headache Cure" (1142A)N.	.50—	2.75
Horse & Cattle Powders (1612)	.25—	1.50
"Kidney Cure" (1142A)	.25—	1.75
"Mitigated Calomel" (1142A)	.25—	1.75
Native Herb Powders (247)	1.00—	9.00
Herbs (Tabs or Powd.) (247)	1.00—	9.00
"Neuralgia Specific" (1142A)	.50—	3.50
Own Court Plasters (68)	.10—	.60
"Rheumatic Specific" (1142A)	.50—	3.50
"Sore Throat Remedy" (1142A)	.25—	1.75
"Special Nerve Tonic" (1142A)	1.00—	7.00
"Sure Cure Tonic" (1142A)	1.00—	7.00
"The Ointment" (1142A)	.25—	1.75
"Woman's Comforter" (1142A)	.75—	5.25
Ovarex" (752A) per 100	—	1.00
Per 1000	—	8.00
Ovarian Extract (Tabs or Powd.) (1884)	1.50—	12.00
Ovarine (401)	1.00—	8.00
Ovarines, Trousseau's (847)	.50—	4.00
Overton's Rheumatic Remedy	1.00—	7.50
Throat & Lung Balsam	.50—	3.50
Owen's Asthma Cure (1804)	.35—	2.50
Beef, Iron & Wine (1804)	.25—	2.00
	.50—	4.00
	1.00—	7.50
Blood Purifier (1804)	.25—	2.00
	.50—	4.00
Corn Cure (1804)	.50—	1.25
Dentaline (1804)	.25—	2.00
Elixir Calisaya Bark & Iron (1804)	.50—	4.00
	.75—	6.00

	Retail.	Doz.
Owen's Emulsion Cod Liver Oil & Lime (1804)	.25—	2.00
	.50—	4.00
	.75—	6.00
Hair Restorer (1804)	.25—	2.00
	.75—	6.00
Nerve & Bone Liniment (1804)	.35—	2.50
	.75—	6.00
Neuralgia Cure (1804)	.50—	4.00
Pink Mixture (832)	.25—	2.00
	.50—	4.00
Wild Cherry Cough Balsam (1804)	.15—	1.25
Worm Lozenges (1804)	.25—	2.00
Worm Syrup (1804)	.25—	2.00
Owen's & Minor's Phenol Mouth Wash (1805)	.50—	4.00
Kalodont Tooth Powder (1805)	.50—	4.00
Owl Bandoline, The (1805A)	.10—	.85
Cachous, The (1805A)	.10—	.85
Egg Shampoo, The (1805A)	.25—	2.00
Er-o-ti Bed-Wetting Capsules, The (1805A)	.50—	4.00
Gargle, The (1805A)	.25—	2.00
Insect Powder, The (1805A)	.25—	2.00
Lavender Salts, The (1805A)	.25—	2.25
Mosquito Driver, The (1805A)	.50—	4.00
	1.00—	8.00
No. 33 Special Rheumatism Capsules, The (1805A)	.50—	3.50
No. 88 Pile Suppositories, The (1805A)	.50—	4.00
No. 99 Capsules, The (1805A)	.50—	4.50
Oil (884)	.50—	4.00
Soda Mint Tablets, The (1805A)	.10—	.85
Tooth Powder, The (1805A)	.10—	.85
Oxidine (1841A)	.50—	3.75
Tablets (1841A)	.25—	1.75
Oxido-iodine (1675)	1.00—	7.20
Oxle Pile Treatment (915)	.50—	3.75
Oxien (915)	.35—	3.00
	1.00—	9.00
Electric Porous Plasters (915)	.25—	1.90
Nazone Salve (915)	.25—	1.90
Nerve & Brain Food (915)	.35—	3.00
	1.00—	9.00
Tablet Pills (915)	.25—	1.90
Ox-Marrow Pomade (241)	.25—	2.00
Oxogen (1806)	1.00—	8.00
Pills (1806)	.25—	2.00
Uterine Tabules (1806)	1.00—	8.00
Oxychlorine, Powd. & Tabs. (1838A) per oz.	—	.40
Plastic Dressing (1838A) per lb.	—	.75
Oxycrocium Plasters	.25—	1.75
Oxy-Ferrin (2078)	1.50—	12.00
Oxyne	.50—	4.50
Oxyn Balm (1807)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Complexion Powder (1807)	.25—	2.00
Lotion (1807)	.50—	4.00
Rose Liquid (1807)	.25—	2.00
Toilet Soap (1807)	.25—	2.00
Oyster's Ague Cure (1808)	1.00—	7.00
Asthma Cure (1808)	1.00—	7.50
Compound Sarsaparilla (1808)	1.00—	7.00
Corn Cure (1808)	.25—	1.25
Extract of Plants (1808)	1.00—	7.00
Female Nervine Tonic (1808)	1.00—	7.00
Floral Pectoral (1880)	.50—	3.50
Headache Powders (1808)	.15—	1.00
Herbal Salve (1808)	.25—	1.25
Horse Liniment (1808)	.50—	3.50
Kidney Cure (1808)	1.00—	7.00
Pain Cure & Liniment (1808)	.50—	3.50
Pain Relief (1808)	.50—	3.50
Penetrating Oil (1808)	.50—	3.50
Pills, Cathartic (1808)	.25—	1.00
Remedy for Old Sores and Burns (1808)	.25—	1.25
Rheumatic Specific (1808)	1.00—	7.50
Skin Lotion (1808)	.50—	3.50
Stomach Cordial (1808)	.50—	3.50
Vision Renewer (1808)	.25—	1.25
Wild Bush Extract (1808)	1.00—	7.00
Ozo Cough Syrup (1809)	.25—	1.80
Diarrhoea Remedy (1809)	.10—	.75
	.25—	1.80
Headache Powders (1809)	.10—	.75
White Foam Liniment (1809)	.25—	1.80
Ozoint (1860)	.25—	1.80
Ozojell (2224) R.	.25—	2.00
	.50—	4.00
Ozolax Pill (1810) 100s	.50—	3.60
500s	2.00—	15.00
1,000s	3.00—	28.80
Ozoline (1809)	.25—	1.80
	.50—	3.60
Ozolyptol (1810)	.75—	6.00
Ozomulsion (2224) R.	.50—	4.00
	1.00—	8.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Ozomuro (1810)	1.00—	8.50
Ozonec	1.00—	9.00
Ozonol	.50—	4.00
Ozone (1811)	.50—	3.50
Antiseptic Spray (1811)	.50—	3.00
Mineral Tablets (1811)	1.00—	5.00
Salve (1811)	.50—	3.00
Ozotone (1810)	1.00—	8.50

P

Paas' Egg Dyes (1812) Assorted outfit; 40-5c pkgs	—	1.00
Calico-Picture Paper (1812); 42-5c pkgs	—	1.00
Union Package (Tablets) (1812); 42-5c pkgs	—	1.00
Pabst's Best Tonic (1813) R.	.25—	2.00
Okay Specific (1814)	3.00—	21.00
Pacifenin Powder or Tablets	.50—	4.50
Packard's Horse & Cattle Powds.	.25—	2.00
Scrofula Remedy (1815)	1.00—	8.00
Worm Powders	.50—	4.00
Packer's All Healing Tar Soap (1816)	.25—	1.85
Cutaneous Charm (1816)	.25—	1.75
	.50—	3.75
Padona	1.00—	5.00
Pagimod Corn Cure	.10—	.75
Pagliano's Emplatre de la Main de Dieu (847)	.50—	3.75
Powders (847)	.35—	2.50
Syrup (847)	.35—	2.50
Page's Arnica Oil (2250) R.	.25—	1.80
	.50—	3.60
Asthma Cigarettes	.25—	2.10
	1.00—	8.40
Beauty Baths	.25—	2.00
Climax Salve (873B)	.25—	2.00
Extract Arbora Botanica	.50—	4.50
	1.00—	9.00
Mandrake Liver Pills (2250) R.	.25—	1.50
Railroad Pills	.25—	1.75
Syrup Hypophosphites, Quinine, Iron & Strychnine Comp. (1817)	1.00—	8.00
Vegetable Syrup (922) R.	1.00—	8.00
	2.00—	16.00
Paget's English Headache Wafers (689A)	.25—	2.00
Paillard's Tappan's Drops (479)	2.00—	19.00
Pain-a-Cura, Hillybeck's (1444A)	.25—	2.00
Paine's Antidote	.50—	4.00
Celery Compound (2571) R.	1.00—	8.00
Celery Waters (1818A)	.25—	2.00
Poison Ivy Remedy (1091A)	.75—	6.00
Pain-i-Cure (2168)	.25—	2.00
Painicure (367)	.25—	2.00
Painless One Night Pile Cure (1049A	.50	3.50
Painol, Cole's (496)	.50—	4.00
Pain-Queller (P. Q.) (1931)	.10—	.72
	.25—	1.80
	.50—	3.60
	1.00—	7.20
Pains Kill 'Em Plasters (2277) 2 doz.	—	.75
Painter's Wine of Coca & Celery Comp. (1805A)	1.00—	9.00
Palica's Mystic Bloom of Youth (1676C)	.50—	4.00
Corn Cure (1676C)	.25—	2.00
Cough Cure (1676C)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Dyspepsia Tablets (1676C)	.25—	2.00
Face Cream (1676)	.25—	2.00
	.50—	4.00
Freckle Lotion (1676C)	1.00—	8.00
Hair Tonic (1676C)	1.00—	8.00
Headache Tablets (1676C)	.25—	2.00
Nerve & Liver Pills (1676C)	.25—	2.00
Tonic & Invigorator (1676C)	1.00—	8.00
Oil (1676C)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Pile Cure (1676C)	.50—	4.00
Rheumatic Cure (1676C)	1.00—	8.00
Tooth Ache Drops (16 6C)	.25—	2.00
Pallidine (2570)	1.00—	9.00
Palmer's Almond Meal Powders	.25—	1.85
Beef, Iron & Wine (1805A)	.50—	4.50
Blood Success Remedy (1641) R.	.25—	2.00
	1.00—	8.00
Hair Tonic (2609)	.50—	4.50
Invisible Powders (1820) R.	.25—	1.75
Liver Pills (2609)	.25—	1.50
Lotion (1820) R.	.50—	4.00
	1.00—	8.00
Lotion Soap (1820)	.25—	1.75
Palmer's Malaria-Success Tablets (1641)	.25—	2.00
Oriental Herb Tea (1805A)	.25—	2.00
Rheumatism Cure (2609)	.75—	6.00
(1740A)	1.00—	9.00
Skin Success Ointment (1641) R.	.25—	2.00
	.75—	6.00
Soap (1641) R.	.25—	2.00
Snow White (1820)	.25—	1.75
Palmetto Liver Pills (1821)	.25—	1.75
Suppositories (1747)	.50—	4.00
Tonic (1747)	1.00—	9.00
Palmine, Mansfield's	—	.50
Palmitine (1822) oz.	1.00—	9.00
Palmothal (1688)	1.25—	10.50
Palmotone (1747)	1.00—	9.00
Suppositories (1747)	.50—	4.00
Palmo Tablets (789)	.50—	4.00
Palmole's Toilet Cream (409)	.25—	1.75
Palpebrine (664) R.	1.00—	8.50
Panacea Balsam (1743)	.50—	3.50
	1.00—	7.00
Pain Plaster (2202)	.25—	1.60
Pancreatic Essence Trifferments (2167)	1.50—	12.00
Pancreatin (Liquid) (1830)	—	10.00
Pancreatized Emulsion Cod Liver Oil (2588)	—	12.00
Pancreo-Digestion (Powd.) (2305) per lb.	—	4.00
Pancreo-Digestive Elixir (Plain & Combination) (2305)	—	.75
Pancreo-Pepsin (2167) oz.	.75—	6.00
Comp. Tablets, per M	—	2.25
Pancreopepsine (Liquid) (2543) per gal.	—	5.50
Pancrobilin (Liquid) (2003) R.	1.00—	8.50
Pills (2003), Plain R.	1.00—	8.50
	4.50—	39.00
Mild (2003)	1.50—	12.75
Strong (2003)	1.50—	12.75
Tonic (2003)	2.00—	16.75
Pancrovilla	1.00—	9.00
Pande's Cold Sore Cure (1937)	.25—	1.75
Panhorst's Auditory Oil (709)	.15—	1.00
Cough Syrup (709)	.25—	1.75
Eye Salve (709)	.25—	1.75
Indigestion Powders (709)	.50—	3.75
	1.00—	7.50
Panhorst's Liver Pills (709)	.25—	1.50
Toothache Drops (709)	.15—	1.00
Throat Lozenges (709)	.25—	1.75
Pankotine (1940C)	.50—	4.50
Pa-Nol (2082)	.50—	4.00
Liver Regulator (2082)	.15—	1.10
Panol (2082)	.50—	3.75
Liver Regulator (2082)	.15—	1.10
Pan-Peptic Elixir (2187)	1.00—	8.50
	4.00—	36.00
Tablets (2187)	.35—	2.50
	.50—	4.50
	1.50—	8.00
Pansy Baby Salve	.20—	1.50
	.35—	2.75
Pan-Tina Cough & Consumption Cure (2147)	.25—	2.00
	.50—	4.00
Pan-za Cream (486A)	.25—	2.00
	.50—	3.50
Pan-Zin-Oid (816)	.50—	4.00
Papier D'Armenie (847)	1.00—	8.50
Papillon Blood Cure	1.00—	8.00
Catarrh Cure	1.00—	8.00
Cough Cure	1.00—	8.00
Skin Cure	1.00—	8.00
Papine (192) R.	1.00—	8.50
Papo-Pepsin Elixir (Digestive) (2558)	1.00—	8.50
5 pts.	—	3.00
Powder (Digestive) (2558)	—	1.00
	—	1.75
	—	3.00
Tablets (Digestive) (2558)	.75—	6.00
	—	21.00
	—	36.00
Papoid (1259) oz. each	—	2.00
& Boracic Acid Tablets (1259)	—	12.00
Pellets (1259)	—	12.00
Papopepsin Elixir (2558)	1.00—	8.50
Powder 2558) ¼-lb. ea.	—	1.00
Tablets (2558)	.75—	6.00
Paracamph (1824)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Veterinary (1824)	1.00—	8.00
	2.00—	16.00
Paraf-Javal Preparations (See Chapoteaut's)		
Paragon Cough Cure (789)	.25—	1.75
Headache Powders (1799)	.10—	.75
Ointment (1799)	.25—	2.00
	.50—	3.50
Tea (789)	.25—	1.75
Paralax Tablets (1824)	.50—	4.00
Parat's Injection (847)	1.00—	8.00
Pardee's Chap Lotion (1286)	.25—	1.75
Family Tea (1826)	.25—	2.00
Liver Pills	.25—	
Ojibway Pine Tar Comp. (1826)	.25—	2.00
	.50—	4.00
Rheumatic Remedy (1115)	1.00—	8.50
Parilla Prompt Liver Pills (1836)	.25—	1.50
Parisian Aromatic Cachous (2155) gross	—	4.50
Boquet Cologne (736)	.50—	3.50
Parish Gin-Sen Pills	.50—	4.00
Plasters	.25—	1.50
Park's Capsicum Plasters	.25—	1.25
Cordial	.25—	1.88
Corn Cure (276)	.25—	2.00
Cough Syrup (2002)	.25—	2.00
	.50—	4.00
Kidney & Backache Plasters (2002)	.25—	1.50
Rose Oil (1829)	.25—	1.40
Cure Kidney or Liver Cure (2002)	1.00—	8.00
Tea (2202)	.25—	2.00
	.50—	3.00
Wild Cherry Balsam	.50—	3.75
Parke, Davis & Co.'s (1830)		
Acid Phosphates, Liquid	.25—	1.40
	.35—	2.30
Anodyne Pine Expectorant	1.00—	6.00
with Tar	1.00—	6.00
Antiseptic Liquid	.50—	3.75
Beef, Iron & Wine	1.00—	5.50
Cascara Cordial	1.00—	7.00
Evacuant	.50—	4.85
	1.00—	9.10
Tonic Laxative Globules	.50—	3.00
Chlor-Anodyne	.40—	3.00
Coca Cordial	1.00—	8.50
Cod-Liver Oil, Improved Lofoten	1.00—	6.00
Pure, cold-refined white Norwegian	.75—	5.00
Egg Emulsion	1.00—	7.50
Emulsion with Hypophosphites and Sodium	.75—	5.25
Emulsion, with Hypophosphites and Creocote	.75—	5.25
Dialyzed Iron	.75—	4.80
Glycerinated	1.00—	5.40
Disinfectant Powder (1830)	.25—	2.25
Essencia de Calisaya	1.00—	8.00
de Coca	1.00—	8.00
Glycerin Emollient	.25—	1.70
Suppositories	.20—	1.10
	.25—	2.00
Suppositories for Children	.10—	.75
	.25—	1.25
Glycerole Yerbine Compound	1.00—	8.00
Gold Bromide and Arsenic Solution	.75—	6.00
with Mercury Solution	.75—	6.40
Hematic Hypophosphites	.75—	6.00
Hypophosphites Compound without Sugar, Solution	.75—	5.75
Solution Iron, Quinine and Manganese (aromatic)	.75—	6.00
Iron, Peptonate and Manganese	1.00—	6.75
with Arsenic	1.00—	6.75
with Cascara Sagrada	1.00—	8.50
with Cinchona and Strychnine	1.00—	8.50
Kissingen Tablets, Effervescent	.25—	1.60
Kola Cordial	.35—	2.30
	1.00—	7.00
Lime Juice and Pepsin	1.00—	8.00
Liquor Sedans	1.00—	7.50
Tritici	1.00—	7.50
Lithium Citrate Tablets, Effervescent, 3 grs.	.25—	1.75
5 grs.	.35—	2.50
Malt Preparations	1.00—	7.00
Menthol Pencils	.25—	1.75
Pancreatin, liquid	.75—	5.50
	1.25—	10.00
Pepsin Aseptic Tablets, 1 gr.	.10—	.80
	.25—	1.60
Cordial	.75—	5.50
Essence	.35—	2.60
	.50—	4.25
	1.00—	7.50
Glycerole, concentrated	.50—	4.00
	1.00—	7.50
	1.25—	10.50
Pepsin, Liquid, U. S. P. 1880	.75—	6.75
Peptone, Nutritive Liquid	.75—	6.80
with Creosote, Nutritive Liquid	1.00—	7.55
Peptonizing Powder (in tubes)	.50—	3.00
Petrolatum Colorless, liquid.	.50—	3.50
Red Gum Lozenges, compressed	.25—	1.60
Solution Chlorinated Soda	.25—	2.00
Sulphur Torches	.25—	1.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Parke, Davis & Co's Syrup, Iron Chloride (Weld)	1.00—	7.50
Phosphates with Quinine Muriate	1.00—	8.50
Trifolium Compound	1.00—	7.50
with Cascara	1.00—	9.50
Yerba Santa (aromatic)	.75—	6.00
Throat Pastilles	.10—	.65
Vaginal Suppositories, sterilized, in sealed tubes	.10—	.60
	.25—	1.20
Vichy Tablets, Effervescent	.25—	1.60
Warberg Tincture(with aloes)	.25—	1.75
Special	.25—	1.45
Witch Hazel, extract	.25—	1.60
	.50—	2.90
Jelly	.25—	1.50
Parker's Anyssinian Worm Syrup (1831)	.25—	1.50
Alterative (1088)	1.00—	8.00
	2.00—	16.00
	3.50—	30.00
Anodyne (1088)	.25—	1.75
Aromatic Podophyllin Comp. Pills (1088)	.50—	4.00
Bark Lotion	1.75—	15.00
Beef Tonic (1831)	.25—	2.00
	.50—	4.00
Iron & Wine (1832A)	.50—	3.50
Belledonnae Plasters (1832A)	.15—	1.00
Bronchial Lozengers (1832A)	.10—	.75
Capsicum Plasters (1832A)	.15—	1.00
Carbolic Salve (2327)	.25—	1.50
Cascara Elixir (1088)	.50—	4.00
	1.00—	8.00
	4.00—	32.00
Essence of Pepsin (1088)	.65—	6.50
Cold in the Head Wafers	.25—	1.75
Comp. Arnica Liniment (1088)	.50—	4.00
Chloroform Liniment (1088)	.50—	4.00
Pepsin Tablets (1088)	1.00—	8.00
Conc. Essence of Jamaica Ginger (1088)	.50—	4.00
Corn Cure (1088)	.50—	4.00
Cough Balsam	.25—	1.75
	.35—	2.85
	.50—	4.00
Court Plaster (1832A)	.05—	.25
Cucumber Cream (1088)	.50—	3.50
Dental Anodyne (1088)	.50—	4.00
Diuretic Remedy (1088)	1.50—	15.00
Dyspepsia (1832A)	.25—	1.60
	.50—	3.20
	1.00—	6.40
Elixir Comp. Senega (1088)	1.00—	8.00
Eye Water (1088)	.50—	4.00
Face Lotion (1088)	1.00—	8.00
Favorite Dentifrice (1832A)	.15—	1.25
	.25—	1.75
Fever & Ague Prescription (1088)	1.50—	15.00
	2.50—	24.00
Fl Ex Buchu (1903)	.75—	5.00
Gargle (1088)	.25—	2.00
Ginger Tonic (1125) R	.50—	4.25
	1.00—	8.40
Hair Balsam (1125) R	.50—	4.20
	1.00—	8.40
Tonic & Dandruff Cure (1832A)	.50—	4.00
(Harley) Special Emollient Lotion	1.50—	12.00
Special Skin Lotion	1.50—	12.00
Headache Cure (2327)	.10—	.75
(1832A)	.05—	.35
	.05—	.40
	.10—	.70
	.10—	.80
	.25—	1.60
	.50—	3.20
	1.00—	6.40
Drops (1088)	.50—	4.00
	1.00—	8.00
Powders (1832)	.10—	.75
	.25—	1.50
Ivorine Tooth Wash (1088)	.50—	4.00
	1.00—	8.00
Kidney Pills (2221)	.25—	2.00
Lethean	.25—	1.75
Liniment (1088)	.35—	1.75
(2065)	.25—	1.75
	.50—	3.50
Little Black Pills (2065)	.25—	1.50
Liver Pills (1831B) R	.10—	.85
Liver Granules (1832A)	.15—	1.00
Pills (2327)	.25—	1.25
Mandrake Pills (727)	.25—	1.00
Mixture Pepsin Comp. (1088)	.50—	4.00
Nerve & Bone Liniment (561) R	.25—	1.67
Orris Tooth Powder	.25—	1.60
Pectoral Lozenges (1088)	.25—	1.75
	.50—	3.50
Pink Laxa-Quinine Tablets (1832A)	.25—	1.75
Pleasant Worm Syrup (124)	.25—	1.75
Quinine, Cascara Tablets (1832)	.25—	1.50

	Retail.	Doz.
Parker's Red Cherry Cough Cure (1832A)	.25—	1.75
Rheumatism Remedy (1088)	2.00—	16.00
Royal Tooth Powder (1832A)	.25—	1.50
Russian Horse Powders(1831)	.25—	1.50
Salvation Powders	1.00—	8.00
Shields	1.00—	7.50
Spavin Cure	1.00—	8.00
Squills & Tar Syrup	.25—	1.75
Titan Salve	.10—	.75
	.25—	1.75
	.50—	3.50
Tolu Cough Syrup (1051)	.10—	.75
	.25—	1.75
	.50—	3.50
Toothache Gum (1832A)	.10—	.75
2-30-2 Cream	.10—	.85
	.25—	2.00
	.50—	4.00
Universal Condition Powders (2327)	.25—	1.75
Liniment (2327)	.50—	3.25
Sarsaparilla (2327)	.50—	4.00
	1.00—	7.00
Vegetable Compound	.35—	3.00
Pepsin Tablets	1.00—	8.00
Velvet Cream (1832A)	.15—	1.25
	.25—	1.75
Violet Tooth Powder (1832A)	.15—	1.00
Worm Confections (1831)	.25—	1.50
Parmelee's Condition Powders (727)	.25—	1.50
None Such Condition Powders (1835)	.25—	1.50
Cough Troches (727)	.10—	.85
Dyspepsia Cordial (727)	.25—	1.25
	1.00—	7.00
Kidney & Liver Cure (727)	1.00—	7.00
Dragon's Blood & Fir Balsam Salve (727)	.10—	.75
Essence of Jamaica Ginger (727)	.35—	2.00
Iron, Hops and Buchu Bitters (727)	.50	
Household Ointment (727)	.25—	1.75
Indian Corn Cure (727)	.15—	1.00
Mandrake & Dandelion Bitters (727)		
Pile Suppositories (727)	.50—	4.00
Poultry Powders (727)	.25—	1.50
Santonine Worm Candies (727)	.25—	1.50
Sarsaparilla & Iodide Potass. Comp. (727)	.50—	3.50
Universal Liniment (727)	.25—	2.00
	.50—	4.00
Vegetable Pills (1835)	.25—	1.60
Vegetable Liver Pills (E M) (727)	.25—	1.50
	.50—	3.50
Paroleine (B. W. Co.) (776) lb.		6.00
Parotid Extract (Tabs. or Powd.) (1884)	1.25—	9.00
Parr's Life Pills (847)	.50—	4.00
Parra Phenique (1906)	.50—	4.00
Parrish's Anodyne Glycerole (2699) R	1.00—	7.50
Family Hair Wash (2699) R.	.25—	1.87
Liquid Rennet (2699) R	.25—	1.87
Prophylamin Cordial (2699) R	1.50—	11.25
Pile Ointment	.25—	2.00
Santomin Dragees (2699)	.25—	1.87
Solution Meconate, Morphia (2699) R.	.75—	5.63
Syrup of Phosphate Comp. (2699) R	1.00—	7.50
Parry's Malt Whiskey (474)	1.25—	10.00
Parschall's Carbolates	.15—	1.20
Parschall's Bandoline Powders	.10—	.78
Chlow-Carbolates	.10—	.75
Fever & Ague Cure	2.00—	18.00
Florencina	.25—	2.00
Parson's Balm of Roses	.25—	1.80
	.50—	3.60
Fatal Food	.20—	1.20
Good Bye to Bed Bugs & Ants	.25—	1.80
Headache & Neuralgia Tablets (496)	.25—	2.00
Household Ammonia (505)	.25—	1.60
	.35—	2.50
Purgative Pills (1256) R	.25—	2.00
Saponaceous Bouquet	.10—	.75
Sure Death to Rats	.25—	1.80
Partridge's Anti-Diarrhoea Pills (1931)	.25—	1.80
Condition Powders (1931)	.35—	3.00
Corn Cure (1931)	.25—	1.80
Cough Syrup (1931)	.25—	1.80
	.50—	3.60
Eye Water (1931)	.25—	1.80
German Herb Tea (1931)	.25—	1.80
Headache Cure (1931)	.25—	1.80
Little Liver Pills (1931)	.25—	1.80

	Retail.	Doz.
Partridge's Ointment (1931)	.25	1.80
	.50—	3.60
Pain Charm (1931)	.50—	3.60
Sarsaparilla (1931)	.50—	3.60
Stock Liniment (1931)	.75—	5.40
Tooth Powders (1931)	.25—	1.80
Pasanol (2422)	.75—	6.40
Pas-Avena (137)	1.00—	8.50
Pas-Carnata Cordial (1577) R	1.00—	9.50
Paskola (1659)	1.00—	9.00
	.50—	4.50
Tablets	.25—	2.00
Passemard's Brou de Kola Elixir (847)	2.50—	22.00
Passmore's Epileptic Mixture (1775A)	1.00—	8.40
	3.00—	27.00
Pasta Mack (1189)	1.00—	9.00
Pasteur's Microbe Destroyer	1.00—	8.00
Pine Disinfectant Lotion	.25—	2.00
Positive Pile Cure	.50—	4.00
Vitalized Pastilles	1.00—	8.00
Pasteurine Liquid Tooth Paste (1606)	.25—	2.00
	1.00—	8.00
Tablets (1606)	.25—	1.75
Tooth Paste (1606)	.25—	1.75
Pasturol	1.00—	7.50
	3.00—	27.00
Patch's Althaeol Cerate (1839)	.20—	1.20
Beef Extract (1839)	.50—	3.50
Beverage Tablets (1839)	.10—	.65
Boromenthol Solution (1839)	.75—	6.00
Cascara Comp. Syrup (1839)	.75—	6.00
Essence of Pepsin (1839)	.75—	6.00
Exarysis (Exhaustion Tablets) (1839)	.35—	3.00
Gold Compound (1839)	.75—	5.00
Hamemelis Suppositories (1839)	.50—	4.00
Hydrogen Dioxide (1839)	.20—	1.50
	.30—	2.00
	.50—	3.60
Lithia Tablets (1839)	.25	2.00
	1.00—	8.00
Malt Extract (1839)	.75—	6.00
Nerve Tonic (1839)	.75—	6.00
Saneodal (1839)	1.25—	9.60
Solution Manganese & Iron Peptonate (1839)	.75—	6.00
Vichy Kissengen Obesity Treatment (1839)	1.00—	8.00
tablets	.50—	3.75
Patchin's Magnetic Oil	.35—	2.75
Pate Mariani (1515)	1.00—	8.00
Paternoster's Gout Pills (847)	.50—	4.25
Patey's Cold Cream (1430)	.25—	1.75
Patoka Liver Pills (1123A)	.25—	1.85
Patterson's Bismutho-Magnesia Pastilles (847)	1.00—	7.50
Poudre (847)	1.75—	15.00
Bitter Apple Extract	.50—	4.00
Catarrh Cure	.25—	1.75
Patterson's Corn Wax	.10—	.65
Toothache Wax (1840)	.10—	.65
Patton's Catarrah Cure (1841)	1.00—	6.00
Cholera Relief (1841)	.25—	2.00
Itch Ointment (1841)	.25—	1.50
Liver Pills (1841)	.25—	1.35
Permanent Chill Cure (1841)	.50—	3.75
Pile Ointment (1841)	.25—	1.25
Pleasant Worm Syrup (1841)	.25—	1.50
Sarsaparilla (1841)	.75—	6.00
	.50—	3.50
Pine Balsam (1841)	.50—	3.50
Paul's Insect Exterminator (748)	.25—	2.00
Liver Pills	.25—	1.75
Roach & Ant Powders (748)	.15—	1.20
Paul's Lilje Convalje Soap (1105)	.25—	2.00
Medicated Arom. Soap (1105)	.25—	1.75
Reseda Soap (1105)	.25—	2.00
Victoria Soap (1105)	.25—	2.00
Pautauberge's Capsules (2534)	.80—	8.00
Solution (2534)	1.00—	9.00
Soufre. dore Dragees (847)	1.00—	7.50
Pawnee Indian Cough Balsam (1401)	.50—	4.00
Magic Salve (1401)	.25—	2.00
Pain Balm (1401)	.25—	2.00
Too-Re (1401)	1.00—	8.00
Worm Destroyer (1401)	.25—	2.00
Pax Pax (1843)	.25—	2.25
Paxalva Cream (1843)	.25—	2.25
Paxine (2305)	1.00—	8.00
Pills (2305)	.25—	2.00
Paxtine Toilet Antiseptic (1843)	.50—	4.50
Paxton Rheumatic Remedy (131A)	1.00—	7.50
Paxton's Improved Fountain Syringe (1843)	1.75—	15.60
Paxtons' Malt Extract (1906)	.25—	1.25
Paxto Skin Food (1843)	.50—	4.50
Payne's Asiatic Cholera Drops	.25—	1.50
Cherry Quinine Bitters	.50—	4.00
Heave & Condition Powders	.25—	1.50
Heave Powders	1.00—	8.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Payne's Imperial Cough Syrup	.25	2.00
	.50	4.00
Payson's Camphocine Plasters (356)	.25	2.00
(1259) R. per gross	—	18.00
Catarrh Snuff (356)	.25	1.50
Indelible Ink (2629)	.25	2.00
Toothache Drops (356)	.15	1.50
(473)	.25	1.50
Pazo Ointment (1827)	.50	4.00
Pile Ointment (2382)	.50	4.00
P. C. L. Bitters	.50	3.00
P. D. Q. Headache Cure (1380)	.10	.75
	.25	1.50
Injection (for Gonorrhoea) (2503)	.50	3.75
Pills (2503)	.25	1.75
Powders	.25	2.00
Solution (for Gonorrhoea) (2503)	.50	3.75
Peace's Horehound Honey	.25	2.00
	.50	4.00
Peach Bloom, See Daniel's Dental Cream (486A)	.25	2.00
	.50	4.00
Peach Blow Balm	.25	1.75
Peacock's Bromides (1844)	1.00	8.00
Peal's Liver Pills (89)	.25	1.75
Nail Powder (2693)	.50	4.00
Pennyroyal Pills (789)	1.00	7.50
Pean's Female Pills (1845)	.50	4.00
Plasters (1845)	.25	1.75
Regulator (1845)	1.00	8.00
Pearce's Corn Cure	.10	.75
Pearl Dentifrice Elixir (486A)	.50	4.15
Cakes	.10	.75
	.25	1.75
	.50	4.00
Toilet Cream (208)	.15	1.00
	.25	1.75
	.50	4.00
Pearl's White Glycerine (2609)	.15	1.25
	.50	4.50
White Glycerine Soap (2609)	.15	1.00
Pearls of Youth (1680)	.50	3.75
Pearson's Cough Drops	.10	.75
Hair Rejuvenator	.75	6.50
Headoria (1377)	.10	.75
	.25	2.00
Pepto Phos., Soda	1.00	9.00
Pease's Eye Water (277)	.25	1.75
Horehound & Tar	.25	2.00
Neutralizer Liniment (277)	1.00	8.00
Toothache Drops (976)	.10	.75
Peck's Epilepsine	1.00	9.00
Epilepticide	1.00	9.00
Headache Powders (1845A)	.25	2.00
King of Ointments (1845A)	.25	2.00
Peckham's Balsam	.35	2.50
Croup Remedy (1846)	.25	2.00
Stimulant	1.00	8.00
Pectol (1971A)	.25	2.00
Pectoraline Lozenges (1089)	.25	2.00
Pectoria (1588)	.10	.85
Pedepo	.25	2.00
Pedicuro (486A)	1.00	8.30
Pedine	.25	2.00
	.50	4.00
Pedolin (1936)	.75	6.20
Peek's Asthma Cure	1.00	8.00
Corn Salve (1847)	.10	.45
Excelsior Menthol Inhaler (1847)	.10	.75
Headache Powder (1847)	.10	.50
Little Liver Pills (1847)	.10	.50
Toothache Gum (1847)	.10	.50
Wax (1847)	.10	.50
Peel's Condition Food (1848) per lb.	—	.05
100-lb. bags, per lb.	—	.04¼
Liquid Hoof Remedy (1884)	.85	6.00
	2.50	20.00
Special Poultry Food (1848)	.25	1.75
	.50	3.00
Peerless Bug Killer (1422)	.25	1.75
Charm (1848A)	1.00	8.00
Gopher Killer (1422)	.75	6.00
Peery's Dead Shot Vermifuge (2666)	.25	1.75
Peffer's Medicated Suspensory (1849)	1.00	7.20
Nervigor (1849)	.50	3.75
	1.00	7.50
Royal Tansy Pills (1393)	1.00	7.50
Pelham Farm Kumyss	.25	1.50
Pell's Cough Balsam	.25	1.85
Fever & Ague Eradicator	1.00	8.00
Pelletier's Odontalgique Elixir (847)	1.25	12.50
Odontine (847)	1.25	10.50
Pels' Corn Solvent (2243)	.25	1.75
Pelvic Sedative (See Price).		
Pelvitone	1.00	8.00
Pendleton's Pain Panacea	.35	3.00
Pendlebury's Pectoral Cough Cure	.25	2.00
	.50	4.00

	Retail.	Doz.
Penette (2572)	1.00	8.00
Pills (2572)	.50	4.00
Penn's Hygiene	1.00	8.50
Penne's Anti-Nervous Liquor (847)	2.00	15.00
Penne's Antiseptic Vinegar (847)	1.00	9.00
Elixir Sodium Brom. (847)	2.00	17.00
Antinervous (847)	2.00	15.00
Calcium Brom. (847)	2.00	17.00
Penny's Adhesive Traction Strips (2164)	.10	.50
Pennyrilla, Stanchfield's	.25	1.75
Penta-Bromides (1577) R.	1.00	9.50
People's Benefactor (or Great Household Remedy) (677)	.25	1.65
	.50	3.30
Catarrh Liquid (677)	.50	3.30
Pepcreose (1504) Powder or Tablets (Pepsin Comp.)	1.50	12.00
Tablets (Ox-Gall & Ginger)	1.50	12.00
Pepkola	.75	6.00
Pep-O-Tash	.25	2.00
Pepper's Chill Killer (1872)	.25	2.00
Quinine & Iron Tonic (847)	1.00	8.00
Sulpholine Lotion (847)	.75	5.00
	1.50	12.50
Soap (847)	.35	2.50
Pepsoloids (1855)	.50	3.60
Pepsin Grapes	—	.85
Seltzer	.10	.75
	.25	2.00
	.50	4.00
Sherry (1029) R	.10	.75
Pepsikola Tablets (1414)	.25	2.00
Pepsinol (248)	1.25	10.00
Pepsinthal (1686)	.75	6.00
	1.25	10.80
Pepsol (1655) R 10-gr. powds.	.75	6.00
5-gr. tablets	.75	6.00
ozs.	.75	6.00
(Carbonated) (1857)	.20	1.70
Pepso-Ptelea, Baker's (Pepsin & Wafer Ash) (154A) per lb.	—	1.28
Peptenzyme Elixir (2003) R	1.00	8.50
	1.50	12.75
	6.75	56.50
	8.00	69.60
Powder (2003) R	1.00	8.50
	6.00	50.25
Tablets (2003) R.	.25	2.00
	1.00	8.50
	4.50	36.75
	8.50	72.25
Peptic Solvent (2167)	1.50	13.80
Pepticine (2517)	1.00	8.00
Peptiron (1145) R	1.00	9.00
Pepto-Carb., Bartlett's	.50	4.00
Tablets	.35	3.00
Pepto-Cardanette (2400)	1.25	10.00
Pepto-Fer-Mangene (1618) per quart	—	2.50
per gallon	—	9.00
Peptogenic Milk Powder (See Fairchild's)		
Peptolix (1971A)	.25	2.00
Pepto-Mangan (Gude) (295)	1.25	9.50
Peptomints, Choate	.25	1.75
Peptonate of Iron & Mangan Pills (1407)	.40	3.50
Peptonix	.50	4.25
	1.00	8.50
Peptonized Cod Liver Oil (146B)	1.00	8.00
Peptonix (51)	.50	4.25
	1.00	8.50
Peptonizing Tablets (2677)	.50	3.60
Peptonoids, Beef (116) R	—	9.00
Iron & Wine (116) R	—	9.00
Liquid (116) R	—	9.00
with Coca (116) R	—	9.00
with Creosote (116) R	—	12.00
Pepto-Phosphites (1754)	1.00	9.00
Peptorene (192A)	.25	1.75
Peptosin, pts.	—	36.00
¼ pts.	—	10.80
Pepule (See Fairchild's).		
Pep-Van-In (2078)	1.50	12.00
Perfect Luxury (2650)	.35	2.75
Nebulizer (1284)	.85	8.16
Toothpick (450)	.10	1.00
Perfected Butter Color (2571) R.	.25	2.00
	.50	4.00
	1.00	8.00
	3.00	27.00
Perfected Emulsion Hypophosphites, Lime & Soda (1655) R	1.00	8.00
Perfection Liniment (2069)	.25	1.75
Shampoo Cream (321A)	.50	4.00
Perfecto Tablets (1850)	.50	4.00
Perfumed Carbolic Acid Solution (2338B)	.25	2.00
Perkin's Cur-a-Pain	.25	2.00
Perla Toca (447)	.05	.40
"Perloids" or French Pearls (1903) Apiol, 4 min.	.70	6.00
Creosote Carbonate 5 min.	.75	6.25
Copaiba 5 min.	.20	1.50

	Retail.	Doz.
"Perloids," Sandal 5 min.	[illegible]	1.75
Turpentine 5 min.	.20	1.50
Wintergreen, 5 min.	.25	2.50
Perrigo's American Oil (1861)	.35	2.50
Stock Powder (1861)	.25	1.25
Belladonna Porous Plasters (1861)	.25	1.50
Blackberry Root (1861)	.25	1.75
Capsicum Porous Plasters (1861)	.25	1.50
Catarrh Cure (1861)	.50	3.50
Cough Cure (1861)	.25	1.50
Drops (1861) 40 5c pkgs.	—	1.00
Court Plasters (1861)	.05	.25
Dyspepsia Tablets (1861)	.25	1.75
Headache Powders (1861)	.25	1.75
Hive Syrup (1861)	.25	1.50
Hog Powders (1861)	.25	1.25
Insect Powders (1861)	.10	1.00
Magic Relief (1861)	.25	1.75
Mandrake Biters (1861)	.25	1.75
Marshmallow Cream (1861)	.15	1.25
Million Fly Paper (1861)	.05	.25
Poultry Powders (1861)	.25	1.25
Quinine Cathartic Tablets (1861)	.25	1.75
Sarsaparilla (1861)	.50	3.50
Strengthening Porous Plasters (1861)	.25	1.25
Sure Liniment (1861)	.25	1.50
Toothache Drops (1861)	.15	1.00
Wart & Bunion Cure (1861)	.15	1.00
Worm Syrup (1861)	.25	1.50
Perrin's Fumigator for Catarrh (1102)	.25	1.90
	1.00	8.50
Medicated Cigarettes (1102)	.25	1.40
Skin & Pile Ointment	.50	4.00
Perrine's Liniment	.25	1.75
Perry Davis' Pain Killer (619) R	.25	2.25
	.50	4.50
Perry's Butter & Cheese Color	.50	3.50
	1.00	7.00
Perrys' Celery & Kola Nervine (1091A)	1.00	8.00
Comedone (2622)	2.00	16.00
Freckle Specific	1.00	9.00
Laxative Tablets	1.00	8.00
Licorice Quinine Tablets	.25	1.75
Moth & Freckle Lotion (2622)	2.00	16.00
Worm Tea	.25	1.32
Perryman's Pain Killer	.25	1.75
	.50	3.25
Persian Corn Cure	.10	.65
	.25	1.75
Hair Restorer (2482)	.50	3.00
	.75	5.00
Nerve Pearls (11)	1.00	8.00
Person's Purgative	.50	4.00
Remedy (1863)	1.00	8.00
Wash (1863)	.50	4.00
Personne's Iodinized Oil (847)	.75	6.00
	1.25	10.00
Persperine	.10	.75
Peruna (1864) R.	1.00	8.00
Peruvian Beans (1533)	.50	3.00
Celery (1533)	1.00	6.00
Chill Cure	1.00	8.00
Hair Tonic (2617)	.50	3.75
(2198)	1.00	7.00
Pesqui's Anti-Diabetic Wine (1421)	3.00	27.00
Pete's Cough Cure (2535A)	.35	2.75
Magic Pain Oil (2535A)	.25	1.75
Peter's Bed Bug Poison (1091A)	.50	4.00
Blood Pills (1091A)	.50	4.00
Dyspepsia Tablets (1091A)	.50	4.00
	1.00	8.00
Pennyroyal Pills (1091A)	2.00	1.00
Peptic Essence (1865) R.	1.00	8.00
per 5 pts.	—	3.75
Peptonic Stomach Bitters (1091A)	1.00	8.00
Peters' Beans (1089)	1.00	8.00
Dandelion Bitters (1868)	1.00	7.50
Liver Pellets (1868)	.25	1.50
Expectorant (629)	.25	1.50
Headache Powders (629)	.10	.75
	.25	1.50
Tablets (350)	.10	.75
Injection (1089)	1.00	8.00
Magic Oil (629)	.25	1.50
Plant Tea (1868A)	.25	2.00
Peterman's Ant Food (1866)	.50	4.00
Bed Bug Discovery (2166)	.25	2.00
Discovery (1866)	.25	2.00
Liq.	.15	1.25
	.25	2.00
Roach Food (1866)	.25	2.00
	.25	2.00
	.50	4.00
(2166)	.20	1.25
	.35	2.50
	.75	5.00
Smelling Salts (2166)	.25	2.00
Petersen's Cathartic Tea (1060)	.25	2.00

	Retail.	Doz.
Peterson's Liniment (1060)	.35—	3.00
Korni-Kura (1831E) R.	.15—	1.00
Medicated Liniment	.25—	1.90
Ointment (1860)	.25—	2.00
Twentieth Century Discovery (1868A)	1.50—	12.00
Wonderful Pile Cure (1991A)	.25—	2.00
	.50—	4.00
Petrie's Face Powder	.25—	1.50
Petro-Alba (1747)	.10—	.80
Petro Carbol Salve (2552)	.25—	1.75
	.50—	3.50
Petrocarbol (Veterinary) (1922)	.25—	2.30
Petro-Heal-Em (788) gross	—	7.50
Petrojel	.50—	4.50
Petrolac (1871)	1.00—	8.00
Crystal Oil (1871)	.50—	4.00
	3.00—	30.00
Petrole Oil (500)	.35—	2.75
Petroline (Baker) (159)	.15—	1.08
Petrolio (Helpherstines) (936)	1.00—	8.00
Petromulsion (1577) R	1.00—	7.25
Petroselinum Sativum Fl. Ext. (2324) per lb.	—	1.50
per ½ lb.	—	.80
per ¼ lb.	—	.45
Petro-Sevum, Veterinary	.25—	1.75
Petro Sote	1.00—	7.50
Petrothal (1686)	1.00—	7.20
Pettingill's Kidney-Wort Tablets (2571)	.50—	4.00
Pettit's American Cough Cure (1170)	.25—	2.00
Eye Salve (1170)	.25—	2.00
Water (1170)	.25—	2.00
Pile Remedy (1170)	.25—	2.00
Worm Honey (1170)	.25—	2.00
Petzhold's German Bitters	1.00—	8.50
Peyton's Essence of Jamaica Ginger (2402)	.25—	2.00
Pfiel's Intemperance Antidote	1.00—	8.50
Pfifer's Comp. Blackberry Root Syrup (2320)	.25—	1.75
Pfeiffer's Fever & Ague Cure (1872)	.50—	3.00
Ruby Drops (1872)	.25—	1.00
	.50—	4.00
Schnelburger Snuff (1872)	.05—	.35
Pfeuffer's Extract Haemoglobin (1430)	.75—	5.00
Haemoglobin Tablets (1430)	1.00—	7.50
Phalon's Hair Dyes (1016)	1.00—	7.50
Invigorator (1016)	.75—	6.50
	1.50—	12.00
Phalon's Paphian Lotion (1016)	.50—	4.00
	1.00—	8.00
Snow White Enamel (1016)	.50—	3.75
Vitalia (1016)	1.00—	8.00
Phaselin (55) Powder	—	8.00
Tablets (55)	—	4.00
Phasocytosin	2.00—	18.00
Phecine per oz.	—	1.00
Phelps' Norwegian Balm	.25—	2.00
	1.00—	8.00
Pellets	.25—	2.00
Pills	.25—	2.00
Rheumatic Elixir (1876)	1.00—	8.00
Stomach Powders	.35—	2.65
Phenacetin (782) oz.	—	1.00
Phenalgin (Powd. Tabs. or Cap.) (753) per oz.	—	1.00
Phenammone (Antipyretic) (1407) per oz.	—	.50
Phenatol per oz.	—	.75
Phenazone Comp. Bougies	1.50—	12.00
Pheniline (1712) 100 5-gr. tabs.	—	1.00
Phenine Headache Powders	.25—	1.75
Phenix Condition Powders (1878)	.25—	1.50
Pheno-Bromate (1880) per oz.	—	1.00
Phenol Sodique (1029) R.	.50—	3.25
Phenolio (2212)	.25—	2.00
Phenoline (1029) R.	.30—	.75
Phenyl Salicylate (1440)	3.00—	30.00
Phenyle, Soluble (241)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Phenylin Antiseptic Food Powders	.50—	4.00
Bathing Powders	1.00—	8.00
Foot Lotion	1.00—	8.50
Infant Powders	.50—	4.00
Lichenous Powders	1.00—	8.00
Skin Emollient	1.00—	8.00
Toilet Powder	.50—	4.00
Phenyo-Caffein (1881) R.	.10—	.75
	.25—	1.75
Pills (1881)	.10—	.75
	.25—	1.75
Phila. Bird Food Co.'s Preparations Aquarium Cement (124)	.25—	1.80
Bird Bitters (124)	.25—	1.80
Eye Water (124)	.25—	1.80

	Retail.	Doz.
Phila. Bird Food Co's Lime (124)	.25	1.80
Chicken Cholera & Roup. Pills (124)	.25—	1.80
Dog Biscuit (124) per lb.	—	.07
Fish Food (124)	.10—	.60
Mexican Salve	.25—	2.00
Mite Exterminator (124)	.25—	1.80
Mocking Bird Food, boxes (124)	.25—	2.00
Bottles	.35—	2.50
Mocking Bird Food (124)	.25—	2.00
	.35—	2.50
Moulting Pepper (124)	.25—	1.80
Nestling Food (124)	.25—	1.80
Hair (124)	.05—	.35
Parrot Food (124)	.20—	1.20
Seed (124)	.10—	.75
Pigeon Food (124)	.10—	.60
Poultry Powder (124)	.25—	1.80
Philocrine (241)	—	6.00
Philopaidia, Father Clemens' (1750)	1.00—	8.00
Philos' Mohawk Syrup	.50—	3.80
Philips' Condition Powders (219)	.25—	1.25
Corn Cure (219)	.10—	.75
Snow White Vermifuge (219)	.25—	1.25
Syrup Hypophosphites (219)	1.00—	6.50
per 5 pt. bot.	—	1.50
Toothache Cure (219)	.10—	.75
Philippe's Shampoo Powder (847)	.50—	4.25
Phillips' Carbolated Arnica Salve	.25—	1.50
Celery Specific (743)	.70—	5.75
Digestible Cocoa (1883) R	.50—	3.50
Emulsion Cod Liver Oil (1883)	.50—	4.00
	1.00—	8.00
Fountain Chocolate (1883) R per lb.	—	.50
per 5 lbs.	—	2.25
Milk of Magnesia (1883)	.50—	4.25
Phospho-Muriate Quinine Comp. (1883) R	1.00—	8.50
Sanative Wash (1469)	2.00—	16.00
Phillip's Sudentomo (1487)	.25—	1.50
Syrup Hypophosphites (743)	.85—	5.00
Wheat Phosphates (1883) R	1.00—	8.50
Velvet Talcum Baby Powders (743)	.15—	1.50
Wheat Phosphate (Acid) (1883) R	1.00—	8.00
Phillipe's French Female Pills (1469)	2.00—	16.00
Phinney's Arnica Liniment (2051)	.25—	1.75
Clover Sarsaparilla (2051)	.75—	6.00
Extract Sarsaparilla & Clover (2051)	.75—	6.00
Phinney's Family Pills (2051)	.20—	1.50
Phenodont (see Bridgman).		
Phipps' Catarrhal Cream (1947)	.50—	4.00
Headache Tablets (1947)	.25—	1.50
Phoenix Balm	.50—	4.50
Condition Powders (1727)	.25—	1.50
Phosoda (1504)	1.00—	8.00
Phosphamol Throat Tablets, Gardner's (883)	.25—	2.10
Phosphargol (644)	1.00—	8.50
Phosphaticum Wine	1.50—	12.00
Phosphatine, Falliere's (847)	.85—	7.50
Phospho-Aperient (737)	.25—	2.00
Phospho-Albumen (Syrup or Tabs.) (1884)	1.50—	12.50
Phospho-Caffein, Comp. (116) R.	.25—	2.25
	.50—	4.50
	1.00—	9.00
	3.00—	24.00
Phosphogon (116) R	—	13.20
Phosphor Cheese (2697)	.15—	1.10
Phospholine, Eagar's (2653) R.	.75—	6.25
Phospho-Mangan (434A)	1.00—	9.00
Phospho-Nux, Chapin's	.50—	4.00
Phosphorized Aperient Water (1552)	—	6.00
Tonic (1504)	1.50—	12.00
Phosphorole (226)	—	8.50
Emulsion (226)	—	8.50
Phospho-Taraxine (1552)	—	6.00
Phosphozone (763)	1.00—	7.50
Phrosteen (see Cooper).		
Physic Balls (611)	.25—	2.00
Syrup (Specific for Worms) (2058)	.50—	3.60
Physic's Camphor Ointment (1484)	.25—	2.08
Phyto-Gingerin (2277)	.50—	4.00
Phytoline (2529)	1.50—	12.00
Phytone (1175)	1.50—	12.00
Picault's Nurse's Treasure (1657)	.25—	1.75
Piel Heroin (146B)	1.50—	12.00
Pick Ax Corn Cure (2697)	.10—	.75
Pickett's Almond Cream	.25—	2.00
Beauty Lotion	.25—	2.00
Cataplasmine	.50—	4.00
Catarrh Powders	.50—	4.00

	Retail.	Doz.
Pickett's Chill & Fever Capsules	.50—	4.00
Corn Cure	.15—	.85
Cough Cure	.25—	2.00
Hair & Scalp Food	.50—	4.00
Laxative Viburnum Comp. Capsules	1.00—	8.00
Night Sweat Cure	.25—	2.00
Rheumatic Cure	1.00—	8.00
Special Skin Food	.50—	4.00
"Pick-Me-Up," Smith's	.50—	4.00
Pico's (Dr.) Female Plasters (2077)	.25—	2.00
Pierce's All-Healing Salve (2664) R.	.50—	4.00
Anodyne Pile Ointment (2664) R.	.50—	4.00
Bitters (710)	.75—	6.50
Comp. Ext. Smartweed (2664) R	.25—	1.85
	.50—	3.70
Electro-Magnetine (2664) R.	.50—	4.00
Favorite Prescription (2664) R	1.00—	8.00
Golden Medical Discovery (2664) R	1.00—	8.00
Infant Syrup (131A)	.25—	1.50
Lotion Tablets (2664) R	.25—	2.00
Nasal Douche (2664) R	.50—	4.00
Pleasant Pellets (2664) R	.25—	1.50
Suppositories (2664) R	.25—	2.00
Pierlot's Injection (1088)	1.50—	15.00
Lip Cosmetic (847)	.75—	6.00
Restorative Pills (1088)	1.00—	8.00
	1.50—	15.00
	2.75—	24.00
Valerianate Ammonia Liquid (847)	2.00—	17.00
Capsules (847)	2.00—	17.00
Pierre's Eau Dentifrice (847)	.60—	4.50
	1.00—	8.00
	1.50—	13.00
	3.00—	26.00
Pate Dentifrice (847)	.35—	2.90
Poudre Dentrifrice, Coral or Quinquinia (847)	.35—	2.90
Pike's Box Calf Polish (dots.) (1890)	.25—	2.00
Pikes' Centennial Salt Rheum Salve (1889) R	.25—	1.70
Cream Dressing (890)	.25—	2.00
Green Mount. Stick Salve (1888A)	.10—	.75
O. A. T. (Shoe Dressing, black) (1890)	.25—	2.00
Pile Paste (351)	.50—	4.00
Toothache Drops (561) R	.25—	1.85
W.-P. Blacking (1890)	.25—	2.00
& Polish Combined (1890)	.25—	2.00
Combined Blacking & Polish (1890)	.50—	2.00
Witchcraft Tan (Shoes) (1890)	.25—	2.00
Pil Acanthia 644)	1.00—	8.50
Eliminans (644)	1.00—	9.00
Mixed Treatment (see Chichester's.		
Nervine Co. (216)	.75—	6.00
Vigorans (644)	1.50—	15.00
	1.25—	12.00
Pila Cura	.35—	2.75
Pile Driver (1146)	.60—	4.50
Pilease (1370)	.25—	2.00
Pileine, Brunswig's Botanic (340) R	.50—	3.20
Pilgrim Ointment (1727)	.25—	1.50
	.50—	3.00
Pilgrim Foot Lotion (1892)	.25	2.00
Pill Cannabine Phosphite (1213A) per 100	—	1.00
Pillet's Tannate of Iron Capsules (847)	1.50—	14.00
Injection (847)	1.50—	14.00
Pilloids, Stearns' Haemoferrum (2303)	.75—	6.00
Pillow Inhaler	3.00—	24.00
Inhalent Mixture	1.00—	7.00
Pilocressen	1.00—	8.00
Pinagestine Elixir, all combinations (465A)	1.00—	8.50
Powder (465A)	1.00—	8.50
Pinapin	1.00—	9.00
Pinaud's (1893A)—		
Bandoline, White	.11—	1.20
	.19—	2.10
Baume Dermique	.45—	5.00
Brillantine, assorted	.25—	2.75
	.39—	4.25
	.55—	6.00
Special Odors	.80—	8.75
Cold Cream	.37—	4.00
"Roman"	.55—	5.75
Dentifrice Europia	.35—	3.75
Eau de Cologne 4 oz.	.45—	5.00
8 oz.	1.05—	11.50
16 oz.	1.70—	18.50
32 oz.	2.95—	32.00
Musquee Reine	1.20—	13.00
Portugal 4 oz.	.40—	4.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Pinaud's Portugal ..... 8 oz.	.80—	8.65
Quinine ..... 4 oz.	.40—	4.50
8 oz.	.80—	8.65
½ litre	1.50—	16.00
1 litre	2.55—	28.00
"Eclarese"	.30—	3.25
Elixir Dentifrice	.35—	3.75
	.60—	6.75
	1.05—	11.50
	1.35—	14.75
Extrait Vegetal, all odors..	.60—	6.65
Lavender Water, Amber	.46—	5.00
	.75—	8.00
White	.39—	4.25
Liquid Rouge Rosavelours ..	.14—	1.50
Vinaigre	.09—	1.00
	.18—	2.00
Rhum and Quinine..... 4 oz.	.40—	4.50
Roman Liquid	.27—	2.90
Salts, Lavender	.39—	4.25
Violet, Rose and Heliotrope	.48—	5.25
Toilet Water, all odors 3½ oz.	.70—	7.50
6 oz.	1.08—	11.75
8 oz.	1.55—	17.00
Sachets in Fancy Paper, all odors	.28—	3.00
Shaving Cream, Bitter Almond	.25—	2.75
	.33—	3.60
Lettuce	.35—	3.88
Violets de Parme	.57—	6.25
Soap Powder	.20—	2.00
Skin Lotions, Beauteviva ...	.39—	3.25
	.69—	6.25
Blanc de Beute	.37—	4.00
	.79—	8.50
Creme de Lys	.37—	4.00
Nebula	.60—	6.50
	1.20—	12.50
Hebe's Milk	.45—	5.00
Toilet Vinegar	.50—	5.50
Tooth Paste, Pate Dentelaire	.37—	4.00
"Roman"	.45—	5.00
Pine Tree Inhalant, with Inhaler (573)		5.00
Inhaler, with Medication (573)	5.00—	30.00
Medication alone	.25—	2.00
Ointment (573)	.50—	1.25
Salve (1895).....	.25—	2.00
Pine's Asthma Remedy (1868)..	1.00—	9.00
Pineapple Balsam (1053).....	1.00—	8.00
Pineoline (2529)	1.00—	10.20
Pingel's Benediction Balsam...	.50—	4.00
	1.00—	8.00
Convent Bitters	1.00—	8.00
Pills	.25—	1.75
Syrup	.50—	4.00
	1.00—	8.00
Pingeon's Creosote Capsules (847)	1.00—	7.50
Pini Strobi Syrup	.75—	6.00
Pink Food for Roaches (1312)...	.25—	1.75
	1.00—	8.00
Pinkham's Blood Purifier (1894)	1.00—	8.25
Liver Pills (1894).....R.	.25—	1.85
Sanative Wash (1894).....R.	.25—	1.85
Vegetable Comp. (1894)....R	1.00—	8.25
Pink Oil K. & L. Cure (1824)..	.50—	4.00
Pinn's Ointment (1021).....	.25—	1.75
Pinocoline Tablets (1863A).....	1.00—	9.00
Pino-Expectorant (2407C)	.50—	4.00
with Codine (2407C)	.75—	6.00
Pinol (B. W. & Co.) (776) ozs....	—	.50
lbs.	—	7.00
Pin's Nasal Irrigators (1290)....	.50—	4.50
Pioneer Corn Plasters (1423).....	.10—	.75
Pioneer's La Grippe Cure (1681A)	.50—	3.75
P. I. P. (705)	.50—	3.75
	1.00—	7.50
Piperchin Tablets (464).....	.75—	6.50
Piperazine (782) R (powder) oz.	—	4.25
(tablets) per tube	—	1.50
Piper's Poison Cheese (1595)....	.10—	.75
Pipmenthol	.25—	2.00
Piso's Catarrh Remedy (1896)R	.50—	3.75
Consumption Cure (1896)...R	.25—	2.00
Female Tablets	1.00—	8.00
Pitasis (1936)	.50—	4.00
Pitkin's Consumption Syrup (1897)	.25—	2.00
Pitman's Cleansing Compound..	.25—	2.00
Mixture	.25—	2.00
Pitt's Carminative (1395).....	.25—	1.75
Old Home Remedy.....	.25—	2.00
Salve (1898).....	.25—	1.50
	.50—	3.00
Vitalized Reviver	1.00—	8.00
Wonderful Black Liniment (1898)	.25—	1.75
	.50—	3.00
Piver's Cold Cream Lait d' Iris (1621)	.50—	4.50
Cucumber Cream Lait de Iris (1621)	.50—	3.75
Face Powder Lait d' Iris....	.75—	5.50
Face Powder Corylopsis (1621)	.75—	6.25

	Retail.	Doz.
Piver's Farina de Noisettes Laft d'Iris (162)	.50—	3.60
Lal d' Iris (1621)	.50—	4.50
	1.00—	8.25
	1.25—	11.00
	2.00—	21.00
Pomade (1621)	.50—	4.50
Soap Suc de' Laitue (1621)..	.50—	4.50
Shaving Cream (1621).....	.50—	4.50
Vegetable Lotion (1621).....	.75—	5.50
Pivet's Camphor Ice & Petroleum Jelly (772)	.10—	.75
Cosmetic (1352).....	.05—	.40
Florida Water (1352).....	.25—	1.50
	.35—	1.80
	.50—	4.00
Occidental Tooth Paste (1352)	.25—	1.75
Surfin Cosmetique (772).....	.05—	.40
White Rose Cologne (1352)...	.10—	.75
Witch Hazel Balm (1352).....	.25—	1.75
Pixine (2445)	.25—	2.00
	1.00—	10.00
Antiseptic Soap (2445)	.25—	2.00
Veterinary (2445)	.25—	2.00
	.50—	4.00
Pixley's Pennyroyal Pills (1053) per box	—	1.00
Pixy (846A)	.50—	4.15
Pizzala's Peptonate of Iron (2074) R.	.75—	6.50
Pianchais' Eau de Fleur de Lys (847)	1.25—	10.00
Plant's Extract (1808).....	1.00—	7.00
Planta Beatrice	1.25—	9.00
Plantation Antiseptic Oil (2489) R.	.25—	1.75
Bitters (1484) .....R.	1.00—	8.50
Candy Vermifuge (2489) R...	.25—	1.50
Chill Cure (2489) R., Tasteless	.50—	3.75
Plain	.50—	3.75
Condition Powders (2489)..R.	.25—	1.50
Cough Syrup (2489).....R.	.25—	1.90
Kidney Cure (2489) .....R.	.50—	4.00
Liver Medicine (2489).....R.	.25—	1.90
Pills (2489) .....R.	.25—	1.50
Pink Pellets (2489).....R.	.25—	1.50
Sarsaparilla (2489) .....R.	.25—	1.90
	.50—	3.75
Plantene (1860)	.10—	.75
	.25—	2.00
Planten's Castor Oil Capsules (1303)		
15 min. size, No. 1....	.15—	1.25
No. 2	.20—	2.00
No. 3	.30—	3.00
Copaiba Capsules (1903)—		
10 min. size, No. 1....	.15—	.70
No. 2	.20—	1.30
No. 3	.25—	1.90
Copaiba & Cubeb (1903)—		
15 min. size, No. 1....	.25—	1.65
No. 2	.40—	3.10
No. 3	.50—	4.50
Copaiba & Cubeb (1903)—		
10 min. size, No. 1....	.25—	1.40
No. 2	.40—	2.75
No. 3	.55—	3.90
Copaiba & Para Capsules (1903)—15 min. size, No. 1.	.15—	.90
No. 2	.20—	1.60
No. 3	.25—	2.25
Creosote Carbonate Capsules (1903)—		
10 min. size, No. 2....	1.00—	7.50
Planten's Sandal Capsules (1903)—		
No. 2	.50—	4.25
No. 3	.75—	6.25
Sandal Comp. (1903)—		
10 min. size, No. 1....	.15—	.90
No. 2	.20—	1.75
No. 3	.25—	2.50
Sandal, Copaiba & Cubebs (1903)—		
10 min. size, No. 1....	.20—	2.00
No. 2	.40—	3.75
No. 3	.60—	5.50
Sandal Oil Capsules (1903)—		
15 min. size, No. 1....	.50—	3.25
No. 2	.75—	6.25
No. 3	1.00—	9.00
Superior Norway Cod Liver Oil (1903)	.60—	4.50
Planter's Cuban Oil (2269).....	.25—	1.75
Relief (2269)	.25—	2.00
Female Regulator (See Benedicta).		
Headache Powders (2269)...	.10—	.75
Horse & Cattle Powders (2269)	.25—	1.50
Nubian Tea (2269).....	.25—	1.50
	1.00—	7.50
Pink Pills (2269).....	.25—	1.50
Ten Hour Cold Cure (2269).	.15—	1.00
Plasmon Biscuits (1903A).....	.20—	2.00
	.35—	3.45
Chocolate (1903A)	.10—	1.00
Cocoa (1903A)	.15—	1.50
	.25—	2.50

	Retail.	Doz.
Plasmon Powder (1903A).....	.15—	1.50
	.30—	3.00
	.50—	5.00
Plas-Salve (1348)	.15—	1.00
Platt's Chlorides (1904).....	.50—	4.00
Glycerin Suppositories (1904)	.25—	2.00
Headache Wafers	.15—	1.75
Lung Balsam	.25—	1.75
Liver Pills	.25—	1.50
Pain Killing Plasters.....	.25—	1.50
Penetrating Liniment	.25—	2.25
Prescription (3913)	.50—	4.00
Rheumatism Prescription No. 3,913	.50—	4.50
Stomach Bitters	1.00—	7.00
Piel's Vegetable Liver Pills....	.25—	1.75
Plixine (1936)	1.00—	9.00
Pluto Water (Concentrated) (1936)	.35—	3.50
(Natural)	.25—	1.75
Pneumatica (1906).....	.50—	4.00
Pneumatol	1.50—	9.00
Pneumocide	1.50—	12.00
Podagogue	1.00—	8.00
Po-Dock (1905A)	1.00—	8.00
Poke Root & Burdock Pills (1905A)	.25—	1.50
Polan's Magic Powders.....	.50—	3.75
White Pine Compound.....	1.00—	7.50
Polishine, Liquid (477A).....	.10—	.75
	.25—	1.80
	.50—	3.25
	.75—	5.40
	1.00—	9.00
	1.50—	14.40
Pomade (477A)	.05—	.36
	.10—	.75
	.25—	1.80
	.50—	3.60
	1.25—	12.60
	2.00—	21.60
Silver Powder (477A).....	.10—	.75
	.25—	1.50
Polk's Horse Lotion.....	1.00—	8.00
Pollard's Rheumatic Remedy..	.50—	3.75
Pollock's Dyspepsia Remedy...	1.00—	8.00
Polo Crystal Edge Polish (2002)	.25—	2.00
Polpaste Manicure Paste (840B)	.25—	2.00
Polubosko's Wheat Food.....	.50—	4.00
Polypody Rock Syrup.....	.25—	2.00
Pomarius (1084A).....	.35—	2.88
Pomelon Bitters & Compounds (387A)	1.00—	8.50
Pomeroy's Belladonna Porous Plasters (1423) ...	.25—	1.00
Petrolene Plasters (1423)....	.25—	1.25
Pomeo Bitters (1907)	1.00—	8.50
"Pomona" (455A) per case pints (2 doz.)	—	4.00
quarts (1 doz.)	—	3.75
gallons (1-3 doz.)	—	3.75
Pompeian Massage Cream (1908A)	.50—	4.00
	.75—	6.00
	1.00—	8.00
Soap (1908A	.25—	1.50
Ponca Comp. (1571).....R	1.00—	8.00
Ponce De Leon Florida Water (2585)	.35—	2.75
Pond Lily Cream (1910).....	.25—	2.00
Pond's Cold Cure Capsules (1912)	.25—	1.75
Digestans Tablets (1912).....	.10—	.65
Nasal Cream (1912)	.25—	2.00
Pond's Extract (1913).....R.	.50—	4.00
	1.00—	8.00
	1.75—	16.00
Dentifrice (1913)	.50—	4.00
Lip Salve (1913).....	.25—	2.00
Massage Cream (1913) ...	.20—	1.60
	.50—	4.00
Medicated Paper (1913)...	.20—	2.00
Ointment (1913).....	.25—	2.00
	.50—	4.00
Plasters (1913).....	.20—	1.20
Toilet Cream (1913).....	1.00—	8.00
Veterinary Ointment (1913)..	1.00—	8.00
Remedy (1913).....	.50—	4.00
	1.50—	12.00
Poole's American Insect Powder	.25—	1.75
Poor Man's Family Bitters (1563B)	.25—	2.00
	.75—	6.00
Medicated Plasters (1259) R. per gross	—	12.00
Pills	.10—	.88
Poor Richard's Eye Water (330)	.25—	2.10
	.50—	4.50
	1.00—	9.00
	2.00—	18.00
Pope's Catarrh Snuff (1915)....	.25—	1.75
Golden Tablets (1915).....	.25—	1.75
Liver & Blood Tonic (1915).	.25—	1.75
Cough Syrup (2177).....	.25—	2.00
	.50—	4.00
Popham's Asthma Specific (1917)	1.00—	7.00
Little Liver Pills (1917)	.25—	1.35
Meadow Plant (1917).....	.50—	4.00

	Retail.	Doz.
Popp's German Stomach Powder (2536A)	.75—	6.00
	1.00—	8.00
Regulating Pills (2536A)	.25—	1.75
Portal's Syrup Anti-Scorbutic (847)	.85—	7.00
Porter's Antiseptic Healing Oil (1827)	.25—	1.85
	1.00—	7.50
Balsam (1016)	.25—	2.00
	.50—	4.00
	.75—	6.00
Bitters (1016)	.25—	2.00
Pain King (2092)	.75—	7.00
Pills (1016)	.25—	1.50
Vital Oil	.50—	4.00
Portsmouth Cathartic Pills (1939)	.25—	2.00
Cold Cream (1939)	.15—	1.00
Cold-in-Head Remedy (1939)	.25—	2.00
Diarrhœa Tablets (1938)	.25—	2.00
Headache Tablets (1939)	.10—	.75
Lavender Salts (561)	.25—	2.00
Menthonol (1939)	.25—	2.00
	.50—	4.00
Tooth Wash (1939)	.25—	2.00
Violet Water (1939)	.25—	2.25
	.50—	4.50
Positive Healer Liniment (1949)	.10—	.80
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Pills (2069)	.25—	2.00
"Possums" Anti-Whoop Tablets (1783A)	.10—	.65
	.25—	1.60
	.50—	3.00
Post's Almond Lotion (1921)	.25—	1.75
C. B. Q. Gout Remedy (847)	1.25—	11.75
Corn Cure (1921)	.15—	1.00
Family Cough Syrup (1921)	.25—	1.75
Kurit Ointment	.50—	3.75
Sarsaparilla (1921)	.50—	4.00
Potaska	.50—	4.00
Potassocain	.50—	4.50
Potoxo (519)	2.50—	20.75
Pott's Nerve Tonic (1924)	.50—	4.00
Sarsaparilla (1924)	.50—	4.00
Potter's Balm of Gilead Ointment	.15—	1.00
	.25—	1.50
Catarrh Cure	1.00—	8.00
Hair Tonic	1.00—	8.00
Plasters	.15—	1.00
Reliable Salve	.15—	1.00
Root Extract	.25—	1.75
Poudre Simon (2534)	.75—	6.00
Poulliet's Sulphurous Powders (847) Bath	.35—	2.75
Drink	1.00—	7.00
Pounder's Aspargo (1925A)	1.00—	8.00
Powell's Aniseed Balsam (847)	.50—	4.25
Beef, Cod Liver Oil & Pepsin	1.00—	8.00
Embrocation	.50—	4.50
Horse Liniment (2183)	1.00—	7.50
& Poultry Powders (2320)	.25—	1.25
Scratch Cure (2320)	.25—	2.00
Indelible Ink (1926)	.15—	1.00
Itching Pile Ointment (1604)	.50—	4.00
Liniment (1088)	.25—	1.75
	.50—	3.50
(Moonseed) Bitters (847)	1.50—	12.00
Nerve & Bone Liniment (2320)	.25—	1.75
Pile Salve (2320)	.25—	2.00
Sarsaparilla (2320)	.50—	4.00
Sea Salt	.10—	.60
	.15—	1.00
Tar, Horehound and Wild Cherry Cough Syrup (2320)	.25—	2.00
Power's Asthma Specific (1928) R.	.50—	4.00
	1.00—	8.00
Pozzoni's Dove Toilet Powder (1930) R.	.25—	1.82
Medicated Complexion Powders (1930)	.50—	3.90
P. P. P. (1448A)	1.00—	8.00
	2.00—	14.00
P. P. S., Poke Root, P. Ash (1444A)	1.00—	7.00
Prall's Horse Colic Capsules (1932)	2.00—	18.00
Prapine	1.00—	8.00
Pratt's Abolition Oil	.50—	3.25
Bed-bug Killer (2199)	.25—	1.75
Baby Syrup (332)	.25—	2.00
Boil Ointment (241)	.25—	2.00
Borax Liniment	.25—	2.00
Colic Tablets (1935)	.25—	1.75
Female Renovator	1.00—	8.00
Herb Tonic (1934A)	.75—	6.00
Nerve Tonic	1.00—	8.00
Pile Cure (1932A)	.25—	1.75
Porous Plasters	—	1.75
Renovator Wine (1935)	1.00—	8.00
Up-to-Date Tablets (1935)	.25—	1.75
Pray's Aromatic Tooth Lotion (736)	.50—	3.95

	Retail.	Doz.
Pray's Diamond Nail Powder (1936)	.25	2.05
	.50—	4.00
(Mary) Comp. (1740A)	1.00—	8.75
Prentice Tooth Powder (1937)	.25—	1.75
Prentiss' Petroleum Syrup	.50—	3.80
Prescription No. 4000 (2177)	1.00—	8.00
Presto (837) (for family)	.25—	2.00
for domestic animals	.50—	4.00
	1.00—	8.00
Ointment (837)	.25—	2.00
	.50—	4.00
Soap (837)	.10—	.75
Prestoline	.25—	2.00
"Preston" Portsmouth Smelling Salts (1939)	.25—	2.00
Preston's "1838" Cologne (1939)	.25—	2.25
	.50—	4.50
	1.00—	9.00
	1.50—	13.50
Spa Salts (1938)	1.00—	9.00
Talcum Powders (1939)	.10—	.75
Pretzelt's Face Ointment (1939A)	.25—	2.00
Pretzinger's Catarrh Balm (1939B)	.50—	3.75
Prevento Tablets	.50—	3.50
Price's Bloods (1940B)	.50—	4.00
Price's Diptheritic Troches	.25—	1.75
Glycerine (847)	.15—	1.00
	.25—	1.75
	.35—	2.75
Hygienic Wine	1.00—	8.40
Mucilage	.10—	.65
Ointment (245)	.25—	2.00
Optsine (1940B) 1, 2 or 3	.50—	4.50
Pelvic Sedative (1940 B)	.75—	6.00
Pile Pills (1940B)	.50	1.50
Rheumadine	3.00—	22.00
Ruta-Apiol (1940B)	1.00—	9.00
Tasteless Castor Oil (1940B) Small	.10	1.00
Large	.25	2.40
Prickly Ash Bitters (1940)	1.00—	7.50
Priest's Pepsin, Bismuth & Charcoal Tablets	.10—	.85
Prima Purificans (1229)	1.00—	8.00
Primley's Celery & Kola Nerve Tonic (1941)	1.00—	6.00
Liver & Cathartic Pills (1941)	.25—	1.25
Sarsaparilla (1941)	1.00—	6.00
Speedy Cure (1941)	.25—	1.50
	.50—	3.00
	1.00—	6.00
Tooth Powder (1941)	.25—	1.25
Wahoo Iron Tonic (1941)	.50—	3.00
	1.00—	6.00
Princess Violet Talcum Powder	.15—	1.00
Pringle's Bright Little Pills (1538)	.15—	1.00
Corn Eater Salve (1538)	.15—	1.00
Prinsen's Drops No. 16 (631)	.25—	2.00
	.50—	4.00
Prior's Blood Purifier	.50—	3.75
Capsicum Porous Plasters (1942)	.25—	1.20
Champion Liniment (1942)	.25—	1.75
	.50—	3.75
	1.00—	7.50
Cholera Syrup (1942)	.25—	1.75
	.50—	3.75
Cough Balsam (1942)	.25—	1.75
	1.00—	7.50
	.50—	3.75
Healing Salve	.25—	2.00
Ozone Headache & Neuralgia Remedy	.10—	.75
Physical Regenerator (1942)	.50—	3.75
	1.00—	7.50
Purgative Pellets (1942)	.25—	1.50
Pritchard's Cerebene	.25—	2.00
Cough Remedy	.50—	3.60
Headache Tablets	.25—	1.75
Ladies' Prescription	.50	4.00
Tablets	1.00—	7.50
Lithia Solvent	1.00—	7.50
Magic Cream	.25—	1.50
Lotion	1.00—	7.00
Nerve & Muscle Tonic	1.00—	7.50
Ozone Oil	.50—	3.60
Worm Troches	.25—	1.75
Proben's Beef, Iron & Wine (1944)	.50—	4.00
Bronchial Tablets (1944)	.10—	.75
Pectoral Elixir (1944)	.35—	3.00
Russian Corn Cure (1944)	.25—	2.00
Saranac Cologne (1944)	1.00—	7.20
	1.25—	12.00
	2.25—	22.00
Wild Cherry Balsam (1944)	.25—	2.00
Procratine, Turnbull's	3.00—	30.00
Proctor's Belladonna Plaster (2295A)	.10—	.80
Insect Powder (2295A)	.15—	1.00
Liquid Glue (2295A)	.10—	.75
Strengthening Plaster (2295A)	.10—	.75
Prodhomme's Antecibum Pills (847)	1.25—	10.00
Proferrin (1667) per oz.	—	.50

	Retail.	Doz.
Proferrin Tablets (1667) 1 gr. per C.	—	.20
2-gr. per C.	—	.40
5-gr. per C.	—	.60
Compound (1667) per C.	—	.60
Progress Blackberry Cordial (1587)	.25—	1.25
Prohibition Bitters	.50—	3.00
Prolific Poultry Food (1097)	.25—	2.00
Protan (1667) per oz.	—	.50
Protargol (782) ozs. R	—	1.25
½ oz. vials	—	1.35
Tablets (309)	.35—	2.75
Proteiline (1944B)	1.00—	9.00
Proteinol (1945)	1.00—	9.00
Protonuclein (powder) (2003) R	1.00—	8.50
	7.50—	62.75
Special (2003) (powder) R.	1.00—	8.50
	2.25—	19.00
Tablets (2003) R.	.25—	2.00
	1.00—	8.50
	4.75—	40.00
	8.50—	75.50
With combinations (2003)	1.00—	8.50
Special Tablets (2003) R.	1.00—	8.50
	5.50—	48.50
	10.00—	92.00
Protos (1945A)	.35—	2.25
Prosperpine (1319)	.10—	.75
Natural Water (1096)	.25—	1.75
Prowse's Hair-in	1.00—	8.00
Prundine	.50—	4.00
Pruneline Laxative (2295A)	.10—	.75
	.25—	1.75
Prunicodeine (1444) in 5 pt. bottles, per bot.	—	3.30
Prunier's Hyperphosphine Cachets (847)	1.50—	12.00
Granulated (847)	1.50—	12.00
Syrup (847)	1.50—	12.00
	—	10.00
Pruni-Heroin (2677B)	.25—	1.75
Prunol, Hart's lb.	—	1.50
Prurito (1406A)	—	3.60
Prussian Blister (1947)	.50—	3.60
Colic Killer (1947)	1.00—	8.00
Corn Cure (1947)	.25—	1.80
Cough & Distemper Cure (1947)	.50—	3.60
Family Curine Salve (1947)	.25—	1.80
Heave Powders (1947)	.50—	3.75
Horse Liniment (1947)	.25—	1.80
	.50—	3.60
Lice, Chicken & Cyclone Powders (2065)	.25—	2.00
	.50—	4.00
Killer (1947)	.50—	4.00
	1.00—	7.20
Lice Powder (1947)	.25—	2.00
	.50—	4.00
Pain Oil Liniment (1947)	.25—	1.80
	.50—	3.60
Poultry Food (1947)	.25—	1.85
	.50—	3.60
Spavin Cure (1947)	1.00—	7.50
Stock Food (1947)	.50—	3.75
	1.00—	8.00
Veterinary Curcine Salve (1947)	.25—	1.80
	.50—	3.50
Worm Powders (1947)	.50—	3.60
P. S. C. Injection (2522)	1.00—	7.50
Psugma	.25—	2.10
Psychine (2224) R.	3.00—	25.00
Puccoon Syrup	.25—	2.13
Puchta Rheumatic Cure (561)	2.00—	17.00
Pugh's Female Pills (1841)	.50—	3.50
Pullen's Emulsion Cod Liver Oil with Hypophosphites (1948)	.50—	4.00
Pullen's Essence of Jamaica Ginger (1948)	.25—	1.75
Norwegian Pure Cod Liver Oil (1948)	.50—	4.00
Syrup Hypophosphites Comp. (1948)	1.00—	7.00
Pulmoline (2626A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Pulmonalis, Ware's (124)	.10—	.75
	.25—	1.75
	.50—	3.50
Pulmonic Cough Balsam (1799)	.25—	2.00
	.50—	4.00
Life Syrup (2425)	.50—	4.00
Pulmonico, Water's	1.00—	8.00
Pulsifer Veterinary Absorbent Blister (1949)	.50—	4.00
Colic Cure (1949)	.75—	6.00
Pulsifer Fever Drops (1949)	.5[illegible]—	4.00
Hoof Ointment (1949)	.[illegible]—	2.00
	.5[illegible]—	4.00
Liniment, Leg and Body (1949)	.[illegible]—	2.00
	.5[illegible]—	4.00
Positive Healer (1949)	.10—	.90
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Powerful Penetrator (1949)	.50—	4.00

	Retail.	Doz.
Pulsifer's Trainers' Lotion (1949)	.25	2.00
Powder Restorative (1949)	.50—	4.00
Stock Regulator (1949)	.25—	2.00
Worm Powders (1949)	.50—	4.00
Pulvasepta (See Stearns).		
Pulverizators (1560)	1.00—	8.00
Pulvola, Infant Toilet Powder (1950)	.25—	2.00
Punderson's Condition Powders (1903)	.25—	1.50
Pura Parilla Pills	.25—	2.00
Puraline (2212)	.25—	2.00
	.75—	6.00
Purdon's Pile Ointment	.50—	4.00
Worm Lozenges (1246)	.25—	1.50
Purdy's Amber Liniment (1953)	.25—	1.90
	.50—	3.75
Catarrh Cure (1953)	.75—	6.30
Japanese Corn Cure (1953)	.25—	1.50
Tonic & Blood Purifier (1953)	1.00—	8.00
Purgative Peas (16)	.25—	1.50
Purgatol	1.00—	8.00
Puri-Ei-Curi Soap (902)	.10—	.75
Purificin (632) per oz.	—	1.00
Purificuna, Robinson's	1.00—	8.50
Puri-Fi-Curi (902)	.15—	1.00
Purifina (1107)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Purifine (817A)	.50—	3.00
	.75—	6.00
	1.00—	9.00
		—12.00
		—18.00
Purifinis	1.00—	9.00
Puritan Bitters	.25—	2.00
Cream	.25—	1.75
Lotion	.50—	3.50
Pile Cure	.25—	2.00
Tea	.20—	1.50
Puritana	1.00—	9.00
Pills	.25—	2.00
Pushkuro (1956)	1.00—	8.00
Putnam Fadeless Dyes (1625)	.10—	.97
Puttner's Emulsion Cod Liver Oil	.75—	6.50
Putz Liquid Metal Polish (1591)	—	9.00
		—15.00
Pomade (1591) per gross	—	2.50
per gross	—	5.00
Pyle's Coryza Lozenges	.25—	2.00
(Dr. E. W.) Prescription No. 14,444 (1489)	.50—	4.00
Pyny-Pectoral (619)	.25—	2.00
Pyramid Ointment (1958)	.25—	2.00
Pile Cure (1958)	.50—	4.25
	1.00—	8.50
Pills (1958)	.25—	1.75
Pyrexifuge (1938)	1.00—	8.00
	1.50—	15.00
Pyrozin Powder or Tablets (1959) per oz.	—	.75
And Salol, per oz.		.75
And Codeine, per oz.	—	.75
And Quinine, per oz.	—	.75
Pyro-Febrin Tablets (1343)	.25—	1.75
Pyroferrine (1444)	1.00—	7.50
In 5-pt. bottles, per bottle	—	2.90
Pyrofistine	.50—	4.00
	.75—	6.00
	1.25—	10.00
	2.25—	18.00
	4.00—	36.00
Pyroligneine (1960)	1.00—	8.00
Pyrozone (1560) 3 per cent	.50—	3.50
25 per cent	.75—	6.50
Absorbing Tablets (1560)	.25—	1.85
Inhaler, McK. & R.'s (1560)	.25—	2.00

Q

	Retail.	Doz.
Q O Q (1612)	.50—	4.00
Q. T.'s	.35—	2.75
	.40—	3.50
	1.00—	8.00
Q-Tis Cream (1281)	.10—	.75
	.25—	1.75
	.50—	3.50
Quaker Blackberry Cordial	.50—	3.00
Botanical Herbs (2650)	1.00—	8.00
Oil (2650)	.50—	4.00
Corn Cure	.25—	1.50
Cough Balsam	.25—	1.80
	.50—	3.60
Headache Capsules	.25—	1.75
Healing Salve (2650)	.25—	2.00
Quaker Herb Extract (1961A)	1.00—	8.00
Herbs (1961)	1.00—	7.55
of Health (534)	1.00—	6.00
Oil (1961A)	.25—	1.75
of Health (534)	.25—	1.50
P. B. Salve (1961A)	.10—	.75
Pills	.25—	1.50
Tonic Tablets (1851)	.50—	4.00
White Wonder Soap (2650)	.10—	.80
Quaratol Remedy (1968)	.25—	1.75

	Retail.	Doz.
Quarles' Corn Killer (1612)	.15—	1.25
Cough Syrup (1612)	.25—	1.50
Eye Lotion (1612)	.25—	1.25
Quick Cholera Cure (1612)	.50—	4.00
Quick Queller Q. Q. Q. (1612)	.50—	4.00
Quassone (444)	1.00—	9.50
Quee's Balmy Sleepy	.50—	4.00
Queen Adelaide Dentifrice (1088)	.50—	4.00
Bee Injection (1550)	.50—	4.00
Charcoal Pastilles	.50—	4.00
Food (1961C)	.40—	3.50
Hair Restorer (1691A)	1.00—	8.00
Horse Wash (2295A)	.25—	2.00
Sherbet (for Soda)	.75—	6.00
Queenie Curling Fluid (486A)	.25—	2.08
Quencer's Pine Oil (1862)	1.00—	8.50
Quentin's Breath of Violets (447)	.05—	.40
Perfumed Wafers (447)	.25—	2.00
Querci's C. L. Oil Jelly (2447)	1.00—	7.50
Charcoal Pastiles (2447)	.50—	4.00
Mothes Capsules (2447)	.35—	2.50
(847)	1.50—	13.00
Quesneville's Bismuth Cream (847)	2.00—	15.00
Extract Bareges (847)	.75—	5.00
Queru's Charcoal Pastilles (1903)	.50—	4.00
Cod Liver Oil Jelly (1903)	1.00—	7.50
Quick Actors (1403)	.25—	2.00
Quick Diarrhoea Cure (831)	.25—	2.00
Grip & Cold Cure (831)	.25—	2.00
Mender (Tissue) (1931)	.25—	1.50
Stop (2227)	.25—	1.50
Quinamon (671A)	.25—	1.75
Qui-No-Na (350)	.25—	1.75
Tablets (350)	.25—	1.75
Quickine	.50—	3.60
Quillarine (241)	.25—	2.00
Quinia Oleole (404) per pint	—	2.00
Quinalgen (782) R oz.	—	1.25
Quina-Masque (1552)	—	6.00
Quin Capilla (1088)	1.00—	8.00
	3.00—	27.00
Quince Blossom (1149)	.25—	1.75
Quincy's Royal Female Pills	1.50—	12.00
Quinelixir, Baker's	1.00—	7.00
Quineptus	.75—	6.50
Quinets (2212)	.25—	1.72
Quiniline (72)	.25—	1.50
	1.00—	8.00
Concentrated	1.50—	12.00
Quin-India (1774)	.50—	4.00
Quinine, Plasters (1259) R per gross		—15.00
Porous Plaster (1964)	.25—	1.75
Quin-I-Pep-tone (72)	1.00—	8.50
Quinn's Ointment (717)	1.00—	8.00
Quinoline (1552)	—	7.20
Quinona (1967)	1.00—	9.00
Quinonin	1.50—	12.00
Quinque Bromides (1552)	—	8.40
Without Opium		—8.40
Quinquinia (2677)	1.00—	7.20
Quintolen (2295A)	.50—	3.50
Quirk's Carrageen Balm	.50—	4.00
Irish Tea	.25—	1.85
Quixiline	1.00—	
Qu-Ra-Koff	.25—	2.00
Qu-Ra-Kramp	.25—	2.00

R

	Retail.	Doz.
Rabuteau's Elixir of Iron (847)	2.50—	20.00
Iron Dragees (847)	.75—	6.00
Syrup of Iron (847)	1.00—	8.50
Racahout (241)	.95—	6.00
Race's Blood Renovator	1.00—	8.00
Rachel's Enamel Bloom (1401)	.25—	1.75
Racine Swiss Balsam	.25—	2.50
Radam's Microbe Killer (1970)	1.00—	8.00
	3.00—	24.00
Radcliffe's Catarrh Cure (1850)	1.00—	7.00
Elixirine (1850)	.50—	3.50
Expectoral	.50—	4.00
Favorite Pills (1850)	.25—	1.75
Porta Vita Tonic (1850)	1.00—	7.00
Sarsaparilla (2065)	.50—	3.75
	1.00—	7.50
Seven Seals (1850)	.50—	3.50
	1.00—	7.50
Radway's Pills (1971) R	.25—	1.60
Ready Relief (1971)	.50—	3.90
	1.00—	7.80
Sarsaparillian Resolvent (1971) R	1.00—	7.90
Ragland's Diarrhoea Remedy (1865)	.25—	1.75
Lightning Relief (1865)	.25—	2.00
	.50—	3.50
Pile Remedy (1865)	.50—	3.50
Tetter Ointment (1865)	.25—	2.00
Vermifuge (1865)	.25—	1.50
Liver Pills (1972)	.10—	.75
	.25—	1.75
Ointment (1972)	.25—	1.50
Porous Plaster (1972)	.25—	1.00

	Retail.	Doz.
Rainbow Salts of Lemon (2039)	.10—	.40
Ralph's Rheumatic Remedy (332)	1.00—	9.00
Ramajana (1942A)	1.00—	9.00
Ra Man Za	.25—	1.80
Ramee's Sick Headache Remedy	1.00—	8.00
Ramel's Eucalyptus Bonbons (847)	.60—	4.50
Cigarettes (847)	.75—	6.00
Syrup (847)	1.25—	10.50
Eucalyptol Globules (847)	1.00—	7.00
Syrup Eucalyptus (847)	1.00—	9.00
Ramsey's Inhalant	.35—	2.40
Medicator (Complete Cure)	2.00—	12.00
(1974)	2.00—	12.00
Ointment	.15—	15.90
Ramon's Croup Syrup (2051)	.50—	4.00
Cure for Eczema (328)	1.00—	8.00
English Cough Syrup (328)	.25—	2.00
Iron Tonic (328)	1.00—	7.50
K. K. (328)	1.00—	8.00
Liniment	.25—	1.75
Liver Pills & Tonic Pellets (328)	.25—	1.75
Nerve & Bone Oil (328)	.25—	2.00
Pepsin Chill Tonic (328)	.50—	3.75
Pepsin Headache Cure (328)	.15—	.75
Relief (328)	.25—	2.00
Santonine Worm Syrup (328)	.25—	1.75
Tonic Liver Pills (328)	.25—	1.75
Sarsaparilla (328)	1.00—	7.50
Triumph Capsicum Plasters (328)	.25—	1.25
Corn Plasters (328)	.15—	1.25
Kidney Plasters (328)	.25—	1.50
Rheumatic Plaster (328)	.25—	1.50
Strengthening Plasters (328)	.25—	1.25
Ramsey's Bitters	1.00—	7.00
Catarrh Cure	2.00—	12.00
Corn Cure (1088)	.10—	75
	.25—	1.50
Kidney & Liver Cure	1.00—	8.00
Pepsoline (1088)	1.00—	8.00
Pepsoline Lozenges (1088)	1.00—	8.00
Winter Fluid (1088)	.25—	1.75
	1.00—	8.50
Ranbach's Golden Seal Tonic (2243) R	.75—	6.50
Rand's Celery Remedy (194)	.25—	2.00
Family Remedy (194)	.25—	2.00
Rand's Family Remedy (194)	.25—	2.00
	.50—	3.75
Rand's (Lia) A. B. Powder (1975)	.25—	2.00
	.50—	4.00
Hair Forcer & Tonic (1975)	1.00—	9.00
Hygienic Head Cream (1975)	.50—	4.50
	1.00—	9.00
Scalp Tonic (1975)	1.00—	9.00
Combination (1975)	2.00—	18.00
	.50—	3.75
Kurefut (1975)	.15—	1.20
	.25—	2.00
Manoklene (1973)	.15—	1.20
	.25—	2.00
Oriental Liquid Cleaner (1975)	.25—	2.00
	.50—	4.00
Perfecto (1975)	.15—	1.20
	.26—	2.00
	.50—	4.00
Savon Hygienique (1975)	.15—	1.35
Skin & Face Tonic (1975)	1.00—	9.00
Unguentum Boro-Sulphine (1975)	.50—	4.00
	1.00—	8.00
Medicated Blush Cloth (1975)	.50—	4.00
Twenty Drops (1895A)	.50—	4.00
Randall's Circassian Cream Wash	1.00—	7.00
Gold Medal Grape Juice (455A)		
½-pints (3 dozen)		— 4.00
pints (1 dozen)		— 2.50
(2 dozen)		— 4.75
quarts (1 dozen)		— 4.50
half-gallons (2-3 dozen)		— 5.25
gallons (1-3 dozen)		— 5.00
Randolph's Spavin Cure (2208)	5.00—	36.00
Worm Killer (for Horses) (2208)	.50—	4.00
Rangum Root Liniment (2277)	.25—	2.00
	.50—	3.75
Rankin's Ammonia Lozenges (1302)	.25—	2.00
Buchu-Juniper (1395)	1.00—	7.75
Minted Ginger (1302)	.50—	4.25
Rano's Dandelion Pills	.25—	1.50
Horehound & Tar Syrup	.25—	1.50
Vermifuge	.25—	1.50
Ranson's Hive (Croup) Syrup & Tolu (1980) R.	.35—	2.40
	.50—	4.00
Rappaldo's Liniment	1.00—	8.00
Raser's Amorita Tablets (1981)	1.00—	8.00
Anodyne Liniment (1981)	.25—	1.50
Anti-Bilious Pills (1981)	.25—	1.50
Antiseptic Solution (1981)	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Rasor's Bitter Iron Wine (1681)	.50—	5.75
Bronchial Lozenges (1981)	.10—	.75
Catarrh Cure (1981)	.10—	.75
Cerebrine (1981)	10—	.75
Chlorate Potassium Tablets (1981)	.25—	1.50
Cocoa Oil Pomade (1981)	.25—	1.50
Cod Liver Oil (1981)	.50—	3.50
	1.00—	6.75
Corn Solvent (1981)	.15—	.85
Cough Syrup (1981)	.25—	1.50
	.50—	3.00
	.75—	5.00
Diarrhoea Cordial (1981)	.25—	1.75
Emulsion (1981)	1.00—	7.50
Essence of Jamaica Ginger (1981)	.25—	1.75
	.50—	3.50
Extract of Root Beer (1981)	.25—	1.50
	1.00—	7.50
	2.00—	14.00
	4.00—	26.00
Floral Hair Tonic (1981)	.50—	3.75
	1.00—	7.50
Fragrant Tooth Wash (1981)	.25—	1.75
German Bitters (1981)	1.00—	7.50
Iodinized Sarsaparilla (1981)	1.00—	7.50
Liquid Shampoo (1981)	.25—	1.75
Mineral Water Salts (1981)	.75—	5.00
Opodeldoc (1981)	.25—	1.50
Porous Plasters (1981)	.25—	1.25
Royal Balm (1981)	.25—	2.00
	.50—	4.00
Sewing Machine Oil (1981)	.10—	.65
Syrup Hypophosphites (1981)	1.00—	7.50
Victoria Balm (1981)	.10—	.75
Worm Syrup (1981)	.25—	1.50
Raspail's Salve	.25—	2.00
	.50—	4.00
Rat Bis-Kit (1979)	.15—	1.20
Rat Ruinator (1841)	.15—	1.00
Salts	.10—	.75
Rats Death (131A)	.10—	.75
Kill 'Em (2277)	.10—	.75
Must Go	.25—	1.75
Ruin (1948)	.15—	.75
Rath's Death to Bugs	.50—	4.00
Ratliff's Herb Tea (2065)	.25—	2.00
Rattinger's Dysentery Powders (1982)	.50—	4.00
Fever Drops (1172)	1.00—	9.00
Root & Herb Bitters (1982)	1.00—	7.00
Vegetable Liver Pills (1982)	.25—	1.50
Rau's Restorer	.75—	5.50
Ra-Ve-No (1686A)	.50—	4.00
Rave Noir Hair Dye (2205A)	.25—	1.75
Raven's Horse, Cattle & Poultry Food (1983)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Special Poultry Food (1983)	.35—	2.50
Rawleigh's Anti-Pain Oil (1983A)	.50—	4.00
Barb Wire Application (1983A)	.25—	2.00
Cathartic and Liver Pills (1983A)	.25—	1.50
Golden Cough Syrup (1983A)	.50—	4.00
Headache Tablets (1983A)	.25—	1.75
Imperial Stock Food (1983A)	.25—	2.00
Mountain Herb Liniment (1983A)	.50—	4.00
Poultry Powder (1983A)	.25—	2.00
Ru-Mex-Ol (1983A)	1.00—	7.50
Thymol Salve (1983A)	.25—	2.00
Rawson's Ammoniated Liniment	.25—	1.50
Colic Cure	.25—	1.50
Heave Powders	.25—	1.50
Hoof Salve	.50—	3.50
Scratch Ointment	.25—	1.50
Water Regulator	.25—	1.50
Worm Powders	1.00—	9.00
Ray's Arnica Oil Liniment (743)	.25—	1.50
Bitter Bloodine Tonic (2069)	.50—	3.50
Catarrh Cure (743)	.40—	2.50
Chlorides (743)	.35—	2.75
Cold Cure	.25—	1.75
Disinfectant (743)	.35—	2.75
Healing Ointment (743)	.25—	1.75
Health Restorer (1987)	.50—	4.00
	1.00—	8.00
Kidney & Liver Pills (1987)	.25—	2.00
Liver Invigorator (1987)	.25—	2.00
Mixture (1869)	1.00—	8.00
Mystic Ointment	.25—	1.75
Parilla Compound, Yellow	1.00—	8.00
Penetrating Liniment (2467)	.25—	1.50
	.50—	3.00
Sarsaparilla (2467)	.50—	3.00
	.75—	4.50
	1.00—	6.00
Raydith's Birch Tar Shampoo Soap (1988) per gross	—	4.20
Cherry Lip Salve (1988)	.25—	1.50
Dressing Cream (1988)	.75—	4.20
Eau de Quinine Hair Tonic Red (1988)	.50—	3.60
Yellow (1988)	.60—	4.20
Face Bleach (1988)	.75—	4.20

	Retail.	Doz.
Raydith's Freckle Lotion (1988)	.75	4.20
Genuine Egg Shampoo (1988)	.35—	2.40
Hair Trainer and Beautifier (1988)	.30—	2.00
	.50—	3.60
La Fleur Oriental Toilet Soap (1988) per gross	—	5.20
Lila Bouquet Tonic (1988)	.25—	1.50
Parisian Tooth Powder (1988)	.25—	2.10
Rose Complexion Soap (1988) per gross	—	7.20
Shaving Soap (1988) per box	—	2.10
Skin Food (1988)	.75—	4.20
Turkish Cream of Roses (1988)	.30—	2.00
	.50—	3.60
Witch-Hazel-Bay (1988)	.25—	1.50
Raymond's Arnica Salve (561) R.	.25—	1.25
Liniment (561) R.	.50—	3.50
Complexion Cream (1805A)	.50—	3.50
Powder (1805A)	.25—	2.00
Corn Plasters (1989)	.10—	.75
Globules	1.00—	9.00
Hacking Syrup	.25—	1.25
Hair Beautifier	.50—	4.00
Hair Dye (561) R.	.50—	3.50
Hair Restorative (561) R.	.50—	3.50
Olive Oil Soap (1805A)	.10—	.75
Pectoral Plasters (1989)	.25—	1.80
Talcum Powder (2143)	.10—	.75
Tooth Powder (1805A)	.25—	2.00
Troches	.10—	1.00
Vegetable Penetrator (1990)	.10—	.75
	.25—	1.75
	.50—	3.50
	2.00—	20.00
Violet Toilet Powder (1805A)	.20—	1.25
Razoo (1282)	.15—	1.00
Razorine (1991A)	.15—	1.00
Razorkeen	.10—	.75
R. B. Cubeb Cigarettes (2585) per pkg	.10—	.60
Rea Bros. & Co. Dyspepsia Tablets (1992)	.50—	4.00
Inhalent Catarrhal Jelly (1992)	.50—	4.00
Read Mfg. Co.'s Rheumaticure	1.00—	8.50
Reader's Cough Syrup (640)	.20—	1.25
Reagent, Whitney's	1.50—	12.00
Reasner's Corn Ridder (237)	.10—	.65
Rebellion's Syrup Iodine Iron & Quinine (847)	1.50—	12.00
Recamier Almond Meal (1995)	.50—	3.25
Balm (1995)	1.50—	9.50
Benzoin Liquid Bath (1995)	.50—	4.00
Cream (1995) (with & without Glycerine)	.50—	4.50
	1.00—	9.50
Depilatory (1995)	3.50—	36.00
Face Brush (1995)	.50—	4.50
	.75—	7.00
Moth & Freckle Lotion (1995)	1.50—	9.50
New Life for the Hair (1995)—Nos. 1 & 2	1.50—	12.50
No. 2, large	2.00—	15.00
Powder (1995) Flesh, White & Cream	.50—	4.00
Soap (1995) Scented	.50—	4.00
Unscented	.25—	2.25
Wrinkle Specific (1995)	3.50—	36.00
Red Bird Chicle or Rubber Chewing Gum (585A) per box of 100 pieces	—	.40
Seed (235)	.10—	.84
Cough Cure (224A)	.25—	1.75
Pain Cure (224A)	.25—	1.75
Cloud Liver Berries (2147)	.10—	.75
	.25—	1.75
Clover Comp. (2433)	1.00—	8.00
Cough Syrup (1226)	.25—	1.75
Ointment (1478)	.25—	1.50
Tabulets	.50—	3.50
Cloverine Salve (2630)	.10—	.75
Cross Amycose	.25—	1.50
Bromo Sodium (225)	.10—	.80
	.25—	1.75
	1.00—	7.00
Chill Tonic (1872)	.50—	3.50
Cholera Cure (1134)	.25—	1.50
Corn Cure	.25—	1.75
Salve (2668)	.10—	.75
Cough Cure (1997)	.25—	2.00
	.50—	4.00
Drops (398) 36 pkgs. in carton per carton	—	1.00
Syrup (2668)	.25—	1.50
	.35—	2.50
	.50—	4.50
Disinfectant & Deodorizer (1995A) per bottle	.35—	
Disinfectant Ball (2619)	.10—	.60
Drops, New	.25—	1.50
Headache Cure (225)-	.25—	1.75
Powders (1997)	.10—	.75
Health Salt	.35—	1.75
Kidney Plasters (1259) R.	.25—	1.75
& Bladder Cure (1992)	.50—	4.00

	Retail.	Doz.
Red Bird Liniment	.50—	3.00
Mentholeum	.25—	1.75
Natural Salts (225)	.50—	3.50
	1.00—	7.00
Oil (1997)	.25—	2.00
	.50—	4.00
Pile Fistula Cure (1992)	1.00—	8.00
(1997)	.50—	4.00
Rheumatic Balsam	.50—	3.50
Salve (225)	.25—	1.75
Tonic (1997)	.50—	4.00
Toothache Plasters (1259) R. per gross	—	1.85
Flag Oil (2147)	.25—	1.85
Horse Powders (see Barber).		
Letter Cough Cure (394A)	.25—	2.00
	.50—	4.00
Lion Catarrh Cure (2066)	1.00—	8.00
Pills (see Franco-American).		
River Chill Tonic (610)	.50—	3.75
Rose and Myrrh Tooth Wash (2152)	.25—	2.00
	.50—	4.00
Sea Balsam (126)	.10—	.75
Cough Mixture (126)	.25—	2.00
Spruce and Codeine (1698)	1.00—	8.25
Star Cleaning Powders (2670)	.25—	1.50
Warrior Liniment (574)	.25—	2.00
Redding's Russia Salve (710)	.25—	1.85
Reddish's Sweet Violet Tooth Powder (2002)	.25—	2.00
Redecura Oil (377A)	.50—	4.00
Reed's Asthma Relief	.25—	2.00
Blackberry Syrup (2327)	.25—	1.75
Kidney Pills (743)	.35—	2.00
Popular Prescription	1.00—	8.00
Tonic Regulator (2004)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Reeder's Blackberry Cordial (2005)	.50—	4.00
Condition Powder	.25—	1.75
Corn Killer	.25—	1.75
Cream Balm	.25—	2.00
Grandpa Salve (2005)	.25—	2.00
	.50—	4.00
Healing Oil (2005)	1.00—	8.00
Infallible Cure (2005)	1.00—	8.00
Life Tablets (2005)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Little Liver Pills (2005)	.25—	1.75
Matchless Cure (2005)	.25—	1.75
Nerve Ring (2005)	.50—	4.00
Rapid Relief (2005)	.50—	4.00
Red Hot (2005)	1.00—	8.00
Royal Remedy (2005)	1.00—	8.00
Syrup of Tar (2005)	.25—	2.00
	.50—	4.00
Worm Syrup (2005)	.35—	2.80
Wild Honey (2005)	.50—	4.00
Rees' Orange Tonic	1.00—	7.50
Reese's Bismuth Mixture (277) per lb bot	—	.75
per 2-lb bot	—	1.35
per 4-lb bot	—	2.60
per 8-lb bot	—	5.00
Reeve & Co.'s Favorite Melrose Hair Restorer (2480)	.75—	4.75
	1.00—	6.75
Reeve's Cocoa & Tolu Drops per box	—	1.00
Cough Cure	.25—	2.00
Erysipelas Remedy (1091A)	.50—	4.00
Hair Ambrosia (1903)	.75—	5.25
Rheumatic Cure	.50—	4.00
Refreshing Salts (1538)	.25—	2.00
Regal's Salt (847)	1.00—	8.00
Register's Liniment	.25—	2.00
	.50—	4.60
Regnault's Litholeine (847)	1.50—	13.00
Cream (847)	1.50—	13.00
Ointment (847)	1.00—	8.00
Pectoral Paste (847)	.30—	2.15
	.60—	4.25
	.60—	4.50
Rehan's Pills (402)	.25—	2.00
Reid's Extract Malt	.25—	2.25
German Cough and Kidney Cure (S73B)	.25—	2.00
	.50—	4.00
Reliable Cough Cure (1550)	.25—	1.50
Death to Pain (1550)	.25—	1.50
Diarrhoea Cure (1550)	.25—	1.50
Liniment (1550)	.25—	1.50
Salve (1923)	.15—	1.00
Vermifuge (1550)	.25—	1.50
Relievaline, Cox's	.25—	2.00
Remick's Eczema Cure (2009)	.50—	4.00
Guarana Powders per oz.	—	1.00
Tablets per oz.	—	1.00
Pepsin Blood Tonic (2009)	1.00—	8.00
Skin Soap (2009)	.25—	2.00
Renal Antidote (2373)	1.00—	8.00
Extract (1884) (Tabs. or Powd.)	1.00—	8.00
Tea (1240)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Renalea	1.00—	8.00
Renan's Royal Relief (2227)	1.00—	6.00
Rennard's Headache Remedy	.05—	.35
Renne's Magic Pain Killing Oil (1102)	.25—	1.90
	.50—	3.80
	1.00—	7.60
Rennene (2677)	.25—	1.80
Renner's Malt Extract (1805A)	.25—	2.00
Rennet Tablets (2677)	.10—	.65
Renninger's Lung Syrups	1.00—	8.00
Rennington's Croup Syrups	.35—	2.75
Renovating Pills (326)	.25—	1.75
	.50—	3.50
Requa's Charcoal Tablets (2010)	.10—	.75
Chlorate Potash Wafers	.10—	.75
Corn Cure (2010) 36 5c pkgs. in box, per box	—	1.00
Cubeb Cigarettes (2010)	.10—	.60
Dog Tablets (2010)	.10—	.75
German Caustic (2010)	.10—	.60
Headache Powders (2010)	.10—	.60
Ladies' Toilet Pumice (2010)	.10—	.75
Menthol Inhaler (2010)	.10—	.75
Pencils (2010)	.10—	.60
Sticks (2010)	.10—	.75
Silver Cachous (2010)	.05—	.36
	.10—	.75
Smelling Salts (2010)	.10—	.75
Toilet Stone Pumice (2010) 36 5c pieces in a box	—	1.00
Toothache Wax or Cones (2010)	.10—	.60
Wire Guard and Holder for Fly Paper (2010)	.10—	.75
Reseen's Red Cross Drops (1996)	.25—	1.50
Resinol (2011)	.50—	4.50
	1.00—	9.00
Soap (2011)	.25—	2.00
Respirator (241)	.25—	2.00
Respirazone (2422)	1.50—	12.32
Respiro (738) Liquid	1.00—	9.00
Powder (738)	.50—	4.00
Granules (738)	.25—	2.00
Restieaux Pills	.25—	1.85
	1.00—	8.50
Restoria for Infants, Osborn-Colwell Co.'s (1793B)	.35—	1.25
Reuter's Little Pills for the Liver (174)	.25—	1.25
Reuter's Soap (174)	.25—	1.70
Syrup (174) Nos. 1 & 2	1.00—	8.00
Revelaine (2083)		
"Revivum" Hair Restorer (561) R.	.50—	4.20
Rex Ferro Lithia Salts, per lb., each	—	5.00
Tablets (2014)	.25—	2.00
Water (2014)	.25—	1.50
	.35—	2.50
	.50—	4.50
Fluid Extract of Beef (577)	—	3.00
	—	4.75
	—	8.50
	—	16.00
Liver & Kidney Cure	1.00—	6.50
Pepsin Gum (577) 20 pkgs. in box, per box	—	.6
Porous Plasters (193)	.25—	1.00
Rye Whisky (2483)	1.00—	7.50
Shampoo Cream (208)	.25—	1.75
Solid Extract of Beef (577)	—	3.15
	—	4.40
	—	8.00
	—	14.75
	—	27.50
Tooth Wash	.25—	2.00
Reyam Foot Powder (1540A)	.25—	1.25
Rey's Pile Remedy (407)	.25—	2.00
Reynal's Poudre de Riz (1805A)	.60—	5.00
Reynold's Eye Water (2039)	.25—	1.50
Gout Specific (847)	1.00—	8.00
Petroleum Hair Tonic (118A)	.75—	4.50
Relief Pills	.25—	1.75
	.50—	3.50
Rhei-Kalinatus Elixir (2167)	1.00—	9.00
Rheum-I-Cure Capsules (810)	.50—	4.00
Oil (810)	.50—	4.00
Rheuma Comp. (561)	1.00—	8.00
Rheumachol (1490)	1.00—	8.00
Rheumacide (255)	1.00—	8.00
Liniment (255)	.25—	2.00
Webster's (2560A)	.25—	1.80
	.50—	3.60
	1.00—	7.20
Rheumacura (460)	3.00—	24.00
Rheumadine, Price's	3.00—	22.50
Rheumagon (55)	.75—	6.00
Rheumana (1099)	1.00—	7.50
Rheumarga (115A)	1.00—	8.00
Plasters (115A)	.25—	2.00
Rheumatazi (1018)	.75—	5.50
Rheumatic Victor	.60—	4.00
Rheumaticura	1.00—	9.00
Rheumaticure (Read Mfg. Co.)	1.00—	8.50
Rheumatique Elixir (1411)	1.50—	12.00
Rheumatismus Comp. Elixir (1667)	1.00—	9.00

	Retail.	Doz.
Rheumatol (2017)	1.25—	10.20
Rheumicilate	.50—	4.20
Rhem.z	.50—	4.00
Rheumo	1.00—	8.50
Cholera Cure	.25—	1.75
Cough Cure	.25—	1.75
Liver Pellets	.25—	1.75
Pile Cure	.50—	4.00
Rheumatic Cure	1.00—	8.00
Rheumorgoutine	2.00—	16.00
Rhinalum Waters (1747)	.25—	2.00
Rhinehart's Liver Pills	.25—	1.50
Rhinol, Morgan's (1639)	.50—	4.50
	2.00—	18.00
Rho's Electric Rheumatine (2077)	1.00—	8.00
Rhode's Astringent Hair Tonic (2017A)	.50—	4.50
Fever & Ague Cure (2017A)	1.00—	8.00
Kumyss (2017A)	.50—	4.00
Rhomar's Antiseptic Remedy	2.00—	12.00
Rhuma-Dean (1036)	1.00—	8.00
Rialto Whiskey (2483)	1.00—	7.50
Rice's Colic Cure (2489) R.	1.00—	7.50
Worm Drops (1419)	.25—	1.50
Rich's Carbolic Salve (2277)	.25—	1.50
Corn Salve (2277)	.10—	.75
Dead Shot Worm Oil (2277)	.25—	1.75
Emulsion Cod Liver Oil (2458)	.50—	4.00
and Hyphophos. (2277)	.50—	4.00
Great Southern Diarrhoea Remedy (2277)	.25—	1.75
	.50—	3.75
Headache Powders (2277)	.10—	.75
	.25—	1.75
Laxaline (2277)	.25—	1.75
	.25—	1.75
Little Liver Eggs (2277)	.25—	1.65
Magnetic Ointment (2277)	.25—	1.75
Nerve & Bone Liniment (2277)	.25—	1.50
Tasteless Chill Tonic (2277)	.50—	3.75
Toilet and Baby Powders (2277)	.25—	1.50
Toothache Drops (2277)	.10—	.75
Richard III. Headache and Neuralgia Tablets	.10—	.75
	.25—	1.50
Richards' Blackberry Balsam	—	1.35
Bed Bug Destroyer, Magic	—	1.50
Camphor Ice	—	.75
Carbolic Salve, new style	—	1.25
Cold Cream	.25—	1.50
	.15—	1.00
Celery Nervine, Kaiser's	—	5.00
Condition Powders ...lb.	—	1.25
½ lb.	—	.75
Corn Cure	—	.75
Cutiline, assorted or plain	—	.75
Eye Water	—	.90
Fig Cordial	—	3.00
Fly-Cff ...qts.	—	3.00
½ gal.	—	5.00
gal.	—	9.00
Gold Enamel, Eclipse	—	1.50
Headache Capsules	—	1.00
Wafers	—	1.50
La Grippe Specific ...small	—	1.50
large	—	3.00
Liniment ...small	—	1.50
large	—	2.75
Liver Pellets	—	.75
Louse Killer	—	1.75
Laxarettes	—	1.75
Poison Fly Paper ..per ream	—	4.00
in Envelopes, per 100	—	1.75
Poultry Powder	—	1.50
Root Beer	—	.75
Sarsaparilla	—	4.50
Silver Enamel, Eclipse	—	1.50
Stock Food	—	3.50
in pails, each	—	2.50
Talcum Powder	—	.75
Toothache Gum, Dick's	—	.60
Toothache Drops	—	.75
Utol Catarrh Cure ...small	—	1.50
large	—	3.00
Zorol Tooth Paste	—	1.50
White Liniment	—	3.00
Richardson's Batteries	.75—	6.00
Children's	.50—	3.50
Blood, Liver and Kidney Tea	.10—	.80
	.25—	1.90
	.50—	3.80
	1.00—	7.60
Catarrh Remedy	.25—	2.00
Dyspepsia Powders	.10—	.80
	.25—	2.00
Febrifuge	1.00—	7.50
Headache Powders	.05—	.45
	.10—	.80
Jaundice Bitters	.50—	4.25
Nerve Tonic Powders	.10—	.80
	.25—	2.00
	.50—	4.00
Pain and Rheumatic Plasters (2023)	.25—	1.50

	Retail.	Doz.
Richardson's Rheumatic Powders	.10—	.80
	.25—	2.00
	.50—	4.00
	1.00—	8.00
Sherry Wine Bitters, Dry	.50—	4.25
Liquid	1.00—	8.34
Tonic Powders	.10—	.80
	.25—	2.00
	.50—	4.00
Richau's Golden Antidote (2020)	3.00—	15.00
Balsam (2020) (Nos. 1 & 2)	5.00—	37.00
Elixir (2020)	5.00—	37.50
Richelieu's Antiseptic Tooth Wash (743)	.25—	1.75
Face Powder (Pink and White) (743)	.15—	1.00
Tonique de Quinine (743)	.40—	2.75
Violet Bouquet Soap (743) per gross	—	5.50
Richifoam (Teeth) (2277)	.25—	1.75
Richmond Co.'s Lung Balsam (2026)	.50—	4.00
	1.00—	8.00
Richmond's Curling Fluid	.50—	4.00
Epileptic Cure	1.00—	8.00
Eye Salve	.25—	1.90
Hair Renewer	.50—	4.00
	1.00—	8.00
Injection	1.00—	8.00
Lightning Rheumatic	.50—	4.00
Lung Balsam	.50—	4.00
	1.00—	8.00
Pile Ointment	.50—	4.00
	1.00—	8.00
Rheumatic Resolvent	1.00—	8.50
Waviline	.50—	4.00
Richter's Antiseptic (902)	1.00—	7.50
Catarrh Cure (902)	.50—	3.50
Female Pills (902)	.50—	3.50
German Herbs (902)	1.00—	7.50
Headache Tablets (902)	.10—	.75
Healing Ointment (902)	.25—	1.50
Salve (902)	.25—	1.50
Nerve Beans (902)	3.00—	18.00
Queen of the Valley (902)	1.00—	7.50
Specific No. 2 Obesity Pills	3.00—	27.00
Ricin (Castor Oil) 1874	.10—	.75
	.25—	2.00
Ricine Hair Tonic (1089)	.50—	4.00
Preserve (1088)	.75—	5.00
Ricinol (2644)	.25—	2.00
Ri-ci-no-ria Floyd's (833)	.25—	1.75
Ricksecker's Capsicum Drafts (2029)	.10—	.84
Dog Soap (2029)	.25—	1.75
Face Powder (2029)	.25—	1.50
Martha Washington Powder (2029)	.25—	2.00
Palace Reception Powder 2029)	.75—	6.00
Sachet Powder (2029)	.50—	4.00
Shaving Sticks (2029)	.25—	1.75
Skin Soap (2029)	.25—	2.00
	.15—	1.25
Tar Soap (2029)	.15—	1.25
Violet Talcum (2029)	.25—	1.50
Ricnol (1175)	.25—	2.00
Rico Cream	.50—	4.75
Ricord's Arnicated Cream	.25—	1.75
Botts & Colic Cure (1831B) R.	.50—	3.50
Capsules (847)	1.50—	12.00
Essence of Life (2143)	1.00—	9.00
Injection (847)	1.00—	8.00
(848)	1.00—	10.00
Urethral Suppositories (2143)	.05—	.42
Vital Restorative Pills (847)	1.50—	12.00
	3.00—	27.00
	10.00—	96.00
Ricqles' Alcool de Menthe (847)	.85—	6.50
Rider's Sweet Clover, Pills	.25—	1.75
Ridge's Food (2359)	.25—	2.25
	.50—	4.50
	1.00—	9.00
	1.25—	12.00
Ridway's Acme Liniment (2030)	.50—	3.50
Kassa Capsules (1289)	.25—	1.75
Rieger's Myrrh Tooth Powder (2467)	.25—	1.10
Riga Balsam, No. 18 (1105)	.25—	2.00
	.50—	4.00
Rigaud's Eau Athenienne (847)	.75—	5.75
Kananga Water (847)	.75—	5.30
Rigg's Diphtheria Specific (1563A)	1.00—	7.50
Rigollot's Mustard Leaves (847)	.30—	2.50
	.75—	6.00
Powders (847)	.85—	7.00
Riker's Almond Meal (2032)	.30—	2.40
American Cosmetic (2032)	.30—	2.40
Dentifrice (2032)	.75—	6.00
Hair Restorer (2032)	.75—	6.00
Nail Powder (2032)	.25—	1.80
Liniment (2032)	.50—	4.20
Salve (2032)	.25—	1.80
Calisaya and Iron Tonic (2032)	1.00—	9.00
Camphor Ice (2032)	.25—	1.80
Cholera Preventive (2032)	.60—	4.80

	Retail.	Doz.
Riker's Cure Corn (2032)	.25	1.80
Cream of Roses (2032)	.75—	6.00
Essence Jamaica Ginger (2032)	.50—	3.00
Emulsion Cod L. Oil (2032)	.75—	6.60
and Hypos (2032)	1.00—	9.00
Hypos. Pepsin & Quin. (2302)	1.00—	9.00
Extract Witch Hazel (2032) qts	1.00	9.00
	.60—	4.80
	.30—	2.40
Glycerine Lotion (2032)	.50—	3.00
Liquid Couge (2032)	.50—	3.00
Lustral Hair Dressing (2032)	1.0—	7.20
Pile Ointment (2032)	.50—	4.20
Rum and Quinine (2032)	.75—	6.00
Rye Whiskey and Rock Candy (2032)	1.00—	9.00
Sea Salt (2032)	.75—	6.00
	.50—	3.60
	.25—	1.80
Shaving Lotion, G. S. (2032)	.75—	6.00
Toilet Powder (2032)	.80—	2.40
Rixine (1062) ozs., each	—	.65
Rimmell's Vinegar (101)	.50—	3
(102)	.75-	7.50
(103)	1.50—	12.75
Rinehart's Blackberry Syrup	.25—	1.75
Condition Powders	.25—	1.50
Cough Balsam	.25—	1.75
Pillets	.25—	1.50
Ring's Rose Injection	.50—	4.00
Salve	.25—	1.50
Vegetable Ambrosia (2034)	1.00—	6.50
Witch Hazel Ointment (2034)	.10—	.80
	.25—	2.00
	.50—	4.00
Plasters (2034)	.15—	1.00
Suppositories (2034)	.25—	2.00
Rio Chem. Co. Liquid Iron (2036)	1.00—	8.00
Rio Rio (831)	.50—	4.00
Ripans Tabules (2037)	.05—	.40
	.25—	2.00
	.60—	4.80
Ripley Bromo-Lithia Tablets (2038)	.25—	2.00
	.50—	4.00
Water (2038)	.25—	2.00
	.50—	4.00
Rising Sun Oil (2486)	.25—	1.85
Risley's Colic Mixture (2039)	.25—	1.50
Compound Extract of Buchu (2039)	1.00—	8.00
Disinfectant (2039)	.25—	2.00
Emulsion Cod Liver Oil (2039)	.75—	6.00
Extract Jamaica Ginger (2039)	.15—	1.00
	.25—	1.75
	.50—	3.00
Golden Bell Cologne (2039)	.60—	4.50
	1.00—	7.00
per gal.	—	5.00
Hair Charm (2039)	.50—	3.00
Liniment of Hops, Arnica & Carbolic Acid (2039)	.50—	3.00
Peerless Toothache Gum or Wax (2039)	.10—	.50
Pine Ext. Witch Hazel (2039)	.25—	2.00
Philotoken (2039)	1.00—	8.00
Sarsaparilla Comp. (2039)	1.00—	8.00
Sewing Machine Oil (2089)	.10—	.50
White Rose Tooth Powder (2039)	.25—	1.75
Worm Confections (2039)	.20—	1.00
Riter's Cocoanut Hair Cream (2040)	.25—	2.25
Ritmeier's Cal. Wine Bitters (2041)	1.00—	8.00
Father Jansen Tea (2041)	.25—	1.75
German Essence of Life (2041)	.35—	2.80
Ritter's Digestive Lozenges	.15—	1.00
	.50—	4.00
	.25—	2.00
Fireman's Cramp Mixture	.50—	3.50
	2.50—	24.00
Ritter's Pain Slayer (1521)	.25—	1.50
Tar Syrup	.25—	1.75
Tea	.10—	.75
River's Blood Tea	.15—	1.20
Breast Tea	.15—	1.20
Cough Syrup	.15—	1.38
Hair Dressing	.25—	1.75
May Flower Tea	.15—	1.20
Salve	.25—	2.00
Soap Bark Cleaning Fluid	.25—	2.00
Toothache Drops	.15—	1.00
Wonderful Drops	.15—	1.00
R.-L. Rheumatic Remedy (1419A)	1.00—	
Roachchaser, Stuart's (2347)	.25—	1.75
Roachsault, Barrett's (187)	.10—	.80
	.25—	2.00
	.50—	4.00
Roanoke-Sure-Cure (224A)	.50—	4.00
Roback's Bitters (1829)	1.00—	8.00
Blood Purifier (1829)	1.00—	8.00

	Retail.	Doz.
Roback's Pills (1829)	.25	1.50
Robacker's Peerless Disinfectant (2043A)	.50—	4.00
Robare's Aureoline Dye	2.00—	18.00
Robbins' Adhesive Plasters	—	5.00
Isinglass Plasters	—	6.00
Robert's Diarrhoea & Cholera Specific (743)	.25—	1.25
Horse Powders (124)	.25—	2.00
Quinquinia Wine (847)	3.00—	25.00
Syrup Sarsaparilla (Comp.) (743)	.50—	3.25
Tablets (332)	.25—	2.00
Robertine (1091)	.50—	4.00
Powder (1091)	.50—	3.75
Roberts' Anodyne Tincture (2246)	.25—	2.00
Asthma Cigarettes (2677)	1.25—	10.00
Embrocation (124)	.50—	3.50
Face Bags	.75—	7.00
Rheumatic Cure	1.00—	8.00
Relief (2595)	.50—	4.50
Worm Syrup	.50—	3.50
Robertson's Corn Cure (2342)	.25—	1.50
(F. O.) Amole Soap	.25—	1.00
Robin's Cascara Pills (2046) Mild 100s	—	6.00
strong 100s	—	7.20
Elixir Iron Peptonate (847)	2.00—	16.00
Iron Peptonate Drops (479)	1.50—	14.00
Wine (847)	2.00—	18.00
Injectable Glycerophosphate (847)	2.00—	15.00
Pepto Kola (847)	2.00—	16.00
Robinson's Antigermol (2050)	.75—	6.00
Balm of Oils	.25—	2.00
Beef, Iron & Wine (2050)	.75—	6.00
(2051)	.60—	5.00
Bronchial Confections (2051)	.10—	.75
	.25—	1.50
Coca Wine (2050)	1.00—	7.00
Colorless Hydrastis (2050)	1.00—	10.80
Corn Solvent (847)	.20—	1.15
Digestive Tablets (2050) R.	.25—	1.75
Disinfectant, Liq. (2050)	.50—	3.75
Elixir & Chlo. Iron (2050) R.	.75	8.00
Paraldehyd (10 per cent) (2050) R.	.75—	6.00
	1.50—	12.00
(25 per cent)	2.00—	16.20
Emulsion C. L. Oil (2051)	.75—	6.00
Ginger Essence (2051)	.40—	3.00
Gran. Eff. Citrate Magnesia (2050)	.35—	3.00
Hair Dyes (1948)	.25—	1.75
Healing Salve (2049)	.25—	1.75
Horse Lotion (338)	.50—	3.50
Hypophosphites (2050) R.	.50—	4.00
	1.00—	8.00
(Liquor) (2050) R.	.50—	4.00
	1.00—	8.00
Lime Juice & Pepsin (2050) R	.50—	4.00
	1.00—	8.00
Norwgeian Cod Liver Oil (2050)	.75—	5.50
Pain Exterminator (2049)	.25—	2.00
Remedy (2051)	.25—	1.50
Patent Barley (1077)	.15—	1.35
Groats (1077)	.25—	1.40
Pepsin Fl. Arom. (2050)	.50—	4.00
	1.00—	8.00
Liquid U. S. P. (2050)	.75—	6.00
Sacch. U. S. P. (2050)	.25—	2.00
Pure U. S. P. (2050)	1.00—	7.20
Phosphoric Elixir (2050) R.	.50—	4.00
	1.00—	8.00
Purificuna	1.00—	8.50
Ricine Hair Tonic	.75—	6.50
Scotch Oatmeal (1077)	.25—	1.50
Toothache Drops (2051)	.20—	1.25
Tulip Balm	.25—	2.00
Vegetable System Elixir (1948)	.50—	3.75
Wild Cherry Hypophosphites (2050) R.	.50—	4.00
	1.00—	8.00
Wintergreen Balsam	.25—	2.00
Witch Hazel (2051)	.25—	2.00
Robiquet's Iron Pyrophos. Dragees (847)	1.25—	10.00
Wine (847)	2.50—	20.00
Syrup of Iron (Pyrophos) (847)	1.25—	10.00
Roboline (2003) R.	.50—	4.75
	1.00—	8.50
	4.00—	34.50
Roche's Herbal Embrocation (847)	1.50—	14.00
Rocher's Powders (847)	.85—	7.00
Rochester's Absorbent Liver Pads	1.50—	10.00
Special	2.00—	15.00
Infants	1.00—	7.00
Foot Plasters	.50—	2.50
Rochine (1753A)	.25—	2.00
	.50—	4.00
Rock Balsam	.25—	1.75
	.50—	3.50

	Retail.	Doz.
Rock Oil Ointment (2578)	.20	1.50
	.25—	2.00
Rockford Chemical Co.'s Butter & Cheese Color	.25—	1.75
	.50—	3.50
	1.00—	7.00
Rocko Cough Drops (2031) 40 5c pkgs...per box		.65
Rockwell's Dyspepsia Mixture	.50—	4.00
Rocky Mountain Elixir (2055)	.50—	4.00
Oil (2056)	.25—	2.00
	.50—	4.00
Tea (1496)	.35—	2.80
Rodeback's Eczema Salve (2055A)	.25—	1.75
Veterinary (2055A) ...per lb.	—	.75
Rodentine Rat Poison (1912)	.10—	.60
Roderick's Balsam	.25—	2.00
Roe's Ague Pills (2058)	1.00—	7.20
Balm of Gilead Ointment (2068)	.25—	1.80
Blood Cordial (2068)	1.00—	7.20
Physic (2068)	1.00—	7.20
Cough Drops (2058)	.50—	3.60
	1.00—	7.20
Hair Balsam (2058)	.25—	1.80
Pink Liver Pills (1319)	.25—	1.50
Roeder's True Remedy	.50—	4.50
	1.00—	9.00
Roemer's Corn Leaf (2059)	.10—	.75
Cough Syrup (2059)	.25—	2.00
Headache Powders (2059)	.10—	.75
Rogers' & Diamond's Alba Injection (261A)	1.00—	6.00
Rogers' Blood Purifier	1.00—	8.00
Celebrated Cleansing Cream (1798)	.15—	1.00
Cherry Tooth Cream (1265)	.25—	1.50
Citrate Magnesia (2622)	.35—	3.25
Consumptive Lotion	.25—	2.00
Cough Lozenges (2063)	.25—	2.00
Fever Cure	1.00—	8.00
Grapoline	.75—	6.00
Headache Pellets	.25—	1.75
Inhalant (2063)	1.00—	8.25
Liver Pills	.25	1.75
Liverwort Tar & Canchalagua (274A)	1.00—	8.00
Magnetic Oil	.25—	1.88
	.50—	3.75
Ointment	.50—	4.00
Malarial Pellets	.50—	3.50
Nervine Tablets	1.00—	8.00
Origiline Balsam	.25—	2.00
Royal Cordial Elixir	1.00—	8.00
Laxative Pills	.25—	2.00
Liniment	.50—	4.25
Nervine	1.00—	8.00
Sweet Clover Salve	.25—	1.75
Tolu, Ammonia & Wild Cherry Balsam	.25—	2.00
	.50—	4.00
Tube Rose Cream Dentifrice (2061)	.25—	1.75
Worm Syrup (561) R.	.25—	1.75
Rohland's Styptic Cotton (561) R.	.25—	1.75
Roman Balm (1936)	.50—	4.00
	1.00—	7.00
Eye Balsam (2666)	.25—	1.85
Nectar (2208)	.50—	4.00
Tea (440)	.15—	1.00
Romerhausen's Eye Essence (1430)	1.25—	10.00
	1.00—	7.00
Roof's Ring Bone Cure	.25—	1.50
Root-Em-Out	.25—	2.00
Root-Tea-Na Cough Cure (2066)	2.00—	16.00
Female Remedy (2066)	1.00—	8.00
Medicine Chest (2066)	.50—	4.00
Oil (2066)	.50—	4.00
Plaster Salve (2066)	.25—	2.00
Shampoo (2066)	.25—	2.00
Root's Anodyne Liniment	1.00—	8.00
Bitters	.25—	2.00
Cough Mixture	4.00—	36.00
Elepizone	.25—	2.00
German Ointment (2343)	.10—	.85
Headache Cure	.25—	2.00
Rheumatic Tonic	.35—	2.75
Stomach, Liver & Kd'ny Pills	.10—	.75
	.25—	2.00
Rootena	1.00—	8.00
Rork's Badger Liniment	.50—	4.00
Rosa Marine	.25—	2.00
Rosadalis (1016)	1.00—	8.00
Rosaline (1936)	.25—	2.05
	.50—	3.65
Cosmetic (486A)	.25—	1.58
	.50—	3.15
Prays' (486A)	.25—	1.85
Rosamel Rust's (2100)	.25—	2.00
	.50—	4.00
Rose Bloom Rouge (1050)	1.00—	9.00
Bud Balm (1081)	.25—	1.75
Tooth Paste (902)	.25—	1.50
Rose of Cashmere Hair Tonic (124)	.50—	4.00
Condensed Milk	.15—	1.15

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Rose Cough Cure (2541B)	.25—	1.75
	.50—	3.50
Leaf Balm (2068)	.25—	2.25
	.50—	4.00
Cold Cream (1231)	.10—	.75
Pills (2543B)	.25—	1.50
Pink (2069)	.25—	2.00
Pile Cure (2069)	.25—	1.75
Shaving Cream	.35—	2.50
	.50—	3.25
Toilet Cream (2319)	.25—	1.50
Tooth Powders (546)	.25—	2.00
Vel (2147)	.10—	.75
Violet Toilet Powder (1538)	.25—	1.50
Rose's Alterative Pills	.25—	1.75
Anti-Bilious Pills	.25—	1.75
Beef & Oil Peptones	1.00—	8.00
Peptones	1.00—	8.00
Carminative (124)	.25—	1.75
Cough Syrup (124)	.25—	1.75
	.50—	3.50
Croup Syrup (124)	.50—	3.50
Emulsion of Beef Peptones	.50—	4.00
	1.00—	8.00
Expectorant	.25—	1.75
	.50—	3.50
	1.00—	7.00
Golden Pills (124)	.50—	3.50
Lime Juice Pts. (2235)	—	2.25
Qts. (2235)	—	5.00
May Apple Liver Pills (124)	.25—	1.75
Nerve Tablets (124)	.50—	3.50
Non-poisonous Insect Exterminator (2067)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Pain Cure (124)	.25—	1.75
	.50—	3.50
Peptonized Beef with or without Cod Liver Oil	1.00—	8.00
Railroad Pills	.25—	1.75
Rat & Mouse Consumer (2067)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Rose's Whooping Cough Syrup (124)	.50—	3.50
Rosell's Zedoary Cream (678)	.25—	2.00
Tooth Powder (678)	.25—	2.00
Rosmetto Tablets (1747)	.50—	4.00
Rosen's Brost Drops (631)	.25—	2.00
Rosencrans' Marshmallow Expectorant	.25—	2.10
Rosene's Fluss Plasters	.25—	1.75
Roseoline Cream (2469)	.10—	.80
	.25—	2.00
Liquid (2469)	.25—	2.00
Rosezalia Cream (2069A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Skin Soap (2069A)	.25—	1.75
Rosinine Cosmetique (see Hambleton)		
Ro-So (944)	.75—	6.00
Ross Carbolized Cream (2071)	.25—	1.80
Ross' Famous Salve (2071)	.25—	1.75
Ginger Ale (2070A)	.20—	1.25
Life Pills (2070)	.25—	1.75
Pile Cure (2071A)	.25—	2.00
Royal Raspberry Vinegar qts.	.75—	5.25
Tooth Powder (2071)	.25—	1.80
Rossman's Pile Cure (1561) R.	—	3.50
"Rough on" Bunions (2570)	.35—	3.00
Plasters (2570)	.10—	.84
Corns, Liquid (2570)	.15—	1.20
Plasters (2570)	.10—	.84
Salve (2570)	.15—	1.20
Moth, Fly & Flea (2570)	.35—	2.00
Pain Liquid (2570)	.25—	2.00
	.50—	4.50
	1.00—	9.00
Rats (2570)	.15—	1.20
	.25—	2.00
	1.00—	9.00
Roaches, Ants & Bedbugs (2570)	.25—	2.00
Roumillat's Tannopilne Ointment	.50—	4.00
Rowand's Tonic Mixture	1.00—	8.00
Rowarth's Flag Root	.10—	.75
Rowe's French Female Pills	1.00—	7.50
Rowland's Blackberry Syrup	.25—	1.85
Bust & Arms Balm	1.00—	8.00
Catarrh Cure (149)	.75—	5.00
Face Balm	1.00—	8.30
Kalydor	1.00—	8.50
Laxative Pills (149)	.25—	1.50
Macassar Oil	1.00—	9.25
Patti Rose Cream	2.50—	20.00
Rouge	1.00—	8.00
Retiring Face Cream	1.00—	8.00
Rheumatic Cure (561)	1.00—	9.00
Roworth's Fruit & Cough Tablets (2075) per jar	—	.90
Roy's Cough Cure (743)	.25—	1.25
	.40—	2.50
Granulated Quinium (847)	1.50—	13.00
Stomach Tablets	.50—	4.00
Royal Chem Co.'s Glycerole Pepsin (2078)	1.50—	10.00

	Retail.	Doz.
Royal Borated Violet Talcum Powder (42)	.10—	.80
Condition Powders (2618)	.25—	1.50
Dandruff Cure (1963)	.50—	4.00
Dietama (2609)	.75—	6.50
Hand & Face Lotion (486A)	1.00—	8.30
Headache Tablets (2079)	.10—	.75
Insect Powder (76)	.25—	1.25
Mustard Oil Liniment (2079)	.25—	2.00
Pepsin Bitters (2139A)	.50—	3.75
	1.00—	7.00
Poultry Food (1565)	1.00—	7.00
Remedy (2005)	1.00—	8.00
Seal (2257)	1.00—	7.00
Tansy & Pennyroyal Pills (332)	1.00—	8.00
Tolu & Honey Cough Syrup (2079)	.25—	1.75
Toothache Wax (1091A)	.10—	.90
Tooth Powder (42)	.10—	.80
Veterinary Eye Water (1091A)	.50—	4.00
Liniment (1091A)	.50—	4.00
	1.00—	8.00
	.15—	1.20
Violet Carbolated Talcum Powder (42)	.10—	.80
Talcum Powder (42)	.15—	1.20
Windsor Hair Restorer (847)	1.50—	12.00
Royaline Chill Cure (2082)	.50—	3.75
Cough Cure (2082)	.25—	1.75
Healing Salve (2082)	.25—	1.75
Oil (2082)	.10—	.75
	.25—	1.75
	1.00—	7.50
Worm Candy (2082)	.25—	1.75
Royce's Kidney & Liver Cure	1.00—	8.00
Royes' "Suicide for Corns" Sugar	.10—	.75
R. & R. Beef, Iron & Wine (2065)	.50—	4.00
Condition Powders (2065)	.25—	1.50
Cough Drops (2065) box of 40 pkgs.	—	1.00
Headache Powders (2065)	.10—	.75
Little Cathartic (2065)	.15—	.75
Poultry Tonic (2065)	.25—	2.50
	.50—	4.00
Ready Rat Killer (2065)	.15—	1.00
Sulphur Tartrate Sugar (2065)	.50—	4.25
Syrup White Pine & Tar (2065)	.50—	3.50
	.25—	2.00
Vegetable Pills (2065)	.15—	1.00
Worm Lozenges (2065)	.25—	1.50
R. S. T. Digestive Wine (2083) per pt	—	.65
per gal.	—	3.75
Ru-bin-ade (1872)	.25—	2.00
Ruba Villa (248)	1.00—	8.00
Rubberine, Hartley's	.50—	3.75
Rubi-Koff Balsam	.25—	1.50
Rubifacine (241)	.25—	2.00
Rubifoam (1182) R.	.25—	2.00
Rubinat-Condal Water (2085)	.35—	
Ruby Grape Juice (1084A)	.40—	3.20
	.50—	4.80
Lip (2693)	.50—	4.00
Snow (1828)	.25—	1.50
Rubyline	.50—	3.88
Ruddock's Antidote	.50—	4.00
Rudell's Corn Cure (2087)	.15—	1.00
Expectorant (2451)	.25—	1.75
	.50—	3.50
Kidney Cure (2087)	1.00—	7.50
Liniment (2087)	.25—	1.75
	.50—	3.50
Liver Pills (2087)	.25—	1.75
Pile Ointment (2087)	.50—	3.50
Sarsaparilla (2087)	1.00—	7.50
Toothache Drops (2087)	.15—	1.00
Rudisch's Beef Solution (2088)	.75—	7.00
Rudolph's Aromatic Cachous (1088)	.08—	.75
Asthma Remedy (1088)	.50—	4.00
Belladonna Plasters (1088)	.10—	.75
Capsicum Plasters (1088)	.10—	.75
Charcoal Tablets (1088)	.10—	1.00
Cough Cordial (1937)	.50—	4.00
Emulsion of Cod Liver Oil with Hypophosphites (1088)	.65—	5.50
Fluid Extract Sarsaparilla (1088)	.60—	5.50
Gluten Pile Suppositories (1088)	.25—	2.00
Glycerin Suppositories (1088)	.25—	2.00
Kidney Plasters (1088)	.35—	2.50
Malt Extract (1088)	.60—	5.50
Mustard Plasters (1088)	.25—	1.75
New Cough Balsam (2656)	.25—	2.00
Phosphorized Elixir of Oats (1088)	1.00—	8.00
Pile Ointment (1088)	.35—	2.50
Soluble Iron Pills (1088)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Strengthening Plaster (1088)	.35—	2.50
Sulphur Hair Restorer (1088)	.75—	6.00
Tooth Powder (1805A)	.25—	2.00

	Retail.	Doz.
Rudy's Little Liver Pills (2089)	.25—	1.75
Pile Suppositories (2089)	.50—	3.50
Ruhe's Bird Tonic	.25—	1.50
Ruhl's Antiagua	.25—	1.75
Ruker's Korak Oil (1133)	.50—	4.00
Wonder (1133)	.50—	4.00
Rule's Catarrh Cure	.50—	3.75
Ruma-Katah (1611)	1.00—	6.00
Rumol Tablets (19)	1.00—	9.00
Runkell's Healing Salve (2505A)	.25—	1.85
Ointment (2505A)	.25—	1.85
Ruppaner's Liver Invigorator	1.00—	9.00
Ruppert's Almond Cream Hand Lotion (2094)	1.00—	8.00
Oil Complexion Soap (2094)	.25—	1.65
Depilatory (2094)	1.00—	8.00
Egyptian Balm (2094)	1.00—	8.00
Face Bleach (2094)	2.00—	16.00
Golden Hair Tonic (2094)	1.00—	8.00
Grey Hair Restoratve (2094)	2.50—	20.00
Liquid Rouge (2094)	.50—	4.00
Pear Enamel (2094)	1.00—	8.00
Red Rose Paste (2094)	.50—	4.00
White Rose Face Powder (2094)	.50—	4.00
Rusecticide, Metzger's (1583)	.15—	1.00
Rusepsin, Metzger's (1583)	.10—	.75
	.25—	1.88
	.50—	3.75
Rush's Bitters (820)	1.00—	8.00
Buchu & Iron (820)	.75—	5.00
Fever & Ague Compound (820)	1.00—	8.00
Lung Balm (820)	.75—	5.00
Pills (820)	.25—	1.25
Remedy (820)	1.75—	15.00
Restorer (820)	1.00—	7.25
Sarsaparilla & Iron (820)	.75—	5.00
Rushton's Cherry Pectoral Troches	.25—	1.75
Comp. Tonic (1089)	1.25—	10.00
New Neuralgia Remedy	1.00—	8.00
Russell-Emulsion Mixed Fats (2289)	1.00—	8.00
Russell & Lawrle's Benzoin Creme (2094B)	.25—	2.00
	.75—	7.00
Russell's Blackberry Cordial (456)	.25—	1.75
Botanic King (2243)	.25—	1.50
(456)	.25—	1.75
Certain Cough Cure (2408)	.25—	2.00
	.50—	4.00
Cough Cure	.25—	2.00
Dyspepsia Tablets (2051)	.25—	2.00
Female Pills (1981)	1.00—	8.00
Itch Ointment (1016)	.25—	1.70
Liniment (2096)	.50—	4.00
	1.00—	8.00
Ointment (1016)	.50—	3.35
Old Dutch Medicated Gin (131)	1.00—	9.00
Paragon Liniment (131)	.50—	4.00
	1.00—	8.00
Pepsin Calisaya Bitters (131)	1.00—	7.50
Pile Ointment (1016)	1.00—	6.70
Vital Drops (131)	1.00—	8.00
White Drops (2095)	.25—	1.75
Russia Salve (see Redding)		
Russian Blackberry Balsam (1091A)	.50—	4.00
Catarrh Snuff (1135)	.10—	.60
(1091A)	.50—	4.00
	1.00—	8.00
Cholera & Diarrhoea Cure (1135)	.25—	1.75
Corn Plasters (1135)	.10—	.60
Cough Syrup (1135)	.25—	1.75
Eczema Salve (1135)	.50—	4.00
Eye Water (1135)	.25—	1.50
Fever & Ague Specific (1135)	1.00—	7.50
Hair Dyes (2639)	.50—	3.50
Hair Renewer (1135)	.50—	3.50
Infallible Remedy (1135)	2.00—	15.00
Iron Elixir of Life (1135)	1.00—	6.00
Kumyss (1409) qts.	50.—	3.00
Liniment (1135)	.25—	1.75
Liquor Cure (1091A)	.50—	4.00
	1.00—	8.00
Liver Pills (1135)	.25—	1.50
Renovator (1135)	.75—	5.00
Red Pills (1091A)	.50—	4.00
Rheum Cure & Blood Purifier (1135)	.50—	3.50
Rheumatic Cure	1.00—	8.00
Rheumatism Cure & Blood Purifier (1135)	.50—	3.50
Rose Balm (2466)	.50—	4.00
Sore Throat Remedy (1135)	.25—	1.75
Tape Worm Remedy (1135)	1.50—	12.00
Tea (217A)	.50—	4.00
Tonic Bitters (1091A)	1.00—	8.00
Russo	1.00—	7.50
Pills	.25—	1.25
Rust's Ague & Malaria Cure (2100)	1.00—	8.00
Camphorated Ginger (2100)	.25—	1.75
	.35—	2.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Rust's Eczemole (2100)	.25—	2.75
Egg Producer (2100)	.25—	2.00
	.50—	4.00
	1.00—	8.00
	1.50—	12.00
	3.50—	13.00
English Specific (2100)	.75—	6.00
Gum Pectoral (2100)	.75—	6.00
Haven's Climax Condition Powders (2100)	.25—	2.00
	.50—	4.00
	1.00—	8.00
	1.50—	12.00
	3.50—	30.00
Haven's Roup Pills, Fowls & Pigeons (2100)	.25—	2.00
Healing Powders (2100)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Rapid Headache Remedy (2100)	.10—	.60
Tonic Phosphates (2100)	1.00—	8.00
White Mustard Balsam (2100)	.25—	1.75
	.50—	3.50
Ruta-Apiol (See Price).		
Rutetria (329)	1.00—	8.00
Pellets (329)	.25—	1.60
Ryall's Hair Cream	1.00—	8.50
Ryder's Diamond Drops	.25—	2.00
Malt Extract (1805A)	1.00—	7.00
& Cascara	1.00—	7.00
& Cod Liver Oil	1.00—	7.00
& Hypophosphites	1.00—	7.00
Siberian Compound	.25—	1.75
Tooth Powder	.20—	1.50

S

	Retail.	Doz.
S. A. Corn Eradicator (1487)	.25—	1.65
S. & A. Beef, Wine & Iron (2307)	.50—	4.00
Bitter Wine Iron (2307)	.50—	4.00
Cod Liver Oil (2307)	.50—	4.00
Corn Eradicator (1487)	.25—	1.65
Furniture Polish (2307)	.15—	1.00
Liver Pellets (2307)	.10—	.75
Pills (2307)	.10—	.75
Toothache Gum (2307)	.10—	.60
Sabalol (Plain) (1639)	.40—	3.00
Sabine's Blackberry Soothing Drops	.25—	1.25
Bone Liniment	.50—	2.50
Cathartic Tea	.25—	1.25
Curative Oil (2102)	.50—	3.75
Heating & Strengthening Plasters	.25—	1.25
Hesperian King Cathartic Pills	.25—	1.25
Indian Vegetable Cough Balsam	.35—	2.50
Relief Tea No. 2	.25—	1.25
Root & Herb Medicine	.50—	2.50
Sabourdy's Cod Liver Oil with Creosote Capsules (847)	1.50—	14.00
Sach's Complexion Pills	.50—	3.50
Sackett's Hair Dyes (561)	1.00—	6.00
Milk of Roses (2105)	.25—	1.75
Shampoo Powder (2103)	.25—	2.00
Sacost	.05—	.35
Saegertown Ginger Ale (2104) pts.	—	1.25
qts.	—	1.75
Mineral Water (2104) pts.	—	.95
qts.	—	1.25
Safford's Pile Remedy (2148)	.50—	4.00
Worm Destroyer (2148)	.25—	2.00
Sagamore's Botanic Oil (1689)	.25—	2.00
Cough Cure (1689)	.50—	3.75
Cream Dentifrice (1689)	.25—	2.00
Female Regulator (1689)	2.50—	24.00
Secret (1689)	1.00—	8.00
Herbal Salve (1689)	.25—	2.00
Men's Special Remedy (1689)	2.50—	24.00
Vegetable Soap (1689)	.10—	.75
Worm Waters (1689)	.25—	2.00
Sage's Catarrh Capsules (2106)	1.00—	8.00
Remedy (2664) R.	.50—	3.60
Hyperion Hair Vigor (2106)	1.00—	8.00
Violet Pepsin (2043) 40 pkgs. in box	—	1.20
Sagine Antiseptic (2106A)	.25—	2.00
	.50—	4.00
Catarrh Cure (2106A)	1.00—	8.00
Sagola Anti-fever Remedy	1.00—	8.00
Colic Cure	.50—	4.00
Condition Powders	.50—	4.00
Horse Foot Oil	.75—	6.00
Salve	.25—	2.00
	.50—	4.00
Louse Killer	1.00—	8.00
Purgative Capsules	1.00—	8.00
Worm Expeller	.50—	4.00
Saint (See St.).		
Salamander Shoe Dressing (2843)	.10—	.75

	Retail.	Doz.
Salaperient Effervescent K & M (1294)	.50—	4.00
Salcopaiba (2689A)	2.00—	18.00
Sal-Eliminant (700)	.75—	6.00
Sale's Anti-Chap	.25—	2.00
Salfene Tablets & Powder (2107) per oz.	—	1.00
Sal Hepatica (309) R.	.25—	2.00
	.50—	4.80
	1.25—	10.20
Sal Hexamine (1406A)	.75—	6.00
Salicylate, Brown's	.50—	3.75
Salie's Canker Remedy	.50—	4.25
Salina Seltzer (332)	1.00—	7.50
Salino Cascara	.75—	6.50
Sallade & Co.'s Bed Bug Exterminator (2109)	.25—	2.00
Flea Exterminator (2109)	.25—	2.00
Mosquito Bite Cure (2109)	.25—	2.00
Mosquito Exterminator (2109)	.25—	2.00
Moth Exterminator (2109)	.25—	2.00
Roach & Bed Bug Exterminator (2109)	.25—	2.00
Sally's Sure Cure	1.00—	8.00
Sal Lithin (232A)	.50—	4.00
	1.00—	8.00
Salo-Sedatus (2110)	1.00—	10.20
	.50—	4.00
Salothal (1636)	1.50—	12.00
Salmethyl Terrine (1837)	.50—	4.00
	.75—	6.00
	1.25—	10.00
Salophen (782) R oz.	—	1.00
Salt Lake Remedy (1931)	1.00—	7.20
Salter's Eye Lotion (2111)	.25—	1.50
Salus	.25—	1.75
Salva-Cea (288) R.	.25—	2.00
	.50—	4.00
Extra strong	.50—	4.00
Salvation Oil (1588)	.15—	1.20
	.25—	1.90
Salvene (2285)	.10—	.80
Salvor (See Wagner).		
Salvreen (8B)	.25—	1.75
Salydite (133) per oz.	—	1.00
Samaritan Liver Pills (2027)	.25—	2.00
Magnetic Oil (2027)	.50—	4.00
Nervine (2027)	1.00—	8.00
Sambalo	.25—	1.80
Sammy's Medicine	.50—	4.50
Sampson's Black Adhesive Salve	.25—	1.90
Nerve Tonic	.50—	4.50
Rheumatic Cure	.50—	4.50
Sampsuchi Balsam	2.50—	24.00
San Cura Blood Cleanser (2408)	1.00—	8.00
Ointment (2408)	.25—	2.00
	.50—	4.00
Sanador Skin Soap (1229)	.10—	.75
Sanatine (2535)	.75—	6.00
Sanborn's Crup Syrup	.25—	1.75
Sancodol (Mistura Oiel Santall comp.) (1839)	1.25—	9.60
Sand Mountain Iron Tonic	1.00—	8.00
Sand's Clove Anodyne	.25—	1.85
Emulsion	1.00—	8.00
White Rose Balm	.50—	3.75
Sandaline Elixir	1.00—	8.00
Sander's Cholera Balm (2115)	.25—	1.75
Cough Syrup (2115)	.25—	1.75
Eau Merveilleuse	1.00—	8.50
Eucalyptol (1587)	1.00—	8.00
Golden Oil Liniment (2115)	.25—	1.75
Sanderson's Herbs of Joy (124)	.25—	1.90
Hoffmann's Draaber (1480)	.25—	1.50
Nafta Draaber (1480)	.25—	1.50
Tuxedo Cream	.35—	2.75
S. & H. (See S. H.).		
Sandwell's Issue Plasters	—	1.75
Sandow's Salts (1403A)	.75—	7.20
Sane-to-lin Capsules, boxes of 100	—	1.50
Sandford's Cough Drops (915) per box 40 pkgs	—	.40
	—	1.25
	.50—	3.50
	1.00—	7.00
Ext. Hammamelis (1922)	.25—	1.75
Jamaica Ginger (1922)	.50—	3.75
Great Spanish Remedy (1486)	1.50—	12.00
Heave Cure	1.00—	8.00
Heave & Distemper Remedy	1.00—	8.00
Liver Invigorator (2117) R.	1.00—	8.00
Pills (918)	.25—	1.50
Magic Salve	.25—	1.75
Nerve and Bone Liniment (2283)	1.00—	7.75
Radical Cure (1922)	1.00—	9.20
White Pine Balsam (918)	.25—	2.00
Witch Hazel Ointment (1922)	.50—	4.60
	1.00—	9.20
Sangcura Sprudel Salts (1168)	.50—	4.00
Sanger's Paste (1635) (	1.00—	7.00
Sangogen Capsules (2254)	1.00—	8.00
Sangrenals (1500) powd. per oz.	—	2.00
tabs. per bot. of 100	—	2.00
lozenges, per bot. of 100	—	1.75
Sanguinede's Licorice (847)	.25—	2.00
Samguidella (2261)	1.00—	8.00

	Retail.	Doz.
Sanguiferrin (3)	1.00—	9.00
Sanguiferro Tablets (2003)	1.00—	8.50
Comp. Tablets (2003)	1.00—	8.50
Sanguiform (2677)	1.25—	10.00
Sanguinaria, Sharp's	1.00—	8.00
Sanguinol (1747)	.50—	4.00
	1.00—	9.00
Sanifoam (1377)	.25—	2.00
Sanitary Infant Food	.75—	5.50
Sanitas Cream (2121)	.25—	2.00
Crude Liq. Disinfectant (2121)	.40—	3.20
Disinfecting Animal Soap (2121)	.40—	3.20
Fluid (2121)	.40—	3.20
Jelly (2121)	.15—	1.20
	.40—	3.20
	1.00—	9.60
Oil (2121)	.40—	3.20
	1.00—	9.60
Powder (2121)	.25—	2.00
Soap (2121)	.40—	3.20
Toilet Fluid (2121)	.40—	3.20
Tooth Soap (2121)	.40—	3.20
Powder (2121)	.25—	2.00
Veterinary Ointment (2121)	.40—	3.20
Dog Soap (2121)	.20—	1.25
Embrocation (2121)	.25—	2.00
	.75—	6.00
Eucalyptus Oil (2121)	.40—	3.20
Formic Air Purifier (2121)	.40—	3.20
Renovator Liquid (2121)	.25—	2.00
Furniture Polish (2121)	.25—	2.00
Malted Gluten Food	.35—	3.15
	.60—	5.40
Nuts Food	.40—	3.60
	.75—	6.75
Maltol Food	.35—	3.15
	.60—	5.40
Moth Paper (2121)	.25—	2.00
Pocket Disinfectant (2121)	.25—	2.00
Soluble Oil (2121)	.40—	3.20
Veterinary Embrocation (2121)	.75—	6.00
Sulphur Blocks (2121)	—	1.00
	—	1.75
	—	2.50
Sulphur Bundles (2121)	.20—	1.00
	.25—	2.00
	—	2.50
	.50—	3.50
	.25—	2.00
	.50—	4.00
Sanitol Antiseptic (Liquid) (2122)	.25—	2.00
	.50—	4.00
Shaving Stick (2122)	.25—	1.75
Toilet Soap (2122)	.15—	1.00
Tooth Brush (2122)	.35—	2.50
Paste (2122)	.25—	2.00
Powder (2122)	.25—	2.00
San-Jak (See Burnham's).		
San-Methyl (966) 24 cap. in box	.50—	4.50
Sanmetto (1766)	1.00—	8.00
Sano Headache Cure (1109A)	.25—	2.00
Sano-Rio (1850)	.50—	4.25
Sanpaiba (2035)	2.00—	13.00
Sansabal (309)	.35—	3.00
Sansol (1747)	.10—	.80
Sans-Pareil (1436)	1.00—	7.00
Santa Able (8)	.50—	4.00
	1.00—	7.50
Santa Able Chewing Gum (8) per lb.	—	.50
Karl Capsules	.75—	6.25
Yerba Catarrh Cure	.50—	3.75
Santal Comp. Pearls (1088)	1.00—	8.00
Midy (847)	1.00—	9.00
Santalets (2187)	.50—	4.50
Santaloids (see Stearns). Compound (See Stearns).		
Santalsol (1088)	1.00—	9.00
Santocco's Worm Powders (747A)	.25—	2.00
Santohu Capsules (1929) per 100	—	1.50
Santomel Tablets (see Franco-American).		
Santonin Worm Confections (1612)	.25—	1.50
Santozea (1948)	1.00—	9.00
Sanury (2212)	1.00—	8.00
Saoia (2422)	.35—	2.88
Salve (2422)	.25—	1.20
(¼-lbs.) per lb.	—	1.20
Sapajo	.75—	6.00
Sapamonia	.25—	2.00
Sapanule	.25—	1.75
	.50—	3.75
	1.00—	7.50
Sapho	.25—	2.00
	.50—	4.00
Sapho's Blood Purifier	.50—	4.00
Electric Fluid	.25—	1.75
Tooth Powder	.10—	.75
Water Lily Soap	.10—	.75
Worm Lozenges	.25—	1.75
Sapo Cream (933)	.25—	2.00
Sapodentine (211)	.25—	2.00
Sapodermin Antiseptic Soap	—	2.40
Sapollo (1645) R	.10—	.84
Sapona Cream Soap (1936)	.50—	4.10
Saponax (1782)	.25—	2.00
	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.— Doz.
Sapozin (Baby Powder) (1560) R	.25— 1.50
Saratoga Glycerin Suppositories (1062)	.25— 2.75
"Sarco" Peptone	1.00— 7.25
Sarcogen (1232A) per oz in 5 ozs	— .90
Sarcopeptones	1.00 - 8.00
Sargent's Backache Pills (1302)	.50— 4.00
Blackberry Cordial	.50— 4.00
Cough Syrup (1302)	.10— .75
	.25— 2.00
Dermal Cream	.25— 1.50
Dermoline Powders	.25— 1.50
Dog Soap	1.00— 8.00
Elixir Calisaya & Ferratum (2126)	1.50—12.00
Liver Pills (1302)	.25— 2.00
Pain Extractor	.50— 3.50
Thymoline Soap (1016)	.25— 2.00
Wheat Phosphates	.50— 4.00
Worm Lozenges (1302)	.25— 1.50
Sassafras Eye Lotion (2127)	.50— 4.00
Satin-Skin Bleach (2371)	.75— 6.00
Bloom (2371)	.75— 6.00
Cream (2371)	.25— 2.00
	.50— 4.00
Powders (2371)	.25— 2.00
Soap (2371)	.15— 1.00
Tooth Paste (2371)	.25— 1.75
Powder (2371)	.25— 1.75
Satyra Liquid (2128)	1.00— 8.00
Tablets	1.00— 8.00
Saul's Catarrh Cure (1588)	.25— 2.00
Pile Salve (1588)	.25— 1.75
Saunder's Face Powder (Pink & White) (120) R	.35— 2.90
Saunon (1454)	.05— .30
	.25— 1.50
Sautereau's Antiseptic Solution (847)	1.00—10.00
Savaresse Sandal Oil Capsules (763)	1.50—12.00
Save the Baby	.25— 2.00
"Save-the-Horse" Spavin Cure (2445)	5.00—48.00
Sa-vol, Drew's, Nos. 1 & 2 (683)	3.00—24.00
Savonia (241)	.15— 1.25
Savon Hygienique (1252)	.10— .75
Savon Simon (2534)	.50— 3.75
Savory & Moore's Food for Infants (847)	.50— 3.25
	.75— 6.50
Glycerine Jujubes (847)	.50— 4.50
Lozenges Ex. Meat (847)	1.25—10.00
Meat Peptone (847)	1.25—10.00
Pepsine (847)	1.25—10.00
Pancreatine Powder (847) per oz.	— 2.00
	.75— 6.25
Essence Neutral (847)	1.00— 9.00
Saline (847)	1.50—14.00
Wine (847)	1.25—10.00
Pancreatic, Emulsion (847)	1.00— 8.00
	1.75—16.00
	3.00—28.00
Cocoa (847)	.75— 5.50
Sawen's Arnica Liniment (1174)	.25— 2.00
Cordial Elixir (1174)	.25— 2.00
Cough Balsam (1174)	.50— 4.00
Dyspepsia Cure (1174)	.50— 4.00
Heave Powders (1174)	.25— 2.00
Improved Mandrake Pills (1174)	.25— 2.00
Invigorating Life Bitters (1174)	.50—4.00
Magic Balm (1174)	.25— 2.00
Nervene Pills (1174)	.50— 4.00
New Blood Remedy (1174)	1.00— 8.00
Oil Liniment (1174)	.25— 2.00
	.50— 4.00
Pile Cure (1174)	.50— 4.00
Sawyer's Arnica & Witch Hazel Salve (2130)	.25— .200
Bark Extract (fluid) (2483)	1.00— 8.00
Sawyer's Blackberry Balsam (2130)	.25— 2.00
	.50— 4.00
Chill Tonic (2130)	.50— 3.50
Cretaceous Sapo Tooth Powder (2131)	.25— 1.75
Dyspepsia Cure	.35— 2.75
Family Cure	.50— 4.00
	1.00— 8.00
Fig Bitters (2130)	.50— 3.50
Liquid Bluing	.10— .60
	.15— 1.00
Little Wide Awake Pills (2130)	.25— 1.75
Ukatine (2130)	.25— 2.00
	.50— 4.00
U. T. K. Condition Powders (1174)	.25— 2.00
Wild Cherry & Tar (2130)	.25— 2.00
	.50— 4.00
Saxoline	.35— 2.80
Saxonia Bitter Herbs	.25— 2.00
Medicine	1.00— 8.00
Saxonia Headache Powders	.10— .75
	.25— 2.00
Saxony Tea (2271A)	.25— 2.15

	Retail.— Doz.
Sayman's Herb Cure (2133)	.50—
Liniment (2133)	.50—
Salve (2133)	.25—
Soap (2133)	.10—
Sa-Yo Mint Jujubes (2532) per box	— 1.35
Tom Thumb Jujubes (2532) box	— 1.35
Sayre's Balm-Zoin	.25— 2.00
	.50— 4.00
	1.00— 9.00
Sayre's Cough Balsam	.15— 1.00
	.25— 1.75
	.50— 3.75
Gly-Co-Nol	1.00—9.00
Salicylic Acid Troches	.25— 1.75
Wine Hypophosphites	1.00— 9.50
S. B. Alpha Pain Cure (254B)	.25— 2.00
	.50— 4.00
Cough & Consumption Cure (254B)	.25— 2.00
	.50— 4.00
Headache & Liver Cure (254B)	.50— 4.00
Scalerine (873A)	—
Scales' Anti-Constipation Pills	.10—.33½
	.25— 1.50
Tonic or Restorative Blood Pills	.50— 4.00
Scalpo Curo (2307A)	1.00— 8.00
Scalp Ointment (135)	.50— 3.50
Scalpeline (902)	.25— 1.50
Scarper's Acustic Oil	1.00— 7.50
Scates' Laxive	.15— 1.15
	.50— 4.00
Schaap's Arabian Condition Powders (2137)	.25— 1.50
Carbolic Ointment (2137)	.25— 1.50
Chill Cure (2137)	.50— 3.50
Comp. Syrup of Sarsaparilla (2137)	.100— 7.50
Eye Water (2137)	.25— 1.50
Headache Wafers (2137)	.25— 1.75
Iron Wine (2137)	1.00— 6.00
Magic Pain Balm (2137)	.25— 1.75
Nerve and Bone Liniment (2137)	.25— 1.50
Soothing Syrup (2137)	.25— 1.50
Toothache Drops (2137)	.25— 1.00
Universal Hair Dye (2137)	.25— 1.50
Vegetable Liver Peas (2137)	.25— 1.50
Schade's Augustiner Leens Cordial (2137A)	.50— 3.75
Family Friend (2137A)	.15— 1.10
	.50— 3.50
Rheumatic Liniment (2137A)	.50— 4.00
Schaeffer's Colic & Botts Cure (1168)	.50— 3.75
Schafer's Alterative Diuretic (2139)	1.00— 7.50
Anti-Asthmatic Papers (2139)	.25— 2.00
Best Sarsaparilla (S-Best-S) (2139)	1.00— 7.00
Carminative B. B. Balsam (2139)	.25— 2.00
Catarrh Cure (2139)	1.00— 7.50
Centennial Rat Exterminator (2139)	.25— 1.50
Comp. Carbolic Cerate (2139)	.25— 1.75
Syrup Grindelia (2139)	1.00— 7.50
Concentrated Wild Cherry Phosphate (2139)	.25— 2.00
Ferrated Elixir Calisaya (2139)	1.00— 7.00
Health Capsuloids (2139)	.50— 4.00
Home Cure Dipsomania Tablets (2139)	1.00— 8.00
I. C. Pills (2139)	.25— 1.50
John Lightning Cure (2139)	.25— 1.75
Lottie's Castor Oil Emulsion (2139)	.15— 1.20
	.35— 2.75
New Era Headache Cure (2139)	.25— 1.75
(2139)	.25— 1.75
Tooth Powder (2139)	.25— 1.75
	.50— 3.50
Noble's German Worm Tea (2139)	.25— 1.90
Old Settler's Bitters (2139)	1.00— 7.50
Palatables Emulsion Castor Oil (2139)	.35— 2.75
with Hypo. (2139)	1.00— 7.00
Pharmacal Cough Syrup (2139)	.25— 1.85
	.50— 3.50
	1.00— 7.00
Superior Hair Tonic (2139)	.50— 4.00
10c Rats Bane (2139)	.10— .75
Verbena Balm (2139) (white or tinted)	.50— 4.00
Walker's Pile Specific (2139)	.50— 4.00
Schapp's Toothache Drops (2137)	.25— 1.00
Scheffler's Hair Restorative	1.00— 7.50
Schellenberg's Shampoo Powders	.25— 2.00
Scheller's Blood Purifier	1.00— 8.00
Schemmps Cream	.25— 2.00

	Retail.— Doz.
Schenck's Malaria Tablets (2139B)	.25— 2.00
Mandrake Pills (2140) R.	.25— 1.60
Pine Tar (2139B)	.25— 2.00
Pulmonic Syrup (2140) R.	1.00— 8.40
Seaweed Tonic (2140) R.	1.00— 3.40
Vegetable Liver Pills (2139B)	.25— 1.50
Schering's Essence of Pepsin (2141)	1.00— 7.00
Extract of Malt (plain) (2141)	— 3.75
(with iron)	— 4.25
(with Lime)	— 4.25
Formalin Disinfectors (2141)	—
each	— 3.50
Formalin Pastilles (2141) 20 in box	— .20
250 in Tin	— 1.60
Utropin Tablets (2141) 30 tabs in box, per box	— .35
Schieffelin's Emulsion Cod Liver Oil with Hypophosphites (2413)	.50— 4.00
Powder, Violet Talcum (2143)	.20— 1.25
	.25— 1.75
Soaps, Acetanilid (2143)	.25— 1.50
Animal Soap (2143)	.25— 1.50
Aristol (2143)	.50— 3.50
Benzoin (2143)	.25— 1.50
Birch Tar (2143)	.25— 1.50
Birch, Tar & Sulphur (2143)	.25— 1.50
Boracic Acid (2143)	.25— 1.50
Borax (2143)	.25— 1.50
Carbolic Acid & Glycerine (2143)	.25— 1.50
Creolin (2143)	.25— 1.50
Eucalyptol (2143)	.25— 1.50
Europhen (2143)	.50— 3.50
Freckle Soap (2143)	.25— 1.55
Ichthyol 5 per cent (2143)	.25— 1.70
Ichthyol 10 per cent (2143)	.50— 3.50
Ichthyol 20 per cent (2143)	.75— 4.50
Ichthyol, Tar (2143)	.25— 1.75
Menthol (2143)	.25— 1.75
Naphtol (2143)	.25— 1.50
Naphtol & Sulphur (2143)	.25— 1.50
Ox-Gall (2143)	.25— 1.50
Resorcin (2143)	.25— 2.00
Resorcin, Salicylic, Sulphur (2143)	.35— 2.25
Salicylic Acid (2143()	.25— 1.75
Salicylic, Ichthyol (2143).	.35— 2.50
Salicylic Acid, Sulphur (2143)	.25— 1.50
Salicylic, Sulphur, Tar (2143)	.25— 1.50
Sand Soap (2143)	.25— 1.50
Sublimate (2143)	.25— 1.75
Sulphur (2143)	.25— 1.50
Sulphur, Camphor, Balsam Peru (2143)	.25— 1.75
Thiol 5 per cent 2143)	.25— 1.75
Thiol 10 per cent (2143)	.50— 3.00
Thymol (2143)	.25— 1.50
Schiffmann's Asthma Cure (2144) R.	.50— 4.20
	1.00— 8.40
Blood & Nerve Tonic (2144) R	.50— 4.20
Schlitter's Blood Purifying Syrup (2308)	1.00— 7.50
Columbia Herb Tea (2308)	.50— 3.50
Pain Killer (2308)	.50— 3.50
European Condition Powder	
Lung Balsam (2308)	1.00— 7.50
Stomach Essence (2308)	1.00— 7.50
	.50— 3.50
Swiss Tea (2308)	.25— 1.75
	.50— 3.50
Universal Balsam Oil (2308)	.50— 3.50
	1.00— 7.50
Specific (2308)	.50— 3.50
	1.00— 7.50
Schlitz's Extract of Malt (2144A)	.25— 1.50
Schloer's Elixir Sulphuron (2144B)	1.00— 9.00
Schlotterbeck's Bark & Iron Elixir (2145) bulk, gal.	— 4.50
Corn & Wart Solvent (2145)	.25— 1.50
Freckle Lotion (2145)	.50— 3.50
Hydrastis (2145)	2.00—18.50
Mixture Glycomin Comp. (2145)	1.00— 9.00
Helonin Comp. (2145)	2.00—18.00
Hydrastis Comp. (2145)	2.00—18.00
Pepsin Comp. (2145)	2.00—18.00
Powders (2145)	.25— 1.75
Solution Hypophosphites Lime & Soda (2145)	1.00— 8.50
Syrup Manganese (Comp.) (2145)	1.00— 8.50
Phospho Chloride Iron (2145)	1.00— 8.50
Schlumberger's Lithine [illegible] Pills (847)	2.00—15.00
Salicylate Pastilles (847)	.75— 5.00
Soda Powder (847)	.85— 7.00
Schmidt's Anodyne Liniment (2146A)	.25— 2.00
Anti-Fluor Albus (2146A)	.25— 2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Schmidt's Cholera and Diarrhoea Remedy (2146A)	.25—	2.00
Comp. Carbolic Salve (2310)	.10—	.75
Cough Cure (2310)	.25—	1.65
Cough Mixture (2146A)	.25—	2.00
German Herb Tea (2146A)	.10—	.80
Horse & Cattle Powder (2147)	.20—	1.25
Laxine Cold Cure (2146A)	.25—	2.00
Magic Headache Powders (2310)	.10—	.75
Perfection Tooth Powder	.25—	1.75
Peruvian Bark and Sarsaparilla Bitters (2146A)	.50—	4.00
Positive Headache and Neuralgia Cure (2146A)	.10—	.80
System Renovator (2146A)	.50—	4.00
	1.00—	8.00
Velveta (2146A)	.50—	4.00
Schmitt's Ancient Red Oil	.25—	1.75
	.40—	2.75
	.75—	5.00
	1.25—	10.00
Schmitz's Throat & Lung Remedy	.25—	2.00
Schneeberger Snuff (2642B)	.05—	.25
Schneider's Magic Lotion (2148)	.25—	1.50
Petroleum Jelly (2148)	.10—	.75
Active Pellets (2148)	.25—	1.50
Schneller's Corn Extirpator	.15—	1.00
Indian Relief	1.00—	7.50
Worm Wafers	.25—	2.00
Schoenfeld Gold Medal Cough Syrup (1872)	.25—	2.00
Holland Herbs (1872)	.25—	1.25
Kidney & Liver Tea (1872)	.25—	1.75
Liver & Kidney Tablets (1872)	.25—	2.00
Magnetic Liniment (1872)	.25—	1.50
	.50—	3.00
Schoenhelt's Corn Remedy (2150)	.25—	1.75
Schoenike's Healing Salve (2151)	.25—	1.80
Tea (2151)	.25—	1.80
X. L. C. R. Cough Syrup (2151)	.25—	1.80
	.50—	3.60
Sarsaparilla (2151)	.50—	3.50
Scholl's Infallible Ague Pills		
Schoonmaker's Almond Cream (2152)	.25—	2.00
	.50—	4.00
Aromatic Toilet Vinegar (2152)	.50—	4.00
Aunt Polly's Face Powder (2152)	.25—	1.75
Cherry Diamond Salts (2152)	.25—	2.00
Cold Cream (2152)	.25—	2.00
Cream of Almonds (2152)	.25—	2.00
	.50—	4.00
Farina Cologne (2152)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Iris Violet Water (2152)	1.00—	9.00
Larchmont Toilet Water (2152)	1.00—	9.00
Lemon Juice & Glycerine (2152)	.25—	1.75
Milk of Orris & Almonds (2152)	.25—	2.00
Old York Lavender (2152)	.50—	4.00
Pepto-gestive Tablets	.25—	1.75
Red Rose & Myrrh Tooth Wash (2152)	.25—	2.00
	.50—	4.00
Saponaceous Tooth Powder (2152)	.25—	1.75
Societe Cologne No. 3 (2152)	.50—	4.00
	1.00—	8.00
	1.75—	15.00
Violet Almond Meal (2152)	.25—	2.00
	.50—	4.00
Glycerine Jelly (2152)	.10—	.90
Hair Dressing (2152)	.50—	4.00
Talcum Powder (2152)	.25—	1.75
Schrader's Blackberry Cordial	.25—	2.00
	.50—	4.00
	1.00—	8.00
Dyspepsia Cure	.45—	4.00
Extract Sarsaparilla Compound	.75—	7.00
Hair Restorer	.50—	4.00
Headache Powders	.05—	.35
Kidney & Liver Mixture	.45—	4.00
Little Giant Corn Solvent	.20—	1.50
Malaria & Ague Mixture	.45—	4.00
Neuralgia Mixture	.25—	2.00
Purative Tea	.15—	1.00
True Iron Tonic	1.00—	9.00
Schrage's Blood Purifier (2153)	1.00—	8.50
Dyspepsia Cure (2153)	1.00—	8.50
Rheumatic Cure (2153)	1.50—	13.50
Pills (2153)	.25—	1.75
Liver Pills (2153)	.25—	1.50
Schulte's Headache Powders (2156)	.10—	.75
Schulte's Crow Wafers (2155)	.25—	1.75
Dog Soap (2155) gross		—12.00
Medicated Cough Pastilles (2155) gross		— 9.00
Schuh's Blackberry Cordial (2156)	.25—	1.50

	Retail.	Doz.
Schulte's Carbolic Ointment (2156)	.20—	1.25
Condition Powders (2156)	.20—	1.25
Corn Cure (2156)	.25—	1.50
Dyspepsia Tablets (2156)	.50—	3.50
Essence of Jamaica Ginger (2156)	.20—	1.25
Fever Powders (2156)	.10—	.75
Iron Tonic (2156)	.50—	3.50
Laxative Syrup (2156)	.25—	1.50
One Dime Corn Salve (2156)	.10—	.75
Pile Ointment (2156)	.25—	1.50
Quick-Acting Cholera Cure (2156)	25—	1.50
Rattlesnake Oil Liniment (2156)	.25—	1.75
	.50—	3.50
Sweet Clover Cream (2156)	.25—	1.75
Tooth Powder (2156)	.25—	1.75
Toothache Drops (2156)	.10—	.75
Trip-ex Tonic Mixture (2156)	.50—	3.50
Vegetable Hair Dyes (2156)	.25—	1.50
Warm Powders (2156)	.10—	.75
Yellow Mixture (2156)	.50—	3.50
Schultes' Kidney & Liver Cure (2616)	.50—	3.75
Schultz's Vetinary Ointment	.50—	4.00
Schumann's Cough Remedy	.50—	4.00
Pile Remedy	.50—	4.00
Schussler's Nerve Salt (2515)	.50—	3.50
Schuyler's Antiseptic (1831B) R.	.25—	1.75
R.	.50—	3.50
Schwartz's Berlin Worm Syrup (2434)	.25—	1.35
Cod Liver Oil & Irish Moss	.50—	4.00
Schwerin's Insect Powder	.10—	.80
Scid's Canadian Diarrhoea Pills	.25—	1.75
Scoparina (2305)	1.50—12.00	
Scot's True Pills (847)	.35—	3.00
Scott & Bowne's Blackthorn Cordial (2160) R	.50—	4.00
	1.00—	8.00
Scott Med. Co.'s Horse, Cattle & Chicken Powders (2161)	.25—	2.00
	.50—	3.50
	1.50—15.00	
Scott's Arabian Paste (2162)	.25—	2.00
Belts	1.00—	9.00
	3.00—27.00	
Blackberry Cordial (1522)	.50—	3.50
& Ginger Cordial (1522)	.50—	3.50
Tonic (2137)	.75—	3.50
Carbolic Salve	.25—	2.00
Charcoal & Iron Tonic	.50—	3.50
Cherry Cordial (1522)	.50—	3.50
Malt Phosphites (216A) R.	1.00—	8.34
Electric Cigarettes	.10—	.75
Emulsion (2160) R.	.50—	4.25
	1.00—	8.34
Family Paste (2162)	.25—	2.00
Gall Paste (2162)	.25—	2.00
Headache Cure	.25—	1.75
Pills	.50—	3.50
Powders	.10—	.75
Hoof Paste (2162)	.50—	4.00
Horse & Cattle Powders (2147) (2333)	.20—	1.25
	.25—	1.25
Iodoform Emulsion (620B)	1.50—12.00	
Kidney & Liver Tablets (2159)	25—	1.75
Laxative Fruit Tablets (2502A)	.25—	1.75
Lung Balsam	.18—	1.25
Magic Salve (2159)	.25—	1.75
Mayapple Pills (2161)	.50—	3.50
Prophylactic Compound	.25—	2.00
Rheumatic Cure	.50—	4.00
Rantal Pepsin Capsules (2124)	1.00—	8.00
Syrup Hypophosphites Comp. (1805A)	1.00—	9.00
Toothache Anodyne	.25—	1.75
Wine Morrhuol & Creosote Comp.		
Scottish Wine Tonic	2.00—17.00	
Scoville's Blood & Liver Syrup (1016)	1.00—	8.00
Pills	—	1.75
Sarsaparilla	1.00—	8.00
Worm Killer	.25—	1.50
Screw Worm Killer (2137)	.35—	2.50
Scrofonol (166)	1.00—	8.00
S. C. T. (2119)	.50—	3.80
S. D. B. 1900 (2388)	.50—	3.00
Sea Jewel, for Seasickness	2.00—18.00	
Moss Farine (1484)	.35—	2.25
Soap (1555)	.25—	2.00
Sick Remedy (1284)	1.00—	9.00
Seabury's Astringent Gum Wash (2163)	.50—	4.50
	1.00—	9.00
2 gal. jug	—	9.00
(2596)	.50—	4.50
	1.00—	9.00
Bunion Plasters (2164)	.25—	1.75
Corn Plasters (2164)	.25—	1.75
Cough Balsam (338)	.25—	1.85
Hive Syrup (3338)	.25—	1.66
Music Mender (2164)	.50—	4.80
Oleaginous Liniment (338)	.25—	1.85

	Retail.	Doz.
Seabury's Rubefacient Liniment (338)	.25—	1.85
Soap, Anti-Parasitic Dog (2164)	.25—	2.00
Borated, 5 p. c.	.25—	2.00
Carbolated, 5 p. c.	.25—	2.00
Hydronapthol, 1 p. c.	.25—	2.00
5 p. c.	.35—	2.50
Mercury Bin Iodide	.25—	2.00
Salicylated	.25—	2.00
Sanatory	.25—	2.00
Sulphur	.25—	2.00
Tar (Pine)	.25—	2.00
Sulphur Candles (2164)	.10—	.75
	.25—	2.00
Seaman's Cascara Cordial (1019A)	.50—	4.00
King of Tonics	.50—	4.00
Searby's Fleas-Must-Go (2135)	.25—	2.00
	.75—	6.50
Search-o	1.00—	8.00
Search Light Oil (19)	.25—	1.80
Searle & Hereth (See S. & H.)		
Searles Ant Food (2166)	.50—	4.50
Discovery (2166)	.15—	1.25
	.25—	2.00
Disinfectant (2166)	.25—	2.00
Paste (2166)	.25—	2.00
Horse & Cattle Powders	.25—	2.00
Roach Food (2166)	.15—	1.00
	.25—	2.00
	.50—	4.00
Sear's Jamaica Rheumatic Cure (932)	1.00—	7.50
Seawall's Liver Pills (2260)	.25—	1.50
Seccotine	.15—	1.20
	.25—	2.00
Secor's Alterative Syrup	1.00—	8.50
Cinchona Bitters	1.40—	8.50
Uterine Tonic	2.00—	17.00
Secretan's Taenifuge (847)	3.00—28.00	
Seeley's Catarrh Remedy	1.00—	7.50
Balm	.25—	1.50
Cough, Heave & Distemper Liquid (2170)	.50—	3.75
Heave Cure	.50—	4.00
Pile Ointment (460A)	.25—	1.50
Seiffert's Poison Fly Paper (2169) 50 sheets in fancy display bx	1.00—	
Sheets, 14x18 per quire	.30—	
Ream	4.50—	
Seidenham's German Wood Tea	.25—	1.75
	1.00—	8.00
Seidler's Catarrh Cure (2171)	.25—	1.75
Cholera & Diarrhoea Cure (2171)	.25—	2.00
Corn Cure (2171)	.25—	1.50
Emulsion Cod Liver Oil (2171)	.75—	5.25
Export Sarsaparilla (2171)	.75—	5.25
Little Liver Pills (2171)	.15—	1.00
Seidlitine Seidlitz Powders (654)	.05—	.35
Seifert's Emulsion Cod Liver Oil (713A)	.75—	7.00
Seigel's Worm Lozenges (1175)	.25—	1.50
Seiler's Antiseptic Pastilles (1560)	.50—	4.00
Seip's Cough Syrup (2198)	.25—	2.00
Seitzinger's Liniment (1981)	.50—	4.00
	1.00—	8.00
Selick's Florentine Cologne (2172)	.10—	.75
Seller's Cough Syrup (923)	.25—	2.00
	.50—	4.00
Liver Pills (923) (plain or S. C.)	.25—	1.75
Peerless Toothache Drops	.25—	1.25
Vermifuge (923)	.25—	1.75
Seltzer-Mine (2172A)	.10—	.75
	.25—	1.75
	.50—	3.50
Sematone	.25—	1.75
Sen-ko-na (2175A)	1.00—	8.00
Sen-Laxe (1106A) per pt	—	1.00
per 5 pts	—	4.50
Sen Sen (2174) 40 5c pkgs. in box, per box	—	1.00
Chewing Gum (2174) per box	—	.55
Seng (2355)	1.00—	8.50
Senger's Sovereign Balm Baby Powder (2175)	.25—	2.00
Senier's Asthma Remedy (950)	.50—	4.00
Senine (199)	.25—	2.00
Sennaline (1617A)	.50—	4.00
Sennara (1861)	.25—	1.50
Sennatoria (795)	.25—	1.75
Sennewald's Chicken Cure (2177)	.25—	1.50
Sennine (664) R.	1.00—	8.50
Senna's Beef, Iron & Wine (1091A)	.75—	6.00
Consumption Cure (1091A)	1.00—	8.00
	1.00—	8.00
German Rheumatic Liniment (1091A)	.50—	4.00
	1.00—	8.00
Stomach Drops (1091A)	.25—	2.00
	.50—	4.00
Throat Gargle (1091A)	.50—	4.00
Sephaline Catarrh Remedy	.75—	5.50
Sepoyoh Blood Purifier	1.00—	8.00
Septerine	.75—	6.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Septicide (2179)	1.00—	7.50
Powders (847)	.85—	7.00
Vin Quinquina (847)	2.50—	21.00
Sequard's Elixir of Life (1598)	1.00—	8.00
Damiana (2137)	1.00—	6.00
Sequin's Dentifrice Elixir (847)	.85—	7.00
	1.50—	14.00
	3.00—	28.00
Paste (847)	.85—	7.00
Serafon's Galacol & Iodoform Capsules (847)	1.00—	8.50
Solution Hypodermic (847)	2.00—	17.00
Sergeant's Arsenic & Iron Pills (1604)	.50—	4.00
Canker Wash (1604)	.50—	4.00
Condition Pills (1604)	.50—	4.00
	1.00—	8.00
Constipation Cure (1604)	.25—	2.00
Mange Cure (1604)	.50—	4.00
Rheumatic Pills (1604)	.50—	4.00
Soft Carbolic Soap (1604)	.25—	2.00
Sure Shot (1604)	.50—	4.00
Serkey's Tea	.50—	4.00
"777" Cream (1390)	—	3.00
Seven Liver Pills (2181)	.25—	1.75
Hypophosphites (Syr.) (351) per gal.	—	3.00
Oils Liniment	.25—	1.50
Seals (see Radcliffe).		
Seven Springs, Iron & Alum Mass. (2181A)	.50—	3.75
	1.00—	7.50
Seven Sutherland Sisters Complexion Secret (2182)	.50—	4.50
Hair Grower (2182)	.50—	4.50
	1.00—	9.00
Scalp Cleaner (2182)	.50—	4.50
Toilet Soap (2182)	.25—	2.00
Severa's Blood Puriner (2183)	1.00—	7.80
Carbolic Vet. Ointment (2183)	.50—	3.65
Cholera and Diarrhoea Cure (2183)	.25—	1.85
	.50—	3.90
Cold Cure Tablets (2183)	.25—	1.85
Condition Powders (2183)	.25—	1.85
	.50—	3.65
Corn Cure (2183)	.25—	1.60
Febrokura, (2183)	.75—	5.25
Female Regulator (2183)	1.00—	7.80
Golden Eye Salve (2183)	.25—	1.60
Hair Tonic (2183)	.50—	3.00
	1.00—	7.80
Healing Ointment (2183)	.25—	1.85
Plasters (2183)	.25—	1.35
Heart Tonic (2183)	1.00—	8.00
Itch & Skin Ointment (2183)	.50—	3.90
Kidney & Liver Cure (2183)	.75—	5.75
	1.25—	10.40
Laxative Vermifuge (2183)	.35—	2.90
Laxaton (2183)	.25—	2.00
Life Balsam (2183)	.75—	5.25
Little Liver Pills (2183)	.25—	1.60
Lung Balsam (2183)	.25—	1.95
	.50—	3.90
Nervoton (2183)	1.00—	7.80
Neuralgia & Headache Wafers (2183)	.25—	1.85
	.25—	1.60
Pomade (2183)	1.00—	7.80
Rheumatic Cure (2183)	.25—	1.85
Rose Salve (2183)	.50—	3.90
St. Gotthard's Oil (2183)	.25—	1.85
Soothing Drops (2183)	.50—	3.90
Stomach Bitters (2183)	1.00—	7.80
Sure Cure Liniment (2183)	.50—	3.65
Tooth Powder (2183)	.25—	1.85
Toothache Drops (2183)	.10—	.80
Severance's Salt Rheum Oint	.50	3.75
Severin's Balsam, for Piles (847)	.75—	6.00
Pile Powder, (847)	1.50—	12.00
Syrup Anti-Gout (847)	2.00—	18.00
Severs' Eczema & Skin Cure (2183A)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Sex-I-Tone (600)	2.00—	15.00
Sexine Pills (789)	1.00—	8.00
Sexonerve	1.00—	8.50
Sexual Pills (2026)	1.50—	12.00
Seybert's Chain Lightning Liniment (718)	.50—	4.00
	1.00—	8.00
S. & G. (361)	1.00—	7.75
S. & H. Analgesine (2167) powd. ozs.	.35—	2.25
tabs. 100's	.35—	2.10
Comp. Digestive Powders (2167) (ozs.)	.50—	4.50
	1.50—	13.50
Eczemacide (2167)	.50	3.75
Fat Free Tincture Digitalis (2167)	.25—	1.50
Hepar Tablets (2167) 100's	.25—	1.65
Lithona (Salt) (2167) ½-lb.	.75—	6.00
Malt Extract with Cod Liver Oil & Phospho Glycerite of Calcium (2167)	1.50—	12.00
with Pepsin & Pancreatin, (2167)	1.00—	9.00

	Retail.	Doz.
S. & H. Phosamara (2167) ....oz	.50	3.00
Quinimel (2167) pts.	.75—	5.60
Root Beer (2209) per jug	—	1.35
Shaker Anodyne (1097)	.90—	3.00
Cough Drops (2184)	.05—	.35
Digestive Cordial (1659)	.10—	.85
	.25—	2.10
	.50—	4.17
	1.00—	8.35
Extract of Roots (See Mother)		
Seigel's Curative Syrup).		
Neurogen Nervine (2184)	1.00—	7.50
Pain Cure (2184)	.25—	1.75
	.50—	3.50
	1.00—	7.50
Pills (See Mother Seigel's Pills).		
Plasters (See Mother Seigel's Plasters).		
Tamar Laxative	.50—	4.00
Tea	.25—	1.75
Toothache Pellets (390A)	.10—	.60
Wonder Herbs (2184)	1.00—	7.50
Sarsaparilla	1.00—	8.00
Shallenberger's Fever & Ague Antidote (2185)	1.00—	7.50
Pills (2185)	1.00—	8.00
Shamalla's Seneka Balsam	.25—	1.50
Shamrock Cough Balsam (1489)	.25—	2.00
Oil (1829)	.50—	3.75
	1.00—	7.00
Shand's Alabaster Marble (2185A)	.25—	1.25
Alabaster Tablets (2584A)	.25—	1.75
Lily White (2584A)	.20—	1.25
Pink Chalk Balls (2185A)	.05—	.25
	.15—	.75
Tooth Powder (2185A)	.20—	1.00
White Chalk (2185A)	.05—	.20
	.10—	.60
Shannon's Rheumatin (2186)	1.00—	8.00
Sharp's Dyspepsia Pills	1.00—	8.00
Emulsion Cod Liver Oil (2320)	.25—	2.50
	.50—	4.50
& Wild Cherry (2320)	.50—	4.50
Sanguinaria	1.00—	8.00
Shampoo (2320)	.25—	2.00
White Oil Liniment (2320)	.25—	2.00
Worm Oil (2320)	.10—	.75
	.25—	1.50
Sharpsteen's Balsam (2188)	.35—	2.50
Lavender Ointment (2188)	.25—	1.45
Sharum's Hair Restorer (1807).	.50—	4.00
Tiny Liver Pills (1807)	.25—	2.00
	1.00—	8.00
Vegetable Tonic (2189)	.50—	4.00
	1.00—	8.00
Shattuck's Charcoal Biscuit	.50—	3.50
Shave Ease	.35—	3.00
Shavine (Shaving Cream) (1282)	.15—	1.25
	.25—	2.00
Shavo (1991A)	.15—	1.25
	.25—	2.00
Shaw's Aurora	1.00—	8.00
Chiropedin	.25—	1.88
Couch Balsam	.25—	2.00
Hair Coloring	1.00—	8.00
Dyes	1.00—	8.00
Restorative	1.00—	8.00
Tonic	1.00—	8.00
Headache Tablets (149)	.10—	.75
Ideal Cream (2205A)	.20—	1.20
La Grippe Pills (149)	.25—	2.00
Laxative Cascara Comp. Chocolates (149)	.10—	.75
Cold Quinine Tablets (149)	.25—	1.75
Shaw's Moth & Freckle Lotion	1.00—	8.00
	1.50—	12.00
Mt. Vernon Pills	.25—	1.50
Peruvian Tonic (149)	1.00—	8.00
Rheumatic Cure	1.00—	8.00
Sure Diarrhoea Cure	.20—	2.50
Sure Relief	.50—	4.50
Vermifuge (2205A)	.10—	.75
White Pine Expectorant (149)	.25—	2.00
Sheed's Dalmatian Powder	.10—	.75
Excelsior Cough Syrup	.25—	2.00
	.50—	4.00
Little Mandrake Pills	.25—	1.50
Victory Worm Specific	.25—	2.00
	.50—	4.00
Sheehan's Cholera Mixture (2192)	.25—	1.75
Dandelion Bitters (2192)	.75—	6.00
Extract Ginger Ale	1.25—	12.00
Quinine & Glycerine Hair Tonic (2192)	.75—	6.00
Sedative Co. Cough Syrup (2192)	.25—	2.00
	.50—	4.00
Sheffield Farm Kumyss (2192A)	.25—	1.50
Sheffield's Dentifrice Elixirbalm (39)	.25—	1.60
Jars (39)	.50—	4.00
Tubes (39)	.25—	1.60

	Retail.	Doz.
Sheldon's Digestive Tablets	.10—	.75
	.35—	2.75
Shelley's Prairie Oil	.50—	4.00
	1.00—	8.00
Sleep Producer	.50—	4.00
Shepherd's Beauty Cream (2192B)	.50—	4.00
Dandruff Cure (2192B)	.75—	6.00
Germicide Toilet Water (2192B)	.50—	4.00
Skin Food (2192B)	.50—	4.00
Superior Shampoo (2192B)	.50—	4.00
Sheppard's Fish Food (1544)	.10—	.50
Song Restorer (1544)	.25—	1.50
Sheridan's Condition Powders (1256) R	.25—	2.00
Sherlou's Headache Powders	.10—	.75
Sherman's Cough Lozenges (1903)	.25—	1.75
Eucalyptus Catarrh Jelly	.50—	4.00
Headache Cure (2656) R.	.10—	.75
	.25—	1.75
Indian Secret Salve	.25—	2.00
Iron Lozenges	.25—	2.00
London Remedy	.25—	1.88
	.50—	3.75
Prickly Ash Bitter Tablets (1940)	.50—	4.00
Rhubarb Pills	.25—	1.75
Vegetable Comp. (1508)	1.00—	8.00
Worm Lozenges (1903)	.25—	1.75
Shield's Infallible Dyspeptic Remedy (2195A	.75—	6.00
Rheumatilene (2195A)	1.00	9.00
Shiloh's Belladonna Plasters (2567)	.25—	1.25
Catarrh Remedy (2569)	.50—	3.50
Consumption Cure (2569)	.25—	2.00
	.50—	3.50
	1.00—	7.50
System Vitalizer (2569)	.75—	5.25
Shinkle's Dyspepsia Cure (2196).	.75—	6.00
Shinn's Disinfecting Chlorides (2196A)	.25—	1.75
	.50—	4.00
Emulsion Cod Liver Oil (2196A)	1.00—	8.00
	.75—	6.00
Jelley of Glycerine & Benzoin (2196A)	.25—	1.75
Liquid Rennet (2196A)	.25—	1.50
Sodii Phos. Comp. (2196A)	—	4.80
	—	2.00
Shipman's Carbolic Ointment (467)	.25—	1.75
	.50—	4.00
	1.00—	8.00
Soap (Toilet Animal) (467)	.10—	.75
Shirey's Arnica Cream (2197)	.25—	2.00
Shiver's Belladonna Plasters	—	5.75
Isinglass Plasters	—	6.75
Opium Plasters	—	5.75
Shoemaker's Arnica Liniment (2198)	.25—	1.75
Cholera Remedy (2198)	.25—	2.00
Essence of Jamaica Ginger (2198)	.50—	3.50
Glycerine Lotion (2198)	.25—	2.00
Norwegian Cod Liver Oil (2198)	.75—	6.50
Rheumatic Drops (1290)	.25—	1.75
Tar Wine (2198)	.25—	2.00
Shole's Insect Exterminator	.25—	1.50
Sholl's Infallible Pills (2200)	.50—	3.50
Shookum's Hair Grower (1115).	.50—	4.00
	1.00—	8.00
Shoop's Cascara Syrup (2202)	.25—	1.85
Catarrh Cure (2202)	.50—	4.15
Children's Worm Cure (2202)	.50—	4.15
Corn Killer (2202)	.25—	1.60
Cough Cure (2202)	1.00—	8.25
	.50—	4.25
	.25—	2.00
Diphtheria Remedy (2202)	.50—	4.15
Fever Check (2202)	.50—	4.15
Magic Ointment (2202)	.50—	4.15
Night Cure, Female (2202)	1.00—	8.25
Old Dr. Strong's Salve (2202)	.25—	1.85
Pain Panacea (2202)	.25—	1.85
Panacea Pain Plaster (2202)	.25—	1.60
Restorative (2202)	1.00—	8.50
Nerve Pills (2202)	.25—	1.60
Rheumatic Cure (2202)	1.00—	8.25
Sarsaparilla & Iron (2202)	1.00—	8.25
Twenty Minute Headache Tablets (2202)	.25—	1.85
Cough Cure (2202)	.50—	4.15
Shorey's Blood Investigator (724)	1.00—	8.00
Catarrh Investigator (724)	1.00—	8.00
Kidney Investigator (724)	.50	4.00
	1.00—	8.00
Liebig's Lung Benefactor (724)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Worm Strangler (724)	.25—	2.00
Short Stop Coughs (1782)	.25—	2.00
	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

Item	Retail.	Doz.
Short Stop Cholera, Diarrhoea, etc. (1782)	.25	2.00
Rheumatism & Gout (1782)	1.00	9.00
Pain Plaster (1782)	.20	1.40
Shoshonee's Pills (846)	.25	1.50
Remedy (846) R	1.00	8.00
Shreve's Cold Cure	.10	.75
Shriner's Balsamic Cough Syrup (852)	.25	1.50
Indian Vermifuge (852)	.25	1.35
Shuh's Home-Made Pills (2156)	.25	1.75
Shult's Alfalfarine (33)	1.00	8.00
Shurleys' Comp. Lobelia Tablets (1030)	.50	4.00
Sialagog	1.00	9.00
Sibbal's Asthma Fumes (2206)	.50	4.50
	1.00	9.00
Siberian Chilblain Cure (2467)	.25	1.40
Siccum	.25	2.00
Healing Powders	.25	2.00
Siegert's Angostura Bitters (2674) per case of 24-2 bots.	—	17.10
12-2 bots.	—	8.55
12-1 bots.	—	6.52
Sierra Ginger Brandy (2207)	.75	7.50
Siler's Silver Polish (1019A)	.50	4.00
Silesian Corn Remedy (546)	.25	2.00
Silliman's Cough Balsam (2208A)	.25	1.75
"Silver Chain" Antiseptic Relief (1106)	.25	1.90
	.50	3.75
Arnica Liniment (1106)	.25	1.90
	.50	3.75
Carbolic Salve (1106)	.25	1.50
Condition Powders (1106)	.25	1.50
Cough Syrup (1106)	.25	1.90
Diarrhoea Cordial (1106)	.25	1.90
Essence of Jamaica Ginger (1106)	.25	1.90
Eye Salve (1106)	.25	1.50
Headache Cure (1106)	.25	1.50
Liver Pills (1106)	.25	1.50
Porous Plasters (1106)	.25	1.00
Sarsaparilla (1106)	.50	4.00
	1.00	7.00
Toothache Drops (1106)	.10	.75
Silver China Pepsin Gum (577) 40 pkgs. in box, per box	—	.70
Cream Egg Shampoo (1797)	.25	2.00
Liquid (2670)	.20	1.20
	.50	3.00
	1.00	6.00
Per gal.	—	2.00
Paste (2670)	.50	3.00
	1.00	6.00
Powders (2670)	.25	1.50
	.50	3.00
	—	12.00
Herb Medicine	1.00	7.50
Oil	.50	3.50
Salve Gall Cure (657)	.35	2.80
	1.00	7.50
Worm Medicine	.25	1.75
Silverine	.10	.75
Silvershine, Williams'	.10	.85
	.25	1.75
per gal.	—	2.00
Sim's Licorice & Morphia Tablets (1030)	.25	2.00
Tatcho Hair Restorer (847)	.75	6.00
	2.00	15.00
Simar's Precieuse Skin Cure	.50	4.00
	1.00	8.00
Similax Sarsaparilla (1778)	1.00	7.00
Simm's Anti Bilious Powders (2213)	.25	2.25
Anti-Dyspepsia Powders (2213)	.35	3.00
Simm's Arsenic Wafers	.50	4.00
	1.00	8.00
Botanic Hair Tonic, medium size (2213)	.50	4.00
large size	1.00	8.00
Cholera Syrup (2213)	.25	2.25
Composition Powders (2213)	.25	1.75
Compound Pennyroyal Pills (2213)	1.00	8.50
Cough Cure (294)	.25	2.00
Eye Cure (2213)	.25	2.00
Golden External (2213)	.50	4.50
Pain Searcher (2213)	.50	4.50
Spice Bitters (2213)	.25	2.00
Unequalled Cough Syrup for Children, medium size (2213)	.25	2.25
large size (2213)	.50	4.50
Un Kum Comp., The Ladies' Great Regulator (2213)	2.00	17.00
Vegetable Ague Killer (2213)	.50	4.50
Liver Pills, small size (2213)	.25	2.00
	1.00	9.00
Bood Purifier	1.00	8.50
Worm Killer (2213)	.25	2.00
	.50	4.00
White Liniment (2213)	.35	3.00
Pulmonic Balsam (2213)	.50	4.00
	1.00	8.00
Wine of American Ash (2212A)	1.00	9.00

Item	Retail.	Doz.
Simmons' Ague Pills (2699) ..R.	.50	3.75
Blood Purifier (2210)	.50	3.75
Corn Cure (2210)	.10	1.00
Female Regulator (2210)	1.00	7.50
Go-No-Glee (2211)	1.00	7.50
Hepatic Compound (2210)	.25	7.85
Iron Cordial (2211)	.75	5.75
Little Kidney Pills (1704)	.25	1.25
Little Liver Pills (1704)	.25	1.25
Little Kidney Remedy (2210)	.25	1.85
Liver Medicine (2211) pkgs.	.25	1.75
Candy Tablets (2211)	.25	1.88
	.50	3.75
	1.00	7.50
Liver Pills (2619)	.20	1.25
Liver Regulator (Prepared & Powdered) (2699) R.	1.00	7.40
Manhood Restorer (2211)	1.00	7.50
One Drop Pile Remedy (1704)	.50	4.00
Painless Eye Water (2211)	.25	1.50
Prophylactic Fluid (2210)	.50	3.75
Renovator Pills (2699) R.	.25	1.60
R.	.25	1.60
Rheumatic Cure (2210)	.50	4.00
Rheumatism Killer (2211)	1.00	7.50
Squaw Vine Wine (2211)	1.00	7.50
Stock Powders (2210)	.25	1.85
Teething Tablets (2211)	.25	1.50
Worm Exterminator (2211)	.25	1.50
Simms' Borated Talcum Powder (2212)	.10	.75
	.25	1.75
Coca Wine (2212)	1.00	8.00
Cough Cure (2294A)	.25	2.00
Liver Pills (2212)	.10	.65
Tonic Elixir (2212)	1.00	7.00
Wine Cod Liver Oil, Guaiacol & Hypophos. (2212)	.75	6.00
Simon's Cough Balsam (2214)	.25	1.50
Cream (See Creme Simon).		
Cuban Tea (2214)	.25	1.75
	1.00	7.50
Diarrhoea & Cholera Cure (2214)	.25	2.00
Golden Rheumatic Liniment (2296)	.25	1.80
	.50	3.50
Jamaica Ginger (2214)	.25	2.00
Liver Comp. (2214)	.25	2.00
Nerve & Bone Liniment (2214)	.25	1.25
Pile Cure (214)	.25	1.50
Pills (2214) R.	.25	1.50
Powders (847)	.75	5.50
Relief (2214)	.25	1.50
Rheumatic Mixture (1775A)	.50	4.00
Sarsaparilla (2214)	1.00	8.00
Soap (847)	.50	4.00
Tasteless Chill Tonic (2214)	.50	3.75
Vegetable Liver Pills (2214)	.25	1.50
Relief (2214)	.25	1.75
Vermifuge (2214)	.25	1.50
White Vermifuge (2214)	.25	1.50
Worm Candy (214)	.25	1.50
Simpson's Catarrh Cure	1.00	8.50
Little Liver Lifters (2215)	.25	2.00
Pepsin Headache Powders (2215)	.10	.75
	.25	2.00
Stomach Bitters (743)	.85	5.50
Vegetable Compound (2214A)	1.00	8.00
Sims' Anti-Constipation Bitters (2216)	1.00	7.50
Big 4 Tonic (1677A)	1.00	7.00
Eye Bath (2650)	.50	3.50
Kidney Pills (1677A)	.50	3.50
Morning Glories (2650)	.25	1.75
Sims' Nervine (2650)	1.00	7.00
Red Blood Pills (2650)	.50	3.50
Rheumatic Pills (1677A)	.50	3.50
Whooping Cough Specific (2650)	.50	3.50
Sine's Dysentery Compound (124)	.50	3.00
Wild Cherry & Tar Syrup (124)	.25	1.75
Singer's Gravel Paper	.15	1.25
Singleton's Golden Eye Ointment (847)	1.00	8.00
Sip	1.00	8.00
Sister Agnes Herb Cure (1261)	.50	3.00
	1.00	7.00
Frances Clare's Botanic Wine	2.00	—
Liniment	1.00	9.00
Teresa's Laxative Tea (561)	.25	2.12
Sitoes French Injection (1799)	.75	6.00
Six Aperians (2528)	1.00	8.00
Bromides (Elixir) (1528)	1.00	8.00
Hypophophites Elixir (2528)	1.00	8.00
Iodides Elixir (2528)	1.00	8.00
Pellets, Homeo. (933)	.10	.80
St. Johannes Magentropfen	.50	4.00
Tea	.25	2.00
Sixteen Hundred Corn Cure	.25	1.50
Sixty-Six ("66")	.75	6.00
66-99 Cholera Remedy	1.00	8.00

Item	Retail.	Doz.
Sizemore's Elixir Aromatic Ginger (1948)	.25	1.75
S. K. (see Kolafra).		
Skeeterine	.25	1.75
Skin-cura, Dandruff Cura (2219)	.50	4.00
Tonic (2219)	.50	4.00
Skin Curative Salve (1538)	.25	2.00
Skinzoline Emolient, Henderson's	.25	1.80
	.50	3.60
Slag Vatten (1105) No. 20	.25	2.00
	.50	4.00
Sleeper's Lightning Fly Paper Poison (2220A) ream	—	6.00
100 Envelopes	—	2.00
Slegel's Tooth Powder (1981)	.25	1.50
Sligel's (Mother) Operating Pills (2591)	.25	2.00
Slingerland's Catarrh Snuff	.25	1.50
Sloan's Charbon & Anthrax Preventative (2221)	1.00	8.00
Common Sense Paste Blister (Horses) (2221)	.50	4.00
Condition Powders (2223)	.25	1.25
	.35	2.50
Family Liniment (2221)	.25	2.00
Ointment (2223)	.25	1.50
Fever, Pink Eye & Distemper Remedy (for horses) (2221)	.50	4.00
	1.00	8.00
Hoof Ointment (2223)	.50	3.50
Horse Liniment (2221)	.50	4.00
	1.00	8.00
Ointment (2223)	.35	3.50
Instant Relief (2223)	.35	3.00
Quick Cure For Horses (2221)	.50	4.00
Sarsaparilla (1395)	.50	4.00
Stomach Remedy (1937)	1.00	8.00
	2.50	21.00
Sure Colic Cure (Horses) (2221)	1.00	8.00
Tonic Powders (Horses) (2221)	1.00	8.00
Slosson's Worm Powders (2225)	.50	4.00
S. M. & Co.'s (See Savory & Moore).		
(847)	1.25	10.00
Small's Liniment	.30	2.00
Ointment	.35	2.62
(O. L.) Syrup	.50	3.00
Rose Ointment	.15	1.20
Salve	.15	1.20
Smaw's Aromatic Cod Liver Oil (2227)	1.00	6.00
Sarsaparilla (2227)	.85	5.00
Smax	.10	.75
Smedley's Bicycle O. K. Liniment	.50	4.00
	1.00	8.00
Chillic Paste (847)	.50	4.00
	.75	5.00
Smith Bros'. Cough Drops (2229) 40 pkgs. in box	—	1.15
Shampoo (2230)	.25	2.00
Smith's American Stomach Bitters (2244)	.75	6.00
Arabic Ointment (2240)	.25	1.75
Asthma Cure	1.00	7.50
(Ben) Dragon Oil (1841A)	.25	1.75
Pills (1841A)	.25	1.75
Bile Beans (2231)	.25	2.00
Blood & Liver Syrup (610)	1.00	8.00
Boeuf Fluide (Fluid Beef) (2234)	1.25	11.50
	2.50	22.50
Caloric Vita Oil (2513)	.50	4.00
	1.00	8.00
	3.00	30.00
Camphor Ice (1847	.10	.75
Carbolic Salve (1487) R.	.25	1.65
Carbolized Salve (1487) R.	.25	1.65
Catarrh Cure	.50	4.00
Chill & Fever Tonic (507)	.50	3.00
Cholera Cure	.25	2.00
Colombo Bitters	.75	6.00
Comfort Drops	1.00	8.00
Comp. Ext. Sarsaparilla (2244)	.50	4.00
Corn Cure (1997)	.10	.75
Paint	.25	1.50
Cough Mixture (2244)	.25	2.00
	.50	4.00
Syrup	.10	.75
	.50	3.50
	1.00	7.00
For children	.25	1.50
Creamoline	.75	6.00
Cure-All (2240)	.25	1.75
Curative Compound	.25	2.00
Dandruff Pomade (2230)	.50	4.00
Dentifrice (1800)	.35	2.75
Electric Relief	.25	2.00
Expectorant Emulsion (2244)	.50	4.00
Extract Ginger Ale	1.25	12.00
Gangaloo Troches (130)	.10	.75
	.25	1.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Smith's Garget Cure	.75	6.00
German Worm Remedy	.25—	1.75
Gold Catarrh Cure (2239)	1.00—	8.00
Hoofine (2239)	2.00—	16.00
Rheumatic Cure (2239)	.50—	4.00
	1.00—	8.00
Homeopathic Wafers	.25—	1.75
Indian Vegetable Pills	.25—	1.75
Worm Oil (2240)	.25—	1.75
Instant Relief	.50—	4.00
Licorice Lozenges	.25—	2.00
	.50—	4.00
Magnetic Balm	.25—	1.75
Menthol Inhaler (416)	.25—	2.00
Nerve Restorer (2245)	1.00—	8.00
Old Gold Liniment	.25—	2.00
	.50—	4.00
Petroleum Emulsion	1.00—	8.00
"Pick-Me-Up"	.50—	4.00
Quinine Hair Tonic	—	3.50
Rheumatic Cure (2244)	.50—	4.00
Saccharated Pepsin (1598) ozs.	.35—	3.00
Stillingia Blood Purifier	1.00—	7.50
Sure Corn Cure	.15—	1.00
Kidney Cure (2245)	.50—	4.00
	1.00—	7.50
Throat & Lung Balm	.25—	2.00
	.50—	4.00
	1.00—	8.00
Tonic Syrup (1829)	1.00—	8.00
Universal Chill Cure	1.00—	8.00
Nerve Tonic	.50—	4.00
	1.00—	8.00
Vegetable Compound	1.00—	8.00
Vermifuge (1487) R.	.25—	1.50
Whooping Cough Cordial	1.00—	8.35
Smither's Algine Emulsion (2246)	.50—	4.50
Balsamel (2246)	.25—	2.00
	.50—	4.00
Beef Iron & Wine (2246)	.50—	4.50
Compound Extract Sarsaparilla (2246)	.50—	4.00
Instant Toothache Killer (2246)	.15—	1.20
	.25—	1.85
Liq. Phos. & Amar (2246)	.50—	3.00
Mineral Camphor (2246)	.25—	1.85
Orange Kolawein (2246)	.50—	4.00
Rhus Tox Compound (2246)	.50—	3.00
Synthetical Sprudel Salts (2246)	.25—	1.85
	.50—	3.75
Veluderma (2246)	.20—	1.50
Winter Balm (2246)	.25—	2.00
Witch Hazel Balm (2246)	.25—	2.00
Veterinary (2246)	1.00—	8.00
Worm Cordial	.25—	1.75
Smithnight's Asthma Remedy (217) R	1.00—	7.50
Smolander's Buchu (922) R.	1.00—	8.00
Snell's Massage Cream (2248A)	.50—	4.00
Snip Snap	.25—	2.00
Snow & Mason's Cough & Croup Syrup (467)	.25—	2.00
Snow Balm (1089)	.50—	4.00
Mountain Catarrh Snuff (1228)	.10—	.75
Snow's Foot Cerate	.25—	2.00
Snow-lene Cream (486A)	1.50—	15.45
Snowatilla (1698)	.25—	1.50
Snoddy Hog Remedy (2249)	.50—	4.00
	1.00—	8.00
Poultry Remedy (2249)	.50—	4.00
Hog Remedy (2249)	.50—	4.00
Snuffene	.25—	2.00
Snyder's All Food Emulsion (2250A)	.50—	4.25
	1.00—	8.50
Kidney Balsam	1.00—	8.00
Liquid Substitute	.25—	1.75
Snyder's Menthol Crayons	.10—	.75
Obesity Treatment	2.50—	21.00
Pile Ointment	.50—	3.00
Soberine, Anchor Med. Co.'s	1.00—	8.00
Soberup	.50—	4.25
Societe Hygenique Oil (760A)	.50—	4.40
Soap sans odor (760A)	.25—	1.65
	.50—	3.25
Sodamel (2517)	1.00—	8.00
5 pt., each	—	3.00
Soda Mint Gum (2251A) per box	—	.60
Per jar	—	2.75
Sodeine	.25—	2.00
Soden Pastilles (723)	.50—	4.50
Soderine, Perspiring Feet	.50—	3.60
Sodio Phos. Comp. (2005)	.50—	4.75
	3.00—	25.80
	4.00—	39.00
So-Doc Headache Cure	.25—	2.00
Sohu's Wine Hypophosphites Comp.	1.00—	9.00
Solanica, Elliott's	1.00—	7.50
Soldis (2121)	.20—	1.60
Soldruff (1905)	.50—	3.50
	.25—	1.60
Sole's Corn Tips (1771)	.10—	.75
Solfatara Regulator Stomach Bit (2208)	1.00—	8.00

	Retail.	Doz.
Solidifoam (1406A) lb.		.75
Solvard (621)	1.00—	8.00
Sovena Pala (2611)	3.00—	
Soma Indian Salve	.50—	4.00
Somatose (872) R. 2 oz. tins	—	8.25
¼-lb. tins, per lb.	—	5.25
½-lb. tins, per lb.	—	5.00
1-lb. tins, per lb.	—	5.00
Biscuit, ½-lb. boxes, per doz.	—	4.00
Chocolate, ¼-lb. cakes, per lb.	—	.85
Cocoa, ¼-lb. tins, per lb.	—	.90
Somer's Malarial Antidote	1.00—	8.00
Somerville's Anti-Fever Medicine	.50—	4.00
	1.00—	8.00
Cedar Plasters	.25—	1.75
Summer's Wild Cherry Syrup	.25—	2.00
Sommerbrodt's Creosote Capsules (1430)	1.00—	8.10
Somniol (1552)	—	13.20
Somnos (1667)	1.25—	12.00
Somnone (2305)	1.00—	8.00
Sonalea's English Milk-weed	1.00—	9.00
Flesh & White Powder	.50—	4.00
Nut Oil Soap	1.00—	9.00
Soothal (1257)	.25—	2.00
Sorata Liniment (769)	.25—	1.50
	.50—	4.00
	1.00—	8.00
Sorbilin (powdered) (2684) per oz.	—	.80
Tablets (2684) per oz.	—	.80
Sords' Emulsion Cod Liver Oil (2255)	1.00—	8.00
	2.00—	18.00
Sores & Burns Remedy (1808)	.25—	1.25
Sotol	.75—	6.00
Souer's Quinine Hair Tonic	.50—	3.60
	1.00—	7.20
Soule's Eradicator	.50—	4.25
Sovereign Balm Pills (710)	.25—	1.75
Soulepathic Drops	.25—	2.00
Sourwood Comp. (1577) R.	1.00—	9.50
South American Ague Cure (2307)	.50—	4.50
Tooth Powder (583)	.25—	1.50
Southern Anti-Pain Oil (671A)	.25—	1.75
Asthma Cure (729)	1.00—	8.00
Catarrh Cure (671A)	.25—	1.75
Chill Cure (671A)	.50—	3.75
Cold Cure (671A)	.25—	1.50
Condition Powders (671A)	.25—	1.25
Cough Cure (671A)	.25—	1.75
Diarrhoea Remedy (671A)	.25—	1.75
Emulsion Cod Liver Oil, with Hypophosphites (671A)	1.00—	7.00
	.50—	3.75
Hair Dyes (671A)	.25—	1.50
Hair Tonic & Dandruff Cure (671A)	.50—	4.00
Herb (Giant's) (123)	1.00—	7.50
Iron Tonic (671A)	.50—	4.00
Kidney & Bladder Cure (671A)	.50—	3.75
Liver Regulator (671A)	.25—	1.75
Neuralgia & Headache Cure (671A)	.25—	1.75
Pile Cure (671A)	.25—	1.75
Sarsaparilla (671A)	.50—	4.00
Vegetable Liver Pills (671A)	.25—	1.50
Women Vegetable Comp. (671A)	.50—	4.00
Southworth's Canker Destroyer	.50—	4.00
Sozoderma Soap (1016)	.25—	2.00
Sozodont (1016)	.25—	2.00
	.75—	6.00
Sozone (Asthma) (2335)	1.00—	8.00
Spalding's Glue (1016)	.10—	.75
	.20—	1.50
Spalding's Lightning Liniment	.50—	3.75
Throat Confections	.25—	1.50
Spangler's Pills (561)	.25—	1.75
Ointment (561)	.25—	2.00
Spanish Corn Cure (406A)	.10—	.75
Killer (2065)	.15—	1.00
Hair Balsam (933)	1.00—	8.00
Wine (933)	1.00—	8.00
Cross Tea	.25—	1.80
Lustral Delight	1.00—	6.50
Oil Balm (486A)	1.00—	8.30
Pennyroyal Pills (906)	.75—	6.00
Tansy Pills (906)	.75—	6.00
Spark's Blood & Liver Pills (2647)	1.00—	7.50
Cough Syrup	.25—	1.50
Cream Vermifuge	.25—	1.50
Eye Water	.25—	1.50
Lightning Relief	.25—	1.75
Nerve & Bone Liniment (2617)	.25—	1.50
Perfect Health	1.00—	8.00
Quick Relief	.25—	2.00
Soothing Syrup	.25—	1.50
Sure Cure	1.00—	7.00
Sparkhall's Specific	2.00—	20.00
Sparkline Polishing Pads	.10—	.75
Sparkling Kolafra (See Kolafra).		
Spartina Tablets (2264A)	.75—	6.00
Spartine Valer, Cooper's	1.50—	12.00
Spasalt (1938)	1.00—	9.00
[illegible] (2263)	.35—	2.25
Spaulding's Cephalic Pills	.25—	1.75
Spavin Liniment (1743)	1.00—	7.00

	Retail.	Doz.
Spayd's Capillary Tonic (265)	—	2.15
Face Ointment (2265)	—	2.15
	—	8.50
Soap (2265)	—	1.35
Glycerine Cream (2265)	—	1.30
	—	2.15
Oriental Tooth Powder (2265)	—	1.90
Perfection Face Powder (2265)	—	1.90
Speak Easy Lozenges (see Armstrong).		
Spear's Nazone (1691)	.10—	.70
	.25—	1.50
	.75—	4.50
"Special Formula" Headache Wafers (1809)	.25—	2.00
"Specific A." No. 1 (2150)	3.00—	21.00
Speer's Bisulphate Tablets	.25—	1.75
Gargle	.25—	1.75
Horehound, Rock & Rye	.25—	2.00
Liver Pills	.25—	1.50
Peruvian Wine Bitters	1.00—	9.00
Preserving Solution	1.00—	8.00
Rock Rye	.25—	2.00
Standard Wine Bitters	1.00—	9.00
Speicher's Dandruff Cure (2267A)	.75—	4.75
Spence's White Beaver Cough Cream (2268)	.25—	2.00
	.50—	4.00
Wonder Worker (2268)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Spencer's Arabian Oil	.25—	1.75
Bed Bug Exterminator	.50—	4.50
Canticure U Tonic with or without Iron	.50—	3.75
Chloramine Pastilles (2677)	.25—	1.60
Cough Cure	.25—	1.75
Diphtheria Pastilles	1.00—	8.00
Headache Capsules (1981)	.25—	2.00
Hog Cholera Cure	.50—	3.00
Medicated Fluid	.50—	4.50
Negative Powders	1.00—	8.00
Positive Powders	1.00—	8.00
Rheumatic Specific	3.00—	30.00
Sarsaparilla	.50—	4.00
Speedy Liver Cure	.25—	1.50
Pills	.25—	1.50
Poultry Cure	.25—	1.50
Relief	.25—	1.75
Stock Powders	.25—	1.50
Worm Syrup	.25—	1.75
Syrup of Prunes	.50—	3.50
Vegetables Pills (2065)	.25—	1.75
Spermine Atrophy Jelly (2270)	1.00—	10.00
Pile Cones (2270)	1.00—	10.00
Sperminet (Tablets) (2270)	1.00—	10.00
Sphenoids Antiseptic (1552)	—	4.20
Spice's Magic Pain Cure Extract (1478)	.25—	1.75
	.50—	3.50
Spicer's Golden Salve	.50—	4.75
Spickard's B. B. Pills	.10—	.75
One Cent Headache Cure	.10—	.75
Pearl River Chill Cure	.25—	1.75
Spiegel's Stomach & Liver Pills (2271)	.25—	1.50
Worm Killer Troches (2271)	.25—	1.50
Spiller's Golden Balsam	.25—	2.00
Cure	1.00—	8.00
Tonic	1.00—	6.00
Spim Ointment (2271B)	.50—	4.00
Pills (2271B)	.50—	4.00
Plasters (2271B)	.25—	2.00
Powder (2271B)	.50—	4.50
Soap (2271B)	.25—	2.00
Spinaline, Brown's	.50—	3.88
Spirittine Balsam (2273)	.25—	1.50
	.40—	2.25
Inhalent (2273)	.25—	1.50
"Spiro" Toilet Powder (2274)	.25—	2.00
Spitta's Coryza Tablets (1030)	.25—	2.00
Spitzer's Face Cream	.35—	3.00
Splenic Extract (Tabs. or Powd.) (1884)	1.00—	8.00
Spohn's Distemper Cough Cure (2275B)	.50—	4.00
Spongia Croup Syrup (1680)	.25—	1.75
Sprague's Pile Remedy	1.00—	8.00
Sprager's Healing Salve	.50—	4.20
Stomach Drops	.50—	4.00
Spratts' Alterative Cooling Tablets (2275A)	.50—	3.17
Anti-Rickets Tablets (2275A)	.50—	
Spratt's Canker Cure (2275A)	.25—	1.80
	.50—	3.17
Lotion (Dogs) (2275A)	.50—	3.50
"Cardiac" Tonic Powder for Poultry & Game (2275A)		
per pkt.	.05—	
per bag	.25—	
per bag	.50—	
Charcoal Dog Cakes per 5 lbs	.50—	
Chorea Tablets (2275A)	.50—	
Chronic Skin Disease Cure (2275A)	..—	..
Condition Tonic Tablets (2275A)	.50—	3.17

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Spratt's Cooling Powders (2275A) (Dogs)	.50—	3.17
Cough Tablets for Dogs (2275A)	.50—	
"Crissel" Granulated Prairie Meat (2275A) per 10 lbs.	.50—	
per 25 lbs.	1.00—	
Cure for Canker of Ear		
Distemper Cure (2275A)	.75—	4.67
Diarrhoea Cure (2275A)	.25—	1.80
	.50—	3.17
Diarrhoea & Dysentery Cure (2275A)	.50—	
Distemper Cure (2275A)	.75—	4.67
Powders (2275A)	.75—	4.67
Tablets (2275A)	.75—	
Dog Liniment (2275A)	.50—	3.10
Pills (2275A)	.50—	3.17
Eczema Cure (2275A)	.50—	3.17
Lotion (Dogs) (2275A)	.50—	3.50
& Sarcoptic Mange Cure (2275A)	.50—	
½-gal. jar	2.00—	
Eye Lotion Tablets (2275A)	.50—	3.17
Fit Cure Tablets (2275A)	.50—	3.17
Hair Stimulant (2275A)	.50—	3.00
Jaundice Cure (2275A)	.50—	3.17
Tablets (2275A)	.50—	3.17
Liniment for Sprains, etc. (2275A)	.50—	
Lacorium for Dogs (2275A)	.25—	1.80
	.50—	3.17
Mange Cure (2275A)	.50—	3.17
Orphan Puppy Food (2275A) per 1-lb. tin	.50—	
per 3-lb. tin	1.00—	
Patent Cat Food (2275A)	.05—	
carton	.25—	
per 10 lbs.	1.00—	
per 25 lbs.	2.25—	
Cod Liver Oil Dog Biscuits (2275A) per 3 lb. pkg.	.35—	
per 5 lb. pkg.	.55—	
per 25 lbs.	2.00—	
Cod Liver Oil Dog Cakes (2275A) per 3 lb. pkg.	.35—	
per 5 lb. pkg.	.55—	
per 25 lbs.	2.00—	
Purgative Tablets (2275A)	.50—	3.17
Puppy Vermifuge Capsules (2275A)	.50—	
Roup Paste (2275A)	.50—	
Soap for Dogs (2275A)	.20—	
	.50—	
Soap for Poultry (2275A)	.25—	
Tonic Condition Paste (2275A)	.50—	
& Condition Tablets (2275A)	.50—	
Vermifuge Capsules (2275A)	.50—	3.17
Worm Powders (2275A)	.25—	1.80
Springall's Rheumatic Alterative	1.00—	8.00
Spruce Cough Balsam (1306)	.25—	1.75
Pile Ointment (1306)	.50—	3.50
Spirits (1306)	.25—	1.75
Spry's Skin Ointment (308)	.25—	2.00
Spurlock's Blue Ribbon Horse & Cattle Powders (2277)	.25—	1.50
Cough Syrup (2277)	.25—	1.75
Essence of Jamacia Ginger (2277)	.25—	1.75
Gilt Edge Bitters (2277)	.50—	3.50
Hair Dyes (2627)	.25—	1.75
Persian Insect Powder (2277)	.05—	.35
	.10—	.75
Quick Hair Dye (2277)	.25—	1.75
Syrup Hypophosphites (2277)	1.00—	6.00
Squair's Sulphur Comp. Tablets	1.00—	8.00
500's	5.00—	39.00
Squire's Colchicum Wine (847) (Root)	3.50—	27.00
(Seed)	3.00—	24.00
Emulsion Cod Liver Oil & Hypophosphites (1587)	.50—	3.00
	.75—	5.00
S. Q. Q. Injection	1.50—	12.00
S. R. S. Specific (1799)	1.00—	8.00
S. S. S. (2119) gross		—15.00
gross		—36.00
(Swift's Specific) (2367) R	1.00—	8.00
	2.00—	14.00
St. Andrew's Chill Killer (89)	.50—	3.50
Cold Liver Tea (89)	.75—	6.00
Expectorant (89)	.25—	1.75
Life Root Wine (89)	1.00—	8.00
Magic Relief (89)	.25—	1.75
Nerve & Bone Oil (89)	.25—	1.75
Quick Liver Pills (89)	.15—	1.00
Sarsaparilla (89)	1.00—	7.00
Stock Food (89)	.25—	1.50
Sure Shot Vermifuge (89)	.25—	1.35
St. Ann's Tea	.25—	2.00
St. Antonius' Liniment	.50—	3.80
	1.00—	7.60
St. Benedicts' Wonder Salve (2283)	.50—	4.50

	Retail.	Doz.
St. Cloud's XX Capsules (2280)	1.00—	8.00
St. Dalmas' Adhesive Plaster (847)	.25—	1.75
St. Elizabeth's Medicinal Soap	.25—	2.00
Salve	.25—	2.00
	1.00—	8.00
St. Elmo Syringe Nozzles (1843)	1.00—	9.50
Wafferettes (1843)	.25—	2.25
St. Gothard's Oil (see Severa).		
St. Isaac's Balm	.25—	2.00
St. Jacob's Liver Regulator (2402)	.10—	.75
	.25—	2.00
Oil (2106B) R.	.50—	4.20
St. Johannis Cal. Drops (1432)	.25—	1.90
	.50—	3.75
St. Johns Liniment (1677A)	.50—	3.50
Oil (1088)	.50—	3.60
Ointment (1088)	.25—	1.75
Salve (2327)	.20—	1.00
White Lily Balsam (2041)	.25—	2.00
St. Joseph's Blood and Liver Pills (908)	.25—	1.50
Chill Tonic (908)	.50—	3.50
Cough & Croup Syrup (908)	.25—	1.75
	3.00—	30.00
Eye Water (908)	.25—	1.50
German Iron Tonic (908)	.50—	3.50
Horse & Cattle Powders (908)	.25—	1.25
Liver Regulator (908)	1.00—	7.50
Quick Relief (908)	.25—	1.75
Rheumatic Liniment (908)	.25—	1.75
Salve	.25—	1.75
Sarsaparilla (908)	1.00—	8.00
Worm Exterminator (908)	.25—	1.75
St. Nicholas Salve	.25—	2.00
	.50—	4.00
St. Patrick's Pills (442)	.25—	1.50
Plasters (442)	.25—	1.75
Salve (442)	.25—	1.75
St. Peter's Liniment	.50—	4.00
St. Thomas' Bay Rum (848)	.75—	7.50
St. Vincent de Paul Elixir (847)	2.00—	17.00
St. Vitus Dance (See Barrett's).		
Stabler's Diarrhoea Cordial	.50—	4.00
Stafford's Glue (1016)	.15—	1.00
Iron & Sulphur Powders (1016)	.50—	4.00
Olive Tar Ointment (1016)	.25—	2.00
Worm Destroyer (2148)	.25—	2.00
Stahl's French Specific	1.00—	8.00
Stahler's Discs (2284)	.10—	.80
Staino (1282)	.10—	.75
Whisk Patent (1282)	.25—	1.75
Stainoff (2322A)	.25—	2.00
Staley's Eczema Lotion (1552)		—18.00
Stamboul Invigorator	2.00—	15.00
Stanchfield's Pennyrilla	.25—	1.75
Pennyroyal Hot Drops	.25—	1.75
Standard Co.'s Eye Treatment	1.00—	
Pile & Rectal Treatment.	.50—	
Standard Tar Oil (2288)	.20—	1.60
	.30—	2.25
	.55—	3.75
	1.00—	6.50
Throat & Lung Balsam	.25—	1.75
Toothache Drops (483)	.10—	.75
Standish's A. D. Pills	.25—	2.00
Stanges Aegate Choleradraaber (7)	.25—	1.75
	.50—	3.50
Enebaerolie (7)	.50—	3.50
Gigtspiritus aller Benspiritus (7)	.50—	3.50
Gratia Probatum (7)	.10—	.75
Gron Olie (7)	.25—	1.75
	.50—	3.50
Hjortetakdraaber, holde	.50—	3.50
Hoffmannsdraeber, holde (7)	.25—	1.75
	.50—	3.50
Rode (7)	.25	—1.75
	.50—	3.50
Kamferdraaber (7)	.25—	1.75
	.50—	3.50
Kjonosplaster (7)	.25—	1.75
Moderdraaber (7)	.50—	3.00
Norsk Lofoten Medicintram (7)	.50—	4.00
	1.00—	7.00
Ormefro (7)	.25—	1.75
Rigabalsam (7)	.25—	1.75
	.50—	3.50
Saardraaber (7)	.25—	1.75
	.50—	3.50
Seneolie (7)	.25—	1.75
	.50—	3.50
Sundhedssalt (7)	.25—	1.75
Wunder-Kron-Essence (7)	.50—	3.50
Stanley's Celery & Kola Comp (2467)	1.00—	6.00
Malt (1888)	1.00—	6.00
(Clark) Snake Oil Liniment (2017B)	.50—	4.00
Face Powder (2585)	.10—	.75
Headache Cure (1888)	.25—	1.50

	Retail.	Doz.
St. Benedict's Lemon Salts	.10—	.75
Lung Healer (1077A)	.25—	1.75
Nerve & Bone Liniment (2333)	.25—	1.50
Nerve Pills (1888)	.25—	1.50
Pain Relief (1888)	.25—	1.75
Rose Rouge (2585)	.10—	.75
Sarsaparilla Comp. (1677A)	1.00—	7.00
Toothache Drops (2585)	.10—	.75
Vegetable Hair Tonic (2171)	.50—	4.00
Stansbury's Cattle Powders	.20—	1.25
Toothache Wax (2296)	.10—	.75
Stanton's American Pennyroyal Pills (2611)	1.00—	9.30
Harmless Headache Powders (2297)	.25—	1.50
Pain Relief (1657)	.25—	1.75
Stapleton's Headache Powders (2298)	.15—	1.00
Star Almond Cream	.25—	2.00
Blister	1.00—	9.00
Chill & Fever Cure (1265)	.25—	1.75
Cones	1.00—	8.00
Dyes	.25—	1.75
Eagle Compound	.25—	2.00
Emery Board (486A)	.25—	1.50
Extract Root Beer (2307)	.10—	.75
Foot-Ease	.10—	.75
Physic Balls	.50—	4.00
Worm Candy (1841)	.25—	1.35
Star & Cross Stomach Cure (294)	.50—	4.00
	1.00—	8.00
Stark's Headache Powders (2301)	.10—	.75
Sage Beef Extract	.75—	6.00
Starr's Beef Extract	1.50—	15.00
Cough Syrup	.25—	1.25
Stearns' Antidotes (2303)	1.00—	8.00
Blucaloids (2303)	.75—	4.50
Colsaloids (2303)	.75—	5.00
Diastase Essence (2303)	.75—	6.00
Electric Rat & Roach Paste (2304)	.25—	2.00
	1.00—	8.00
Headache Cure (2303)	.25—	1.50
Kasagin (2303) per lb.	.75—	4.50
In 5-lb bottles, per lb.	—	1.10
Haemoferrum (2303)	1.00—	8.00
Methyloids (2303)	.75—	4.50
Panzyme (2303)	.50—	4.00
Physiolin (2303)	1.00	8.00
Santaloids (2303)	.75—	4.50
Comp. (2303)	.50—	3.00
Suprema Cream (2303)	.50—	3.00
Tritipsin (2303)	1.00—	8.00
Trokeys (2303)	.25—	1.50
Vibutero (2303)	.75—	6.00
Wine Cod Liver Oil (2303)	1.00—	8.00
Zymole (2303)	.35—	2.50
	.60—	4.80
Stedman's Menthol Inhaler (2306)	.25—	2.00
Peerless Embrocation (2306A)	.50—	4.00
Teething Powders (847)	.40—	2.65
Worm Powders (847)	.50—	4.00
Steele's Apple Ginger	.50—	4.00
	1.00—	8.00
Bile Pills	.25—	2.50
Bilious Berries	.25—	1.75
Blood Berries	.75—	6.00
Holland Herbs (2309)	.25—	1.65
Rheumatic Berries	1.00—	8.00
Tablets (2015B)	.50—	4.50
	1.00—	9.00
Steer's Opodeldoc	.25—	1.00
Steiner's German Tooth Powder	.25—	1.00
Steinmetz' "Trib"	.25—	2.00
	.50—	4.00
	1.00—	8.00
Steinway Furniture Polish (2051)	.25—	2.00
Steketee's Anti-Bilious Root & Plant Pills (2309)	.25—	1.50
Condition Powders (2309)	.25—	2.00
Cough Cure (2309)	.25—	2.00
Dry Bitters (2309)	.25—	2.00
Genuine Haarlem Oil (2309)	.25—	1.80
Hog Cholera Cure (2309)	.50—	4.00
Liniment (2309)	.25—	2.00
Little Worm Pills (2309)	.25—	2.00
Malaria Tablets (2309)	.25—	2.00
Neuralgia Drops (2309)	.50—	4.00
	1.00—	8.00
Ointment (2309)	.35—	2.50
Positive Periodical Preparation (2309)	1.00—	8.00
Purifying Blood Bitters (2309)	.50—	4.00
	1.00—	8.00
Worm Powders (2309) (Capsules & Powder)	.25—	2.00
Stella Vitae (Woman's Relief) Tablets (2309)	.25—	2.00
(2393)	1.00—	8.00
Stello's Asthma Cure (1670)	1.00—	9.00
Stephens' Chemical Eye Salve (166)	.25—	2.00
Russian Colic & Cholera Remedy (2098)	.25—	1.75
Dyspepsia Cure (2038)	.50—	4.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Stephen's Headache Capsules (2098)	.10	.75
	.25—	1.75
Hog Cholera Cure (2098).	1.00—	8.00
Kidney & Liver Cure (2098)	.50—	4.00
	1.00—	8.00
Liver & Kidney Pills (2098)	.25—	1.75
Pile Cure (2098)	.50—	4.00
Poultry Food (2098)	.50—	4.00
Stock Food (2098)	.25—	2.00
Wild Cherry Cold Cure (2089)	.25—	2.00
Stone Ointment (2098)	.25—	1.75
Stephens & Co.'s Comp. Cough Cure (2310)	.25—	1.75
Syrup of Sarsaparilla (Iodide, Potash) (2310)	1.00—	7.50
Sterling Ointment (2691)	.25—	2.00
	.50—	4.00
Sterilized Lubraseptic (2094 B)	.25—	2.00
	.50—	4.00
Stock Food (1303)	.25—	1.80
	1.00—	7.20
Sterling's Ambrosia	1.00—	8.00
Cure-All Salve (2404)	.15—	1.10
Extract of Camphorated Ginger (2404)	.25—	2.00
Flavoring Extracts (2404)	.25—	2.00
Pain Killing Liniment (2404)	.25—	2.00
Royal Remedy (2316A)	5.00—	45.00
	10.00—	75.00
Soothing Syrup	.25—	1.75
Vegetable Anti-Bilious Tincture (2404)	.25—	2.00
Steven's Blister	1.25—	9.00
Cough Cure	.25—	2.00
Extract Jamaica Ginger (922) R.	.25—	1.75
Eye Salve (2622)	.25—	2.00
Grip and Cough Cure (1437) 50-lb. case	—	5.00
Ointment	1.25—	9.00
Wild Cherry Cough Drops (1437) 50-lb. case	—	5.00
Stewart's Almond Cream	.10—	.75
	.25—	1.75
Animal Soap (2326) per lb.	—	.23
Charcoal Lozenges	.25—	2.00
Cough Drops (2323)	1.15—	10.60
Emulsion Cod Liver Oil & Dialyz. Iron	1.00—	8.50
Headache Cure (2322)	.10—	.75
	.25—	1.75
Healing Cream (2322)	.15—	1.00
	.50—	3.50
Powders (2322)	.15—	1.00
	.25—	1.75
	.50—	3.00
Hoof Oil (2322)	.25—	1.75
	1.00—	9.00
	3.00—	30.00
Horse Salve	.10—	.75
	.25—	1.75
Indian Cordial	1.00—	8.00
Iron Succinate (Hydrated)	1.00—	8.00
Liniment (2322)	.25—	1.75
Little Aperient Pills	.25—	1.50
Menthol Liniment	.50—	4.50
Pile Suppositories (2324)	.25—	2.00
Polishing Powders (2323)	.50—	3.00
Stock Remedy (2322)	.25—	1.75
Tonic Bitters (2323)	.75—	6.00
White Pine Chlo Liniment (671A)	.25—	2.00
Whooping Cough Remedy (1809)	.25—	1.80
Stick Forever Cement (1931)	.25—	1.80
Sticko (Mucilage)	.10—	.80
Stickwell's Mucilage	.15—	1.00
Sticta Pulm. Throat Tablets	.25—	1.80
Stiefel's Aromatised Lac Sulphur Soap (2141)	.25—	1.50
Lily Cream Soap	.25—	1.75
Anthrasol Soap	.25—	2.00
& Ichthyol Soap	.25—	2.00
& Sulphur Soap	.25—	2.00
Resorcin, Salicylic Acid & Sulphur Soap	.35—	3.00
Aristol Soap	.50—	3.50
Arnica Soap	.25—	1.50
Balsam Peru Soap	.25—	1.75
Benzoic Acid Soap	.25—	1.75
Birch-Tar Soap	.25—	1.50
& Sulphur Soap	.25—	1.50
Boracic Acid Soap	.25—	1.50
Borax Soap	.15—	1.25
Camphor Soap	.25—	1.50
Carbolic Acid & Glycerine Soap	.25—	1.50
Tar & Sulphur Soap	.25—	1.50
Chrysarobin (5 per cent.) Soap	.35—	2.50
Creolin Soap (5 per cent.)	.25—	1.50
(10 per cent.)	.25—	1.50
Cucumber Cream Soap	.25—	1.75
Empyroform Soap	.35—	2.25
Ergotin Soap	.35—	2.50
Eucalyptol Soap	.25—	1.50
Extract of Pine Needles Soap	.25—	1.75

	Retail.	Doz.
Stiefel's Freckle Soap	.25—	1.50
Gaultheria Soap	.25—	1.50
Glycerine (20 per cent.) Soap, Transparent	.25—	1.75
Green Soap (2141) per lb.	—	.35
Ichthyol (5 per cent.) Soap	.25—	1.75
(10 per cent.)	.35—	3.50
(20 per cent.)	.50—	4.50
& Salicylic Acid Soap	.50—	3.50
& Tar Soap	.25—	1.75
Iodide of Soda Soap	.25—	1.50
& Sulphur Soap	.25—	1.50
Iodine Soap	.35—	2.50
Iodoform (2 per cent.) Soap	.25—	1.75
Iodole Soap	.25—	1.75
Kresin (5 per cent.) Soap	.25—	1.50
(10 per cent.)	.25—	1.75
Lysol (5 per cent.) Soap	.25—	1.50
(10 per cent.)	.25—	1.75
Marble Dust Soap	.25—	1.50
Medicated Animal Soap	.25—	1.50
Menthol Soap	.25—	1.75
& Eucalyptol Soap	.35—	2.50
Napthol (½ per cent.) & Glycerine (10 per cent.) Soap	.25—	1.50
Naphthol (2½ per cent.) & Sulphur (10 per cent.) Soap	.25—	1.50
Ox Gall Soap	.25—	1.50
Petrolatum Soap	.25—	1.50
& Tar Soap	.25—	1.50
Pine Scented Soap	.25—	1.75
Pumice Stone Soap	.25—	1.50
Resorcin (5 per cent.) Soap	.25—	2.00
& Salicylic Acid (3 per cent.) Soap	.25—	2.25
& Sulphur (10 per cent.) Soap	.25—	2.25
& Tar (5 per cent.) Soap	.25—	2.25
Salicylic Acid (3 per cent.) & Glycerine (10 per cent.) Soap	.25—	1.50
Salicylic Acid (3 per cent.) & Sulphur (10 per cent.) Soap	.25—	1.50
& Tar (5 per cent.) Soap	.25—	1.50
Salol (5 per cent.) Soap	.25—	2.50
Sand Soap	.25—	1.50
Silver Polishing Soap	.25—	1.25
Sublimate Soap	.25—	1.75
Sulphur (5 per cent.), Camphor (5 per cent.) & Balsam Peru (3 per cent.) Soap	.25—	1.75
& Sand Soap	.25—	1.50
Sulphurated (10 per cent.) Soap	.25—	1.50
Styrax (10 per cent.) Soap	.25—	1.50
Tannin (3 per cent.) & Balsam Peru (3 per cent.)	.25—	1.50
Thiol (5 per cent.) Soap	.25—	1.75
(10 per cent.)	.35—	3.00
& Salicylic Acid Soap	.50—	3.50
Thymol (3 per cent.) Soap	.25—	1.50
Toilet Soaps	.25—	2.25
Trikresol (5 per cent.) Soap	.25—	1.50
(10 per cent.) Soap	.25—	1.75
White Family Soap per box	—	5.00
Stiger's Coca-Malt Tonic	1.00—	8.50
Stile's Galvanic Oil (2327A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Still's Active Rheumatism Reliever	.25—	2.10
	.50—	4.20
Bump, Pimple&Rash Cure	.50—	4.20
Corns, Warts & Bunions Discovery	.25—	2.10
Empiricism	2.00—	15.00
Hair Grower	.25—	2.10
	.50—	4.50
Ox Marrow	.25—	2.10
	.50—	4.20
Scalp Cleaner	.25—	2.10
	.50—	4.20
Suppleing Paste	.25—	2.10
Tar & White Pine	.50—	4.20
Transcendental	1.00—	7.20
Stillman's Elixir of Life (Blood Purifier (2328)	1.00—	8.00
Kidney & Liver Cure (2328A)	1.00—	8.00
Obesity Tea (2328A)	1.50—	12.00
Stillwagon's Improved Peerless Medicated Poultry Food (2329)	.25—	2.00
	.50—	4.00
Stock Food (2329)	.25—	2.00
	.50—	4.00
Lice Killer & Disinfectant (2329)	.25—	2.00
	.50—	4.00
Stinson's Agreeable Catarrh Cure (1074)	.50—	4.20
	1.00—	8.40
Asthma Remedy (1125)	2.00—	18.50
Catarrh Cure (1074)	.50—	4.25
	1.00—	**8.50**

	Retail.	Doz.
Stinson's Little Liver & Blood Pills (1074)	.25—	1.75
Stockmen's Condition Powders (2327)	.25—	1.50
	.50—	3.25
Stoddard's Cactus Co., Tabs (2359A)	.50	4.00
Cannabin Co., Tabs (2330A)	.50—	4.00
Cathartic Powders (2330)	.25—	1.75
Cholera Specific (2567)	.25—	2.00
Corn Salve	.10—	.75
Dyspepsia Remedy (2330)	.40—	3.00
Gentian Co. Tabs (2330A)	.40—	3.00
Glyco-Hydrastin (2330A)	.50—	4.00
Healing Catarrh Powders (2330)	.25—	1.65
Hemorrhoid (2330A)	.40—	3.00
Kuskara Tabs. (2330A)	.75—	6.00
Kola Tonic Co. Tabs (2359A)	.75—	6.00
Medicated Cream (2330)	.25—	1.65
Pancratic Oxgall Tabs. (2330A)	.75—	6.00
Pinus-Codeia (2330A)	.50—	4.00
Stillman Tabs (2330A)	.50	4.00
Sure Cure	.15—	1.00
Tablet Pepto-Papaya (2330A) (100s)	—	4.50
Salcetol (2330A) (100s)	—	4.00
Salcetol-Codeia (2330A) (100s)	—12.00	
Compound (2330A) (100s)	—	5.00
	.50—	3.75
Wilbarium Tabs. (2330A)	.75—	6.00
Violet Cream	.25—	1.75
Stokes' Cough Mixture (2331)	.25—	1.75
Gilt Edge Liniment (2331)	.25—	1.75
Spruce Chewing Gum (2331) per box of 100 sticks	—	.50
Stomache Ease for Dyspepsia (894)	.25—	1.25
Essence (2308)	.50—	3.50
	1.00—	7.50
Stomatine	.50—	3.50
Stone's Anti-Bilious Pills (2332)	.25—	1.65
Blood Purifier (332)	.75—	6.50
Blood Purifying Pills (332)	.25—	2.00
Bowel Cure (2332)	.50—	4.00
Bronchial Wafers (2332)	.10—	.75
	1.00—	8.50
Cod Liver Oil (740) R.	1.00—	8.00
Compound Petroleum Salve (2332)	.25—	1.85
Dyspepsia Tablets (1175)	.50—	3.00
Grip Powders (332)	.25—	2.00
Hair Renewer	1.00—	8.00
Swedish Elixir (332)	.25—	2.00
Ulmiset (332)	.25—	2.00
	.50—	4.00
Stonebraker's Asthma Cure (2333)	.50—	4.50
Blood & Liver Corrector (2333)	1.00—	9.00
Cal. Reliever (2333)	.25—	2.00
Catarrh Cure (2333)	.50—	4.00
Chicken Powders (2333)	.25—	2.00
Celery Lozenges (2333)	.10—	.75
Cough Syrup (2333)	.25—	2.00
Diarrhoea Mixture (2333) (Indian Gum)	.25—	2.00
Devil Among Rats (2333)	.10—	.75
Hog Powders (2333)	.25—	2.00
Horse & Cattle Powders (2333)	.25—	1.50
Indian Gum Syrup (2333)	.25—	2.00
Liniment (2333)	.25—	2.00
Liver Pills (2333)	.25—	2.00
Roach & Rat Exterminator (2333)	.25—	2.00
Stomach Bitters (2333)	.50—	4.50
Worm Syrup (2333)	.25—	2.00
Stop-A-Koff (1099)	.25—	1.75
	.50—	3.50
Stop It (Toothache)	.25—	1.75
Stoppine (Toothache)	.15—	1.00
Storm's Candy Cough Drops, 3 doz. in box	—	1.00
Cough Candy	.10—	.55
Stover's Butternut Clover (2338)	1.00—	8.00
Stop-Ake Foot Powder (2338)	.15—	1.15
Stowe's (N. A.) Asthma Cure	.25—	1.75
Stowell's Toothache Gum (2338A)	.10—	.35
Strassler's Alatine Lotion	.75—	6.00
Stratena (2622)	.25—	1.50
Stratton's Gonorrhoea Tablets	1.00—	9.00
Streeter's Liniment (922) R.	.25—	1.88
Stretch's Balsam (2339)	.25—	2.00
	.50—	4.00
Penetrating Liniment (2355)	.25—	2.00
Strickland's German Bitters (2340)	1.00—	5.50
Haka Bitters (2340)	.50—	3.25
English Cordial Gin (2340)	1.00—	6.00
Manilla Invigorator (2340)	.50—	3.25
	1.00—	5.50
Rock & Rye (2340)	1.00—	5.50
Special Med. Whiskey (2340)	1.00—	8.00
Stomach Bitters (2340)	.50—	3.25
Tolu & Horehound (2340)	.50—	3.30
Wine of Life (2340)	1.00—	5.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Stringer's Syrup (2341)	.25—	2.10
	.50—	4.20
Strong's Arnica Jelly (2342)	.25—	1.50
Arnica Tooth Soap (cartons) (2342)	.25—	1.85
(bulk 2 or 3 gross boxes) (2342)	.25—	1.80
Arnica Toilet Soap (2342)	.25—	1.75
Arnica Shaving Soap (2342)	.15—	1.00
Arnica Veterinary Jelly (large) (2342)	.50—	3.25
(small) 2342)	.25—	1.75
Cones	1.00—	8.00
Elder Flower Hair Oil	.25—	1.75
Pectoral Stomach Pills (1192)	.25—	1.75
Sanative Comp. Pills (1192)	.25—	1.75
Toilet Soap	.25—	1.75
Vegetable Compound	1.00—	8.00
Strontia Mineral Spring Water (2344)	.20—	1.25
	.25—	1.75
Strother's Talcum Powders (2622)	.15—	1.00
Strout's Rheumatic Elixir	1.00—	8.00
Strunk's Arabian Condition Powders (2345)	.25—	1.75
Ideal Tooth Powder (2345)	.25—	2.00
Ituby Headache Capsules (2345)	.25—	1.75
Sure Rheumatism Cure (2345)	.50—	3.75
White Pine Expectorant (2345)	.25—	1.75
Stuart's Absorbent Lozenges (2346) R	.25—	2.00
Arnica Salve (356)	.25—	1.50
Belladonna Plasters (149)	.20—	1.20
Blackberry Balsam (356)	.25—	1.75
Broncol (216)	.25—	2.00
Calcium Wafers (2346) R.	.50—	4.00
Carbolic Acid Troches (356)	.25—	1.50
Catarrh Tablets (2346) R	.50—	4.00
	1.00—	8.00
Condition Powders (1805)	.25—	1.25
	.50—	4.00
Cough Plasters (149)	.25—	1.50
Dyspepsia Tablets (2346) R.	1.00—	8.00
Egyptian Balsam (1167)	.25—	1.75
Gin & Buchu (610)	1.00—	8.00
Grip or Cold Tablets (2347)	.15—	1.00
Hazola (2347)	.10—	.75
Headache Tablets (2347)	.10—	.75
Inhanola (2347)	.25—	1.75
Kidney Plasters (149)	.30—	2.25
Killakoff (2347)	.25—	1.75
Killapain Oil (2347)	.25—	1.75
Laxative Tablets (216)	.10—	.75
	.25—	2.00
Little Searchlight Pills (2347)	.10—	.75
Menaline for Chapped Hands (2348)	.25—	1.75
Quick Catarrh Cure (2348)	.25—	1.75
	.50—	3.50
Cholera Cure (2348)	.25—	1.75
Colic Cure (2348)	.10—	.75
Cough & Cold Cure (2348)	.25—	1.75
	.50—	3.50
Malaria & Chills Cure (2348)	.50—	3.50
Pain Relief (2348)	.25—	1.75
	.50—	3.50
Rheumatic Cure (2348)	.50—	3.50
Toothache Cure (2348)	.10—	.75
Rheumatic Plasters (149)	.25—	1.50
Roachchaser (2347)	.25—	1.75
Stomach Ease (2347)	1.00—	8.00
Strengthening Plasters (149)	.15—	.75
Tonic Food (2347)	1.00—	8.00
Velvocuti (2347)	.20—	1.50
White Pine Cough Balsam (2348)	.25—	1.75
Worm Tablets (356)	.25—	1.50
Stum-ac-olds (1871a)	.50—	4.00
Styrian Tablets (1050)	1.00—	8.00
Subduing Liniment (1246)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Suberb Patent Leather Paste (2608)	.05—	.40
	.10—	.75
	.15—	1.00
Suc de Laitue Shaving Cream (1621)		— 4.50
Soap (1621)		— 4.50
Suchard's Fountain Chocolate (1425) 5-lb. canisters (cases of 50 lbs.) lb.	.45	-
Soluble Cocoa (1425) lb.		
¼-lb. tins lb.	.72	-
½-lb. tins lb.	.68—	
1-lb. tins lb.	.64	-
5-lb. tins lb.	.60—	
Succus Alterans (1444)	2.00—	16.50
Cineraria Maritima (2529)	1.00—	9.00
Sulfonal (782) R. per oz.		— 1.33
Sullivan's Beef Celery	1.00—	8.00
Magic Liniment (1612)	.25—	1.50
Quince Lotion	.35—	3.00
Sulphhydrol (2354)	1.00—	8.50
Sulpho-Calcine (2003) R.	1.00—	8.50
Sulpho-Ferrine (1675)	1.00—	7.20
Sulphogen (2351A)	1.00—	8.00
Sulpho Tar Soap (1538)	.25—	1.25

	Retail.	Doz.
Sulphume (2354)	1.00—	8.00
Special (2354)	2.00—	16.00
Specific (2354)	2.00—	16.00
Cream (2354)	.25—	2.00
Ointment (2354)	.50—	4.00
Pills (2354)	.25—	2.00
Soap (2354)	.25—	2.00
Toilet Soap (2354)	.25—	2.00
Sulphur Mineral Soap (1664)	.35—	3.00
Saline Salts (1664)	.75—	6.00
Starch (2355)	.50—	4.00
Tartrate Tablets (2003)	.50—	4.25
Sultzberger's Life Elixir	.50—	3.50
Sulzberg Drops (1430)	.50—	4.00
Sumbul Tono Cordial (2543)	1.00—	7.00
Summer Complaint Remedy (676)	.50—	4.00
Summer's Castor Oil Pills (847)	.50—	4.00
Sun-Burn (814)	.25—	2.00
Sun Ray Liniment	.35—	3.00
Sanitary Fluid (131A)	.25—	1.50
Sunflower Chill Capsules (2407)	.50—	4.00
Supero Polishing Powder (233)	.10—	.80
Suprema Cream (see Stearns).		
Suprarenal Capsules (776)	1.50—	14.00
Extract (Tabs. or Powd.) (1884)	1.00—	8.00
Sura Cura (2051)	.50—	4.50
	1.00—	8.50
Sure Corn Cure (945)	.25—	2.00
Cure (709)	1.00—	8.00
Headache Powders (981)	.10—	.75
Liniment, Greever, Lotspeich Mfg. Co.'s (981)	.25—	2.00
Pain Relief (981)	.25—	2.00
Sure-Diphtheria Cure (1079A)	1.00—	7.50
Sure-Goitre Cure Ointment (1079A)	1.25—	12.00
	2.50—	24.00
Balsam (1079A)	1.00—	8.00
Veterinary (1079A)	1.00—	8.00
Sure-Pop Bed Bug Liquid (1237)	.10—	.75
	.25—	2.00
	.50—	4.00
Bellows (1237)	.50—	4.00
	.75—	7.50
Brant's for corns	.15—	1.25
Flea Destroyer (1237)	.15—	1.25
	.25—	2.00
	.50—	4.00
Gun Powder (1237)	.25—	1.50
Headache Cure (1181)	.05—	.38
	.10—	.60
	.25—	1.50
Insect Fodder (1237)	.25—	2.00
	.50—	4.00
Powder (1237)	.15—	1.25
	.25—	2.00
	.50—	4.00
Phosphoric Paste (1237)	.25—	2.00
	.50—	4.00
Rat Fodder (1237)	.15—	1.25
Soluble Disinfectant (1237)	.15—	1.25
	.25—	2.00
	.50—	4.00
Worm Candy (1627)	.25—	1.50
Shot Pile Cure (1498)	1.00—	8.00
Salve (724A)	.25—	1.50
Squirrel Poison	.25—	2.00
Sussman's Powders	.25—	1.75
Sutherland's Blood Prescription (2356)	1.00—	8.00
Eagle Eye Salve (2356)	.25—	2.00
Pile Prescription (2356)	.50—	4.00
Rheumatine	1.25—	9.00
Roach Powders	.10—	.80
Svapnia (561) per ounce		— 3.00
Granules (561)	1.00—	8.00
Swaim's Elixir (166)	.25—	2.00
	1.00—	9.00
(2358)	.25—	2.00
	1.50—	9.00
Febrifuge (166)	1.00—	9.00
Ointment (2358) (166)	.25—	2.00
Panacea (166)	1.00—	9.00
	2.00—	18.00
(2358)	2.00—	18.00
Pills (166) (2358)	.25—	2.00
Vermifuge (166)	.25—	2.00
	1.00—	9.00
Swamp Angel Medicine (991)	.25—	2.00
	.50—	4.00
Chill & Fever Cure (1651)	.50—	3.50
Fox Fever & Ague Cure (583)	.50—	3.75
Root (1336)	.50—	4.00
	1.00—	8.00
Swann's Anti-Bilious Pills (847)	.75—	5.50
Manganese Hypo. Pills (847)	1.25—	10.50
Pectoral Tablets (847)	.75—	5.50
Quinine Hypo. Pills (847)	1.25—	10.50
Syrup Hypophosphites (847)	1.25—	10.50
& Iron (847)	1.25—	10.50
& Lime (847)	1.25—	10.50
& Potash (847)	1.25—	10.50
Swan's Cascara Pills (561)	.25—	2.12
Copaiba Capsules No. 1	.10—	.75
No. 2	.25—	1.50
No. 3	.50—	2.75
Laxive (2136)	.25—	2.00
	.50—	4.00

	Retail.	Doz.
Swan's Liver & Kidney Cure (561)	.50	4.25
Pastilles (2360)	.75—	6.00
Tablets (2360)	.50—	4.00
Tea Pills (2136)	.25—	1.75
Vitalized Tonic	1.00—	8.00
Vitalizer Blood & Nerve Tonic (2136)	1.00—	8.00
Swanson's "Five Drops" (see Five Drops).		
Baby Pacifier (2361)	.25—	1.60
Pill (2361)	.25—	1.60
Swarm's Syrup Soda Hypophos. (847)	.85—	7.00
Swartz's Quassia Pulmonic Syrup	.50—	
Swartzburger Balsam (311)	.50—	3.75
Swayne's Ad-Healing Ointment (2362)	.50—	4.00
Bowel Cordial (2362)	.35—	3.00
Liver Pills (2362)	.25—	2.00
London Hair Restorer (2362)	.75—	6.00
Panacea (2362)	2.00—	16.00
Pills (2362)	.25—	2.00
Syrup Wild Cherry Comp. (2362)	.25—	2.00
	1.00—	8.00
Vermifuge (2362)	.25—	2.00
Swedish Asthma Cure (166)	1.00—	8.50
Asthma & Hay Fever Cure (1056B)	1.50—	12.00
Balm (1091A)	.50—	4.00
Botanic Compound	.75—	6.50
Lung Balsam	.25—	1.75
	.50—	3.50
Sweet Cicely Tooth Powder (1099)	.25—	1.75
Sweet Herb Liver Regulator (2168)	1.00—	8.00
	.25—	1.75
	.10—	.75
Sweet Iron Wine (1313)	.50—	4.00
	1.00—	9.00
Sweet's Blood Renewer	1.00—	7.50
Cholera Drops	.35—	2.25
Expectorant Balsam	1.00—	7.50
Female Cordial	1.00—	8.00
Honey Vermifuge (2489) R.	.25—	1.75
Root Beer	.25—	1.75
Extract	.25—	2.00
Sweet's (Stephen) Infallible Liniment (2609)	.35—	3.00
	.75—	6.00
(J. W.) Liniment (2609)	.25—	2.00
	.50—	4.00
Sweetheart Chewing Gum (2503) per box of 36 5c pkgs.	—	.50
Sweetskin, Perfume (2425A)	.25—	1.75
Swift's Carbolic Salve (2293)	.25—	2.00
Cold & Grippe Cure (2366)	.25—	2.00
Cough Cure (2366)	.25—	2.00
Dyspepsia Cure (2366)	.25—	2.00
Extract of Beef (2365)	.50—	4.20
	1.00—	7.50
	1.50—	14.00
	2.50—	26.00
Fluid Extract of Beef (2365)	.35—	2.75
	.60—	5.00
	1.00—	8.50
	1.50—	15.00
Headache Powders (2536)	.10—	.75
(S. S. S.) (2367) R.	1.00—	8.00
	2.00—	14.00
Wild Cherry Balsam (2374A)	.25—	2.00
	.50—	3.75
Swinton's Primrose Cold Cream	.25—	2.00
Tooth Paste	.50—	2.00
Swiss Ague Cure	1.00—	8.00
Carmelite Female Powders	1.00—	8.00
Tea	1.00—	8.00
Milk (93)	.25—	1.95
Mountain Liver Pills 902)	.10—	.75
Tea (2295A)	.05—	.45
Salve (511)	.25—	1.75
Tea (2308)	.25—	1.75
Switzer's Cocaine	.50—	3.50
S. W. M. Tabules (1493)	.25—	1.57
Sykes' Atmospheric Insufflator (2369)	.50—	3.75
Conc. Vegetable Ointment (2369)	1.00—	8.00
Ear Specific (2369)	1.00—	8.00
Medicated Cologne Bath (2369)	.50—	4.00
New England Liver Tonic (2369)	1.00—	8.00
Specific Blood Medicine (2369)	1.50—	16.00
Sure Catarrh Cure (2369)	1.00—	8.00
Sylvester's Bay Rum (2039)	.50—	3.00
	1.00—	6.00
Benzine (2039)	.10—	.75
Cream	.50—	4.00
Genuine Haarlem Oil (547A)	.50—	3.00
Sylvia's Soothing Syrup (2370)	.25—	1.75
Symphyx (2116)	.25—	2.00
Synergia liq.		— 8.40
Tablets per 100		— .50
per 1,000		— 3.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Syrian Face Powder (486A)	.50—	3.65
Syrup of Olives (1563A).....	.50—	3.60
Syrup Terebenol Aromatic (1747)	.60—	5.40
	2.60—	24.00
With Heroin (1747).....	.75—	7.20
	3.25—	30.00
Syrup Tri-Lax (72)	1.00—	8.00
Syrupus Juvans (2517)	.75—	6.00
Roboran's (1805) R.....	1.00—	8.00
5 pt. bot., each	—	2.75

T

	Retail.	Doz.
Taber's Anti-Chill Syrup (2373)	.50—	3.50
Buckeye Pile Ointment (166)	.50—	4.00
	.75—	6.00
Celery, Iron & Sarsaparilla (2373)	1.00—	8.00
Cough Syrup ((2373).....	.25—	1.75
Female Regulator (2373)....	1.00—	7.50
Liver Pills (2373).....	.25—	1.50
Pepsin Compound (2372)....	.50—	4.00
	1.00—	8.00
Renal Antidote (2373).....	1.00—	7.50
Tabler's Buckeye Pile Ointment (166) Bottles	.50—	4.00
Tubes	.75—	6.00
Tablettes du Liban (See Lebanon).		
Tabloid, Cascara Sagrada (Burroughs, Wellcome & Co.) (776) 2 gr., 25's	.25—	1.75
100's	.75—	6.25
500's	2.00—	18.60
Comp. 100's	.75—	6.25
Laxative Burroughs, Wellcome & Co., S. C. or plain	.25—	2.08
Saccharine, (Burroughs, Wellcome & Co.) (776) ½ gr. 100's	.50—	3.15
Supranenal Gland (Burroughs, Wellcome & Co.) 5 gr. 100's	1.75—	15.60
Thyroid Colloid (Burroughs Wellcome & Co.) (776) ½ gr. 100's	1.00—	9.30
Thyroid Gland (Burroughs, Wellcome & Co.) (776) 1½ gr. 100's	.50—	3.60
5 gr. 100's	1.00—	8.30
Thymus (Burroughs, Wellcome & Co. (776) 5 gr. 100's	1.00—	8.30
Tabor's Antiseptic (2503)	.10—	.75
Pile Ointment (2503)	.25—	1.75
Prickly Heat Powders (2503)	.10—	.85
Tasteless Chill Cure (2503)..	.35—	2.75
Tetter & Ringworm Ointment (2503)	.50—	3.75
Tabulets, Red Clover	.50—	3.50
Taffy Tolu Chewing Gum (499) per box of 100 5c pkgs	—	.54
Taft's Asthma Powder (1559A)..	.50—	4.00
	.30—	2.75
Asthmalene (1559A)	1.50—	13.50
Balm of Gilead Ointment (1559A)	.25—	2.00
Brain & Nerve Bitters (1559A)	1.00—	8.00
Emulsion (1559A)	1.00—	8.00
Invigorene (1559A)	.50—	4.00
Laxatene Tablets (1559A)....	.25—	2.00
Sure Relief (1559A)	.25—	2.00
	.50—	4.00
Syrup of White Pine (1559A)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Tallor's Compound	.25—	2.00
Taka-Diastase Liquid (1830)	—	6.00
	—	11.50
Taka-Tonic (574)	.50—	4.00
Talbot's Asthma Cure	1.00—	7.00
Remedy	1.00—	8.50
Talbout's French Injection (743)	.75—	4.75
Talcott's Magic Cure (561).....	.50—	4.00
Tasteless Liver Pills	.10—	.50
Talford's Cascara Bitters.....	1.00—	8.50
Talmadge's Headache Powders..	.10—	.75
Tamarindo Erba (879)	.35—	3.00
	.75—	5.75
	1.00—	8.00
Tamar Laxina (1698)	.50—	3.50
Tancreme (2376)	.50—	4.00
T. and K. 1865 Capsules (1351A)	1.00—	8.00
Tangin (231)	.50—	4.50
Tablets (231)	.50—	4.50
	1.00—	8.50
Tanglefoot (2416) R. ..per box	—	30
per case	—	2.40
Tanichthol Sponge Suppositories Nos. 1 & 2 (1667)	—	4.00
Tanner's German Ointment (1903)	.25—	1.75
Infallible Neuralgia Cure (2277)	.50—	4.00
Tannigen (782) R per oz.....	—	.75
Tannopine (782) R per oz.....	—	.75
Veterinary (782) R per oz...	—	.23
Tanret's Ergotine Solution (847)	.75—	6.00
Pelletierine Tannate (847).....	3.00—	24.00
Syrup Ergotine (847)	.75—	6.00
Tapley's Humor Cure Salve...	.25—	2.00
Tar Milk	.25—	1.50
Weed Smoke Cure (1727)....	.50—	3.00
Tar-Oid (2379)	.50—	4.00
	1.00—	8.00
	1.25—	12.00
	2.50—	24.00
Tar-Cid Applicators (2379).....	.75—	8.00
Cough Syrup (2379).....	.25—	2.00
	.50—	4.00
Taraxine (1330)	.50—	3.75
	1.00—	7.50
Tarbert's Comp. Cathartic Pills (2431)	.10—	.75
Tardieu's Liquor (847).....	1.00—	7.50
Targarette Cigarettes	.10—	.80
Tarin's Graines de lin (847).....	.50—	4.00
Tarleine (20)	.10—	.75
	.50—	3.00
Tarlo Toilet Soap (1349) per gross	—	5.00
Tarola (187A)	1.00—	9.00
Taroleum (2692)	.75—	6.00
	2.00—	16.00
Tarrant's Extract Copaiba & Sarsaparilla (2381) R.	1.00—	8.40
Cubebs & Copaiba, (2381) R.	1.00—	8.00
Indelible Ink (2381)	.35—	2.75
Malt Extract (2381).....R.	.35—	3.00
Rhubarb Cordial Elixir (2381)	1.00—	8.00
Sarsaparilla (2381)	1.00—	8.00
Seltzer Aperient (2381) ....R.	.50—	4.00
	1.00—	8.40
Wood's Hair Restorer (2381)..	.60—	5.00
Tartan Pills (1560).....	.25—	1.85
Tartarlithine (1560)	1.00—	8.00
& Sulphur (1560)	.75—	6.00
Tarwee, Umatilla Indian (395)..	5.00—	37.50
Taub's Catarrh Cure	.25—	2.10
Cherry Lung Balsam	.25—	2.10
Compound Emulsion	1.25—	12.00
Taurena	1.00—	9.00
Taxol	.50—	4.00
Taylor's Anti-Headache Powders (2384)	.25—	1.75
Bed Poison Varnish (2387)....	.25—	2.00
Catarrh Cure	1.00—	9.00
(Complete)	2.00—	15.00
Celebrated Oil	.25—	1.75
	.50—	3.50
Cherokee Remedy, Sweet Gum & Mullein (1022)	.25—	1.75
	.50—	3.75
	1.00—	8.00
Chill Cure	.25—	1.75
	.50—	3.50
Condition Powders	.25—	1.75
Corrallas Cream (2383).....	1.00—	9.00
Hair Tonic (2383)	1.00—	9.00
Shampoo (2383)	.50—	4.50
Cough Syrup	.25—	1.75
Extract Root Beer (2384).....	.15—	1.25
Eye Salve (2024)	.25—	1.75
Gambee Frog Liniment	.50—	4.00
Germoline Soap	.25—	2.00
Hair Restorer (1704)	1.00—	7.50
Horehound Balsam (2384)	.10—	.75
	.25—	1.75
Indian Ointment	.25—	1.50
Life Oil (2385)	.25—	1.75
	1.00—	7.50
Liverwort Balsam	1.00—	8.50
Magic Sagola Liniment	1.00—	8.00
Mandraxe Pills (2388)	.25—	1.25
Poison Bed Bug Varnish (2387)	.25—	2.00
Sagola Spavin Cure	1.00—	8.00
Shampoo	.50—	4.00
Soothing Syrup	.25—	2.00
Sure Cure (166)	.25—	2.00
	.50—	4.00
Tansy & Pennyroyal Pills ..	1.00—	8.50
Taylor & Peck's Tonic Elixir (1395A)	1.00—	8.00
Nerve & Bone Liniment (1395A)	.25—	2.00
Sol. Cathartl. Sal. (1395)....	1.00—	9.00
Yellow Pine Cough Syrup (1395A)	.25—	2.00
Stomach Tablets (1395A)	.50—	4.00
Teabury Tooth Powder (1023)..	.25—	1.75
Tealia, Denims'	.50—	3.88
Teatena	.50—	3.50
Tebbett's Hair Regenerator (2389)	.75—	6.00
Teethena (2390)	.25—	2.00
Teethina (See Moffett's).		
Telegraph Toothache Drops (153)	.10—	.75
Telephone Corn Cure (1155A) ...	.15—	1.00
Cough Cure (1155A)	.25—	1.75
Telephone H. C. & P. Powders (1155A)	.25—	1.75
	1.00—	8.50
Headache Tablets (1155A)...	.10—	.75
Liniment (1155A)	.25—	1.75
	.50—	3.50
Liver Pellets (1.5A)	.25—	1.75
Odonto-Cura (1155A)	.15—	1.00
Worm Tablets (1155A)	.25—	1.75
Telulah Springs' Headache Capsules (1085)	.25—	1.50
Ten Drop Cough Cure	.35—	2.85
Mountain Herbs	.50—	3.75
Ten-Cents-Ables (1029) .....R.	.10—	.75
Ten-7-Ten Cough Syrup	.25—	1.75
Tengerken's Purifying Blood Tea	.10—	.75
Tenide, Herbal (379)	2.00—	14.00
Liquid (379)	1.00—	8.50
Tequilla Tonic	1.00—	7.00
Tercinet's Phenosalyl (847).....	1.00—	8.00
Terebene (187A) per lb	—	.45
(2143) per lb	—	.80
Teresa's (Sister) Laxative Tea (See Sister).		
Terp-Heroin, Foster (843A) 250 c. c.	—	8.50
500 c. c.	—	15.00
Terpiform (Kalish) (1282)....doz.	—18.00	
Terraline (1115).....	1.00—	8.50
Terrell's Healing Ointment (2609)	.25—	2.00
Terrine (1837)	.35—	2. 0
	.50—	4.00
	.85—	6.80
Terry's Painless Corn Killer..	.25—	2.00
Testine (401)	1.00—	8.00
Tetlow's Blanc Illusion	.50—	3.90
Gossamer Powders (2392)..R.	.25—	1.85
Swan's Down (2392)	.25—	1.30
Powder (2392)	.20—	1.30
Tetterine (2205A)	.50—	4.00
Teulon's Rubefacient (2084)	.50—	4.00
Teutonia (902)	.50—	3.50
	1.00—	7.50
Teutonic Extract of Malt (1443).	.25—	2.00
Texas Anti-Bilious Bullets (2251)	.25—	1.50
Beef, Iron & Wine (1595)..	.50—	3.60
Teyssedre's Syrup (847)	.75—	5.50
Thatcher's Amber Injection(2396)	.50—	4.00
Butter & Cheese Color (2396)	.10—	.70
	.25—	1.85
	.50—	3.70
	1.00—	7.75
	3.00—	27.00
Certain Cure (2395).....	.25—	2.00
Cholera Mixture (2393).....	.25—	2.00
Cough Syrup (2395)	.25—	2.00
Enameline (2395)	.35—	2.75
Instant Relief (2393)	.25—	2.00
Improved Liver Pills (2393)..	.25—	1.50
Liver & Blood Syrup (2393)..	.50—	4.00
	1.00—	8.00
Medicine (2393)	1.00—	7.50
Pills (2395)	.25—	1.75
O. K. Liniment (2395)	.50—	3.75
Uterina (2393)	.50—	3.50
White Pine Cough Syrup (2393)	.25—	2.00
Worm Syrup (2393).....	.25—	2.00
Tha-Mou	1.00—	8.00
Porous Plasters	.25—	1.75
"That" Carboden Liniment (dark or stainless) (881)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Pile Cure (881).....	.50—	3.75
	1.00—	7.50
Wond'rous Liniment (2150)..	.50—	4.00
	1.00—	8.00
Thayer's Cachous (2397).....	.10—	
Euco-Naphthol (2397)	.25—	1.75
	.35—	2.80
Infants' and Invalids' Food (2397)	.50—	3.20
	1.00—	6.00
Thayer's Nutritive (2397).....	.80—	6.00
Sanguinarian Balsam (2397).	.25—	2.00
Slippery Elm Lozenges (2397)	.05—	.30
	.15—	1.00
Tri-Ferment Comp. (2397)...	.50—	4.20
Elixir (2397)	2.00—	16.00
Nutritive (2397)	.80—	6.00
Tablets (2397)	.50—	4.20
"The Best" Celery Sarsaparilla (222)	1.00—	7.00
Liver Pills (222)	.25—	1.75
Thea-Pectora, Brod's (311).....	.25—	1.88
Thedford's Black Draught (464) R	.25—	2.00
	1.00—	7.50
Theloroma (or Fumigating Wafers) (500)	.35—	2.40
Thenolid Tablets	.25—	1.50
Theobram	1.00—	9.00
Theobroma Green Ginger Wine	1.00—	9.00
Theodon's Cosmetic Arnica Balm (2155) gross	—	9.00
Theopholine (Ladies' Friend) (2399)	1.00—	6.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Therapol	.75—	6.00
Thermaline (654)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Thermaes' Elixir Iron & Citro-Lactate (847)	1.50—	14.00
Thermol (1440)	.85—	9.00
Thermotaxine (Antipyretic) (1799) per oz.	—	.50
Therroma Fumigating Wafers..	.35—	2.25
Thiallon (2495)	1.00—	9.00
Thiana, ozs.	.75—	6.00
Thibault's Euonymine Pills (847)	1.00—	9.00
Thiele's Peerless Phosphorus Paste	.25—	1.75
Swedish Bitters	.50—	4.00
(631)	.25—	2.00
	.50—	4.00
Red Cross Drops	.25—	1.50
Thinacura	1.00—	9.00
Thion Compound Elixir	2.00—	18.00
Thirty-eight Cough Mixture (1401)	.50—	4.00
	1.00—	8.00
German Liniment	.50—	4.00
Thistle Curling Fluid (135)	.25—	1.50
Hair Oil (135)	.50—	3.50
Thomas Anti-Malaria Pills	.75—	6.00
Aromatic Diarrhoea Cordial (2402)	.25—	2.00
Canker Cure	1.00—	8.00
Syrup	1.00—	8.00
Catarrh Cure	.75—	6.00
Comp. Ext. Buchu (2402)	1.00—	8.00
Cough Balsam (2404)	.25—	1.75
Cure (2402)	.25—	2.00
Electric Oil (846) R.	.25—	2.25
	.25—	4.50
	1.00—	9.00
Eye Water (166)	.10—	.75
(530)	.10—	.75
German Balsam (332)	.25—	1.75
Hair Soap	.50—	3.75
Horehound Drops (219 per 22-lb. pail	—	2.75
	.50—	4.00
Injection (2402)	.50—	4.00
Joy or Gossypedia Wine (2402)	1.00—	8.00
Liver & Kidney Remedy (743)	.50—	3.00
	1.00—	5.25
Lung Balsam (743)	.25—	1.25
Mixture (2402)	.50—	4.00
Ozone Oil	.25—	2.00
	.50—	4.00
Pile Ointment (743)	.25—	1.50
Pine Tree Tar Troches (2404)	.10—	.75
Sarsaparilla Comp. (743)	1.00—	5.50
Soothing Syrup (2402)	.25—	1.50
South American Chill Tonic (2402)	.25—	2.00
Liver Pills (2402)	.10—	.75
Toothache Drops (1019A)	.10—	.90
Worm Candy (2402)	.25—	1.50
Thompson's All-Healing Ointment	.25—	2.00
Chillblains Veto	.35—	2.85
Citrate Magnesia Gran. Eff..	.25—	1.75
Cold & Grippe Cure (1805A)	.25—	2.00
Dandelion & Celery Tonic (1805A)	1.00—	7.00
Electric Liniment (2581)	.50—	3.00
Eye Balsam (1901)	.25—	1.75
Salve (2156)	.25—	1.50
Water (2409)	.25—	2.00
Fever & Ague Powders (561) R.	.75—	6.50
Flui-d'Or	1.00—	8.50
Headache Powders (1805A)..	.10—	.80
	.25—	2.00
Immune Tablets (2407)	.50—	4.00
Instant Relief	.25—	1.50
Kosmeo Hair Balm	1.00—	8.50
Grower	1.00—	8.00
Powders	.50—	4.00
Little Liver Pills (1805A)	.25—	1.50
Optine Pomade (1903)	.25—	1.75
Oriental Ointment	.25—	1.50
Orientalis Pills (2407)	1.00—	9.50
Phosferine (2410)	.10—	.80
	.25—	2.15
	.50—	4.00
Pile Ointment (1805A)	.50—	4.00
Rheumatism Cure (2407A)	1.00—	8.00
Spavin Cure (2408)	1.00—	8.00
Stable Salve	.25—	1.87
Sweet Worm Powder (2408)..	.25—	1.75
Tonic Tea (2408)	.25—	2.00
	.50—	4.00
Tooth Soap	.25—	1.75
Wild Cherry Phosphates (2407B)	.10—	.60
	.15—	1.00
	.25—	2.00
	.50—	4.00

	Retail.	Doz
Thompson's Worm Syrup (709)..	.25—	1.75
Thomsen's Extract Malt (882) ..	1.00—	7.00
	2.50—	21.00
Thomson's Foam Cosmeo	.75—	6.00
Sarsaparilla	1.00—	7.00
Tree of Life Pills	.25—	1.85
Thorley's Improved Horse & Cattle Food	.25—	1.60
	.50—	3.50
	1.00—	7.00
Thorn's Ext. Copaiba & Sarsaparill (2381)..R.	1.25—	10.00
Thorne's Arnica & Chloroform Liniment (2039)	.25—	2.00
Three Day Cure (2168)	1.00—	8.00
Three King's Condition Powders	.25—	1.75
Corn & Bunion Plasters	.10—	.65
Golden Electric Liniment	.50—	3.50
Liver Pills	.25—	1.75
Three Minute Toothache Tablets (2227)	.10—	.75
Three-in-one Oil (494A)	.25—	2.00
Throat Comfort	.10—	.60
Throatine (561)	.25—	2.00
	1.00—	7.50
Throatease (See Erb).		
Thum's Carbolic Salve (743)	.20—	1.25
Breast Tea (743)	.15—	1.00
Thum & Downer's Lime Juice...	.20—	1.50
Oyster Shell Lime	.15—	1.25
German Liniment (743)	.25—	1.25
Ribbon Fly Paper (2416)	.05—	.35
Tapeworm Remedy (2416) ...	1.00—	8.50
Witch Hazel Salve (743)	.20—	1.25
Thurmoline Insect Powder	.25—	2.00
Thurston's Alpina Compound (1552)	—	6.60
Blackberry Cordial, (2419)...	.25—	1.75
Canadian Balsam	.25—	1.75
Condition Powders (2419)	.25—	1.50
Family Balsam	.25—	1.75
Horehound & Tar Balsam (2419)	.25—	1.75
Pearl Ivory Tooth Powder (1903)	.50—	3.50
Pills (2419)	.25—	1.50
Present Age Liniment (2419).	.25—	1.75
Worm Syrup (2419)	.25—	1.75
Sarsaparilla Comp. (2419)	.50—	3.75
	1.00—	7.50
Silver Polish	.25—	1.75
Vegetable Worm Lozenges ..	.25—	1.50
Wild Cherry Balsam (2419) ..	.25—	1.75
Zea Comp. (2419)	.75—	5.50
Thurstone's Hair Restorative (2246)	.50—	4.00
Headache Powders (2246)...	.25—	1.50
Silver Sheen (2246)	.25—	1.85
Vegetable Worm Lozenges (2246)	.25—	1.50
Witch Hazel Extract (2246).	.25—	1.75
	.50—	3.50
Thwing's Corn Cure	.25—	1.75
Thycalol (733)	.50—	4.50
	1.00—	9.00
Thycalyptine (1089)	.15—	1.20
	.50—	4.00
Thylyptol Cream (2407C)	.25—	1.60
Tooth Paste (2407C)	.25—	1.60
Thymaseptic, Haas' (998)	.75—	6.00
Thymenol 12 ozs.	1.00—	9.00
Thymenthol, S. & H. (2167)	.75—	5.60
Tablets 100's	1.00—	6.00
Thymerine (1134)	.75—	5.00
Thymine (1060)	.25—	2.00
Thyminol	.25—	1.75
	.50—	3.00
Thymo-Chloralum Werner's (137) per ½-pt.	—	.50
per pt.	—	.75
per qt.	—	1.25
per ½ gal.	—	2.50
per gal.	—	4.50
Thymo-Formal, Haas' (Alkaline) (998)	1.00—	9.00
Thymo-Lyptine	.50—	4.50
Thymo-Lyptus Medicated Soap (72)	.25—	2.00
Thymo-Oleosa, Werner's (137) per 5 lb.	—	3.50
per pt.	—	1.00
per qt.	—	1.75
per ½ gal.	—	3.50
per ½ pt.	—	.60
per gal.	—	6.25
Thymodine-Frolich Salve	.25—	1.75
	1.00—	8.00
Thymoline (652)	.50—	4.00
Thymolique	.50—	4.00
Thymolyptus (225A)	.50—	4.20

	Retail.	Doz.
Thymon Health Soap (2420A)...	.10—	.75
Thymoseptic Antiseptic Solution (1587)	—	5.40
Thymothal (1686)	1.00—	7.20
Thymozone (2596)	.50—	5.00
Thayer's (2397)	.50—	4.00
Thymus Extract (Tabs. or Powd.) (1884)	1.00—	8.00
Gland's (1830) powd. per oz...	—	.80
Thyolin Eczema Cure (240)	.50—	3.60
Freckle Cream (240)	.50—	3.60
Lotion (240)	.50—	3.60
Wash (240)	.25—	1.85
Thyptol, Wyeth's (2677)	1.00—	6.40
Thyreoids (1830) per oz.	—	1.00
"Thyrex" (752A) per 100	—	1.00
per 1,000	—	8.00
Thyroid Extract (Tabs. or Powd.) (1884)	.75—	6.00
Thyroidine (401)	1.00—	8.00
Thyrolin Almond Meal (240)....	.25—	1.85
Thyseptol (1265)	.25—	1.75
	.50—	3.50
Tibbit's Pile Treatment (2421)..	.50—	4.00
Hydriodic Obesity Pills (1470)	2.00—	18.00
Tid Bits (1227) (Breath Perfume) per box of 50 pkgs.	—	1.00
Tiger Oil (1426)	.25—	1.75
	.50—	3.50
	1.00—	7.00
Tiko (1955)	1.00—	8.40
Tilden's Alterative Aperient (2422)	1.00—	8.00
Antipyretic Liquid (2422) ...	1.00—	8.00
	.75—	4.92
Powder (2422)	.50—	3.72
Tablets (2422)	.50—	4.12
& Quinine Tablets (2422)	.75—	4.92
Calisaya Cordial (2422)	1.00—	7.20
Neuralgic Tablets (2422)	.60—	4.92
	.75—	6.00
Phthisis Compound (2422)...	1.00—	7.50
Uterine Sedative (2422)	1.00—	8.00
Wild Cherry Wine (2422)..	1.00—	7.20
Worm Candy (670)	.25—	1.75
Tillinghast's Disinfectant..each	—	1.25
Tillotson's Golden Oil	.25—	2.00
Lightning Curative	.25—	2.00
Ti-lo (2422A)	.25—	1.75
Time Bitters (2609)	.50—	3.50
Keepers	.10—	.60
Tincal Tanlid, 2-oz.	—	3.60
Formaldehyde	.50—	4.00
Tincture Amal (2423)	1.00—	9.00
Tin-E-I-Na	.35—	2.30
Tippecanoe, Warner's (2545)..R.	1.00—	8.00
Tip Top Condensed Milk	.15—	1.15
Tisy's Eupeptique Elixir (847)..	2.00—	18.00
Titcomb's Liniment	.75—	6.50
Titworth's Sure Cure	1.00—	8.00
Malaria Cure	1.00—	8.50
T. M. French Blacking (See Marcerou).		
Toba Cura (356)	1.00—	7.75
Tobac Insecticide	.10—	.75
To-Bac-Ure (510)	.50—	4.00
Tobias' Pulmonic Syrup	.50—	4.00
Venetian Liniment (2425)....	.25—	2.25
	.50—	4.50
	1.00—	8.00
Todd's Anti-Bilious & Liver Pills	.25—	1.50
Emollient (2609)	.25—	2.00
	.75—	6.00
Emulsion (1740A)	1.00—	8.50
Hair Grower (1302)	.50—	4.00
	1.00—	8.00
Health Tablets (1740A)	.25—	2.00
Pipmenthol Anhalant	.25—	2.00
Sarsaparilla (1740A)	1.00—	8.50
Toe-Gum (1066)	.15—	90
Toennies' Prescription 166.300 (2425A)	.50—	4.00
	1.00—	8.00
Rheumatic Liniment (2425A)	.50—	4.00
Togus Cough Mixture (271)	.35—	2.75
Toilet Cerate	.75—	6.50
Queen	1.00—	8.50
Toiletine, Miner's (2426)	.25—	2.00
	.90—	7.00
To-Ka-Lon (1029) R.	.10—	.75
Toland's Animal Disinfectant Soap (947) per gross	—	7.50
Carbolic & Disinfecting Soap (947) per gross	—	6.00
Dog Soap (947) per gross	—	4.80
Tolima, Anchor (2028)	1.00—	8.00
Tom's Liniment (1016)	.25—	1.85
Tomlinson's Blood Purifier & Liver Regulator (36)	1.00—	7.80
Catarrh Remedy (36)	1.00—	7.80
Concentrated Balsam (36) ..	.50—	3.65
Dead Shot (36)	.50—	3.65
Eye Lotion (36)	.50—	3.65
Relief Oil (36)	.50—	3.65

	Retail.	Doz.
Tomkins' Bitters (240A)	.75—	7.00
Cough Syrup (240A)	.40—	3.50
Pile Cure	1.00—	8.00
Tonaletro (2035)	1.00—	8.00
Ton-A-Quin (1004)	.50—	4.00
Light	.50—	4.00
Quarts	2.00—	18.00
Tongaline (1571) R.	1.00—	8.00
Tablets	1.00—	8.00
& Lithia Tablets	1.00—	8.00
& Quinine	1.00—	8.00
Tonica (1828)	.50—	3.75
Tonic Nervine Tabules (704)	1.00—	8.00
Tonk's French Cider Keeper (862)	.50—	3.75
Dyes (862)	.10—	.70
Pile Remedy (862)	.50—	3.75
Vegetable Liver Pills (862)	.25—	1.50
Tonka-Talpa Toilet Soap (2326)	.10—	.75
Tousa-Cura (2427A)	.25—	2.00
	.50—	4.00
Tonsiline (2428)	.25—	2.00
	.50—	4.00
Tonquilla Bird Powders	.10—	.75
"Toof Knits," Fleck's (for feet) (821)	.25—	1.75
Toothease (See Erb).		
Tooth Tone, Abbey's (1)	.25—	1.50
Wash No. 29 (241)	—	2.50
	—	4.00
Stop (1029) R.	.10—	.75
(2214)	.10—	.75
Toothonic, Proben's (1944)	.25—	2.00
Topliff's Suppositories (561)	.50—	4.00
Pavara Pills (561)	.25—	2.00
	.50—	4.00
Topping's Syrup	1.00—	8.00
Torbert's Bronchial Taolets (2431)	.10	—.75
Carbolic Salve (2431)	.25—	1.50
Cure Tablets (2431)	.25—	1.50
Essence of Jamaica Ginger (2431)	.25—	1.50
	.20—	2.00
	.35—	2.50
Sarsaparilla (2431)	.75—	6.00
Torpidets (1905)	.25—	1.80
Tott's Baby Cough Syrup (1265)	.15—	1.00
Teething Cordial (1265)	.15—	1.00
Totten's Kidney & Liver Tea	.50—	4.00
Tough-on-Flies (557)	.50—	4.50
	1.00—	9.00
	1.50—	15.00
Tough on Mice (1778)	.15—	.80
	.25—	1.40
Tough-on-Rats (1581)	.25—	1.50
Tousley's Snuff	.25—	1.75
	.50—	3.50
System Disinfectant	1.00—	7.50
Toussaint's Bonbons (1430)	.10—	.75
Extract of Malt (1430) plain	.50—	3.78
Combinations	.65—	4.73
Liquid Malt (847)	.25—	1.50
Liquid Malt Extract (1430)	.25—	1.44
Town's Epilepsy Cure	1.50—	12.00
Townley's Anodyne	.25—	1.75
Drops	.25—	1.62
Townsend's Hay Fever, Asthma & Catarrh Remedy	.50—	4.00
	1.50—	12.00
Health Pills (2609)	.25—	2.00
Sarsaparilla (Old Dr. Jacobs) (561) R	1.00—	8.50
V. D. P. Liniment	.25—	2.25
	.50—	4.50
	1.00—	8.50
Townsley's Blackberry & Briar Root Cordial (2434)	.25—	1.35
Toxa, Riley Drug Co.'s (2033)	.50—	4.00
Toxicola Tablets (1240)	.15—	1.00
	.50—	4.00
Toxie, Bed Bug Death (561)	.25—	2.00
Bed-bug Killer (2444)	.25—	2.00
Trafton's Life Balm	1.00—	8.00
Trager's Dead Shot (2435)	.25—	2.00
Fatal Roach Powder (2435)	.25—	2.00
Universal Insect Powd (2435)	.25—	2.00
Trainer's Lotion Liniment (1949)	.25—	2.00
Training Liniment (1167)	.50—	3.00
Transcendental, Stills	1.00—	7.20
Trask's Magnetic Ointment (1980) R.	.25—	1.85
	.40—	2.90
Trauth's Condition Powders (1132)	.25—	1.75
Herb Purifying Blood Tea (1132)	.25—	1.50
Indian Healing Liniment (1132)	.50—	3.50
Vegetable Tea (1132)	.25—	1.50
Poultry Powders (1132)	.25—	1.75
Prairie Elixir (1132)	.35—	2.00
Root & Herb Medicine (1132)	.25—	1.50
Treat's Hair Dye (2295A)	.25—	1.75

	Retail.	Doz.
Tredenicks Pile Pills (1349A)	.50—	4.00
Tree of Life, Moore's	1.00—	7.50
Trenyou's Benzoate of Lithia Pills (847)	3.00—	30.00
Trenton's Effervescing Sea Salt	.50—	4.25
T. Rheumatic Cure (2437C)	1.00—	8.00
Triacol (See Alper's).		
Triangle Tooth Soap (1595) per card	—	1.00
"Trib" (2437B)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Trico Corn Cure (2295A)	.10—	.75
Tricophorous, Barry's (174) R.	.50—	4.25
Tricophine	1.00—	8.50
Tridigestine, Dalloz's (847)	1.50—	13.50
Tri-Elixiria Home Remedy for Drunkenness (2438)	5.00—	48.00
Opium (2438)	1.25—	12.00
Liver Cordial (2438)	.50—	4.80
Neurasthena Remedy (2438)	1.25—	12.00
Tobacco Remedy (2438)	2.50—	24.00
Trifolia	1.00—	8.00
Trigestia (665)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Triko's Hair Lotion (847)	1.00—	8.50
Tri-Lax Syrup (410)	1.00—	8.00
Trilby Corn Cure (1348)	.10—	.75
Cream (1740A)	.50—	4.50
Polish, Russet, Chocolate or Black	.10—	.85
	.25—	2.00
Triner's Amer. Elix. of Bitter Wine (2438A)	.75—	6.50
Angelica Bitter Tonic (2438A)	1.00—	7.50
Trional (782) R per oz.	—	1.50
Tripens Elixir (248)	1.00—	8.00
Tripoli Flour (1530)	.05	.50
	.10—	.75
	.20—	1.50
Tripoline, Baker's (1530)	.05—	.50
	.13—	1.25
	.20—	2.00
	.50—	5.00
	.75—	7.50
	1.25—	12.50
Tritica, S. & H. (2167)	1.50—	12.37
Tritici Liquor (1830)	—	7.50
Triti-Lithia (1574)	1.00—	10.80
Tritipalm (See Stearns).		
Triton Bath Salts	.75—	5.00
"Trix" (2440) 40 5c. pkges in box, per box	—	1.00
Trochet's Colchicine Salicylate Capsules (2622)	1.00—	9.00
Trommer's Extract of Malt & Pepsin (2442) R	1.00—	8.50
Hospital size	—	25.25
Palmiacol (2442)	—	8.50
Palmiffin (2442)	—	8.50
Trophonine (2003) R	1.00—	8.50
	1.50—	12.75
	6.75—	56.50
	8.00—	69.60
Tropical Fruit Chewing Gum (2477) per box of 36 pkgs.	—	.90
Tropon (2443)	.50—	4.50
	1.00—	9.00
with Iron	1.00—	9.00
Wafers (2443)	1.00—	9.00
Trouette-Perret's Gouttes Livonlennes (847) (tar tolu & creosote)	1.00—	9.00
Meat Powders (847)	2.00—	15.00
Trousseau's Arsenical Cigarettes (847)	.50—	3.50
Vin Diuretique (847)	1.50—	13.50
Trowbridge's Dandelior Bitters (660)	1.00—	8.00
Cough Syrup (660)	.25—	1.75
True's Gargle (2446)	.25—	2.00
	.50—	4.00
Headache Tablets (2446)	.25—	1.75
Horses' Worm Elixir (2446)	—	4.00
True's Pain-Destroying Compound (2446A)	.25—	1.75
Pin Worm Elixir (2446)	.35—	3.00
	.50—	4.00
	1.00—	8.00
Veterinary	.50—	4.00
Truex's Fl. Ex. Buchu (1903)	.75—	6.00
Trufant's Ointment	.50—	3.75
Trumbull's Condition Tonic Powders	1.00—	7.50
Worm Powders	.50—	3.75
Truesdale's Medicated Batteries	1.00—	8.00
Trusler's Face Powder	.25—	1.75
Pile Cure (2437C)	.50—	4.00
Toilet Cream	1.50—	
Tryphosa	.50—	4.50

	Retail	Doz.
Trypsalin, Fairchild's (776)	.50—	4.00
Trypsin, Fairchild's (776) per ¼-oz. bot.	—	1.00
Tryptogen (411)	1.25—	10.00
Tubbs' Bilious Man's Friend (2448)	.50—	3.50
	1.00—	6.75
Carbolic Ointment (2448)	.25—	1.50
Condition Powders (2448)	.20	1.25
Croup Medicine (2448)	.25	1.80
	.50	3.50
Excelsior Liniment (2448)	.25	1.80
	.50	3.50
Headache Capsules (2448)	.25	1.50
Hot Drops (1422)	.25—	1.75
Little Liver Pills (2448)	.25—	1.50
Magic Eye Water (2448)	.25—	1.80
Orange Bitters (2448)	.35—	2.50
Relief (2448)	.25—	1.80
Sticking Salve (2448)	.15—	1.00
Veterinary Salve (2448)	.25—	1.75
	.40—	2.90
Tuckahoe Lithia Water (2448A) 5 gal.	.50—	4.50
	—	3.25
Tucker's Anti-Bilious Comp. No. 91	1.50—	12.00
Anti-Dyspeptic Remedy No. 111	1.50—	12.00
Anti-Spasmodic Remedy No. 55	1.00—	12.00
Baby-Colic Drops (2450)	.25—	1.50
Pin Worm Elixir (2446)	.35—	3.00
Barb Wire Oil (2450)	.10—	.75
	.50—	3.75
Bed Bug Poison (2450)	.25—	1.50
Blood Purifier No. 102	1.50—	12.00
"Brazos" Chill Cure (2450)	.25—	1.75
	.50—	3.25
Buchu Compound, No. 56	1.50—	12.00
"Chigo-Mosquito" Lotion (2450)	.25—	1.50
Colic, Cholera & Diarrhoea Cure (2450)	.25—	1.50
Comp. No. 59	.15—	1.20
	.50—	4.00
Cordial for Children, No. 59	.25—	2.00
Cough Drops, No. 59	.05—	.45
	.10—	.85
Eucalyptol Catarrh Snuff (2450)	.25—	1.50
Catarrhine (2450)	.50—	3.00
Pile Ointment (2450)	.50—	3.50
Extract Witch Hazel	.50—	4.00
Ferri-Capsi Poultry Powders (2450)	.25—	1.50
Ferro Phosphates No. 118	1.50—	12.00
Fever Drops No. 64	.50—	4.00
	1.00—	8.00
Fistula & Spavin Cure (2450)	.50—	3.50
Golden Seal Tonic No. 137	1.50—	12.00
Headache Powders (2450)	.25—	1.50
Helonias Comp. No. 113	1.50—	12.00
Horse & Cattle Condition Powders (2450)	.25—	1.50
"I. I. I." Ideal Iodized Invigorator (2450)	1.00—	7.00
Little Liver Pills (2450)	.20—	1.60
	.25—	1.50
Liver & Kidney Rheumatic Cure (2450)	1.00—	7.00
Liver Tonic No. 135	1.50—	12.00
Magnetic Alterative No. 100	1.50—	12.00
Mystic Corn Cure (2450)	.25—	1.50
No. 47 Hair Nutrifier	1.00—	8.00
No. 72 Nerve Invigorator	1.50—	12.00
No. 79 Bone Liniment	1.00—	8.00
No. 84 Liver Pills	.50—	4.00
No. 5, Nerve & Brain Food	1.50—	12.00
No. 104 Rock Rose	1.50—	12.00
No. 112 Expectorant	1.50—	12.00
No. 132 Lung Balsam	1.50—	12.00
Nutritive Cordial No. 60	1.50—	12.00
Painless Eye Salve	.25—	1.50
Painless Eye Water	.25—	1.50
O. P. C. Pain Cure (2450)	.50—	3.50
Red-Ant Exterminator	.50—	3.00
Remedies		
All 5c. Preps.	—	.45
15c. Preps.	—	1.20
20c. Preps.	—	1.60
25c. Preps.	—	2.00
50c. Preps.	—	4.00
Resolvent Liniment	1.00—	8.00
Rheumatic Alterative, No. 90	1.50—	12.00
Rose and Quinine Hair Tonic (2450)	.50—	3.50
Saracena Elixir	.50—	4.00
Sarsaparilla Comp.	1.50—	12.00
Stillinga Comp. No. 126	1.50—	12.00
Styptic Comp. No. 53	1.50—	12.00
T. T.—H. H. & Wild Cherry Cough Balsam (2450)	.25—	1.50
	.50—	3.00
Tetter, Eczema & Itch Cure (2450)	.50—	3.50
Tol Comp. No. 123	1.50—	12.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Tucker's Tonic Comp. No. 92	1.50	12.00
(2450)	.25	1.75
Tuckerine Tablets (2450)	.25	1.75
Universal Healing Salve (2450)	.25	1.50
Viburnum Comp. No. 133	1.50	12.00
White Pine Comp. No. 138	1.50	12.00
Witch Hazel (No. 81) (2449)	.50	4.00
Worm Syrup (No. 80)	1.50	12.00
Turck's Compound Emulsion (2451)	1.00	8.00
	3.00	27.00
	5.00	40.00
with Creosotal	1.50	13.50
	4.50	40.00
Neuralgia Headache Specific (4720)	.25	2.10
Oriental Softene (2451)	.25	2.00
	.50	4.00
Island Sea Salt (997)	.10	.75
Turkish Hair Dressing (2054)	.25	2.00
Koa Cough Drops (60)	.05	.45
Rose Tooth Powder (1480)	.25	1.50
Shampoo & Dandruff Soap (2054)	.25	2.00
Skin Tonic (2069)	.25	2.00
Tobacco Cure (2361)	.50	3.20
Toilet Soap (2054) ..per gross	—	9.00
Tooth Paste (2054)	.25	1.50
Turnbull's Proeratine (266)	3.00	30.00
Turner & Co.'s Fluid Extract Beef	1.25	12.00
Fruit Phosphate Wine	.25	2.00
John Brown Bitters	.75	5.00
Turner's Heave Cure (2452B)	1.00	8.00
Toothache Drops	.15	1.00
Turpina (1657)	.35	2.75
Tuscan Dandruff Cure (1466)	.50	3.25
Tuscarora Asthma Cure	1.00	8.00
Tus-Lax Tablets (1839)	.10	.75
Tussano (1145) R.	.50	4.50
Pain Plasters (1145) R.	.25	2.00
Tussiform (Kalish) (1285)		18.00
Tussilago	.25	1.75
Tussis, S. & H. (2167)	1.00	7.65
Tuthill's Tonic Aperient	1.00	8.00
Tutt's Expectorant (2453) R.	.25	2.00
	1.00	7.84
Extract Sarsaparilla & Queen's Delight (2453) R.	1.00	7.84
Improved Hair Dyes (2453) R.	1.00	7.84
Liver Pills (2453) R.	.25	1.56
Tutthill's Tonic	1.00	8.00
Tuttle's Elixir (2454) R.	.50	4.00
Hoof Ointment (2454) R.	.50	4.00
White Star Liniment (2454) R.	.50	4.00
Worm Condition Powders (2454) R.	.25	2.00
Tuxedo Chewing Gum (1271) per box	—	.50
Tweed's Liniment (2455)	.15	1.25
	.25	2.50
	.50	5.00
	1.00	10.00
Twentieth Century Shoe Dressing (948)	.10	.77
	.25	1.80
Twenty-four Hour Corn Cure	.10	.75
Twenty-Minute Croup Cure (2202)	.50	4.15
Headache Tablets (2202)	.25	1.85
Twitchell - Champlin Neuralgic Anodyne (2456)	.25	2.25
Two - Beck's Female Tonic (1444A)	1.00	7.50
Two-Thirty-Two (2-30-2) Powders, 3 colors	.25	2.00
Tyalid Elixir (411)	.50	4.00
	1.00	8.00
5 pt.		52.80
Powder (411)	.85	7.00
	1.00	8.00
	5.00	52.80
Tablets (411)	.50	4.00
	1.00	8.00
Tyler's Antidote	.10	.40
	.25	1.50
Black Liniment	.25	1.90
	.50	3.80
	1.00	7.60
Comp. Ext. Sarsaparilla (718)	1.00	5.00
Electric Ointment	.25	1.75
Gum Arabic Comp. Syrup	.25	2.00
	.50	3.75
Pearl Dentifrice	.10	.80
	.25	1.85
Rheumatic Elixir	.75	6.00
Tymoline, Hamilton's	.50	4.00
Tyndale's Eucalyptus Oil, Australian (2457)	.50	4.25
Iodolum Ointment (2457)	1.50	12.00
Solution (2457)	.50	4.25
Syrup Eucalyptus Comp., Nos. 1 & 2 2457)	1.50	12.00
Tyner's Dyspepsia Remedy (250)	.50	3.75

	Retail.	Doz.
Tyree's Antiseptic Compound (pulv.) (2458)	1.00	8.50
Powders (2458)	1.00	8.00
Buchu & Hyoscyamus Elixir (2458)	1.25	10.50
Comp. Ext. Gentian (2458)	1.00	8.50
Elixir Gentian Compound (2458)	1.00	8.50
Ext. Buchu & Hypophosphites (2458)	1.25	10.50
Hypophosphites Comp. Powders (2458)	1.00	8.50
Litmus Pencils (2458)	.25	2.00

U

U-Ah-Ma Tablets (2700B)	.50	4.00
U-ar-Das Almond Paste (2650)	.35	2.75
Ubert's Tar, Honey & Boneset	.25	2.25
Uhl's Cough Cure	.50	3.50
Eye Cure	2.50	18.00
Female Secret	2.00	15.00
Jellyne	.25	1.50
Relief	.25	1.75
Salve	.25	1.75
Tooth Powder	.10	.75
Worm Destroyer	.25	1.75
Uhlich's Anti-Bilious Pills	.25	1.75
Bedbug Paralyzer	.25	2.50
Blood & Liver Tea	.25	1.75
Fever & Ague Pills	.25	2.00
	.75	6.00
Insect Powder	.25	1.50
Sugar Lung Syrup	.25	1.75
	.50	3.75
Volcano Roach Paste	.25	1.50
Ukatine, Lawyer's (2130)	.25	2.00
U-Ko-Ma Pink Tablets (2459)	.10	.75
	.25	2.00
Ulmiset, Stone's (1137)	.25	2.00
	.50	4.00
Ulrica Cerebrina Wine	1.00	9.00
Umatilla Indian Catarrh Cure	.50	3.65
Cough Cure	.50	3.65
Eye Cure	2.50	18.75
Female Secret	2.00	15.60
Hair Restorative	.50	3.65
Hogah	1.00	7.80
Relief	.25	1.83
Salve	.25	1.83
Tape Worm Secret	5.00	37.50
Tooth Powder	.10	.77
Worm Destroyer	.25	1.83
Uncle Sam's Animal Liniment (741)	.25	1.75
	.50	3.50
Blood Purifier (2319)	.75	6.00
Chewing Gum, 20 pkgs. in box, per box	—	.45
Chill Tonic (741)	.50	3.50
Condition Powders (741)	.25	1.25
	.50	2.50
Corn Cure (1872)	.25	1.00
(1677A)	.10	.75
	.50	3.00
Syrup (2319)	.25	2.00
Family Liniment (741)	.25	1.75
	.50	3.50
Horse, Cattle & Poultry Powder (1677A)	.25	1.75
Kola Headache Tablets (1677A)	.10	.75
Liver Tablets (1677A)	.15	1.00
(1322)	1.00	7.50
Nerve and Bone Liniment (1550)	.25	2.25
Toothache Drops (1677A)	.10	.75
Unexcelled Headache Cure (558)	.25	1.50
Unexceiled Vermifuge (1841)	.25	1.25
Ungerer's Pile Cream	.50	4.00
Ungoid, Hebra's (237)	.50	4.00
Unguentine (1747)	.25	2.00
	1.00	10.80
	4.75	51.00
Cones (1747)	.50	4.00
Crayons (1747)	.50	4.00
Pencils (1747)	.25	2.00
Spray (1747)	.50	4.00
Unguentum Betulae Comp. (1281)	.50	4.00
Glynecol (1062)	.50	3.75
Unguentum Ascepticine (123A)	2.25	24.00
Yorkeline (2689A)	.50	4.50
	1.00	9.00
Unguro (1936)	.75	6.20
Uniflora Balm	.50	4.00
Face Powder	.50	4.00

	Retail.	Doz.
Universal Balsam Oil (2308)	.50	3.50
	1.00	7.50
Bird Luxury (235)	.10	.75
Catarrh Cure (2399)	.50	3.00
Hair Dye (see Schaap).		
Promoter (2171)	.50	4.00
Hepatic Pills (519)	.25	1.25
Herbs (909)	.20	1.50
Liver Pills (1562)	.25	1.50
Ointment (909)	.25	1.75
Salve (2308)	.25	1.75
	.50	3.50
Snuff (909)	.25	1.75
Specific (2308)	.50	3.50
	1.00	7.50
Tea (909)	.25	1.75
Tooth Powder (131A)	.25	1.50
(909)	.25	1.75
University Alkaline Resolvent (561)	1.00	8.50
University Med. Co.'s Cough Linctus (561)	1.00	8.00
Depilatory (561)	1.00	8.00
Ethereal Phosphorus (561)	3.00	27.00
Extract Allanthus (561)	2.00	16.00
Katalpa (561)	3.00	24.00
Yellow Jasmine (561)	3.00	24.00
Fever & Ague Globules (561)	2.00	16.00
Healing Ointment (561)	.50	1.00
Liquid Amber (561)	1.00	9.00
Lithia (561)	3.00	27.00
Nerve & Brain Food (561)	2.00	16.00
Optic Fluid (561)	2.00	16.00
Oxyd-Phenyl (561)	3.00	27.00
Pile Extract (561)	2.00	16.00
Regia Victoria (561)	2.00	16.00
Soothing Lozenges (561)	.50	4.00
Tetter Ointment (561)	.50	3.50
Yellow Jasmin 561)	2.00	16.00
Un-Kum Comp. (Ladies Regulator) (2213)	2.00	17.00
Unna Chlorate Potash Tooth Paste (1430)	.25	3.60
Upham's Anti-Bilious Pills (2468)	.25	2.00
Asthma Cure (2468)	.50	4.40
Depilatory Powders (2468)	1.00	8.75
Digestive Pills	.50	4.00
Fresh Meat Cure (1266)	1.00	8.75
Hair Gloss (2039)	.50	3.50
Magnetic Oil (2039)	.50	3.50
Pile Ointment	.75	6.50
Pimple Banisher (2039)	.50	3.50
Uranine	1.25	10.00
Urethrine	.50	4.00
Uric-Arthrin (2470)	1.00	8.00
Uricsol (1409)	1.00	8.50
Uriform (2143)	1.00	9.00
Uriseptin (882)	1.00	8.00
Hospital Size	—	5.00
Uroneutrin Tablets (2422)	.75	6.00
Ursina, Savage's (763)	1.00	7.00
Urubiclean, Hager's (1001)	.25	2.00
Urystamine, Crystals (2406)	1.00	8.50
Gran. Eff.	1.00	8.50
Tablets	1.10	9.00
U. S. Army & Navy Cure Tablets (2464)	.25	2.00
Dyspepsia, Constipation & Indigestion Tablets (2464)	.25	2.00
Headache Tablets (2464)	.25	2.00
Rheumatic Tablets (2464)	.25	2.00
Castor Oil Pills (2162A)	.25	2.00
Cough Drops (1407)	.05	
per box of 40	—	1.00
Mixture (1407)	.25	2.00
Horse & Cattle Powders (1550)	.15	1.25
U. S. Med. Co.'s Cascara Compound (2466)	.25	2.00
	.50	4.00
	1.00	8.00
Quinine Pills (2466)	.25	2.00
	.25	1.25
	.35	2.25
Liquid (1131)	.10	.75
	.25	1.25
	.50	4.00
	1.50	13.20
Powder (1131)	.10	.60
	.25	1.75
Nerve & Bone Liniment (1550)	.25	2.25
U. S. P. Dyspepsia Tablets (2467)	.50	3.00
Urinal Tablets (2039)	.25	1.50
Usquebaugh Old Settler Bitters	1.00	7.50
Uterdol Pills (468)	1.10	
Uterina, Thacher's (2393)	.50	3.50
Uterine Tampons (1212)	—	.75
Utero-Anodyn (2107C)	1.50	12.00
Uterotonic (1698)	1.50	12.00
Uticure, Kay's (tablets) (1292)	1.00	7.75

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Utility Ointment (709)	—	2.25
Utley's Liquid Butter & Cheese		
Color	.25—	1.75
	.50—	3.00
	1.00—	7.00
Utrobia (530)	1.50—	12.00
Utrolene (1494)	1.00—	8.00
U-vu-lu Cough Cure (2618)	.25—	1.80
Headache Tablets (2618)	.10—	.75
	.25—	1.50

V

	Retail.	Doz.
Vaccination Pads (1212)	—	1.00
Shields (1259) R per gross	—	9.00
Vagicura (456A)	1.00—	9.00
Vaginal Tampons (1212)	—	.60
Antiseptic, Unmedicated (1667)	—	5.00
	—	7.50
Medicated (1667)	—	7.50
	—	10.00
Vaginoids (1667)	—	7.50
Vagipos (966) 12 suppositories in box	1.00—	9.00
Vagnol (1818A)	.50—	4.00
Val's Roburine (847)	1.50—	13.00
Valaro's Velaro	.50—	4.25
Valazin	.50—	3.15
	1.00—	9.00
Valdier's Violet Ammonia (1805A)	.35—	2.50
Valentine's Bath Tablets (1380)	.25—	2.00
Eureka Corn Salve	.10—	.75
Meat Juice (2472A)	1.00—	8.00
& Glycerine	.50—	4.25
	.25—	2.00
	.50—	4.00
Tar Drops	.10—	.75
Toothache Drops	.10—	.75
Valina (1228)	.15—	1.00
Vallant's Florida Water (2650)	.25—	1.75
	.50—	3.50
Vallet's Iron Proto-carb Pills (847)	.50—	3.75
	1.00—	7.50
Van Bell's Rock Rye	.50—	4.50
	1.00—	8.50
Van Bergen's Magnetic Rat Salve	.10—	.75
	.20—	1.25
Van Buren's Diarrhoea & Cholera Killer (2474)	.25—	2.00
Imperial Liniment (2474)	.25—	2.00
Ladies' Tonic	1.00—	8.75
Malarial Globules (2474)	.25—	2.00
Pile Salve (2474)	.25—	2.00
Rheumatic Comp. (2474)	.50—	4.00
	1.00—	8.00
Van Buskirk's Invigorant	.50—	4.00
Van Camp's Liniment (420A)	.25—	1.75
	.50—	3.50
Van Cott's Camphorated Blackberry Lozenges	.50—	4.00
Throat Tablets	.25—	1.80
Troches	.10—	.75
	.25—	1.75
Excelsior Throat Lozenges (1777)	.10—	.80
	.25—	1.50
Vanderhoof's Antiseptic Arnica Salve (2478)	.25—	2.00
Antiseptic Powders (2478)	1.00—	8.00
Bed-Wetting Remedy (2478)	1.00—	8.00
Catarrh Cure (2478)	.50—	4.00
Cerate (2478)	1.00—	8.00
Chronicure (2478)	1.00—	8.00
Headache Cure (2478)	.50—	4.00
Heart, Brain & Nerve Pills (2478)	1.00—	8.00
Liver & Anti-Constipation Pills (2478)	1.00—	8.00
Opaline Suppositories (2478)	1.00—	8.00
Perfect Pile Cure (2478)	1.00—	8.00
Stomach, Bowel & Kidney (2478)	1.00—	8.00
Vigor of Life (2478)	1.00—	8.00
Womb, Ovarian & Kidney Tonic (2478)	1.00—	8.00
Worm Cure (2478)	.50—	4.00
Van Deusen's Condition Powders	.25—	1.75
Cough Balsam	.25—	1.75
Mandrake Tablets	1.00—	8.50
Ready Remedy	.25—	2.00
	.50—	4.00
	1.00—	8.00
Special Prescription	1.00—	9.00
Syrup Hypophosphites	.50—	4.00
Worm Confections	.25—	2.00
Van Doren's Diphtheria Antidote	1.00—	8.00

	Retail.	Doz.
Van Dyk's Baby Powders	.25—	1.75
Van Fossen's Lightning Polish (2481)	.10—	.50
Sudden Death (2481) (Powder)	.10—	.70
	.25—	1.75
	.50—	3.50
	1.00—	7.00
Liquid	.15—	1.10
	.25—	1.75
	2.00—	12.00
Van Fossen's Sudden Death Insects (Liquid) (2481)	.15—	1.00
	.25—	1.50
Powder	.25—	1.50
	.50—	2.50
Van Hise's Knickerbocker Salve	.25—	1.90
Van Houten's Cocoa (2418A)	.25—	2.40
	.50—	4.80
	1.00—	8.64
	4.00—	36.00
Van Marter's Headache Powders	.10—	.75
Van Ness' Lacto-Marrow Compound (2182A)	1.00—	9.00
Van Nostrand's Laxative Pills	.25—	1.75
Prescription (648)	.60—	4.50
Van Riper's Febricure	.60—	4.50
Van Sicklen's Salve	.25—	1.75
Van Stans' Stratena Cement (2487)	.25—	1.50
Van Tassel & Tobey's Hoof Ointment (2488)	.50—	4.00
Van Wert's Balsam (2490)	.10—	.85
	.25—	2.13
	.50—	4.00
Golden Catarrh Balm (2490)	.35—	2.50
Liver Pellets (2490)	.25—	1.60
Pills (2490)	.25—	1.60
Van's Cough & Cold Cure (689A)	.25—	2.00
Floral Cream (1586)	.50—	4.00
Mexican Hair Restorative (1586)	1.00—	7.50
Parisian Liniment	.50—	4.00
Tonic Bitters	.75—	6.00
Vandusendaal's Three Kings Tea (1872)	.25—	1.10
Vanish Chap (830)	.25—	2.00
Colds (830)	.15—	1.25
Corns (830)	.10—	.75
Cough Drops (830)	.05—	.45
Coughs (830)	.25—	2.00
Diarrhoea (830)	.25—	2.00
Pain, Headache (830)	.10—	.80
Plasters (830)	.15—	1.00
Rheumatism (830)	.50—	4.00
Sore Feet (830)	.10—	.80
Van-Ola Cream (1936)	.25—	2.00
	.50—	3.50
Vanoleum (Mexican Vanilla Oil) (541) per lb. bottle	—	6.00
Vanselow's Comp. (2567)	.50—	4.00
Vansickle's Cramp & Diarrhoea Comp. (2486)	.25—	1.85
Vapo Cresolene (2491)	.25—	2.00
	.50—	4.00
	1.50—	12.00
Tablets	.25—	2.00
Vaporizer Complete	1.50—	12.00
Vapocaine (1590)	.50—	3.70
Varley's Laxative Tablets	.15—	.90
Liniment	.50—	3.75
	1.00—	7.50
Vitality Vigor	1.25—	10.00
Varoma, Complete (2143)	1.00—	9.00
	.25—	2.00
	.50—	4.00
Hospital Size (2143)	1.50—	12.00
Vaporizers (2143)	.75—	5.50
Lamps Complete (2143)	.25—	2.00
Lamps Only (2143)	.25—	1.50
Globes Only (2143)	.10—	.50
Burners Only (2143)	.10—	.75
Founts Only (2143)	.10—	.75
Wicks Only (2143)	—	.05
Vaseline Axle Paste (500)	.20—	1.20
Bicycle Chain Lubricant (500)	.05—	.42
Blue Seal, (500)	.10—	.70
Boot & Shoe Paste (500)	.05—	.42
Camphorated (500)	.10—	.75
	.25—	1.50
Capsicum (500)	.10—	.75
Cold Cream (500)	.20—	1.25
	.25—	1.88
	.50—	3.53
Cosmetique (500)	.25—	1.25
Hair Tonic (500)	.75—	6.00
Oil (500)	.35—	2.81
	.50—	4.17
Pomade (500)	.10—	.75
	.20—	1.25
	.25—	2.08
	.50—	4.17
Salicylic (500)	.20—	1.13

	Retail.	Doz.
Vaseline Soap (500)	[illegible]	[illegible]
Veterinary (500)	.25—	1.30
Vasogen Capsules (1430)		
Creosote-Vasogen, 4 min., per box 4 doz.	—	.35
7½ min., per box 4 doz.	—	.50
Iodine-Vasogen, 7½ min., per box 4 doz.	—	.60
Mercury-Vasogen, 50 per cent., 3 grs., per box 2 doz.	—	.60
33 1-3 per cent., 4 grs., per box 2 doz.	—	.75
Vastara (1236) per pt.	—	.50
per gal.	—	3.50
Vaughn's Lithontriptic (1484)	1.00—	8.50
Vaupel's Uric Acid Solvent (1403A)	1.00—	9.00
Vazolatum, Great Seal (2351)	.05—	.40
	.10—	.75
Veazie's Eye Restorer	.50—	4.00
Vee's Corn Salve	.10—	.75
Cough Cure	.25—	2.00
Headache Wafers	.05—	.40
	.25—	2.00
Vegecura, Sharum's (2189)	.50—	4.00
	1.00—	8.00
Vegetaline, Dubois' (847)	1.00—	8.50
Vegeto Grip Cure Tablets (1554)	.25—	2.00
Headache Powders (1554)	.10—	.80
	.25—	2.00
	1.00—	9.00
Laxative Tea (1554)	.25—	2.00
Liver Pills (1554)	.25—	1.75
Ointment (1554)	.25—	2.00
Pain Plasters (1554)	.25—	1.75
Stomachic (1554)	.50—	4.00
	1.00—	8.00
System Renewer (1554)	1.00—	8.00
Vegetol (1577) (2499) Paste	.25—	1.50
Powder	.25—	2.00
Tooth Paste (2499) (1577)	.25—	1.50
Powder (2499) (1577)	.25—	2.00
Vegetine (710) dry	.50—	4.00
liq.	1.25—	10.00
Velaro's Hair Coloring	1.00—	8.00
Hair Renewer	1.50—	12.00
Veloia Face Powder (237) R	.25—	1.75
Veloutine (See Fay's).		
Velpau's Female Pills (2622)	.50—	4.00
Velpeau's Diarrhoea Remedy (1088)	.50—	4.00
French Dyspepsia Powders (847A)	1.00—	8.00
Remedy (1089)	.25—	2.00
Velva-cine (1018)	.05—	.45
	.10—	.75
Pomade (1018)	.15—	1.10
Velvee (1539)	.25—	2.00
Velveen Facial Massage Creme (486A)	1.50—	15.45
Vel-Ve-O-La Cream (486A)	.50—	3.15
Velveola, Wings' 1227)	.25—	1.50
Velvet Nail Files (486A)	.75—	6.50
Skin Powder (1819) R.	.25—	1.85
Soap (1819) R.	.25—	1.85
Velvetine, Hensel's (1099)	.25—	2.00
Velvetta	.50—	3.80
Velvette Vegetable Skin Food (1201)	.50—	4.00
	1.00—	8.00
Velvine, Davis'	.25—	2.00
Velvita Cream (1[illegible])	.25—	1.75
Velvo, Valaro's	.50—	4.25
Velvocut, Stuart's (2347)	.20—	1.50
Vendome Co'd Remedy	.25—	2.00
Venus Skin Salt (1716)	.25—	2.00
Tint (Imperial)	.50—	4.00
Vera-Cura (See Diamond).		
Veradia	1.00—	8.00
Verde Hemorrhoid Oil (632)	.75—	5.70
Verdurine, Grey's	.25—	1.75
Veritable Eau Toilette (425)	1.00—	9.00
Vermilnine	.25—	1.50
	1.00—	7.00
Vermont's Colic & Botts Cure (2503)	1.00—	8.00
Healing Ointment (2503)	.50—	3.75
Horse Fly & Gnat Oil (2503)	1.00—	6.50
Nerve & Bone Liniment (2503)	.25—	2.00
	.50—	3.75
Purging Balls (2503)	1.00—	8.00
Tonic Powders (2503)	.25—	1.75
	1.00—	8.00
Vernade's Eupnine (847)	2.00—	15.00
Vernal Female Tonic (2503A)	1.00—	8.00
Iron Nerve Food Tablets (2503A)	.50—	4.00
Palmettona (2503A)	1.00—	8.00
Verne's Elixir (847)	1.00—	9.00
Vernon Arnica Salve (2503—)	.25—	1.50
	.50—	3.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Vernon Golden Salve (2503B)	.25—	1.50
	.50—	3.00
Grease Remover (2503B)	.25—	1.50
Indelible Ink (2503)	.25—	1.50
Vernon's Liquid Glue (2503B)	.15—	1.00
Menthol Salve (2503B)	.25—	1.50
Rubber Stamp Ink (2503B)	.10—	.75
Vernor's Ginger Ale Extract (2504) per lb.	—	1.00
per gal.	—	6.00
Vest Pocket Cough Specific (2600)	.10—	.75
Cure (1604)	.25—	1.75
	1.00—	8.00
Vetrinol (1747)	.25—	2.00
	.50—	4.00
Vetter's Dyspepsia Rem. (2504A)	.50—	4.00
	1.00—	7.50
Laxative Tablets (2504A)	.25—	1.75
Via Fuga	1.00—	8.00
Vial's Juniper Oil Capsules (847)	1.00—	7.00
Pectoral Paste (847)	.50—	3.75
Pectoral Syrup (847)	.75—	6.00
Valerianic Ether, Capsules (847)	.85—	7.00
Wine Quinia, Meat, Phosph. Lime (847)	2.50—	20.00
Viavi Cerate (2504C)	3.00—	27.00
Viburlin (133) per oz.	—	1.00
Viburnal (2505)	1.00—	10.50
Viburnothal (1686)	1.00—	9.00
Viburina (2261)	1.00—	8.00
Vioform (See Stearns).		
Vic's Olmondie Balm	.25—	1.75
Vichona Hair Nutritive (2505A)	1.00—	7.00
Tonic	1.00—	7.00
Vicks Aromatic Wine Cod Liver Oil, with Malt & Hypophos (2023)	1.00—	7.50
Vick's Carbolic Salve (2023)	.25—	1.50
Carolina Dead-Shot Vermifuge (2023)	.25—	1.75
Catarrh Cream (2023)	.25—	1.75
Dysentery Cure (2023)	.25—	1.75
Electric Corn Salve (2023)	.10—	.75
Hot Drops (1193)	.25—	1.75
Menthol Inhaler & Smelling Bottle (2023)	.10—	.75
Horse, Cattle & Poultry Powders (2023)	.15—	1.15
Vick's Laxative Quinine Tablets (2023)	.10—	.75
Little Liver Pills (2023)	.25—	1.50
Liver Regulator (2023)	.15—	1.00
Magic Croup Salve (2023)	.25—	2.00
Eye Water (2023)	.25—	1.50
Matchless Worm Lozenges (2023)	.10—	.75
Royal Preserving Powders (2023)	.25—	1.25
Specific Mixture (2023)	.50—	3.50
Sweet Quinine (2023)	.25—	1.50
Syrup Hypophosphites, Manganese, Iron & Strychnine (2023)	1.00—	7.50
Tar Heel Sarsaparilla (2023)	.50—	4.00
Turtle Oil Liniment (2023)	.25—	2.00
Yellow Pine (2033)	.25—	2.00
Victor Baby Food	.25—	1.75
	1.00—	7.00
Complexion and Bath Soap (2507A)	—	1.50
Cough Syrup or Pain Relief (2507)	.25—	1.75
Headache Specific (2508)	—	.85
Horse & Cattle Powders (2508)	.25—	1.35
Infant's Relief (2508)	.25—	2.00
Liniment (2508)	.25—	2.00
	.50—	4.00
Liver Comp. (2508)	.50—	4.00
Pills (2508)	.25—	2.00
Syrup (2508)	.25—	2.00
	1.00—	8.00
Lung Syrup (2508)	.25—	2.00
	.50—	4.00
Ointment (2507A)	—	3.50
Pain Balm (2508)	.25—	2.00
	.50—	4.00
Pile Ointment (321A)	.50—	4.00
(2507)	.40—	2.60
Poultry Powders (2508)	.15—	1.00
Victoria Cologne (1612)	.10—	.75
	.25—	1.75
Glycerine Cream (1868A)	.10—	.60
Granules (2507)	.25—	1.50
Victorieux's Corn Specific (847)	.50—	4.00
Victory Corn & Bunion Plasters (2266)	.25—	1.75
Vie-Garnier's Granules (847)	1.00—	9.00
Vienna Corn Remover (718)	.25—	1.50
V. I. G. Injection (2489) R.	1.00—	7.50
Vigier's Creosote Carbonate Capsules (847)	1.50—	12.00
Ichthyol Capsules (847)	1.00—	9.00
Panama & Tar Soap (847)	.75—	6.00
Vigoral (117) R.	.35—	2.50
	.75—	4.60
	1.00—	8.00
	1.75—	15.50
	3.50—	30.00
Vigoran Pills (644)	1.50—	12.00
Special Strength	6.00—	48.00
Vigorene Blood Purifier (2508)	1.00—	8.00
Vigoro Emulsion (2407C)	1.00—	7.50
Hypophosphites (2407C)	.60—	4.75
Vigorosis, Imperial (1218)	1.50—	12.00
Vim	1.00—	8.00
Vinamox (2508B)	1.00—	8.00
Pills (2508B)	.25—	1.50
Vin Carnis	.75—	6.00
Desilee	2.00—	15.00
Kola (1409)	.75—	6.00
Kolodol, Clapp Chemical Co.'s	1.00—	9.00
Malaga (Byrrh)	1.00—	6.75
	1.50—	12.50
Mariani (1515)	1.50—	10.80
Restoral (26)	1.00—	9.00
Sabatti (2078)	1.50—	12.00
Surozone (1062) pints each	—	1.50
Vincent's Crystal Powders	.25—	1.75
Tooth Powder (2509A)	.25—	1.75
Electric Arnica Waterproof Court Plaster (2509A) gross	—	2.50
Magic Pile Remedy (2509A)	.50—	3.50
Orange Electric Food	.25—	2.00
	.50—	3.50
	1.00—	8.00
Tooth Paste	.25—	1.75
Vindone (2644)	1.00—	8.50
Vinegar Bitters (561)	1.00—	8.50
Vineland Grape Juice (2510) per case, 72 3-oz. bots.	—	4.50
per case, ½-pts.	—	4.50
per case, pts.	—	4.75
per case, qts.	—	4.50
per case, ½-gals.	—	4.75
Vini Salydite (133)	1.00—	8.00
Vino-de-Salud	1.25—	12.00
Vino Kolafra (Tonic Wine) (61)	1.00—	9.00
Vinolia (561)	.50—	4.05
Cream (561)	.50—	4.65
	1.00—	9.30
Dentifrice (American) (561)	.50—	4.50
(English) (561)	.75—	6.75
(No. 2) (561)	.25—	2.25
Dusting Powders (561)	.50—	4.65
	1.00—	9.30
Heart Corrector (561)	.75—	6.00
	1.50—	12.00
Pomade (561)	2.00—	18.00
Shaving Foam (561)	.30—	2.70
	.50—	4.65
(Vestal)	.85—	7.65
Vinotone (2517)	1.00—	9.00
Vinum Vitae	1.25—	12.00
Viole-Letts (358)	1.00—	9.00
Viola Brilliantine Bitters (237)	.25—	1.50
Violet Jelly (tube) (98)	.25—	2.00
Violetine Tooth Cream (2510A)	.25—	1.35
Violetol (1680)	.10—	.85
Violine (736)	.25—	1.85
Virchou's Pepsine Wine (847)	1.00—	10.00
Virdenta	.50—	4.50
Virginia Disks (665)	.25—	2.25
	1.00—	9.00
Virtuama (1325)	2.00—	16.00
Vis-Quin (2511) per oz.	—	.60
Vis-tae (1359)	.50—	3.60
Viskolein Capsules (2511) per oz.	—	.60
Solution (2511) per oz.	—	.60
Tablets (2511) per oz.	—	.60
Vita-Oil (See Smith Caloric).		
Vita-Aurantic (Haber) (388)	1.00—	8.00
Litholytica (Haber) (388)	1.00—	8.00
Vi-Ta-Tone, Harter's (1057) R.	.50—	4.00
Vita Vigor (1799)	1.00—	8.00
Vita Viri Vegetable Compound.	.75—	7.00
Vitae Condition Powders (2512)	.25—	2.00
Gall Cure (2512)	.25—	2.00
Hoof Ointment (2512)	.50—	4.00
Lotion (Family) (2512)	.25—	2.00
	.50—	4.00
(Veterinary) (2512)	.50—	3.75
	1.00—	7.50
Mint	.10—	.75
	.25—	2.00
Vitae-Restorae (1737)	1.00—	9.30
Vitae-Ore (1737)	1.00—	9.30
Complexion Cream (1737)	.50—	4.65
	1.00—	9.30
Elixir (Comp. Ex.) (1737)	1.00—	9.30
Eucalyptus Oil (1737)	1.00—	9.30
Hair Nutrine (1737)	1.00—	9.30
Horse Remedy (1737)	1.00—	9.30
Magnetic Soap (1737)	.15—	1.39
Ore-Oline (1737)	.50—	4.65
	1.00—	9.30
Pills (1737)	.25—	2.33
	1.00—	9.00
Suppositories (1737)	1.00—	9.30
Tar Soap (1737)	.10—	.95
Vital Calcium Phosphates (2534)	1.00—	8.00
Vitalia (1507)	1.00—	9.60
Vitaline (1084A)	1.00—	8.00
Vitalonga (2513A)	1.00—	7.00
Vitalis (1850)	1.00—	8.00
Vita-Sava (1116)	.50—	5.00
Vitogen (1062)	1.00—10.00	
Vi-Tol, Drew's, Nos. 1 and 2 (683)	1.00—	8.00
Vi-Ve-Va (1111)	1.00—	8.00
Vivien's Wine Cod Liver Oil Ext. (847)	2.00—16.00	
Vivo-Cura (600)	1.00—	7.00
V-O Cough Syrup (1737)	.25—	2.33
Tooth Powder (1737)	.25—	2.33
Washing Powder (1737)	.25—	2.33
Voelcker's Balsam Cough Drops	—	1.00
Cough Balsam	.25—	2.00
	.50—	3.75
Vogeler's Klettenwurzel Hair Oil (2106B)	.50—	4.00
Vogt's Peruvian Tonic	.50—	4.00
	1.00—	8.00
Voice & Throat Tablets (241)	.25—	1.75
Voicets (2636)	.10—	.75
Volcanic Oil Liniment (1562)	.25—	1.80
	.50—	3.00
	1.00—	7.20
Volina Balm	.25—	1.50
Cordial	1.00—	7.50
Cough Cure	1.00—	8.50
Plasters	—	1.50
Volney's English Vegetable Pills	.25—	2.10
Vegetable Pills	.35—	2.25
Volta Meteorite Electric Powder (2520)	1.00—	8.00
Voltaic Compound	.50—	3.50
Von Bergmann's Drops	.15—	1.25
Von der Heyde's Balsam	.25—	1.75
	.50—	3.75
Worm Cure	.25—	2.00
Von Eshway's Thistle Hair Tonic	.50—	3.50
Von Hauff's Cocoa & Malt Wine	.50—	4.50
Von Hoff's Curacoa Bitters (442)	.50—	4.00
Von Laer's Ginger Wine (2521A)	.50—	4.00
Von Muller's Mocking Bird Food (1635)	.25—	2.00
Song Bird Food (1635)	.25—	1.50
Von Peter's Flesh Lotion	1.00—	8.00
Sulphur Liniment	1.00—	8.00
Von Stans' Heart Tablets (641A)	.50—	4.00
Pine Apple Tablets (641A)	.10—	.99
	.50—	3.50
Von Wordragen's Imperial Aromatic and Medicinal Gin- (2483)	1.00—	7.50
Vreedenburg's Foot Remedy	1.00—	8.00
Vrignaud's Elixir (847)	1.50—13.50	
V. T. R. Canker Syrup (1237)	.50—	4.00
Cough Cordial (1088)	.20—	1.50
Eye Salve (1255)	.25—	1.85
Liniment (1255)	.50—	4.20
Porous Plasters (1255)	.25—	1.60
Toothache Drops (1255)	.25—	1.85
Troches (1255)	.25—	1.85
Worm Lozenges (1255)	.25—	1.25
Vulvar Pads (1212)	—	.60
V. V. V. Anti-Pain Plaster (671A)	.25—1.50	
Blood Purifier (671A)	1.00—	7.50
Lotion (671A)	.50—	3.75
Skin Salve (671A)	.25—	2.00
Soap (671A)	.10—	.75

W

	Retail.	Doz.
Wacoma (1556)	.25—	1.75
Wade's Headache Wafers (2467)	.25—	1.40
Worm Powders (2493)	.25—	1.30
Wadleighs' Blood Purifier	1.00—	8.00
Kidney Remedy	1.00—	8.00
Liniment	.25—	1.75
Pills	.25—	1.50
Rheumatic Cure	1.00—	8.00
Remedy	1.00—	8.00
Wadsworths' Dry-Up	1.00—	8.00
Wagner's Infant Food (2524)	.35—	3.00
	.60—	5.50
	1.00—	9.50
Extolator (2525)	.75—	5.00
Restorer for Gray Hair (2525)	1.00—	6.00
Salvor (2525)	.10—	.60
	.75—	5.00
Wahoo Bitters (1463)	1.00—	8.25
Waibel's Liquid Shoo-Skeeter	.15—	1.25
Waite's Norway Pine Comp.	.50—	3.50
	1.00—	7.00
Wakefields' Blackberry Balsam (2526) R.	.35—	2.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz
Wakefield's Cathartic Pills (2526) R	.25	1.75
Cough Syrup (2526) .....R	.25—	1.90
	.50—	3.80
Egyptian Liniment (2526) R.	.25—	1.75
	.50—	3.50
Salve (2526) .....R	.25—	1.25
Eye Salve (2526) .....R	.25—	1.75
Fever Specific (2526).....R.	.50—	4.00
Golden Ointment (2526) ..R	.25—	1.75
Little Giant Pain Cure (2526) R.	.50—	3.80
Liver Pills (2526) .....R.	.25—	1.50
Nerve & Bone Liniment (2526)	.25—	1.75
Sure Cure	1.00—	8.00
Wine Bitters (2526)	.75—	5.25
Worm Destroyer (2526) ..R	.25—	1.75
Walcott's Pain Annihilator (561)	.50—	4.00
	1.00—	8.00
Rectorine	.25—	2.00
Wald Koenig Bitters	1.00—	7.50
Waldstein's Headache Tablets (551A)	.25—	2.00
Walker's Beef & Celery Wine (2581)	1.00—	7.00
Black Oil	.50—	3.80
California Vinegar Bitters (1560) R.	1.00—	8.50
Cataract Cure	1.00—	9.00
Certain Cure	.50—	4.00
Cod Liver Oil	.75—	6.00
Excelsior Plant Food (829)..	.15—	1.25
	.25—	1.83
Ginger Bitters (2581)	1.00—	7.50
Headache Tablets (2581)	.25—	1.50
Tonic (2556)	1.00—	8.00
Tonic (2356)	1.00—	8.00
Wafers (2529)	1.00—	6.00
White Oil	.50—	3.80
Wallace's Wonderful Oil	.50—	4.00
	1.00—	8.00
Wallingford's Garget Cure.....	.50—	4.00
	1.00—	8.00
Wallington's Cold-in-Head Remedy	.25—	1.75
Walnut Cat Wash	.50—	4.50
Leaf Hair Restorer (1016)..	1.00—	8.00
Oil (1542)	.50—	4.00
	1.00—	8.00
Walnutta Curling Cream (1814A)	.50—	3.00
Dandruff Cure (1814A)	.50—	3.00
Hair Grower (1814A)	.50—	3.00
Ointment (1814A)	.25—	1.75
Remover (1814A)	.50—	3.00
Reviver (1814A)	.50—	3.00
Stain (1814A)	.60—	4.50
Walnutine, Bond's (873B).....	.75—	6.00
Walsh's Goldenseal Bitters (942)	1.00—	7.50
Walshman's Diarrhoea Remedy	.50—	3.00
Walter's Benzo Creme (2467)...	.25—	1.10
Essence of Ginger (2467)....	.25—	1.50
Extract Malt Diastase	1.00—	9.00
Pain Pills (2535B)		
Poultry Powders	.25—	1.75
Triple Bromo (2467)	.10—	.65
	.25—	1.50
Washing Salts	.25—	1.80
Walther's Acme Liquid Glue (2537)	.05—	.40
	.10—	.80
Family Magnesia (2537)	.25—	1.35
Peptonized Port	.50—	4.00
	1.00—	8.00
Walton's Lotion	1.00—	9.00
Wampole's Al-vi-mine Suppositories (2538) R Adults'	.50—	3.75
Child's	.35—	2.50
Antiseptic Solution (Formalid) (2538) R.	.25—	2.00
	.50—	4.00
Vaginal Cones (2538) ..R	.50—	4.00
with Ichthyol.....	.75—	6.00
Astringent	.50—	4.00
Argentose Bougies (2538)....	1.25—	10.80
Aspergols Capsules (2538)..	.75—	5.35
Aromatic Laxative Comp. (2538) R.	.50—	4.00
	1.00—	8.00
As-par-o-line Comp. (2538).R.	1.00—	8.00
Beef Iron & Wine (2538).....	.50—	4.00
Beef Juice (2538).....R.	1.00—	7.00
Borophlogine (2538) R.....	.50—	3.38
	.75—	5.00
	1.00—	9.00
	2.00—	20.00
Broncholds (2538) R.....	.50—	3.45
Carminative Elixir (2538)...	.25—	2.00
	1.00—	7.60
Cascara Laxative (2538) R..	.25—	2.00
Colchi-Methyl Capsules (2538)	.50—	4.15
Creosote (2538)	.50—	4.00
Creo-Terpin Comp. (2538)...	.25—	2.00
	.50—	4.00
	1.00—	8.00

	Retail.	Doz.
Wampole's Digestive Kola Wine (2538) R	1.00—	8.00
Essence of Pepsin ..(2538) R	.50—	4.00
	1.00—	8.00
Ext. Malt (2538) R.....	.25—	2.00
Ferrose (2538)	.75—	6.00
Formatin (2538)	.60—	4.80
Formolid Soap (2538) R.....	.15—	1.00
Glycerine Suppositories ...R.	.25—	1.75
	.50—	3.00
Gran. Eff. Bromo-Pyrine (2538) R.	.25—	1.88
	.50—	3.88
	1.00—	7.75
Gran. Eff. Lith. Alkaline (2538) R.	.75—	6.00
Grano-Peptin (2538)	1.00—	8.00
Haemogen (2538) R.....	.50—	4.00
	1.00—	8.00
Hydrate of Magnesia (2538) R.	.50—	3.38
Hydrogen Peroxide (2538) 4-oz.	—	1.50
8-oz.	—	2.00
16-oz.	—	3.00
Hypno-Bromic Comp. (2538) ½ lb. (R) ...	1.00	7.00
¾-lb.	1.50	12.00
1 lb.	2.00	24.00
Laxara (2538)	.50—	4.00
	1.00—	8.00
	1.75—	15.00
Liquid Malt with Hypophosphites (2538) R	.25—	2.25
Wheat (2538) R.....	.50—	4.00
	1.00—	8.00
Malarialene (2538)	.50—	3.38
Methylene Blue Caps (2538).	.50—	4.15
Milk Food (2538).....R.	.50—	4.00
	1.00—	8.00
	2.00—	16.50
	3.50—	33.00
Lunch Tablets (2538).....	.25—	2.00
	.50—	4.00
	1.00—	8.00
Nasal Tablets (2538) R.....	.25—	1.80
Phospho-Lecithin (2538)	1.00—	8.00
Pyralgesic Comp. (2538)..R.	.25—	2.00
	.50—	4.00
	1.00—	8.00
Pil Nephritic (2538).....R.	.50—	3.38
Pepto-Iron Tonic (2538) R.	.25—	2.00
Saloids (2538)	.35—	3.20
Sanguinaria Comp. (2538)...	.25—	2.00
	.50—	4.00
	1.00—	8.00
Saw Palmetto Wine (2538) R.	.50—	4.00
	1.00—	8.00
Syrup Hydriodic Acid (2538) R	.50—	4.00
	1.00—	8.00
Hypophosphites (2538) R.	1.00—	8.00
White Pine Comp. (2538) R.	1.00—	6.50
Tasteless Cascara (2538)..R.	1.00—	6.50
Cod Liver Oil (2538)..R.	1.00—	8.00
Thymiodide Ointment (2538).	.50—	4.00
Tonga-Salicyl (2538)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Wheat Phosphates (2538)...	.50—	4.00
	1.00—	8.00
Wamsley's Ant Feed (2538A)....	.25—	2.00
	.50—	4.00
Bed Bug and Moth Liquid (2538A) 7 ounce bottle	.15—	1.20
15 ounce bottle	.25—	2.00
Half gallon	.60—	4.00
One gallon	1.00—	8.00
Five gallons, each	4.25—	7.00
Cock Roach Feed (2538A)....	.25—	2.00
	.50—	4.00
Water Bug Feed (2538A)	.25—	2.00
	.50—	4.00
Wanego (1689)	1.00—	8.00
Wang's Sarsaparilla (332).....	.45—	4.00
Wanner's Sepia Hair Color (2039)	1.00—	8.00
War Paint Ointment (1789)	.50—	3.50
Warburg's Tincture Elixir (1790)	1.00—	8.00
Ward's All-Healing Antiseptic (2539A)	.25—	2.00
Cough Syrup (2539A).....	.25—	1.80
Blood Purifier (2539A).....	.50—	4.00
	1.00—	8.00
Cream Lotion (2539A)	.25—	1.50
Cathartic Liver Pills (2552)..	.25—	1.50
Chalk Cream (1489)	.25—	1.75
Cream Tooth Wash (1489)...	.25—	2.00
Jersey Corn Salve.....	1.0—	.85
Kidney Compound	.75—	5.00
Liniment (2541)	.25—	1.65
	.50—	3.25
	1.00—	6.50
	.50—	3.50
Liver Hustlers (2539A)	.25—	1.50
Liver Pills	.25—	1.50
Pink Pills (2539A)	.25—	1.50

	Retail.	Doz.
Ward's Rectal Food Suppository (1091A)	3.00—	27.00
Spice Powders	.25—	2.00
Uterine Food Suppository (1091A)	3.00—	27.00
Vaginal Antiseptic Tablets (1091A)	2.00—	16.00
Vegetable Anodyne Liniment (2552)	.25—	2.00
	.50—	4.00
Ware's Hair Invigorator (124) ..	.75—	5.00
Warff's Calisaya Cordial (2043)..	.75—	7.00
Warfield's Cholera & Diarrhoea Compound	.25.—	1.75
Warm Spring Consumption Cure (1789) per bot.	5.00—	
Warner Chemical Co.'s Faceline	.25—	2.00
Warner's Pancreopepsine (2543).	1.00—	8.50
Safe Asthma Cure (2545) R..	.75—	5.60
Cure (2545)	.50—	4.00
	1.00—	8.00
Diabetes Cure (2545)....R.	1.25—	10.00
Nervine (2545)	.50—	3.75
	1.00—	7.00
Pills (2545).....R	.25—	1.40
Rheumatic Cure (2545) R	1.25—	10.00
Santol (2543).....	.50—	4.75
Syrup Wine of Tar (2554).....	.50—	3.75
Tippecanoe, The Best (2545)..	1.00—	8.00
Universal Pellets.....	.50—	4.00
Warnock's Insect Powder (1302)	.25—	1.75
Warren's Alpine Herb Tea (1362)	.10—	.75
Camphor Ice (1362).....	.10—	.75
Cough Balsam (2100).....	.25—	1.75
	.50—	3.50
Cough Syrup.....	.25—	2.00
Hamburg Purgative Tea (1362)	.10—	.75
Kidney & Liver Regulator (2327)	1.00—	7.00
Mandrake Liver Pills (2327)	.25—	1.25
Mocking Bird Food (1362) ...	.30—	2.50
Pennyroyal Pills.....	2.00—	16.00
Pile Remedy (2039).....	1.00—	7.75
Syrup Wild Cherry (2327)....	.25—	1.75
	.50—	3.25
Three Kings Tea (1362).....	.10—	.75
Tonic Cordial (2039).....	1.00—	7 75
Warrenton's Cholera & Diarrhoea Cure (581)	.25—	2.00
Kidney & Liver Cure (581)..	1.00—	8.00
Liniment (581).....	.25—	2.00
Little Family Pills (581).....	.25—	1.50
Rheumatic Cure (581).....	1.00—	8.00
Lotion (581).....	1.00—	8.00
Royal Pile Cure (581).....	1.00—	8.00
Throat & Lung Cure.....	.35—	2.75
Toothache Drops (581).....	.25—	1.50
Universal Salve (581).....	.25—	2.00
Warriner's Aromatic Castor Oil (873B)	.25—	2.00
Washburn's Salicylica (2622)....	1.00—	8.00
Spavine Bone Cure.....	3.00—	30.00
Washington's Celebrated Venetian Liniment (909)	1.00—	8.00
Family Tea.....	.25—	1.90
Magic Cream.....	.50—	4.00
	1.00—	8.00
Waso Ointment (1864)	1.00—	8.00
Wassall's Tooth Powder.....	.50—	4.50
Wassley's Tea.....	.10—	.75
Waterbury Antithermoline (2548)	.50—	4.00
	1.00—	8.00
Cod Liver Oil Com. (with Creosote & Guaiacol) (2548)	1.00—	8.00
Cod Liver Oil Comp. (2549) (plain)	1.00—	8.00
Fish Food (1587).....	.05—	.40
Waters' Dentifrice (922).....	.25—	1.50
Pulmonica	1.00—	8.00
Watkin's Barb Wire Embrocation (2552)	.50—	3.50
Carminative Cough Syrup (2552)	.50—	3.50
Cathartic Liver Pills (2552).	.25—	1.75
	.50—	3.50
Chill Elixir (670)	1.00—	6.50
Condition Powders (2552)....	.25—	1.75
	.50—	3.50
Corn Cure (2552).....	.15—	1.05
Dyspepsia Tablets (2552).....	.50—	3.50
Egyptian Stick Salve (2552).	.10—	.70
Face Cream (2552)	.25—	1.75
Headache Tablets (2552)	.25—	1.75
Kaline Compound Pills (1549)	1.25—	12.00
Kidney Tablets (2552)	.50—	3.50
Liniment (2552A)	.50—	3.75
Little Liver Pills (2552).....	.25—	1.75
Oriental Pain Reliever (2552)	1.00—	7.00
Nerve Tonic (2552)	1.00—	7.00
Worm Killer (2552)	.25—	1 75
Pabular Stock Food (2552)..	.50—	3.50

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Watkin's Pile Ointment (972)	.50	3.50
	.50—	3.50
Rose Pomade (2552)	.25—	1.75
Sarsaparilla (2552)	1.00—	7.00
Talcum Powder (2552)	.15—	1.05
Tooth Powder (2552)	.15—	1.05
Veterinary Ointment (2552)	.50—	3.50
Watson's Ant-Sugar (309A)	.25—	2.00
Jamaica Ginger (2333)	.25—	1.50
Liniment	.25—	2.00
	.50—	4.00
Rheumatic Remedy (527)	.25—	2.00
Watt's Eczema Ointment (1395A)	.25—	1.75
Jelly of Glycerine & Violets (2553)	.25—	1.85
Nervous Antidote	1.00—	8.00
Peptonized Soda Mint Pellets (2553)	.25—	1.75
Sarsaparilla	.50—	4.00
	.75—	6.00
Waukeezie Corn Cure	.15—	1.00
Wauregan Salt Rheum Ointment (1246)	.25—	1.85
Waviline, Richmond's	.50—	4.00
Wayne's Aphrodisiac Tablets (2556)	1.00—	8.50
Diuretic Elixir (2556)	1.00—	8.00
W. C. E. Cough Drops (744) 36-5c. tin boxes	—	1.25
Lozenges (744) 40-5c boxes	—	1.25
Weare's Condition Powders	.25—	1.75
Heave Cure	.50—	3.50
	1.50—	12.00
Poultry Powders	.25—	1.75
Wearn's Chill Pills (369)	.25—	2.00
Dyspepsia Remedy (369)	.50—	4.00
G. Specific (369)	1.00—	8.00
Weatherby's Michigan Catarrh Remedy (1083)	.50—	3.75
Weaver's Canker Cure	.50—	4.00
Cerate (619)	.25—	1.10
La-Grippe Capsules	.50—	4.00
Pyrophosphates Compound Elixir	.50—	4.00
Salt Rheum Syrup (619)	1.25—	10.50
Webb's Family Ointment (2044)	.25—	2.00
	.50—	4.00
Family Tea (2044)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Haemony (1601)	.50—	4.00
Nervine (149)	1.00—	8.00
Webber's Concentrated Solution Hydriodic Acid (309) R.	1.00—	9.00
	3.00—	27.00
Hypophosphites (309) R.	.75—	6.00
	2.00—	18.00
Weber's Alpine Tea (2560)	.10—	.80
Cold-in-the-Head Cure (1089)	.25—	2.00
Cold-in-Head Powders	.25—	2.00
Corn Cure	.50—	4.00
Essence of Life (2560)	.25—	2.00
Fig Syrup (2559)	.10—	.80
	.25—	2.00
German Cough Balsam (2559)	.10—	.80
	.25—	2.00
Stomach Bitters (2559)	.25—	2.00
	1.00—	8.00
Hamburg Tea (----)	.10—	.80
Herb Lotion (Antiseptic) (2559)	.50—	4.00
Herbaria Blood & Nerve Tonic (2559)	.75—	4.00
	1.25—	8.00
Hypophosphites Conc. (309) R	.75—	6.00
	2.00—	18.00
Imported Alpine Herb Tea (2559)	.10—	.80
Hamburger Tea (2559)	.10—	.80
Medical Soap (2559)	.15—	1.20
Pectura Tea (2560)	.10—	.80
Russian Liniment (2560)	.25—	2.50
Solution Hydriodic Acid (312) R.	1.00—	9.00
	3.00—	27.00
Syrup, Tasteless Quinine, 2 grs. (2558)	1.00—	7.00
5 pts.	—	2.50
5 grs. (2558)	1.25—	10.80
5 pts.	—	4.25
Three Kings Holland Tea (2059)	.10—	1.00
Tea (2560)	.10—	.80
Week's Toothache Jelly (2562)	.25—	1.25
Wei de Meyer's Catarrh Cure (432) R	1.00—	8.50
Weidzel's Gout & Rheumatism Remedy (1079)	1.00—	9.00
Weirick Rectal Dilators (1021)	3.00—	27.00
Weis Library Paste (2564)	.05—	.40
	.10—	.75
	.25—	1.80

	Retail.	Doz.
Weisbaden Kochbrunner Salt (723)	1.00—	7.00
Weiser Putz Cream (1591) per gross	—	9.00
Weismann's Aniseed Bitters	.25—	2.00
Baby Sup	.50—	4.00
Worm Lozenges	.25—	1.75
Welch's Aegopodium (561)	1.00—	8.00
Female Pills (847)	.60—	4.50
Welch's Grape Juice (2565) per case, 3-oz., (8 doz.)	—	6.00
½-pints (3 doz.)	—	4.25
pints (2 doz.)	—	3.00
quarts (1 doz.)	—	4.50
½-gallons (1 doz.)	—	8.00
gallons (½-doz.)	—	7.50
Welch's Indian Remedy (1596)	.25—	1.75
	.50—	3.00
Magic Tea	.25—	2.00
	.50—	4.00
	1.00—	8.00
Welcome's Cough Remedy (949)	.25—	2.00
	1.00—	8.00
Diarrhoea Syrup (949)	.35—	2.75
Liver Regulator (949)	1.00—	8.00
Wells' Acid Tonic (2570)	1.00—	9.00
Alkaline Cathartic Tablets (2570)	.25—	2.00
Anodyne Cordial (2572)	.25—	2.00
Nerve Pills (2570)	2.00—	20.00
Baby Powders (2570)	.25—	2.00
Bed Wetting Tablets (2570)	.50—	4.50
Bronchia-Nasel Tablets (2570)	.25—	2.00
Cholera Infantum Tablets (2570)	.35—	3.00
Cough Tablets (2570)	.15—	1.20
Cream Face Powder (2570)	.25—	2.00
Croup Tablets (2570)	.25—	2.00
Digestive Tablets (2570)	.50—	4.50
Dime Headache Cure (2572)	.10—	.85
Fever Tablets (2570)	.25—	2.00
Hair Balsam (2570)	.50—	4.50
	1.00—	9.00
Tone (2570)	.50—	4.50
	1.00—	9.00
Hay Fever Powders (2570)	.50—	4.50
Health Renewer (2570)	1.00—	9.00
Hoosier Poultry Powders (2572)	.25—	2.00
Hysteria Tablets (2570)	.50—	4.50
Injection Tablets (2570)	.50—	4.50
Invisible Cream Velvet Face Powder (2570)	.25—	2.00
Velvet Cream (Liquid) (2570)	1.00—	9.00
Kidney, Bladder & Urinary Cure (2570)	.50—	4.50
	1.00—	9.00
Laxative Tablets (2570)	.15—	1.20
Liver Tablets (2570)	.15—	1.20
Meadow Flower (2572)	.50—	4.00
Miracle Healing Powd. (2570)	.25—	4.50
Mayapple Pills (2572)	.25—	1.75
Nerve & Bone Liniment	.25—	1.75
	.50—	3.50
	1.00—	7.00
Nerve Quieter Powders (2570)	2.00—	20.00
Neuralgia Cure (2568)	.50—	4.00
New Cough Cure (2572)	.25—	2.00
	.50—	4.00
New Tonic Treatment (2570)	.25—	2.00
	.50—	4.50
	1.00—	9.00
Periosteal Tablets	.25—	2.00
Plasters (1903)	.20—	1.25
	.25—	1.67
	.35—	2.25
Poorman's Plasters (1903)	.25—	1.25
Sexual Brain Pills (2570)	2.00—	20.00
Shoo-Fly Fly Paper (1903) per 100 sheets	—	2.25
Starching & Ironing Powders (2570)	.10—	.90
Stomach Elixir (2570)	.35—	3.00
	.75—	7.20
Sweat Tablets (2570)	.35—	3.00
Teething Tablets (2570)	.25—	2.00
Toilet Hair Luxury (2570)	1.00—	9.00
Velvet Cream Tooth Powder (2570)	.25—	2.00
Voice & Throat Tablets (2570)	.50—	4.50
Whooping Cough Tablets (2570)	.25—	2.00
Weling's Dyspepsia Tablets	.50—	4.00
Headache Cure	.25—	2.00
Wenck's Tar & Wild Cherry Glycerole	.25—	2.00
	.50—	4.00
	1.00—	9.00
Vermifuge	.25—	1.75
Wendel's Swiss Lozenges (2574)	.25—	2.00

	Retail.	Doz.
Werloffs' Soufre Antigoutteux (847)	2.00—	15.00
Wesley's Bronchite Troches (743)	.10—	.50
Copaiba & Sandal Wood 2581)	1.50—	9.00
Tansy, Pennyroyal & Cotton Root (2581)	1.00—	6.00
White Rose Injection (2581)	1.00—	6.00
Wessell's Cough Cure	.25—	2.00
West's Botanic Cough Balsam	.25—	2.00
	.50—	4.00
Cough Syrup	.25—	1.50
	.50—	3.00
	1.00—	7.00
Electric Cure (2578)	1.00—	7.00
Instant Cure	.25—	1.75
	.50—	3.50
Liver Pills (2622)	.10—	.75
Nerve & Brain Treatment (2622)	1.00—	8.00
Pulmonary Balsam	.25—	2.00
	.50—	4.00
	1.00—	8.00
Vegeto-Mineral Vitalizer (464A)	.25—	1.75
	.50—	3.50
Westijen Mangani Pepto-Ferum (710)	1.00—	9.00
Westlake's Vegetable Ointment (2656) R.	.25—	1.87½
Westphal's Auxiliator (2583)	.50—	4.00
	1.00—	8.00
W. E. T. Bitters (2448)	.50—	3.50
Wetherill's Cholera Mixture (2199)	.25—	2.00
Wetmore Co's Cubeb Cigarettes (2585)	.10—	.63
O. K. Cubeb Cigarettes (2585)	.10—	.75
Wetmore's Electric Glue (2585)	.10—	.65
Lemon Salts (2585)	.10—	.75
Wettstein's Liniment (2208)	.25—	1.50
W. D. S. Pills (2645)	.25—	2.00
Wharton's Emulsion Cod Liver Oil (219)	1.00—	7.00
Wheat Bitters	1.00—	8.00
Food (241)	1.00—	6.00
Wheaton's Itch Ointment (1922)	.50—	4.60
Wheel in your Head? (2632)	.10—	.75
	.25—	2.00
Wheeler's Capiticura	1.00—	7.20
Cough Syrup	.50—	3.80
Electric Tea (2399)	.25—	2.00
	.50—	3.00
	1.00—	6.00
Elixir (2391)	1.00—	8.25
Headache Specific (2399)	.25—	1.50
Heart & Nerve Cure, Adironda (2589)	.50—	4.00
Malaria Capsules (2399)	.50—	3.00
Nerve Vitalizer (291)	1.00—	8.00
Nursing Syrup	.25—	1.75
Spine & Liver Pills (291)	.25—	2.00
Worm Confections	.25—	1.75
Whitall's Anti-Corpulence Pills	2.00—	18.00
Tansy Compound Pills	2.00—	15.00
Whitcomb's Asthma Remedy (357)	1.25—	11.25
Nerve Bitters	1.00—	8.00
Ointment	.25—	1.80
Soothing Syrup	—	1.75
White Glycerine Salve (2630)	.25—	1.80
Cross Corn Cure (2595)	.10—	.75
Cough Syrup (2595)	.25—	2.00
Hair Tonic (2595)	.50—	4.50
Headache Powders (2595)	.10—	.75
Kidney & Liver Tea (2595)	.10—	.75
Prickley Heat Powders (2595)	.20—	1.20
Salt	.50—	4.00
Toothache Drops (2595)	.10—	.75
Diamond Glass & Silver Polish (1530) Liquid	.25—	1.50
Powdered	.10—	.65
	.20—	1.50
	.30—	3.00
Food (831)	1.00—	8.00
Mountain Astringent Tea	.25—	2.00
Paraffine Chewing Gum (555A) per box of 200 pkgs.	—	.16
Tonic Tea	.25—	2.00
Oil Liniment (131A)	.25—	1.50
Pine Mullen (1857)	.25—	1.90
Rabbit Easter Egg Dyes (670) 40 5c.-pkgs. in box	—	1.00
Paper Dyes (670) 40 5c.-pkgs. in box	—	1.00
Rose Cream (2505A)	.25—	1.85
Lotion (2505A)	.25—	1.85
Pile Cure (1498)	1.00—	8.00
Shaving Soap (1595)	.15—	.90
Seal Corn Cure (1333)	.10—	.75
Cough Balsam (1333)	.25—	2.00
Dyspepsia Tablets (1333)	.25—	2.00
Hair Tonic (1333)	.50—	4.00
Headache Powders (1333)	.10—	.75
Liniment (1333)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
White Seal Liver Granules (1333)	.10—	.75
Pills (1333)	.10—	.75
Salve (1333)	.25—	2.00
Toothache Wax (1333)	.10—	.75
Wheat Gluten Suppositories (1246)	.50—	4.25
Malt Whiskey (1480)	1.00—	7.50
Wonder Soap (2184)	.25—	1.75
White & White's Antiseptic Tooth Powder (2600)	.25—	1.75
Cough Drops (2600) per box	—	1.00
Headache Powders (2600)	.10—	.75
Orchid Cream (2600)	.25—	1.75
Soap (2600)	.10—	.75
White's Backache & Kidney Plasters (2054) gross		—21.00
Blood & Liver Pills (2593)	.25—	1.25
Blood Purifier (2603)	1.00—	8.00
Chicken Cholera Cure (2593)	.25—	1.75
Chocolate Coated Cascara Tonic Laxative Tablets (2597A)	.25—	2.00
Cod Liver Oil & Lime	1.00—	8.00
Complexion Arsenic Wafers (1091A)	.50—	4.00
	1.00—	8.00
Constipation Cure (Pills) (2603)	1.00—	8.00
Cough Syrup (2593)	.25—	1.50
Cream Vermifuge (166)	.25—	1.75
Dandelion Alterative (2592)	1.00—	8.00
& Buchu	1.00—	8.00
Extract	1.00—	7.50
Dental Meditrina (2596)	.50—	4.00
Dandruff Cure (2603)	1.00—	8.00
Diarrhoea Cordial (2593)	.25—	1.50
Favorite Herbs for Kidney & Liver Troubles (2593)	.25—	1.75
Flaxseed & Cough Balsam (1091A)	.25—	2.00
	.50—	4.00
Furniture Polish (2593)	.25—	2.00
Golden Horse Tonic (1337)	.50—	4.00
Gout & Rheumatic Pills (1088)	.50—	3.50
Grip & Cold Cure (2593)	.25—	1.50
Headache Powders (2593)	.10—	.75
Hold Fast Fly Paper	.05—	.35
Improved Vermifuge (2593)	.25—	1.65
Indigestion Cure (2603)	1.00—	8.00
Nerve Pills (2603)	1.00—	8.00
Neuralgia Cure (2597)	.25—	1.75
	.50—	3.75
New Hair Grower (2603)	1.50—	12.00
Brush (2603)	.50—	4.00
Dressing (2603)	.50—	4.00
Soap (2603)	.25—	2.00
Obesity Remedy (1091A)	1.50—	12.00
One Drop Toothache Cure (2597A)	.10—	.75
Opium & Cocaine Tablets (1030)	.50—	4.00
Pills (2054)	.25—	1.50
Plasters	.10—	.75
Pulmonaria (2592)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Elixir (1097) R.	.25—	2.00
	.50—	4.00
Quick Relief (2593)	.25—	1.50
Reliable Worm Syrup (1901A)	.25—	2.00
Rheumatic Cure (2597)	.75—	6.00
Herb Liniment (2593)	.25—	2.00
Oil (2597A)	.25—	2.00
(Peleg.) Salve (2622)	.10—	.75
	.25—	1.75
Sarsaparilla with Potash & Iron (2593)	1.00—	7.50
Scalp Cleaner	.50—	4.50
Soothing Syrup (2171)	.25—	1.75
Southern Chill Cure (2593)	.50—	3.50
Specialty Diptheria (2601)	.50—	4.00
Stomach Bitters	1.00—	7.50
Sycosis Cure (2603)	.50—	4.00
Tar Camphorettes	.35—	2.50
Ten Minute Headache Cure (2054)	.10—	.75
Tooth Powder (1828)	.25—	1.25
Toothache Drops (2593)	.10—	.75
Whisker Dyes (2593)	.25—	1.75
Wine of Cocoa (1091A)	1.00—	8.00
Worm Powders (2593)	.10—	.75
Yucatan Chewing Gum (90) boxes	—	.65
cartons	—	2.50
Whitehall's Anti-Bilious Pills (2604)	.25—	1.50
Megrimine (2604)	.50—	3.75
Neuro-Tonic Pills (2604)	.50—	3.75
Rheumatic Cure (2604)	.50—	3.75
Whitehead's Mustard Essence (2143)	.25—	1.50
Whitemack's Extract	.25—	2.00
Tar Syrup	.25—	2.00
	.50—	3.80
Whiting's Arsenic Complexion Wafers	.50—	4.00
	1.00—	8.00

	Retail.	Doz.
Whitlock's Dyspepsia Mixture	.50—	4.00
Whitmore's Diarrhoea Syrup	.25—	1.75
Whitney's Dry-Up	1.00—	8.00
Reagent	1.50—	12.00
Whittemore's Polishes (2608)		
Boston Waterproof Polish	.25—	2.00
Box-Calf Paste	.05—	.45
	.10—	.75
Champion Polish	.25—	2.00
Junior	.10—	.85
Dandy Russet Combination	.25—	2.00
Russet Paste	.05—	.45
	.10—	.75
Elite Combination	.10—	.75
	25—	2.00
French Gloss	.10—	.75
Gilt Edge Dressing	.25—	2.00
Midget Oxblood Combination	.10—	.75
New Era Waterproof Paste	.10—	.75
Oxblood Paste	.05—	.45
	.10—	.75
Peerless Oxblood Combination	.25—	2.00
Royal Gloss	.10—	.75
Sacramento Ague Specific	1.00—	8.00
Superb Patent Leather Paste	.10—	.75
	.05—	.45
Whitten's Golden Salve	.25—	1.75
Whittier's Cocoa Liniment	.50—	3.50
	1.00—	7.00
Whittlesey's Ague Cure	.50—	4.00
Dyspepsia Cure	1.00—	7.00
Whitworth's Remedy	.25—	1.90
Wide-a-Wake	.25—	1.75
Widow Gray's Balsam	.25—	1.75
Wier's Electuary	1.00—	8.00
Lemon-Seltzer (1771)	.10—	.75
	.25—	2.00
	.50—	4.00
Wiesbaden Soap (723)	.50—	2.50
Wiggins' Cherry Cordial	.38—	2.75
Wikoffs' (Aunt) India Worm Syrup (1189)	.25—	1.50
Wilbur's Cocoa (2609A) XX per lb.	.25—	
Pure, per lb.	.35—	
Soluble Cocoa, per lb. (2609A)	.50—	
Wilcox's Anti-Corpulene Pills (2611)	2.00—	15.60
Binoxide of Manganese Pills (2611)	1.00—	9.30
Wilcox's Pulmonic Balsam	.35—	2.75
Tansy Comp. Pills (2611)	2.00—	15.00
Olive or Myrtle Tonic (2507)	1.00—	6.00
Wilder's Sarsaparilla & Wash R.	1.00—	8.00
Stomach Bitters (1008) R.	1.00—	8.00
Wilhelm's Geneva Tea	.25—	1.50
Herb Tea (2615)	.25—	1.50
Syrup of Tar & Wild Cherry (2615)	.25—	1.75
	.50—	3.50
Wilhoft's Antiperiodic Tonic	1.00—	7.00
Wilkinson Cinchona Febrifuge Elixir (2618)	1.00—	7.00
Will E. E.'s Exterminator	.25—	1.25
Will's Cockroach Killer (743)	.25—	1.25
Rheumatic Cure	1.00—	8.00
Rat Killer (743)	.10—	.75
Remedy (corns & bunions) (1346)	.20—	1.50
Worm Candy (1829)	.25—	1.50
Willamette Corn Cure (257)	.25—	2.04
Willard's Neuralgia Pills	.25—	1.80
Revitalizer	1.00—	8.40
Willet's Wine Cod Liver Oil (131A)	1.00—	7.00
Willey's Catarrh Discovery	.50—	3.50
Discovery (1491)	.50—	3.75
Headache Cure (789)	.10—	.75
Williams' Anti Constipation Pills (1021)	.50—	4.00
Australian Herb Pills (166)	.25—	1.75
Jaundice Bitters	.35—	2.75
Pile Remedy (512A)	1.50—	9.00
Alpine Honey Soap (2620)	.05—	.40
	.10—	.75
Asthma Remedy (1174)	.50—	4.00
(743)	.25—	1.50
	.50—	3.00
Bar Barber's Shaving Soap (2620) per cake 10 box	.50—	
Barber's Favorite Shaving Soap (2620)	.10—	.87
Blackberry Syrup (153)	.25—	2.00
Blood Purifier	1.00—	7.75
Brown Windsor Soap (2620)	.05—	.40
Carbolic Salve (153)	.25—	1.75
Carbolic Salve with Arnica and Witch Hazel (2622)	.25—	2.00
Soap (2620)	.10—	.75
Caustic	.10—	.60
Comp. Potass. & Guaiacum Tablets (1030)	.50—	4.00
El Soudan Palm Soap (2620)	.05—	.40
	.10—	.75

	Retail.	Doz.
English Cholera Cure (1906)	.25—	2.00
Syrup Wild Cherry & Tar (1906)	.25—	2.00
Extract Root Beer (2621A)	.25—	1.75
Floating Empress Bath Soap (2620)	.10—	.67
Glue	.25—	1.50
Glycerated Tar Soap (2620)	.10—	.75
Handoline	.25—	2.00
Indian Pile Ointment (2622)	.50—	4.00
	1.00—	8.00
Jamaica Ginger (1595)	.10—	.80
Jersey Cream Toilet Soap (2620)	.15—	1.33
Kidney Pills (2622)	.50—	4.00
Liniment (2019)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Lock Jaw Lotion	.25—	2.25
	.50—	4.50
Luxury Shaving Tablets (2620)	.25—	1.94
Magnetic Relief	.25—	1.75
Menthol Crayons (2143)	.25—	1.75
Pencils	.10—	.75
Million Fly Paper	—	.25
Mt. Horeb Castile Soap (2620)	.05—	.40
	.10—	.75
Mug Shaving Soap (2620) R	.05—	.34
New England Cough Remedy	.25—	2.00
Nursery Cream Soap (2620)	.25—	2.00
Pain Extractor	.50—	4.00
Pink Pills For Pale People (1039) R.	.50—	4.00
Roach Food	1.00—	8.30
Root Beer	.25—	1.75
Shavers' Delight Shaving Tablets (2620)	.10—	.71
Silvershine	.10—	.85
	.25—	1.75
per gal.	—	2.00
Turkish Bath Soap (2620)	.05—	.40
White Cross Castile Soap (2620)	.10—	.75
Glycerine Soap (2620) R	.05—	.36
	.10—	.72
Wild Cherry Balsam (2211)	.50—	3.50
Worm Confections (153)	.25—	1.50
Yankee Shaving Soap (2620)	.10—	1.00
Willifer's Corn Remedy (332)	.25—	2.00
Salve (332)	.10—	.85
Kidney Cure (332)	1.00—	8.00
Kidney Pills (332)	.25—	2.00
Toothache Gum (332)	.10—	.75
Willis' Cal. Reliever (743)	.20—	1.50
Positive Cure Headache Powders (743)	.15—	1.00
Wills' English Pills (2571) R.	.25—	2.00
Wilson's Balsam	.25—	1.75
	.50—	3.50
Carbolated Norwegian Cod Liver Oil (2483)	1.00—	8.00
Monarch Oil	.50—	3.50
	1.00—	7.00
Sarsaparilla	.50—	3.50
Wilson's Antiseptic Tablets (2677)	.25—	1.80
	.50—	4.80
Blood Renewer	.50—	4.25
Carbolated Cod Liver Oil	1.00—	7.50
Cerizane Balsam	.50—	4.00
Cold-in-the-Head Cure	.25—	2.00
Tablets (1872)	.25—	2.00
Consumptive Remedy	3.00—	27.00
Cough Annihilator	.35—	2.75
Dysentery Syrup	.75—	6.50
Dyspepton, Liquid (2632A)	.50—	4.00
	1.00—	8.00
Female Pills (1657)	.50—	4.00
Hair Lotion (847)	1.25—	10.00
Lightning Kidney Remedy (620)	1.00—	7.00
Liver Pills (2632A)	.25—	2.00
Tablets (2632A)	.50—	4.00
	1.00—	8.00
Local Anaesthetic (2596), per oz.	—	1.00
per 6 ozs.	—	5.00
per 20 ozs.	—15.00	
Magnetic Vegetable Ointment (2250) R	.25—	1.80
	.50—	3.60
Monarch Cream	.50—	1.75
Mole Remover (1963)	2.00—	16.00
Neuropathic Drops (1531) R.	.50—	4.00
Pills (773) R.	.25—	1.50
Rheumatic Liniment	.25—	2.00
	.50—	4.00
Sanative Wafers	.25—	1.75
Toilet Cream (847)	2.00—	15.00
Vegetable Balsam (1657)	1.00—	9.00
Wild Cherry Phosphate (1091A)	.25—	2.00
Wilton's Catarrh Cure	.50—	3.75
	1.00—	7.50
Winan's Indian Cure (263A)	1.00—	8.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Winan's Liniment (2633A)	.50	4.00
Relief (2633A)	.25—	1.75
Winchell's Teething Syrup (741)	.25—	1.80
Winchester's Cough Cordial (2633) R	.25—	2.00
	.50—	4.00
Family Pills (2633) R	.20—	1.67
	.50—	4.00
Hypophosphites (2633) R. Lime & Soda	1.00—	8.50
	2.00—	17.00
Lime	1.00—	8.50
Soda	1.00—	8.50
Manganese	1.00—	8.50
Potassa	1.00—	8.50
Pile Cure (2634)	1.00—	8.00
Specific Pills (2633) R	1.00—	8.50
Syrup Hypophosphites (2633)	1.00—	8.50
	2.00—	17.00
Windsor Expectorant Cough Balsam	.25—	2.00
Florentine Balm	.25—	2.00
Soothing Syrup	.25—	1.50
Wine of Apocynum (see Johnson).		
Coca, Restorative (927)	1.00—	9.00
Wine of Life (2340)	.50—	3.50
	1.00—	6.50
Wine of the Woods—see Dame's.		
Winer's Canadian Vermifuge (561) R	.25—	1.67
Wing's Anti-Bilious Pills	.25—	1.50
Balm	.25—	1.75
Balsam (561)	.25—	1.75
Corn & Bunion Plasters (1489)	.10—	.75
Corn Remedy (1489)	.25—	1.75
Elitetne (1227)	.25—	1.50
Headache Specific (1489)	.10—	.75
	.25—	1.75
Little Health Pills (1489)	.25—	1.50
Ointment (561)	.25—	1.75
Oriental Balsam (561)	.25—	1.75
	.50—	3.50
Poultry Powders (2650)	.25—	1.75
Salicylated Talcum Powders (1227)	.25—	1.75
Specific (561)	.25—	1.75
Winkelmann's Blood & Liver Pills (2295A)	.25—	1.50
Diarrhoea & Cholera Remedy (2295A)	.25—	1.75
Worm Confections (2295A)	.20—	1.25
Winkle Juvenis Outfits (1050)	3.50—	30.00
Winn's Corn Cure (922) R	.25—	1.42
Winslow's Cocanlid Tablets (1030)	.35—	3.00
Sarsaparilla (1171)	1.00—	8.00
Soothing Syrup (92)	.25—	1.90
Talcum Powder (2143)	.10—	.75
Winston's Cough Lozenges (Ellis) (730)	.15—	.75
Winston's Vermifuge (2116)	.25—	1.50
Winter's Camphor Cream	.25—	1.75
Catarrh Cure (1015)	.50—	3.85
Kidney & Bladder Cure (1015)	.50—	3.85
Rheumatic Elixir (743)	.50—	3.00
Wintersmith's Buchu (1865) R	1.00—	7.00
Chill Tonic (1865) R	.50—	3.75
	1.00—	7.50
Mandrake Pills (1865) R	.25—	2.00
Mata Mosquito (1865) R	.10—	.75
	.25—	1.50
Sarsaparilla (1865) R	1.00—	7.00
Worm Candy (1865) R	.25—	1.25
Wirt's Maleine (2087) (Injection)	1.00—	8.00
(Internal)	1.00—	8.00
Tasteless Castor Oil (2087)	.25—	1.75
Wis Phar. Co.'s Arnica & Witch Hazel Salve (2640)	.25—	1.25
Baby Cough Syrup (2640)	.25—	1.25
Beef, Wine & Iron (2640)	.75—	5.50
Blackberry Balsam (2640)	.25—	1.35
Catarrh Jelly (2640)	.25—	1.35
Celery Comp. (2640)	1.00—	5.00
Condition Powders (2640)	.25—	1.25
Extract Sarsaparilla (2640)	1.00—	6.00
Hair Grower (2640)	.75—	5.00
Headache Tablets (2640)	.25—	1.25
Hive Syrup (2640)	.25—	1.25
Laxative Fruit Syrup (2640)	.25—	1.25
Laxative Health Tea (2640)	.25—	1.25
Liniment (2640)	.25—	1.35
	.50—	2.50
Liver Pills (2640)	.25—	1.25
Marsh Root Extract (2640)	.50—	2.75
	1.00—	5.00
Pile Cure (2640)	.50—	3.00
Poultry Powders (2640)	.25—	1.25
Syrup Wild Cherry & Tar (2640)	.25—	1.25
	50.—	2.50
Toilet Cream (2640)	.25—	1.25
Tooth Powder (2640)	.25—	1.25
White Pine Balsam (2640)	.25—	1.25
	.50—	2.50
Worm Candy (2640)	.25—	1.25
Worm Syrup (2640)	.25—	1.25

	Retail.	Doz.
Wischerth & Dozier's Headache Powders (2640A)	.10—	.75
Wisdom's Robertine Powders (254B)	.50—	4.15
Wise's Phos-Sodal (248)	.50—	3.75
	1.50—	12.00
Wishart's Pine Tree Tar Cordial (397)R	1.00—	8.00
Plasters (397)	.15—	1.20
Sugar Worm Drops (397) R	.20—	1.50
Wistar's Balsam Wild Cherry (853) R	.25—	2.00
	.50—	4.00
	1.00—	8.00
Cathartic Pills (853) R	.25—	1.50
Cough Tablets (2570)	.25—	2.00
Witts' Babies Colic Cure (743)	.25—	1.50
Babies Diarrhoea Cholera Specific (743)	.25—	1.50
Pleasant Worm Syrup (743)	.25—	1.50
Witts' Baby's Cough & Croup Cure (743)	.25—	1.50
Physic (743)	.25—	1.50
Soothing Cordial (Babies) (743)	.25—	1.50
Sweet Worm Powders (743)	.10—	.60
Teething Lotion (743)	.25—	1.50
Wizard Liniment (2562)	.50—	3.50
Wlinsis Chemical Paper (847)	.50—	1.00
W. M. Co.'s Anti-Bilious Pills (2604)	.25—	1.50
W. M. & G. Country Club Bitters	.25—	2.00
Wolcott's Hickory Nut Cream	.50—	4.00
	1.00—	8.00
Pain Paint (561)	.50—	4.25
	1.00—	8.50
Wolf Magic Salve (131B)	.25—	2.00
Wolf's Headache Cure (564)	.25—	1.75
New Recipe	.25—	2.00
Wolfarth's Beef, Iron & Wine	.50—	4.00
Wolf-Bane Liniment (2299)	.25—	2.00
Liver Pills (2299)	.25—	2.00
Rheumatism Cure (2299)	.50—	4.00
Tonic & Blood Purifier (2299)	.50—	4.00
Vegetable Comp. (2299)	1.00—	8.00
Wolff's Acme Leather Dressing (2643)	.15—	1.25
Black Leather Dyes (2643)	.25—	2.00
Ceroline (2643)	.25—	2.00
Combination Packages (2643)	.10—	.85
	.25—	2.00
Levantine (Leather) (2643)	.10—	.85
	1.00—	7.50
Patent & Enameled Leather Dressing (2643)	.25—	2.00
Schnapps (2642A)	.75—	6.00
	1.25—	11.50
Waxines (Black & Russet Leather) (2643)	.05—	.45
	.10—	.80
Wolfstirn's Infallible Rheumatic & Gout Remedy (1286A)	.75—	6.50
Wolgamott's Stomach & Liver Lozenges	.25—	1.50
Woman's Safe Guard Friend (2399)	1.00—	6.00
Wondercure Headache Powders (1550)	.10—	.75
Wonderful Dream Salve (2465)	.25—	2.00
Flight, Morley's (1646) R	.25—	1.95
	.50—	3.90
Healing Plasters (1562)	.15—	1.10
Wonderine	.25—	2.00
Wood's Adhesive Plaster (1259)		
1 yd. long, 7 in. wide, R.	—	4.80
10 yds. long, ½-in. wide, R.	—	5.40
10 yds. long, 1 in. wide, R.	—	6.60
10 yds. long, 2 in. wide, R.	—	9.00
10 yds. long, 3 in. wide, R.	—	12.00
Dentifrice (1604)	.25—	1.75
Female Medicine	1.00—	7.50
Fever Pills (2648)	.50—	3.50
Foot Powder (1906)	.25—	1.75
Horse Liniment	.50—	4.00
King Cough Cure	1.50—	3.75
Liver Powders	1.00—	7.50
Liver Regulator	1.00—	8.00
Lung Balsam	.75—	6.50
Medicina	.50—	3.80
Norway Pine Syrup (846)	.25—	2.00
	.50—	4.00
Palatable Chill Tonic (2489) R.	.50—	3.75
Penetrating Plasters (1259) R., per gross	—	18.00
Pile Cure (648)	.25—	1.75
	.50—	4.00
Prescription, No. 42,400 (1089)	1.25—	10.00
Rheumatism Cure (285)	1.00—	8.50
Sarsaparilla (399)	—	6.00
Woodbury's Arsenic Wafers	1.00—	8.00
Clear Skin Cream (1252)	.50—	4.00

	Retail.	Doz.
Woodbury's Lotion (1252)	1.00—	8.00
Dental Cream (1252)	.25—	2.00
Facial Cream (1252)	.25—	2.00
Powders (1252)	.25—	2.00
Soap (1252)	.25—	2.00
Hair & Scalp Cleaner (1252)	.50—	4.00
Tonic (1252)	.50—	4.00
Odorine Powder (1252)	.25—	2.00
Pelis Cream (1252)	1.00—	8.00
Shaving Soap	.10—	.75
Stick (1252)	.25—	2.00
Tooth Powder (1252)	.25—	2.00
Woodcock's Anti-Scorbutic Ointment	.25—	1.75
Botanic Eye Ointment	.25—	1.75
Extract Burdock Root Compound	.75—	6.00
Golden Drops	.50—	4.00
Gout & Rheumatic Pills	.25—	1.75
Woodford's Sanitary Lotion (643)	.50—	4.00
	1.00—	8.00
Woodlark's Antiseptic Tooth Paste (2650)	.25—	.75
Bed Bug Banisher (2650)	.35—	2.75
Oregon Fruit Salts (2650)	.50—	3.50
Pitch Plasters (2650)	.12½—	1.00
Oriental Hair Tea (2650)	.25—	2.00
Pacific Sea Salt (2650)	.25—	1.75
Parlor Paste (2650)	.25—	1.75
Skin Food (2650)	.35—	2.75
Skookum Rat Killer (2650)	.25—	1.75
Unguentum Liquid (2650)	.25—	1.75
Woodman's Specifics, Nos. 4, 5, 6, 7, 8.	.25—	2.00
Woodruff's Russet Leather Dressing (1480)	.25—	1.50
Russet Polish & Dressing (1480)	.25—	1.50
Woods' Analgesine Liquid (1637)	1.50—	12.00
Asparagus Compound (1637)	1.50—	12.00
Dentifrice (1604)	.25—	1.75
Digestive Ferments (1637)	1.50—	11.00
E & Y, Compound Expectorant (1637)	.75—	6.50
with Codeine (1637)	1.00—	9.00
Hypophospholine (1637)	1.00—	7.50
Wood's (E. & Y.) Laxative Syrup (1637)	1.00—	7.50
Laxative Syrup (1637)	1.00—	7.50
Leucorrine (1637)	1.00—	8.00
Liquor Pepsin (1637)	1.00—	7.50
Mentholine (1637)	1.00—	7.20
Phosphated Hydrastis with Citro Chloride of Iron (1637)	1.00—	7.20
Saline Cathartic (1637)	1.00—	7.50
Sarsaparilla (2489) R	.50—	4.00
	1.00—	7.50
Syrup Rhei & Potassa with Salol (1637)	1.50—	11.00
Tincture Opii Comp. (1637)	1.00—	9.60
Uterine Tonic with Pepsin (1637)	1.50—	11.00
Wine Cod Liver Oil (1637)	1.00—	8.00
Woodward's Ague Cure (2655)	.50—	3.50
Bark & Iron Elixir (2655)	.75—	6.00
Blackberry & Kino (2655)	.50—	3.50
Blood & Liver Renovator (2655)	1.00—	6.75
Corn Killer (2655)	.25—	1.25
Gripe Water (847)	.35—	3.00
Quillaya Dentifrice Powder (2655)	.25—	1.75
Vegetable Liver Pills (2655)	.25—	1.25
Wool Soap (2365) 100 10-oz. cakes	—	6.75
100 6-oz. cakes	—	4.00
144 3-oz. cakes	—	3.50
500 2-oz. cakes	—	9.00
144 10-oz. cakes	—	9.75
Woolford's Head-aid (2657)	.05—	.40
Woolford's Lotion (642)	1.00—	8.00
Woolley's Salve	.25—	1.00
Woolridge's Antiseptic Skin Soap (1252)	.10—	.54
Gout Tincture (847)	.25—	3.75
	1.00—	9.50
	2.00—	15.00
World Drug Co.'s Whooping Cough Tonic (2663)	.25—	1.50
Ointment (2512)	.25—	2.00
Pain Cure (2331)	.25—	1.75
Wonder (1973)	.25—	2.00
Worm Fixers (see Armstrong).		
Killer (1167)	.50—	3.00
News (1029) R	.10—	.75
Ruin (1948)	.10—	.75
Syrup (1827)	.25—	1.50
Tablets (511)	.25—	1.25
Worms Kill 'Em (2277)	.10—	75
Wright's Antiseptic Myrrh Tooth Soap (2668) tin boxes	.25—	1.75
China boxes	.25—	1.80
Wash (2668)	.25—	1.75
Thymol Myrrh Tooth Paste (2668)	.25—	1.75
Tooth Powders (2668)	.20—	1.50
	.25—	2.00
Arabian Horse Liniment (2668)	.25—	2.00

The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail.	Doz.
Wright's Beef, Wine & Iron (2307)	.50—	4.00
Carbons Liq. Detergens (847)	.50—	4.00
	1.00—	9.00
	2.00—	15.00
	4.50—	39.00
Cathartic Pills (2307)	.15—	1.00
Celery Capsules (2671)	.50—	4.00
	1.00—	8.00
Comp. (2668)	.50—	4.50
Tea (2671)	.25—	2.00
	.50—	4.00
Chlorodyne Cough Cure (2688)	.20 -	1.50
	.25—	2.00
	.50—	4.00
Condensed Smoke (2669)	.75—	6.00
Dentomyrrh Tooth Paste (2668)	.25—	1.80
Powder (2668)	.25—	1.80
Soap (2668)	.25—	1.80
Wash (2668)	.25—	1.80
Hair Food (2667)	1.00—	8.00
Indian Vegetable Pills (2666) (Plain)	.25—	1.60
(S. C.)	.25—	1.65
Syrup (2666)	.25—	2.00
Kidney & Liver Cure (2668)	.75—	5.50
Liquid Rennet (2307)	.15—	1.00
Liver Pills (2199)	.25—	1.50
Malaria Cure (743)	.50—	3.00
Nerve & Bone Liniment (2668)	.25—	1.25
Nervia Pills (2668)	1.00—	7.50
Paragon Headache Remedy (2668)	.25—	1.75
Perfumed Bath Tablets (2668)	.25—	2.00
	.35—	3.00
Petroleum & Cucumber Jelly (2668)	.25—	1.75
Pills (2622)	.25—	1.75
Pond Lily	.25—	2.00
Wafers	.25—	2.00
Powder (2307)	.10—	.75
Red Cross Salve	.10—	.75
Rheumatic Remedy (2672)	1.00—	7.50
Sarsaparilla (2307)	.50—	4.00
Sponge Catarrh Remedy (2667)	1.00—	8.00
Spruce Gum Syrup (2668)	.20—	1.50
	.25—	2.00
	.50—	4.00
Tasteless Cod Liver Oil (2307)	.50—	4.00
Turkish Hair Promoter (2668)	.25—	2.25
White Pine Syrup (2668)	.20—	1.50
	.25—	2.00
Wrightsman' Sover-in Life Balm (2175)	1.00—	8.00
Wrigley's Juicy Fruit Chewing Gum (2673) .05 per box (20 pkges)	—	.55
per carton (5 box)	—	2.50
W. & S. Pelletierine Soap	1.50—	12.00
Peroxide Hydrogen (2575) 125-gm. 6 per cent	.35—	2.50
125-gm. 3 per cent	.50—	4.50
500-gm. 3 per cent	.75—	6.00
Wunder-Kron Essence (1430)	.20—	1.20
Wurtzburgers' Extract of Malt (2675)	.15—	1.05
Wyeth & Brother's, John (2677) Beef Extract—Liquid	.50—	3.50
Chlorodyne	.40—	3.20
Cod Liver Oil—Pure	.75—	5.60
Corn and Wart Pencils	.15—	1.20
Crystalized Liniment	.25—	1.60
Dialyzed Iron	1.00—	8.00
Food—Prepared	.35—	2.80
	.65—	5.20
Malt Extract, Liquid	.35—	2.45
Menthol Pencils and Inhalers	.35—	2.40
Pepsin, Essence of	1.00—	7.50
Glycerole of	1.50—	13.50
Peptonic Pills	.40—	3.20
	.75—	6.40
Peptonizing Powder in Capsules	.35—	2.40
Peptonizing Tablets	.50—	3.60
Red Gum Lozenges	.25—	1.60
Rennet, Liquid	.25—	1.30
	.75—	5.00
Sal-Volatile	.40—	3.20
Sage & Sulphur Cream (2677A)	.35—	2.80
Wych Hazel Shampoo (2426)	.25—	2.00
Wyckoff's Bloodine (2676)	.50—	3.60
Cough Syrup (2676)	.25—	1.75
	.50—	3.60
Electric Liniment (2676)	.25—	1.75
	.50—	3.60
	1.00—	7.20
Magic Balsam (2676)	.25—	1.80
	.50—	3.60
Sticking Salve (2676)	.10—	.75

	Retail.	Doz.
Wyckoff's Porous Plaster (2676)	.10	.85
Wynant's Kidney & Liver Cure (1553)	.50—	4.00
Wynkoop's Iceland Pectoral	.50—	4.15
Wyss' Kidney Remedy	1.00—	8.00
Wyss' Cotton Compound	1.00—	7.50

X

Xanax Exhaler, with outfit (2678)	12.00—	
Inhalant (2678)	.50—	
	1.00—	
Xanthine (2678A)	1.00—	8.00
Xantho-Sona (1552)	—	6.00
Xema-Jel (2307A)	.50—	4.00
Xeroform (2141) per carton of 6 boxes	—	.70
X. L. Headache Wafers	.10—	.75
	.25—	1.50
Xodia Malaria Remedy	.50—	4.75
X-Ray Porous Plaster (Hot) (2221)	.25—	.75
Xtermaline	.25—	2.00
XX Electric Pads	1.00—	8.00
XXX Spavin & Blemish Cure (1761)	3.00—	20.00
X-Zalia (2681)	.50—	4.50
	Veterinary 1.00—	9.00
Xzermidde	1.00—	8.00

Y

Yager's Chloroform Liniment (918)	.25—	2.00
Celery Sarsaparilla (918)	.50—	4.00
	.25—	2.00
Yale's (Mme.) Antiseptic (2686)	1.00—	8.00
Beauty Elixir (2686)	1.00—	8.00
Blood Tonic (2686)	1.00—	8.00
Blush of Youth (2686)	3.00—	24.00
Bust Food (2686)	1.50—	12.00
	3.00—	24.00
Capa Derma (2686)	2.00—	16.00
Complexion Bleach (2686)	2.00—	16.00
Brush (2686)	1.00—	8.00
	.50—	4.00
Cream (2686)	1.00—	8.00
Powders (2686)	.50—	4.00
Soap (2686)	.25—	2.00
Special Lotion (2686)	1.00—	8.00
Tablets (2686)	.50—	4.00
	1.00—	8.00
Corn Cure (2686)	.25—	2.00
Digestive Oablets (2686)	.50—	4.00
	1.00—	8.00
Eyelash Grower (2686)	1.00—	8.00
[illegible] (2686)	1.50—	12.00
Fertilizer Tablets (2686)	.50—	4.00
	1.00—	8.00
Fruiticura (2686)	1.00—	8.00
Great Scott (2686)	1.00—	8.00
Hair Cleanser (2686)	.50—	4.00
Curling Fluid (2686)	.50—	4.00
Tonic (2686)	.25—	2.00
	.50—	4.00
	1.00—	8.00
Hand Whitener (2686)	1.00—	8.00
Jack Rose Leaves (2686)	1.00—	8.00
Buds (2686)	1.00—	8.00
La Freckla (2686)	1.00—	8.00
Lily Skin Whitener (2686)	1.00—	8.00
Liniment (2686)	.50—	4.00
Magical Secret (2686)	1.50—	12.00
Mole & Wart Extractor (2686)	1.00—	8.00
Scientific Skin Refiner (2686)	1.00—	8.00
Skin Food (2686)	1.50—	12.00
	3.00—	24.00
Special Ointment (2686)	1.00—	8.00
Tooth Powder (2686)	.25—	2.00
Violet Talcum Powder (2686)	.25—	2.00
Yankee Asthma Cure (1677A)	.50—	3.50
Cold Cure Tablets (1677A)	.25—	1.50
Clothes Cleaner	.25—	1.00
Cough Cure	.15—	1.00
Salve (8B)	.15—	1.00
Doodle Corn Cure	.25—	2.00
Fly Paper (Envelopes and Sheets) (2199)	.05—	.40
Foot Powder (743)	.15—	1.00
Foot Rest (1677A)	.25—	1.75
Pile Cure (1677A)	.50—	3.50
Throat Ease (1677A)	.10—	.75
Worm Powders (1677A)	.25—	1.75
Yellowstone Wonder Herbs	.25—	1.75
Yerba Buena, Brod's (311)	.25—	1.88
Quinia (2677B)	1.00—	8.50
Yerbatine Pills (8)	.20—	1.25
Yerbazin (1444) 5 pt. bots., each	—	2.25
Y K W (& Syringes) (1314A)	.50—	3.50
Y L & Co.'s Gold Medal Sewing Machine Oil	.15—	1.00
	1.00—	8.00

	Retail.	Doz.
Yoder's German Liniment (155)	.50—	4.00
York Alterative Tablets (2689A)	1.50—	12.00
Alterative Tonic (2689A)	1.00—	9.00
Antimalarial (2689A)	2.00—	18.00
Bisal (2689A)	2.00—	18.00
Cod Liver Oil Cordial (2689A)	1.00—	9.00
Febrifuge (2689A)	2.00—	15.00
Germ Killer (2689A)	.50—	4.50
Glyco Codeine (2689A)	2.00—	18.00
Glyco-Peptone (2689A)	1.00—	9.00
Phospho Capsules (2689A)	2.00—	18.00
Comp. (2689A)	1.00—	9.00
Infantine Laxative (2689A)	1.00—	9.00
Injectine (2689A)	1.00—	9.00
Laxagra Cordial (2689A)	1.50—	12.00
Liquid Food (2689A)	1.00—	9.00
Laxative Water (2689A)	.35—	2.50
Malarimune (2689A)	2.00—	18.00
New-Nervi (2689A)	2.00—	18.00
New-Liver-Pill (2689A)	.35—	3.00
Pancro-Cod Liver Oil Comp. (2689A)	1.00—	9.00
Petrolanum (2689A)	1.00—	9.00
Pulmonary Mixture (2689A)	1.00—	9.00
Salcopaiba (2689A)	2.00—	18.00
Saline Laxative (2689A)	1.00—	9.00
Sarsaparilla Cordial (2689A)	1.50—	12.00
Uterine Sedative (2689A)	2.00—	19.00
Yorkeline (2689A)	1.00—	9.00
Ointment (2689A)	.50—	4.50
	1.00—	9.00
Powder (2689A)	2.00—	15.00
Young's Celebrated Cough Drops (2690) 30 pkgs. in box	—	1.00
Colic & Indigestion Cure (2692)	.50—	4.00
Dandelion Bitters (1079B)	.50—	3.75
Fattening Drops (2692)	.50—	4.00
Hair Life	1.00—	8.00
Kidney & Nerve Powders (2692)	.25—	2.00
Shaker Catholicon (1079B)	.50—	3.75
Youth Cosmetic Soap (1676B)	.25—	1.75
(1589)	.25—	1.75
Face Powder (1676B)	.50—	3.50
Youth's Elixir (1680)	.50—	4.00
Youthful Tint Liquid (2693)	.50—	3.50
Massage Cream (2693)	.50—	4.00
	1.00—	8.00
Powders (2693)	.25—	1.50
Rose Bloom (2693)	.25—	1.65
Soap (2693)	.25—	1.50
Yucatan Bitters (72)	.25—	2.00
	.50—	4.00
Chill Tonic (72)	.50—	3.75
Kidney & Liver Cure (72)	.50—	1.00
Yucca (for the Hair) (2695)	1.00—	8.00
Yueta Chewing Gum, per box (1102)	—	.60
Yvette Face Powder (1805A)	.50—	3.50
Yvon's Phenol Sulforicin (847)	2.00—	17.00
Polyromure Elixir (847)	2.50—	21.00

Z

Zaegel's Hair Vitalizer (2697)	1.00—	8.00
Magnetic Oil (Z. M. O.) (2697)	.25—	2.00
	.50—	4.00
Swedish Essence (2697) (Dry)	.35—	2.80
Liquid	.50—	4.00
	1.00—	8.00
Zagat's Triplex Capsules (847)	1.00—	8.00
Injection	1.00—	8.00
Mixture	1.00—	8.00
Zamo Tablets (2698)	.25—	2.00
Zang (315)	.25—	2.00
Zante (2260)	1.00—	7.50
Zantic (486A)	.50—	3.65
Zan-Zine	—	2.50
Zapote Plain Chicle Chewing Gum (585A) per box of 100 rolls	—	.37
per box of 150 rolls	—	.53
Zarcol (415)	.50—	4.00
Zarzge (1507)	1.00—	8.00
Pills (1507)	.25—	2.00
Zean (1698)	2.00—	18.00
Lithiated (1698)	2.00—	18.00
Zed's Tolu & Codeine Syrup (847)	1.00—	7.00
Tolu & Codeine Paste (847)	.25—	1.50
Zeigler's Bug Food (1489)	.25—	1.50
Sarsaparilla (1489)	.75—	6.00
Zeilin's Glycerole Syrup (2699)	1.00—	8.00
Zell's Nerve Tablets (2699A)	.50—	3.50
Zelner's Mixture (2700)	1.50—	12.00
Rheumatic Cure 49.448 (2700)	.75—	6.00
Zemacream (554)	1.00—	4.00
Zema-Cura Liquid (2700B)	.50—	4.00
	1.00—	8.00
Medicated Powder (2700B)	.25—	2.00
Soap (2700B)	.25—	2.00
Zematol (460B)	.25—	2.00
Zenithia Shaving Soap (1349) per gross	—	5.00
	—	7.50

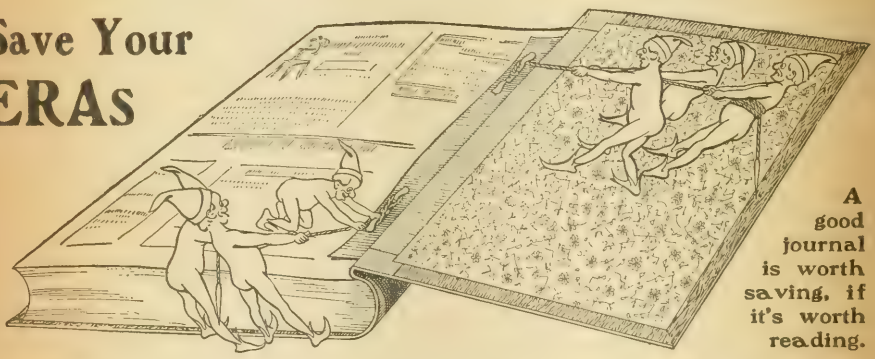
The numbers in parenthesis refer to the name and address of the Manufacturer. See Yellow List.

	Retail. Doz.
Zeno Chewing Gum (2702) per box	— .55
Zenoleum (Sheep Dip., Disinfectant & Lice Killer) (2701)	.25— 2.00
	.50— 4.00
	.90— 7.20
	1.50—12.00
Ze-Pa (831)	.50— 4.00
Zimmerman's Carbolic Cream (406A)	.25— 1.50
Zimmerman's Liniment (2703)	.25— 1.50
	.50— 3.00
	1.00— 6.00
Pain Queen (406A)	.25— 1.75
Cough Cure (406A)	.25— 1.75
	.50— 3.50
Zingergari Toothache Drops (435)	.15— 1.00
Z. M. O. (Zaegel's Magnetic Oil) (2697)	.25— 2.00
Zoa-Phora Anticonstipation Pills (2704)	.50— 1.75
Antiseptic Vitalizing Cones ((2704)	.50— 4.00
Balm (2704)	.25— 2.00
Pile Cure (2704)	.50— 4.00
Stomach & Liver Pills (2704)	.25— 1.75

	Retail. Doz.
Zoa-Phora "Woman's Friend" (2704)	1.00— 8.00
Tablets	1.00— 8.00
Zodenta Tooth Soap (Tubes & Boxes) (1227)	.25— 1.50
Zomakyne Laxative Grippe Tablets (1504)	1.50—12.00
(Powd. & Tabs.) (1504)	1.50—12.00
Cough Stop (1029) R	.10— .75
Zomonia (505) case 36-lb. pkgs.	— 3.40
case of 100 7-oz. pkgs.	— 3.75
Zonas Corn Leaf (1259) R per gross	—10.00
Zonweiss (1259) R	.25— 1.75
Zoolak (Dadirrian's Matzoon) (595)	.25— 1.75
Z-P Anti-Constipation Pills (2704)	.25— 1.75
Antiseptic Vitalizing Cones (2704)	.50— 4.00
Pile Cure (2704)	.50— 4.00
Stomach & Liver Pills (2704)	.25— 1.75
Zulu Little Liver Pills (1778)	.25— 1.50
Zumo-Anana (1587)	1.00— 8.00
Zura (1533)	1.00— 4.00
Zwerner's Arnica Ointment (972)	.25— 1.50
Bed Bug & Ant Poison (672)	.25— 1.50
Blackberry Carminative (972)	.25— 1.50
Carbolic Sale (972)	.25— 1.20

	Retail. Doz.
Zwerner's Corn & Wart Salve (972)	.10— .75
Cream of Roses (972)	.25— 1.75
Family Liniment (972)	.25— 1.75
Harmless Soothing Syrup (972)	.25— 1.75
Lightning Headache & (Neuralgia Cure) (972)	.10— .75
Pic Nic Paste (for Gonorrhoea) (972)	1.00— 7.50
Pleasant Worm Syrup (972)	.25— 1.75
Rose Eye Salve (972)	.25— 7.50
Water (672)	.25— 1.50
Rough Rat Poison (972)	.15— 1.00
	.25— 1.50
Rub-in-Fun (972)	.25— 1.75
Toothache Drops (972)	.15— 1.20
Zylo-Balsamum, Allen's (2480)	.75— 6.00
Zymocide (2003) R.	.25— 2.00
	.50— 3.50
	.75— 6.50
	1.00— 8.50
	4.00—34.50
	5.50—42.60
Zymole (See Stearns).	
Trokeys (2303)	.25— 1.50
Zymotold, Arnold's (121)	.50— 4.00
	.50— 4.00
	1.00— 8.00
Zyto-Mucilage (Rubber Top)	25— 1.50

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

Manufacturers of Proprietary Medicines.

Whose Proprietary Remedies and Specialties are in the Price List of Proprietary Goods.

The numbers in front of the names correspond with the numbers in parenthesis in the list of Proprietary Medicines (Pages 73 to 168).

1—Abbey Co., The P. L., Kalamazoo, Mich.
2—Abbey Effervescent Salt Co., 259 William St. New York City.
3—Abbott Alkaloidal Co., The, 14-16 E. Ravenswood Park, Chicago, Ill.
4—Abbott & Co., C. W., 17 S. Charles St., Baltimore, Md.
5—Abbott Bros. Co., 407 Dearborn St., Chicago, Ill.
6—Abbott's Menthol Plaster Co., Worcester, Mass.
7—Abel & Co., E. J., 301 Grand Ave., Chicago, Ill.
8—Abietine Medical Co., Oroville, Cal.
8A—Absolute Remedy Co., Floral Park, N. Y.
8B—Acker Specialty Co., 16 E. 125th St., N. Y.
8C—Achor Chocolate Co., 1338 Cherry St., Philadelphia, Pa.
9—Ackley Chemical Co., Hamilton, Mo.
10—Acme Chemical Co., Camden, N. J.
11—Acme Chemical Mfg. Co., Ltd., 738 Tchoupitoulas St., New Orleans, La.
12—Acme Medicine Co., 112 Verplank St., Buffalo, N. Y.
13—Acme Remedy Co., Greenfield, Ind.
14—Acneine Pharmacal Co., 506 S. 16th St., Omaha, Neb.
15—
16—Acruman, Dr. E. A., Fordyce, Ark.
16A—Active Remedy Co., 222 Market St., Philadelphia, Pa.
17—
18—
19—Adams Medicine Co., The, 108 Fulton St., New York.
20—Adams Medicine Co., Charles L., Auburn, N. Y.
21—
22—
23—Adirondack Balsam Co., 121 W. 42d St., New York City.
24—
25—Advance Chemical Co., The, 35½ Virginia Ave., Indianapolis, Ind.
25A—After Dinner Gum Co., Inc., Rochester, N. Y.
26—Agnew Pharmaceutical Co., The, 1028 Arch St., Philadelphia, Pa.
26A—Ajax Co., The, 215 Main Ave., Passaic, N. J.
27—Ajax Remedy Co., The, 1381 N. Francisco Ave., Chicago, Ill.
28—Akin & Son, W. M., Evansville, Ind.
29—Albatross Medicine Co., Huntsville, Mo.
30—
31—
32—Alexander & Co., W. W., 214 S. Union, Akron, Ohio.
33—Alfalfa Co., Box 934, Wichita, Kan.
34—Alkalol Co., 19 Main St., Taunton, Mass.
35—Allaire, Woodward & Co., Peoria, Ill.
36—Allan-Pfeiffer Chemical Co., 1700 Morgan St., St. Louis, Mo.
37—
38—Allcock Mfg. Co., 274 Canal St., New York City.
39—Allen Co., B. F., 365-367 Canal St., New York City.
39A—Allen & Co., J. W., Atchison, Kan.
40—Allen & Hanburys, Ltd., Niagara Falls, N. Y.
41—Allen Medicine Co., J. P., Jackson & 7th Sts., St. Paul, Minn.
42—Allen Pharmacy Mfg. Co., Plainfield, N. J.
43—
44—Allen, Walter, 306 S. College Ave., Greencastle, Ind.
45—
46—Alligator Liniment Co., The, P. O. Box 243, Charleston, S. C.
47—Alling, Fred. D., 199 State St., Rochester, N. Y.
48—
49—Allison, E. Harrison, 788 Massachusetts Ave., Cambridge, Mass.
50—
51—
52—Almond Albadien Co., 461 Oak St., Columbus, Ohio.
52A—Alpers Chemical Co., 4-6 White St., New York City.
53—Alphasol Co., 622 3d Ave., New York City.
54—
55—Alta Pharmacal Co., cor. 4th & Lucas Ave., St. Louis, Mo.
55A—Altenheim Medical Dispensary, 548 Main St., Cincinnati, Ohio.
56—Althea Toilet Co., Ypsilanti, Mich.
57—
58—American Chemical Co., Fond Du Lac, Wis.
59—
60—American Chicle Co., 17 Park Row, New York City.
61—American Disinfecting Co., 260 Glenwood Ave., Buffalo, N. Y.
62—American Drug Co., 712 Market St., Wilmington, Del.
63—
64—American Ferment Co., 81 Steuben St., Jersey City, N. J.
65—
66—
67—American Malt Cream & Drug Co., 118 E. Jefferson St., South Bend, Ind.
68—American Medical Co., 3 Forest St., North Adams, Mass.
69—American Medicine Co., Allentown, Pa.
70—
70A—American Peroxide and Chemical Co., 88 Maiden Lane, N. Y.
71—American Pharmacal Co., Lancaster, Pa.
72—American Pharmacal Co., Evansville, Ind.
73—American Selling Co., cor. Maiden Lane & William St., New York City.
74—
75—American Wine Co., 3015 Cass Ave., St. Louis, Mo.
76—Ames & Co., N. F., Corry, Pa.
77—Amick Chemical Co., The, 211-213 E. 9th St., Cincinnati, Ohio.
78—Ammen, Charles, Jackson Ave. & Prytanic St., New Orleans, La.
79—Ammonol Chemical Co., The, 366 W. 11th St., New York City.
79A—Amolin Chemical Co., 359 Broadway, New York City.
80—Amyl-Kijo Co., Baltimore, Md.
81—Analgine Mfg. Co., Box 204, Smyrna, Del.
82—Analgine Chem. Co., Bernardsville, N. J.
83—Anasarcin Chem. Co., Winchester, Tenn.
84—Anchor Chemical Co., Akron, Ohio.
85—
85A—Anderson-Kneedler Co., The, 929 Liberty Ave., Pittsburg, Pa.
85B—Anderson, Dr. O. W., Rochester, Minn.
86—Andreson & Co., Alfred, 1302 Washington Ave. So., Minneapolis, Minn.
87—Andrews, A. M., Connersville, Ind.
88—
89—Andrews Manufacturing Co., Bristol, Tenn.
90—
91—Angier Chemical Co., 244 Brighton Ave., Boston, Mass.
92—Anglo-American Drug Co., 215 Fulton St., New York City.
93—Anglo-Swiss Condensed Milk Co., 82 Hudson St., New York City.
94—Anheuser-Busch Brewing Association, St. Louis, Mo.
95—Anhydrosine Co., The, 20 E. 2d Ave., Denver, Colo.
96—
97—Animal Remedy Co., The, cor. Cherry and Canal Sts., Akron, Ohio.
98—Anita Cream & Toilet Co., 127-145 Spring, Los Angeles, Cal.
99—
99A—Antiarthrin Co., 253 Church St., New York City.
100—Antibrule Chemical Co., 820 8th Ave., Fort Worth, Tex.
101—
101A—Antidandro Chemical Co., The, 518 W. Broadway, New York City.
102—
103—Antikamnia Chemical Co., The, 1624 Pine St., St. Louis, Mo.
104—Anti-Uric Co., Peoria, Ill.
105—
106—
107—Antiseptic Pharmacal Co., 421 Olive, St. Louis, Mo.
108—Antiseptic Powder Co., 170 Church St., Saratoga, N. Y.
108A—Antozone Chemical Co., 25 Coenties Slip, New York City.
108B—Anton, J. B., 1153 Gates Ave., Brooklyn.
109—
110—Arabol Mfg. Co., 100 William St., New York City.
111—Arbor-ol Chemical Co., Poplar Bluff, Mo.
112—Ardito, G. B., 219 Willow Ave., Hoboken, N. J.
112A—Arend Drug Co., A., 189 Madison St., Chicago, Ill.
113—Arent's Plaster Co., Father, 56-58 Mulberry St., Buffalo, N. Y.
114—Argol Co., The, Danbury, Conn.
115—Arista Mfg. Co., 23 Jefferson Ave., Detroit, Mich.
115A—Arkwright Pharmaceutical Co., St. Louis, Mo.
116—Arlington Chemical Co., The, Yonkers, N. Y.
117—Armour & Co., 205 La Salle St., Chicago, Ill.
117A—Armstrong & Dickinson, P. O. Box 7, Jacksonville, Fla.
118—Armstrong Mfg. Co., The, 78a Broad St. Boston, Mass.
118A—Armstrong, T. S., Plainfield, N. J.
119—Arnicarboline Co., 1222 Chestnut St., Milwaukee, Wis.
120—Arnold & Co., F. R., 3-7 W. 22d, New York City.
121—Arnold, M. D., W. B., Rockford, Ill.
122—Arnold Medical Corporation, Dr. Seth, 158 Park Ave., Woonsocket, R. I.
123—Arrington Drug Co., The, Summerville, Ga.
23A—Asceptic Chemical Co., 521 Eighth Ave., Homestead, Pittsburg, Pa.
124—Aschenbach & Miller, 400 No. 3d St., Philadelphia.
125—
125A—Aseptinol Mfg. Co., 21 Clay St., Baltimore, Md.
126—Ashley, A. Davis, 1089 Acushnet Ave., New Bedford, Mass.
127—Arthur Remedy Co., 3900 Cottage Grove Ave., Chicago, Ill.
128—
129—Athlophoros Co., New Haven, Conn.
130—Atwood Drug Co., 846 Broadway, New York City.
131—Augauer Bitters Co., 198-200 Kinzie St., Chicago, Ill.
131A—Augusta Drug Co., Augusta, Ga.
131B—Audlin, L. A., Oswego, N. Y.
131C—Aulde Chemical Co., 1013 Arch St., Philadelphia, Pa.
132—Austen Mfg. Co., Oswego, N. Y.

Copyright 1905, D. C. Haynes & Co.

133—Austin, A. O., 279 Broad St., Providence, R. I.
134—
135—
136—
137—Avena Pharmacal Co., 223 E. 80th St., New York City.
138—Avery Chemical Co., 178 Devonshire St., Boston, Mass.
139—Ayer Co., J. C., 176 Middle St., Lowell, Mass.
140—Ayers Chemical Co., Sidney, O.
141—Bacon & Co., C. H., Lockport, Ill.
142—Babcock, Frederick W., 226 Barnes Ave., New Haven, Conn.
143—Babcock Medicine Co., Bradford, Pa.
144—
145—Bacon Co., B. H., 187 West Ave., Rochester, N. Y.
146—Bacterine Chemical Co., Saratoga Springs, N. Y.
146B—Bader, Chas. H., Nashville, Tenn.
147—Bailey, Arthur H., 176 Atlantic Ave., Boston, Mass.
148—Bailey & Beeler, 385 Wells St., Chicago, Ill.
149—Bailey Remedy Co., Reading, Pa.
150—
151—Balmoline Co., Abilene, Kan.
152—
153—Bally & Son, James, 16-18 W. German St., Baltimore, Md.
154—Baird Candy Drop Co., 457 W. Jefferson St., Louisville, Ky.
154A—
155—Baker Co., John C., 131 N. 10th St., Philadelphia, Pa.
156—Baker & Co., S. F., Keokuk, Ia.
157—Baker Co., The, 905 W. Main St., Decatur, Ill.
158—Baker, D. Wiley, Clinton & Olden Ave., Trenton, N. J.
159—Baker-Eidson Chemical Co., 2236 Washington St., St. Louis, Mo.
160—
161—Baker, John G., M. D., 1403 N. Front St., Philadelphia, Pa.
162—
162A—Bakterol Co., 108 Greenwich St., New York City.
163—Baldauf Drug Co., 3426 3428 North Ave., Milwaukee, Wis.
164—Baldwin Plaster and Medicine Co., 100 Pleasant St., Willimantic, Conn.
165—Ball, A. M., 542 Seymour St., Syracuse, N. Y.
165A—Ballard Drug & Dental Co., Davenport, Iowa.
166—Ballard Snow Liniment Co., 500-502 N. 2nd St., St. Louis, Mo.
167—
168—Baltar, J. T., 470 Jackson Ave., New Orleans, La.
169—Banes' Medicine Co., Dr. A. V., St. Joseph, Mo.
170—
171—
172—Bar-Ben Remedies Co.,The, 202-205 Arcade, Cleveland, O.
173—Barber Medicine Co., 904 E. 19th St., Kansas City, Mo.
174—Barclay & Co., 44 Stone St., New York City.
175—Bard, Chas. R., 81 Fulton St., New York City.
175A—Bardella Co., The, 158 W. 21st St., New York City.
176—Bardwell, Charles E., 1 and 3 Main St., Holyoke, Mass.
177—Bardwell, J. C., 52 Jaques Ave., Worcester, Mass.
178—Barker, F. A., Gloucester, Mass.
179—
180—Barker Medical Co., The H. W., Elbow Lake, Minn.
181—Barker, Moore & Mein Medicine Co., 312-316 Greene St., Philadelphia, Pa.
182—Barker, Wm. Jay, 112 Fulton St., New York City.
183—Barnaby, T. J., 193 8th Ave., New York City.
184—Barnard & Co., 7 Temple Place, Boston, Mass.
185—
186—Barnes & Son, Junius, Burlington, Vt.
186A—Barrett & Barrett, Chicago, Ill.
187—Barrett Chemical Co., 9 N. Moore, New York City.
187A—Barrett Mfg. Co., 1205 Land Title Bldg., Philadelphia, Pa.
187B—Bartlett, Stephen L., Boston, Mass.
188—Bass & Brother, Terrell, Tex.
189—Bassett, G. W., 215 E. Rich St., Columbus, O.
190—Batcheller Importing Co., 343 B'way, New York City.
191—Batterton Bros., Greensburg, Ind.
192—Battle & Co., Chemists' Corp., 2001 Locust St., St. Louis, Mo.
192B—Battle Creek Grape Juice Co., Limited, Battle Creek, Mich.
193—Bauer & Black, 283 25th St., Chicago, Ill.
194—Bauer Co., The John F., Mt. Morris, N. Y.
195—Bauman & Co., J., Oshkosh, Wis.
196—
197—
198—Beach-Kingsley Co., The, Binghamton, N. Y.
199—Bean & Co., J. D., Edwardsburg, Mich.
200—
201—Bear Lithia Water Co., 58 and 62 New St., New York City.
202—Beck, A. L., Sharon, Pa.
203—Becker Compound Digest Co., Dr., 107 Dearborn St., Chicago, Ill.
204—
204A—Bee Medicine Co., P. O. Box 309, Auburn, N. Y.
205—
206—Beebe, T. J., 255 Orange, Albany, N. Y.
207—Beechwood Chemical Co., 366 W. 11th St., New York City.
207A—Beese Chemical Co., 21 Ann, New York City.
208—Beggs Mfg. Co., 159-161 Ogden Ave., Chicago, Ill.
209—Beggs, Sons & Co., C. W., 181 E. Division St., Chicago, Ill.
210—Beldin Proprietary Co., Dr., 28 Clinton Ave., Jamaica, New York.
210A—Belding Remedy Co., Minneapolis, Minn.
211—Belgian Hair Grower Co., 84 Adams St., Chicago, Ill.
212—Bell Electric Vitalizer Co., St. Joseph, Mo.
212A—Bell's Homeopathic Pharmacy, 3 Vesey St., New York City.
213—Bell Mfg. Co., The, New Brunswick, N. J.
213A—Bendiner & Schlesinger, 47 3rd Ave., New York City.
214—Bell & Co., 68 Murray, New York City.
215—Benner Medical Co., Wm., 385 S. Washington St., Tiffin, Ohio.
216—
216—Benzo Pharmacal Co., 1366 Broadway, Brooklyn, N. Y.
217—Benton, Myers & Co., 111 Water St., Cleveland, O.
217A—Bernauer & Son, Chicago, Ill.
218—Berry & Co., Geo. A., 16 No. Main St., Concord, N. H.
218A—Berry Chemical Co., 56 Fifth Ave., Chicago, Ill.
219—Berry, Demoville & Co., 101 Public Square, Nashville, Tenn.
220—
221—
222—Best Remedy Co., St. Louis, Mo.
222A—Betz & Son, Ltd., John F., 415 Callowhill St., Philadelphia, Pa.
223—Bickmore Gall Cure Co., Old Town, Me.
224—Biel Mfg. Co., Barclay Block, Denver, Colo.
224A—Big Lick Chemical Co., Roanoke, Va.
225—Red Cross Mineral Water Co., Big Rapids, Mich.
225A—Bigelow, C. O., 106 6th Ave., New York City.
226—Billings Clapp Co., 64 Federal St., Boston, Mass.
227—Billingslea & Co., E. A., Fairmont, W. Va.
228—Billingslea, W. W., Macon, Ga.
229—Billington's Liniment Co., 919 Roberts St., New Orleans, La.
230—
230A—Binder Co., The, 31-35 So. 13th St., Philadelphia, Pa.
231—Bininger & Co., A. M., 47-49 Front St., New York City.
232—Binkley, D., Nappanee, Ind.
232A—Biophasm Co., 100 William, New York City.
233—Bird & Co., Chas. W., 358 Dearborn St., Chicago, Ill.
234—Bishop Co., The J. H., Wyandotte, Mich.
235—Bishop, Henry, 921 E. Baltimore St., Baltimore, Md.
236—
236A—Bissett Gastrodyne Co., New Brunswick, New Jersey.
237—Bittner Co., The G. C., 125 Ontario St., Toledo, O.
237A—Bixby & Co., S. M., 194 Hester, New York.
238—Bixler, J., Annville, Pa.
239—Bixler & Co., Dr. S. H. C., Greencastle, Pa.
240—Black, Julius, Toledo, O.
240A—Blake, James E., New Bedford, Mass.
241—Blair, Henry C., Walnut and 8th Sts., Philadelphia, Pa.
242—
243—Blanchard Mfg. Co. (Inc.), James A., 66 Maiden Lane, New York City.
243A—Blanding & Blanding, 54 Weybosset St., Providence, R. I.
244—
245—Blessley & Co., James W., 1011 No. Third, Harrisburg, Pa.
246—
247—Bliss Co., The Alonzo O., Bliss Bldg., Washington, D. C.
248—Block & Co., M., 709 Market St., Chattanooga, Tenn.
249—Blocki & Son, John, 56 5th Ave., Chicago, Ill.
250—Blood Balm Co., Moreland & Euclid Aves., Atlanta, Ga.
251—Blood Wine Co., Worcester, Mass.
252—
253—Blosser & Son, Dr. J. W., Broad and Marietta Sts., Atlanta, Ga.
253A—Blue Seal Supply Co., 12 Portland St., Boston, Mass.
254—Bluffton Chemical Co., 103 So. Main St., Bluffton, Ind.
254B—Blumauer-Frank Drug Co., 144 Fourth St., Portland, Ore.
255—Bobbitt Chemical Co., 316 West Lombard St., Baltimore, Md.
255A—Boeddiker, Otto, 954 6th Ave., New York City.
256—Boehringer & Soehne, C. F., 7 Cedar St., New York City.
257—Boericke & Runyon, 11 W. 42nd St., New YorkCity and 12 N. 13th St., Philadelphia, Pa.
258—Boericke & Tafel, 145 Grand St., New York City, and 1011 Arch St., Philadelphia, Pa.
259—Boerner-Fry Co., Iowa City, Ia.
259A—Bois Laboratory Co., Danbury, Conn.
260—Bolen & Byrne Mfg. Co., The, 415-423 E. 54th St., New York City.
261—Bolton Drug Co., Brooklyn, New York.
262—Borden's Condensed Milk Co., 71 Hudson St., New York.
262A—Booth Co., The C. F., Norwich, N. Y.
262B—Booth Bros., 504 Arch St., Philadelphia, Pa.
263—Booth Co., The R. T., Ithaca, N. Y.
263A—Boos, J. A., 101 Beekman St., New York City.
264—Borchardt Malt Extract Co., 16-20 No. Lincoln St., Chicago, Ill.
264A—Boraline Chemical Co., Baltimore, Md.
265—Bosanko Medicine Co., The Dr., 128 So. 6th St., Philadelphia Pa.
266—Bossart & Co., H. S., Latrobe, Pa.
267—Boston Rock Candy Syrup Co., J. E. Gary & Co., props., Archway, 22-28 Beach St., Boston, Mass.
267A—Bouvier Bros., 1729 Pleasant St., Fall River, Mass.
268—Borine Mfg. Co., 52 Warren, New York City
269—Bovinine Co., 75 West Houston St., New York City.
270—Bovox Co., The, Salem, Mass.
271—Bowditch, Webster & Co., Augusta, Me.
272—Bower, R. T., 575 Greenwood Ave., Detroit, Mich.
273—Bowker Fertilizer Co., 68 Broad St., New York City.
273A—Bowker Co., H. L., 295 Franklin St., Boston, Mass.
274—Bowles & Co., J. W., Normal, Ill.
274A—Bowne, Jos. H., 100 William St., New York City.
275—
276—Bowyer Medicine Co., 1337 Sheffield, Allegheny, Pa.
277—Bowman Co., E. H., Newnan, Ga.
278—Boyd Ointment Co., Market and Jefferson Sts., Kittanning, Pa.
279—Boyer Bitters Co., 341 E. 5th St., Cincinnati, Ohio.
280—
281—Bradbury Equalizer Co., Coxsackie, N. Y.
282—
283—Bradfield Regulator Co., The, 156 East Hunter St., Atlanta, Ga.
284—Bradford & Co., A. T., Sandy Point, Me.
285—Bradt, Warren L., 55 Washington Ave., Albany, N. Y.
285A—Brady, J. T., Honesdale, Pa.
286—
287—Brandle & Smith, Somerset & Mascher Sts., Philadelphia, Pa.
288—Brandreth Co., 274 Canal St., New York City.
289—Brannon, Carson & Williams, 1037 Broad St., Columbus, Ga.
290—
291—Brant Co., J. W., Albion, Mich.
292—
293—Braun & Co., F. W., 501-505 N. Main St., Los Angeles, Cal.
294—Bre Chemical Co., Akron, O.
295—Breitenbach Co., M. J., 53 Warren St., New York City.
296—Bremer Co., The A. R., 120 Franklin St., Chicago, Ill.
296A—Breunig, John, 280 Springfield Ave., Newark, N. J.
297—Brewer, H. & J., 463 Main St., Springfield, Mass.
298—
299—
300—Breyer, Chas. A., 2144 East Norris St., Philadelphia, Pa.
301—
302—
303—
304—
305—
306—Brink Medicine Co., The Dr., Doon, Ia.
307—
308—Brintine Mfg. Co., The, 353 Lyceum Ave., (Roxborough), Philadelphia, Pa.
309—Bristol, Myers Co., 277 Greene Ave., Brooklyn, N. Y.
309A—Bristol Drug Co., Ansonia, Conn.
309B—Broad & Co., 842 No. Park Ave., Austin, Ill.
310—Brock & Co., L. M., Breeds Square, Lynn Mass.
311—Brod Chemical Co., The John, 349 W. North Ave., Chicago, Ill.
312—Bromo Chemical Co., 35 So. Clark St., Chicago, Ill.
313—Bromo-Chloralum Co., 175 Front St., New York City.
314—Bromo-Kola Co., 572 Geary St., San Francisco, Cal.
314A—Bromonia Co., 256 West 23d St., N. Y.
315—Bronson Chemical Co., 498 Decatur St., Brooklyn, N. Y.
316—
317—
318—
319—Brooks, Geo. W., 1611 Myrtle Ave., Brooklyn, N. Y.
320—
321—Brotherhood Medical Co., Clinton, N. Y.
321A—Brown Chemical Co., Nashville, Tenn.
321B—Brown Chemical Co., The, Mt. Jewett, Pa.
322—Brown & Co., B. F., 133-139 Fulton St., Boston, Mass.

The Numbers in Parenthesis in the Proprietary List

323—Brown Co., Fred'k., 5th and Chestnut Sts., Philadelphia, Pa.
324—Brown & Co., J. H., 300-306 Commercial St., Atchison, Kan.
325—Brown & Son, John I., 144 Oliver St., Boston, Mass.
326—
327—Brown, Lyman, 105 Chambers St., New York City.
328—Brown Mfg. Co., Greenville, Tenn.
329—Brown Medical Co., Dr. J. C., 108 State St., Albany, N. Y.
330—Brown, M. G., 51 Bond St., New York City.
331—Brown Medicine Co., N. K., Milwaukee, Wis.
332—Brown, Robert P., 807-9 N. Salina St., Syracuse, N. Y.
333—Brown Soap Co., The, Dayton, Ohio.
334—
335—
336—Bruce, Clinton L., 41 Bowers St., Lowell, Mass.
337—Bruceline Co., 390 6th Ave., New York City
338—Bruen, Ritchey & Co., 214 Fulton St., New York City.
338A—Brummell, A. H., 408 Grand St., New York City.
339—Brunswick Pharmacal Co., The, New Brunswick, N. J.
340—
341—Brush Chemical Co., 280 State St., Boston, Mass.
341A—Brush, Dr. E. F., Mt. Vernon, N. Y.
341B—Bruun, Nicholai, 282 Grand Ave., Chicago, Ill.
342—
343—
344—Buckeye Poultry Med. Co., The, Gay and Front Sts., Columbus, O.
345—Buckland Malt Ext. Co., 1103 Front St., Fremont, Ohio.
346—Buckler & Co., H. E., 275 Michigan Ave., Chicago, Ill.
347—Budwell Pharmacal Co., Lynchburg, Va.
347A—Buford Chemical Co., 99 Randolph St., Chicago, Ill.
347B—Buffalo Pharmacal Co., The, 19-20 Lewis Block, Buffalo, N. Y.
348—Buhach Producing & Mfg. Co., Buhach Bldg., Stockton, Cal.
349—Buker Pill Co., 281 Main St., Bangor, Me.
350—Bull & Co., W. H., 419 N. Main St., St. Louis, Mo.
351—Buntin Drug Co., Terre Haute, Ind.
352—
353—
354—Burk's Dyspepsia Cure Co., Bloomington, Ill.
355—Burkhardt, Dr. W. S., 121 E. 7th St., Cincinnati, O.
356—Burks Medicine Co., 135-137 Lake St., Chicago, Ill.
357—Burnett Co., Joseph, 36 India St., Boston, Mass.
358—Burnett & Co., W. H. C., 11 Atwater St., W., Detroit, Mich.
359—Burnham Company, The E. S., 53-61 Gansevoort St., New York City.
360—Burnham Eye Remedy Co., 564 Washington St., Boston, Mass.
361—
361A—Burnham Soluble Iodine Co., 11 Pemberton Sq., Boston, Mass.
362—Burneide, E. E., 179 Dearborn St., Buffalo, N. Y.
363—
364—
365—
366—Burrough Bros. Mfg. Co., 509-511 W. Lombard St., Baltimore, Md.
367—Burroughs Drug Co., P. O. Box 56, New York City.
367A—Burrows, Allen, Sheepshead Bay, N. Y.
368—Burt & Sindele, 113-115 Seneca, Buffalo, N. Y.
369— Burwell & Dunn Co., Charlotte, N. C.
370—Bury Medical Co., Dr., 1555 5th Ave., West Troy, N. Y.
371—Bush & Co., A. P., 149 Pearl St., Boston Mass.
373—Butterworth & Co., 125 Market, Philadelphia Pa.
373A—Cabeen, Geo. B., Long Island City, N. Y.
374—Cacterine Medicine Co., 1122 Broadway, New York City.
375—Cady Drug Co., Plattsburgh, N. Y.
375A—Caffeeno Drug Co., Cheapside & East Lombard St., Baltimore, Md.
375B—Calliler's, F. L., 861 Broadway, New York City.
376—Calabar Grains Co., Marietta, O.
377—Calabash Bitters Co., The, Ogdensburg, N. Y.
377A—Cal-cura Co., The, Rondout, Kingston, N. Y.
378—Calder Co., Albert L., 181-183 North Main St., Providence, R. I.
379—Caldwell & Co., 50 W. Broadway, New York City.
379A—Caldwell & Co., M., Lockport, N. Y.
380—
381—Calenduline Co., The, 78th St. and Greenwood Ave., Chicago, Ill.
382—
383—
384—
385—California Cream of Lemon Co., Los Angeles, Cal.
386—
387—California Fig Syrup Co., 392-398 Church St., San Francisco, Cal., and 30 Cliff St., New York City.
387A—California Fruit Extract Co., 216-220 New High St., Los Angeles, Cal.
388—California Pharmacal Co., The, 1139 Polk St., San Francisco, Cal.
389—
390—
390A—Calver & Co., J. V., 207 A. St., S. E., Washington, D. C.
391—Calvert & Co., F. S., Manchester, England.
392—
393—Campbell Perfume Co., Worcester, Mass.
394—Campbell & Co., James B., 412 W. Madison St., Chicago, Ill.
394A—Campbell, G. S., Milburn, N. J.
395—
396—
397—Campion & Co., J. W., 916 Filbert St., Philadelphia, Pa.
398—Candy Bros., Mfg. Co., 217 Chestnut St., St. Louis, Mo.
399—
400—
401—Capital Chemical & Mfg. Co., 1008 13th St. N. W., Washington, D. C.
402—Capital Drug Co., 178 Water St., Augusta, Me.
403—
404—Capudine Chemical Co., 209-211 So. Salisbury St., Raleigh, N. C.
405—Carbolic Smoke Ball Co., 4543 Ellis Ave., Chicago, Ill.
406—
406A—Carbolized Antiseptic Co., 138 E. Fullerton Ave., Chicago, Ill.
407—Carle & Sons, John, 153 Water St., New York City.
408—Carleton Laboratory, Malden, Mass.
409—Carlin, T. W., Salina, Kan.
410—Carleton & Hovey Co., Lowell, Mass.
411—Carnrick Co., The G. W., 29-31 Sullivan St., New York City.
412—Carns, J. J., 410 Howard St., Carthage, Mo.
412A—Carpenter Chemical Co., Detroit, Mich.
412B—Carpate Salve Chemical Co., 195 Pearl St., New York City.
413—Carpenter & Co., Louisville, Ky.
414—Carroll Bros., 2564 Superior St., Cleveland, O.
415—Carrollton Chemical Co., The, 34 Sutton, Baltimore, Md.
415A—Carshore, W. J., Rutherford Nat. Bank Bldg., Rutherford, N. J.
416—Carter, Carter & Meigs, 20-38 Merrimac St., Boston, Mass.
417—
418—Carter Medicine Co., 57 Murray St., New York City.
418A—Carter Smart Weed Co., Erie, Pa.
419—
420—Crane, James C., 108 Fulton St., N. Y. City.
420A—Cases Corner Drug Store, Somerville, N. J.
421—Cassell, A. G., Clay and Washington Sts., Vicksburg, Miss.
422—Castro, Dr. J. C., corner 3d and Main Sts., Terre Haute, Ind.
423—
424—
425—Caswell, Massey & Co., 1121 Broadway, New York City.
425A—Catamenth Mfg. Co., Ltd., The, 1862 Welton St., Denver, Colo.
426—
427—Cauffman & Co., Emil, 228-230 Front St., Philadelphia, Pa.
428—Caulocorea Mfg. Co., Portland, Me.
429—Cawthon-Coleman Co., 1006 Broad St., Selma, Ala.
430—Celery-Cracker Medicine Co., Manchester N. H.
431—
432—Centaur Company, 77 Murray St., New York City.
433—Central Chemical Co., 795 Central Ave., Cleveland, Ohio.
434—Central Chemical Co., The, 366 W. 11th St., New York City.
434A—Central Chemical Co., 179 Lake St., Chicago, Ill.
35—
436—
437—
438—Cereo Co., Tappan, N. Y.
438A—Cerrolanie Co., 141 E. Main, Decatur, Ill.
439—Certain Catarrh Cure Co., Athens, Ga.
440—Certain Cure Co., 1000 W. Franklin St., Evansville, Ind.
440A—Chagnon, C. E., Arctic Centre, R. I.
441—Chalice Co., 268 W. Broadway, New York City.
441A—Chalfant & Bro., W. W., 1550 So. 15th St., Philadelphia, Pa.
442—Chamberlain Medicine Co., Des Moines, Ia.
443—Chamberlain Medicine, Co., A. N., Elkhart, Ind.
443A—Chandler Medicine Co., 2812 Dodier St., St. Louis, Mo.
444—
445—Chap-I-Cure Co., The, Kansas City, Mo.
446—Chapman Medicine Co., Taylorville, Ill.
447—Chapman & Rogers, 510 Arch St., Philadelphia, Pa.
448—Chappelear & Sons Co., The, W. M., 401 Putnam Ave., Zanesville, O.
449—Chase Co., The Dr., 224 No. 10th St., Philadelphia, Pa.
450—Charles Co., Dr., 19 Park Place, N. Y. City.
451—Chase Mfg. Co., Newburgh, New York.
452—Chase Medicine Co., Dr. A. W., Coal & Iron Exchange, Buffalo, N. Y.
453—Chatfield, G. W., 529 Elm St., New Haven, Conn.
454—Chattanooga Medicine Co., Chattanooga, Tenn., 2005 Locust St., St. Louis, Mo., and San Francisco, Cal.
55—Chautauqua Fruit & Grape Juice Co., Westfield, N. Y.
455A—Chautauqua Fruit Co., Ripley, N. Y.
456—Cheesman Co., J. R., 416 York St., Burlington, N. J.
456A—Chelf Chemical Co., 105 S. 12th St., Richmond, Va.
457—Chemical & Electrical Co., The, 45 Broadway, New York City.
458—Cheney Medicine Co., F. J., 1216 Adams St., Toledo, O.
458B—Chesebrough Mfg. Co., 17 State St., New York City.
459—Chestnut & Co., Chas. O., Paris, Ill.
460—Chessman Mfg. Co., E. M., Cambridge Springs, Pa.
460A—Chesterman & Streeter, 25 S. 11th, Philadelphia, Pa.
460B—Chicago Pharmacal Co., 141 Kinzie St., Chicago, Ill.
461—Chichester Chemical Co., 2315-2319 Madison Square, Philadelphia, Pa.
462—
463—Chiles & Co., 118 Lake St., Chicago, Ill.
464—Chira Chemical Co., 207 Seventh St., Louisville, Ky.
464A—Christiani Drug Co., 484 Pennsylvania Ave., N. W., Washington, D. C.
465—Chuddy Manufacturing Co., 3 Barker Place, Pittsburg, Pa.
465A—Churchill Chemical Co., 108 Murray, New York City.
466—Cincinnati Drug & Chemical Co., The, Front and Main Sts., Cincinnati, O.
466A—Citrosandalene Co., 66 Broadway, New York City.
467—Claflin & Co., Geo. L., 62-72 Main St., Providence, R. I.
468—Clapp & Son, Otis, 10 Park Square, Boston, Mass.
469—
470—Clark & Co., Dr. Seth, 97 Haverhill, Boston, Mass.
471—
472—Clark Co., The C. G., Willow Ave. cor Mechanic, New Haven, Conn.
473—
474—Clarke Bros. & Co., Peoria, Ill.
475—
476—Clay & Co., E. C., 146 State St., Chicago, Ill.
477—Clayton Tablet Co., 55 Arlington St., Cleveland, Ohio.
477A—Cleaner Mfg. Co., 2842 Olive St., St. Louis, Mo.
478—Clemens, Jas. J., 24 So. Center St., Pottsville, Pa.
479—Cleveland Chemical Co., 50 Merwin St., Cleveland, O.
480—Cleveland Petrolatum Co., 51 River St., Cleveland, Ohio.
481—Cliffe, W. L., 2778 Kensington Ave., Philadelphia, Pa.
482—
483—Clinton Drug Co., Tue, East Orange, N. J.
484—Clinton Medicine Co., 371 Clinton Ave., N., Rochester, N. Y.
485—Closson, W. E., Independence, Ia.
486—Coat, H. H., Mason City Ill.
486A—Cobb, Mary E. (Mrs. Pray) 74 West 23rd St., New York City.
487—Coca Cola Co., 179 Edgewood Ave., Atlanta, Ga.
488—Codliver Glycerine Co., 918 Pine St., St. Louis, Mo.
489—Coe Chemical Co., 834 Wilson Ave., Cleveland, O.
490—Coffin, Redington & Co., 30 Cliff St., New York City.
490A—Cogswell, E. N., 1133 Broadway, New York City.
491—
492—Colburn, Birks & Co., 218-224 So. Washington St., Peoria, Ill.
493—
494—Cole & Co., J. W., Black River Falls, Wis.
494A—Cole Co., G. W., 141 Broadway, New York City.
495—Cole & Son, J. L., Greene, Ia.
496—Cole Medicine Co., The, 796 Fulton St., Brooklyn, N. Y.
497—
498—Coleman, Sol., Memphis, Tenn.
499—Colgan Gum Co., 315 7th St., Louisville, Ky.
500—Colgate & Co., 53-55 John St., New York City.
501—Collier, M. D., A. V. D., Catskill, N. Y.
502—Collier's Remedy Co., Providence, R. I.
503—Collier, J. M., Troy, Ala.
504—
504A—Columbia Chemical Co., Denver, Colo.
505—Columbia Chemical Works, 43-51 Sedgwick St., Brooklyn, N. Y.
506—
507—Columbia Drug Co., Savannah, Ga.
508—
509—
510—
511—

511A—Columbian Stock Food Co., 53 Bates St., Detroit, Mich.
512—
512A—Columbine Chemical Specific Co., 2946 Forest, Denver, Colo.
513—Colwell Magic Egyptian Oil Co., Jackson, Mich.
514—Comfort Powder Co., The, Hartford, Conn.
515—Commonwealth Chemical Co., 170 Summer St., Boston, Mass.
516—
517—
518—Comstock Co., The, W. H., Morristown, N. Y.
519—Comstock Remedy Co., The, La Fayette, Ind.
520—Condon & Co., Thos. F., 15 Jay St., New York City.
521—Congo Blacking Mfg. Co., The, 63 Oliver St., Boston, Mass.
522—Conner Co., A. J., 60 Maiden Lane, New York City.
522A—Co-No Medical Co., Oswayo, Pa.
523—Consolidated Dental Mfg. Co., 115 W. 42d St., New York City.
524—Continental Chemical Co., Baton Rouge, La.
525—
526—
527—Cook, Bell & Black, 611 Wabash Ave., Terre Haute, Ind.
528—
529—Cook, Everett & Pennell, 137-141 Middle St., Portland, Me.
530—Coolene Co., Washington Arcade, Detroit, Mich.
531—
532—Coonley Medical Co., The Dr., 235 Cass St., Detroit, Mich.
532A—Cooper, Jr., Jas., Red Bank, N. J.
533—Cooper Medicine Co., The Dr., 216 E. Main St., Galesburg, Ill.
534—Cooper Medicine Co., 113 E.2d St., Dayton, Ohio.
535—Cooper & Nephews, William, 142 Illinois St., Chicago, Ill.
536—Cooper & Hardenburgh, Kingston, N. Y.
537—Corey Medical Co., Dr., 297 E. 43d St., Chicago, Ill.
538—
539—Cornell, Charles E., 91 Fulton St., New York City.
540—Corning, Louis A., Main and Genesee Sts., Warsaw, N. Y.
541—Corrizo Extract Co., 125 E. 42d St., New York City.
542—
543—Cosmo Buttermilk Soap Co., 315 Dearborn St., Chicago, Ill.
544—
545—Costar Manufacturing Co., 424 Sixth Ave., New York City.
546—Costen, W. A., Pocomoke City, Md.
547—Coulson, Wm., 142 Seneca St., Buffalo, N. Y.
547A—Coward, M., 270 Greenwich St., New York City.
548—
548A—Coxe, Dr. H. N., Estate of, Schuylkill Haven, Pa.
549—
550—Crab Orchard Water Co., The, corner Main and Second Sts., Louisville, Ky.
551—Craddock & Co., 1032 Race St., Philadelphia, Pa.
551A—Craighill, E. A., 913 A. in St., Lynchburg, Va.
552—Cramer Chemical Co., Albany, N. Y.
553—Crampton, J. H., 81½ N. High St., Columbus, O.
553A—Crane, James C., 108 Fulton St., New York City.
554—Cranitonic Hair Food Co., 526 W. Broadway, New York City.
555—
556—Cresso Chemical Co., Second and Siegle Sts., Philadelphia, Pa.
557—Crescent Chemical Co., 2109 Indiana Ave., Philadelphia, Pa.
558—Crescent Chemical Co., 2558 Cummings St., Omaha, Neb.
558A—Crippen Medicine Co., The, Wichita, Kan.
559—
560—Criswell Chemical Co., 1901 37th St., N. W., Washington, D. C.
561—Crittenton Co., The Chas. N., 115 Fulton St., New York City.
562—Crittenton, Geo., W. D., 115 So. 8th Ave., Mt. Vernon, N. Y.
563—Crofts & Reed, 842 Austin Ave., Chicago, Ill.
564—Cronhardt Mfg. Co., The, Chillicothe, Mo.
565—
566—Crosby Co., The F., 56 W. 25th St., New York City.
567—
568—Crouch & Co., F. B., 2653 Broadway, New York City.
569—Crowell & Co., Rufus, Salem, Mass.
570—
570A—Crown Cordial and Extract Co., 18 Desbrosses St., New York City.
571—
572—Crown Pharmacal Co., 108 Fulton St., New York City.
573—Crumb Vaporizing Co., 75 Genesee, Utica, N. Y.
574—Crutchfield-Tolleson Co., 85 Main St., Spartanburg, S. C.
575—
576—
577—Cudahy Packing Co., The, South Omaha, Neb.
577A—Culver Co., The R. W., Buchanan, Mich.
578—Culver & Kidd, Milledgeville, Ga.
579—Cummings & Co., Franklin W., 101--107 Westfield St., Providence, R. I.
580—
581—Cunningham, James, Railroad Block, Exchange St., Bangor, Me.
582—
583—Curry-Arrington Co., Rome, Ga.
583A—Curtis, Ben K., 13 Stone St., New York City.
584—Curtis & Brown Mfg. Co., Ltd., 215 Fulton St., New York City.
585—
585A—Curtis & Son Co., cor. Fore & Deer Sts., Portland, Me.
586—
587—
588—Cushing & Co., W., Foxcroft, Me.
589—
590—Cushman Drug Co., 8-10 S. 3d St., Vincennes, Ind.
591—
592—Cutler, C. F., Deep River, Ia.
593—Cystogen Chemical Co., 515 Olive St., St. Louis, Mo.
594—Dad Chemical Co., 105 Chambers, New York City.
595—Dadirrian & Sons, Dr., 73 Lexington Ave., New York City.
596—Daggett & Miller Co., 26 Fountain St., Providence, R. I.
597—Daggett & Ramsdell, 17 West 34th St., New York City.
598—Dahl & Son, H. A. C., 286-290 Schermerhorn St., Brooklyn, N. Y.
599—
600—
601—Dale & Sheridan, Sumner, Illinois.
602—Dalley Mfg. Co., 12 Duane St., New York City.
603—
604—
605—Damschinsky, Carl, 142 E. 34th St., New York City.
606—Dandelion Pill Co., Stamford, Conn.
607—Dana Sarsaparilla Co., 68 Northampton St., Boston Mass.
608—Danbury Pharmacal Co., Danbury, Conn.
609—Danbury Remedy Co., Albany, N. Y.
610—Daniel, John B., 34 Wall St., Atlanta, Ga.
611—Daniels, Dr. A. O., 1 Staniford St., Boston, Mass.
612—Danish Rheumatic Cure Co., Portland, Me.
613—Danner Medicine Co., P. O. Box 912, Pittsburg, Pa.
614—Darlington, James A., 181 William St., Buffalo, N. Y.
615—Davis-Bridaham Drug Co., Denver, Colo.
616—Davenport & Co., J. B., 716 Broadway, Augusta, Ga.
617—Davenport Drug Co., Americus, Ga.
617A—Davidson Rubber Co., 19 Milk St., Boston, Mass.
618—Davis, Dr. N. C., 127 E. Market St., Indianapolis, Ind.
619—Davis & Lawrence Co., Limited, 64 Grand St., New York City.
619A—Davis Pharmaceutical Co., 114 William St., New York City.
620—Davis' Sons & Co., Emry, 16 Weirfield St., Brooklyn, N. Y.
620A—Davol Rubber Co., 69 Point St., Providence, R. I.
620B—Dawson Pharmacal Co., Dawson Springs, Ky.
621—Day & Co., L. S., 14th & P. Sts., Washington, D. C.
622—D. D. D. Company, 70 Dearborn St., Chicago, Ill.
623—Deane Co., Dr. J. A., Kingston, N. Y.
624—Deane Plaster Co., Yonkers, N. Y.
625—Dean Medicine Co., Milwaukee, Wis.
626—Decker Medicine Co., Dr., 208 Main St., Paterson, N. J.
627—DeKalb Co., The H. L., 849 E. Allegheny, Philadelphia, Pa.
627A—De Lacy Chemical Co., 501 Franklin Ave., St. Louis, Mo.
628—Delavau & Co., J. W. S., 6th and Wood Sts., Philadelphia, Pa.
629—Delaware Drug Co., Hancock, N. Y.
629A—De Lisser & Co., 455 W. 26th St., New York City.
630—Dell & Co., 278 W. Madison St., Chicago, Ill.
631—
632—Delta-Diphthero Co., The, 521 Cherry St., Evansville, Ind.
632A—De Miracle Chemical Co., Park Ave, 129th and 130th Sts., New York City.
633—Dennin, Charles, Court and 1st Place, Brooklyn, N. Y.
634—Dent & Co., O. S., 47 W. Larned, Detroit, Mich.
635—Dentacura Co., 7 Alling St., Newark, N. J.
635A—Dent Medicine Co., 364 Wabash Ave., Chicago, Ill.
635A—Dento Mfg. Co., 263—269 Fulton St., Chicago, Ill.
636—Denver Chemical Mfg. Co., 57 Laight, New York City.
637—Derma Remedy Co., 307 Pine St., St. Louis, Mo.
638—Derma-Royale Co., The, 230 Walnut St., Cincinnati, O.
639—
639A—Dermolia Mfg. Co., 14 W. Baltimore St., Baltimore, Md.
640—Des Moines Drug Co., 212-216 Second St., Des Moines, Ia.
641—Despatch Chemical Co., 4326 Garfield Ave., St. Louis, Mo.
642—Detchon, Dr. E., Crawfordsville, Ind.
643—Detchon, Dr. I. A., 213 Main St., Crawfordsville, Ind.
644—Detroit Alkaloidal Granule Co., Witherell St., Detroit, Mich.
645—Detroit Drug Specialty Co., 125 Jefferson Ave., Detroit, Mich.
646—Devine Medicine Co., 177 Water, Augusta, Me.
647—Dew & Son, J. T., Summerfield, O.
648—
649—DeWitt & Co., E. C., 203 La Salle Ave., Chicago, Ill.
650—Diamond Bottling Co., Abbott & Phoenix Ave., Waterbury, Conn.
651—Diamond Laboratory Co., The, 72 Church St., Naugatuck, Conn.
652—Diamond Medicine Co., The, 904 Clinton St., Buffalo, N. Y.
653—Diamond Willow Hair Grower Co., Philadelphia, Pa.
654—Dick & Co., Dundas, 77-79 Varick St., New York City.
655—Dickey Drug Co., Bristol, Tenn.
656—Dickinson, Geo. K., 67 Evergreen Ave., Hartford, Conn.
657—Diehl Chemical Co., LeMars, Ia.
658—Diffusible Tonic Co., Sturgis, Mich.
659—Digestine Co., The, 360 Bay St., Springfield, Mass.
660—Digestal Medicine Co., St. Martins, N. B.
661—Digestor Co., The, 34 Washington St., Chicago, Ill.
662—Diggs & Co., W. P., 113-115 Locust St., St. Louis, Mo.
663—Dill Medicine Co., Norristown, Pa.
663A—Dinet & Delfosse, 103 State St., Chicago, Ill.
664—Dios Chemical Co., 2940 Locust St., St. Louis, Mo.
664B—Disinfectine Co., Canton, O.
665—Ditman, A. J., 2 Barclay St., New York City.
665A—Dixon, J. S., 297 State St., Brooklyn, N. Y.
666—Dixon Saw-Palmetto Medicine Co., Titusville, Fla.
667—Dodds Medicine Co., 105 Seneca St., Buffalo, N. Y.
667A—Dodd & Son, Dr. E. S., Buchanan, Berrien Co., Mich.
668—
669—Don Chemical Co., 815 Georgia Ave., Chattanooga, Tenn.
670—Donnell Mfg. Co., 612 So. 6th St., St. Louis, Mo.
671—Dorrance, Geo. M., 210 Fulton St., New York City.
671A—Doster, Northington Drug Co., Birmingham, Ala.
672—Douglas Mfg. Co., 96-102 Church, New York City.
673—Douglas & Son, C. W., St. Joseph, Mo.
674—Dows & Co., A. W., Lowell, Mass.
675—Drake Bros. Co., 365-367 E. Water St., Milwaukee, Wis.
676—Drake, Dr. J. A., Ft. Wayne, Ind.
677—Drake, Dr. R., La Grange, Ind.
678—Drake, J. K., P. O. Box 545, Troy, N. Y.
678A—Drake Formula Co., 100 Lake St., Chicago, Ill.
679—
680—
681—Drefs, Charles A., 280-282 Broadway, Buffalo, N. Y.
682—Drevet Mfg. Co., 57-59 Prince St., New York City.
683—Drew Co., The Dr. Frances H., 53 Central St., Lowell, Mass.
684—Dromgoole Co., J. P., 1113 Hancock St., Louisville, Ky.
685—Drummond Medicine Co., 84 Nassau St., New York City.
685A—Dry-Sole Co., 99 Warren St., New York City.
686—Dubbel, S. E., Waynesboro, Pa.
687—Du Bois, Joseph, 49 North Front St., Kingston, N. Y.
688—Du Bois, Kolb & Co., Paducah, Ky.
689—
689A—Dudley Pharmacal Co., The, Newark, N. J.
690—
691—Duffy Malt Whiskey Co., The, Rochester, N. Y.
692—Dukehart Mfg. Co., The, Baltimore St. and Calverton Road, Baltimore, Md.
693—Dullam's German Medicine Co., 311 Saginaw St., Flint, Mich.
694—
695—
696—Dunkirk Medicine Co., Inc., 209 Ells St., Dunkirk, N. Y.
697—Dunkley Co., Kalamazoo, Mich.
698—Dunlop, Robt. W., 7 Warren St., New York City.
699—Dunn Co., T. B., 105-115 N. Water St., Rochester, N. Y.
700—Dusal Chemical Co., 81 Fulton St., New York City.
701—
702—Dusenberry, Henry C., 95 Gold St., New York City.

The Numbers in Parenthesis in the Proprietary List

703—Dutcher Drug Co., Fred'k, St. Albans, Vt.
704—Dye Medical Co., Lewis Block, Buffalo, N. Y.
705—Dykema, C. G., 330 Leonard Ave., Grand Rapids, Mich.
706—
707—East Ave. Drug Co., Hamilton, O.
708—
709—East Tenn. Medicine Co., Johnson City, Tenn.
710—Eastern Drug Co., 8-20 Fulton St., Boston, Mass.
711—
712—Ec-Zine Co., 59 Clark St., Chicago, Ill.
713—Ebert, Albert E., 426 State St., Chicago, Ill.
713A—Eberhardt, John H., 622 Third Ave., New York City.
714—
715—
715A—Economy Boneset Cordial Co., Economy, Pa.
716—Eddy & Co., C. H., Brattleboro, Vt.
717—Eddy & Co., W. B., 24 High St., Whitehall N. Y.
718—Edgerly & Co., J. W., 3d and Market Sts. Ottumwa, Ia.
718A—Edner Pharmacal Co., St. Louis, Mo.
718B—Edward Chemical Co., 540 Walnut St., Reading, Pa.
719—Edwards, M. D., J. F., Raritan, N. J.
720—Eezee Mfg. Co., Elizabeth, N. J.
721—Egbert, A. L., 265 W. Broadway, New York City.
722—Eimer & Amend, 205-211 3d Ave., New York City.
723—Eisner & Mendelson Co., 77 Warren St., New York City.
724—Electro Silicon Liniment Co., Spencer, Tioga Co., N. Y.
725—
726—Elgin Milkine Co., Elgin, Ill.
727—Elk Drug Co., The, Binghamton, N. Y.
728—Elkoeine Chemical Co., Doon, Ia.
729—Elliott Medicine Co., 500 Broadway, Council Bluffs, Iowa.
730—Elmes, James, 3149 State St., Chicago, Ill.
731—Ellsworth, F. D., Corry, Pa.
732—Elsner Pearl Cream Co., 1061-1063 Milwaukee Ave., Chicago Ill.
733—Elwin Laboratory, Poughkeepsie, N. Y.
734—Ely Bros., 56 Warren St., New York City.
735—Ely, Charles S., Millville, Col., Co., Pa.
736—Elysian Mfg. Co., 21-25 W. Atwater St., Detroit, Mich.
737—Emerson Drug Co., 308-310 W. Lombard St., Baltimore, Md.; 171 E. Randolph St., Chicago, Ill.
738—Emerson, Frank, 122 S. Broadway, Lawrence, Mass.
739—
740—
741—Emmert Proprietary Co., 264 W. Washington St., Chicago, Ill.
742—Empire City Chemical Co., 163 William St., New York City.
743—Empire State Drug Co., Buffalo, N. Y.
744—Enck, W. C., Lititz, Pa.
744B—Equine Remedy Co., Brandon, Vt.
745—Equinox Spring Co., Manchester, Vt.
746A—Eradeline Chemical Co., 123 Liberty St., New York City.
747—
747A—Erb, C. S., 121 Amsterdam Ave., New York City.
748—Erb Pharmacal Co., The, 2081 Madison Ave., New York City.
749—Erdman & Co., Ltd., 117 No. 15th St., Philadelphia, Pa.
749A—Ergens & Co., Emile, 153 E. 55th St., New York City.
750—Ernst, M., 456 St. Clair St., Cleveland, O.
751—Essenic Mfg. Co., Plainfield, N. J.
752—Estberg, A. C., Waukesha, Wis.
752A—Ethical Chemical Co., 15 E. 14th St., New York City.
753—Etna Chemical Co., 313 West St., New York City.
754—Etts Drug Co., Dr., 324 Dearborn St., Chicago, Ill.
755—
756—Eupepsia Chem. Co., 409 Walnut St., St. Louis, Mo.
757—Eureka Chemical Co., La Crosse, Wis.
758—Eureka Headache Cure Co., 12 So. Main St., Concord, N. H.
759—Eureka Medical Co., 207 W. Colfax Ave., South Bend, Ind.
759A—Evanola Mfg. Co., 353 Adams St., Brooklyn, N. Y.
760—Evans Chemical Co., The, 230 Walnut St., Cincinnati, O.
760A—Evans, Geo. E., 3 W. 18th St., New York City.
760B—Evans, Geo. B., 1106 Chestnut St., Philadelphia, Pa.
761—Evans, Henry, 920-924 F St., N. W., Washington, D. C.
762—Evans & Sons, C. H., Hudson, N. Y.
763—Evans' & Sons, Ltd., 133 William St., New York City.
764—Everit Remedy Co., Wellsville, N. Y.
765—Every & Co., A. F., 35 Frankfort St., Brooklyn, N. Y.
766—Ewbank Remedy Co., The Dr. H. B., 57 W. 116th St., New York City.
769—Faber Chemical Co., 205 W. 128th St., New York City.
770—Fabery, Dr. Robert, 272 Tremont St., Boston, Mass.
771—
772—
773—
774—Fahnestock Co., B. A., 6387 Penn Ave., Pittsburg, Pa.
775—Fahrney & Son, Drs. D., Hagerstown, Md.
775A—Failing, J. P., Albany, N. Y.
775B—Fairbanks, Geo. E., 284 Main St., Worcester, Mass.
776—Fairchild Bros. & Foster, 74 Laight St., New York City.
777—
778—
779—
780—
781—Fancher Medicine Co., Dr., Racine, Wis.
782—Farbenfabriken, of Elberfeld Co., 40 Stone St., New York City.
782A—Fargo Creamery Supply House, Lake Mills, Wis.
783—
783A—Fassett, E. H. & Co., Kingston, N. Y.
784—
785—Faultless Chemical Co., 32 So. Paca St., Baltimore, Md.
786—
787—
788—Feidt & Co., Geo. D., 528 Arch St., Philadelphia, Pa.
789—Fell Co., The S. R., 1066-1068 Central Ave., Cleveland, Ohio.
790—Felch Bros., Tottenville, N. Y.
791—Fellows Medical Mfg. Co., The, 26 Christopher St., New York City.
792—Fels & Co., 1708 Market St., Philadelphia, Pa.
793—
794—
795—Fenner, M. M., Fredonia, N. Y.
796—Fenner Co., B., Westfield, N. Y.
797—
798—
799—
800—Ferry Drug Co., 8 Market St., San Francisco, Cal.
800A—Fessenden's Food Co., 76 5th Ave., New York City.
801—Fetters, Wm. A., 803 North Third St., Philadelphia, Pa.
802—Field & Co., Byron, 182 State St., Chicago, Ill.
803—Filkins & Bros., M. L., 367 Monroe Ave., Rochester, N. Y.
803A—Filkins, J. L., 172 E. 122d St., New York City.
804—Fink & Son, H. G. G., Springdale, Pa.
805—
806—
807—Finlay, Dicks & Co., New Orleans, La.
808—Fischer's Home Remedy Co., Dr. E. J. W., 908 Jefferson St., Buffalo, N. Y.
809—Fisher Antiseptic Co., Ltd., New Orleans, La.
810—Fischer Chemical Importing Co., 14 Platt St., New York City.
812—
813—Fisher Bros., Baraboo, Wis.
814—
815—Fisk & Arnold, 3 Boylston Place, Boston, Mass.
815A—Fisk, F. M., Cassopolis, Mich.
816—Fitchmul Co., Concord, N. H.
817—
817A—Fitch Chemical Co., Bay City, Mich.
818—Fitch & Co., A. M., 719 Ft. Wayne Ave., Indianapolis, Ind.
818A—Fitzsimmons, M., 81 9th St., Brooklyn, N. Y.
819—Flag Salt Remedy Co., The, Savannah, N. Y.
820—Flanders, A. H., 439 E. 11th St., New York City.
821—Fleck, J. J., Tiffin, O.
822—Fleming Bros., Union Stock Yards, Chicago, Ill.
823—Fleming Bros. Co., 6387 Penn Ave., Pittsburg, Pa.
824—Fleer & Co., F., Philadelphia.
825—"Floor Shine" Co., The, 106 So. 6th St., St. Louis, Mo.
826—Floretta Health Pad Co., 21 Winter St., Boston, Mass.
827—
828—Flower Bros. Medical Co., 101 St. Botolph St., Boston, Mass.
829—Flower City Plant Food Co., 43 Central Ave., Rochester, N. Y.
830—Flower Drug Co., 465 Hudson St., New York City.
831—Flower Medicine Co., 544 W. 149th St., New York City.
832—Floyd Medicine Co., 1-7 Griswold St., Detroit, Mich.
833—Floyd Medicine Co., G. F., Lone Oak, Tex.
834—Fly Button Co., The, Maumee, O.
835—Foodigests Medicine Co., 12th & Market Sts., Philadelphia, Pa.
836—Foley & Co., 92 Ohio St., Chicago, Ill.
837—Foltz, F. P., Abingdon, Ill.
837A—Fonda Drug Co., Douw H., 14-16 Green St., Albany, N. Y.
838—Foote Chemical Co., Dr., 886 Howard Ave., New Haven, Conn.
839—Foote & Jenks, Jackson, Mich.
840—Forbes Diastase Co., The, Marietta, O.
840B—Forquignon Mfg. Co., Emil, 13 E. 16th St., New York City.
841—
841A—Fort Wayne Drug Co., Fort Wayne, Ind.
842—Fosgate, Wm., 129 Genesee St., Auburn, N. Y.
842A—Foster & Co., T. M., North English, Ia.
843—Foster Co., The Jas. W., Bath, N. H.
843A—Foster & Bro., J. B., Roseville and 7th Aves., Newark, N. J.
844—Foster Mfg. Co., The, 3148 Cottage Grove Ave, Chicago, Ill.
845—
846—Foster-Millburn Co., 246 Michigan St., Buffalo, N. Y.
847—Fougera & Co., E., 28 and 30 No. William St., New York City.
848—Fougera, E., 309 8th St., Brooklyn, N. Y.
849—Fould, H. B., 214 6th Ave., New York City.
850—Fenner, Dr. M. M., Fredonia, N. Y.
850—Four Fold Liniment Co., 1220 Federal St., Allegheny, Pa.
851—Fournier & Knopf, Felix, 108 Reade St., New York City.
852—Foutz, David E., 1409 Rice St., Baltimore, Md.
853—Fowle & Sons, Seth W., 81 High St., Boston, Mass.
854—
854A—Franke Medical Co., 172 Pavonia Ave., Jersey City, N. J.
854B—Franklin Chemical Co., 22 N. 9th St., Philadelphia, Pa.
855—Fraser & Co., A. S., 343 Westminster St., Providence, R. I.
855A—Fraser Tablet Co., 454 18th St., Brooklyn, N. Y.
856—
857—Freeman Perfume Co., 535 Walnut, Cincinnati, Ohio.
858—Freeman & Pettijohn, 16th and Race Sts., Philadelphia, Pa.
859—Fremont Grape Juice Co., 317 Birchard Ave., Fremont, O.
860—French, Cave & Co., 435 Arch St., Philadelphia, Pa.
861—French Drug Co., 29 Beekman St., New York City.
862—French Dye Co., Vassar, Mich.
863—Frewin & Co., J. M., 2755 Lake St., Chicago, Ill.
864—
865—Froelich, Oscar O. B., 4-10 Ash St., Jersey City, N. J.
865A—Frog-in-Your-Throat Co., Irving Bldg., New York City.
866—
867—Frost Remedy Co., Westfield, Mass.
868—
869—
870—Fry Mfg. Co., P. O. Box 912, Pittsburg, Pa.
871—Frye, Geo. C., 320 Congress St., Portland, Me
872—Fryer, D. F., Windsor, Cal.
873—
873A—Fuller Chemical Co., 88A. Essex St., Boston, Mass.
873B—Fuller & Fuller Co., Randolph & Franklin Sts., Chicago, Ill.
874—Funke, Jr., L., 72 Beekman, New York City.
875—Gadu-Olein Mfg. Co., Memphis, Tenn.
876—Gahm & Co., Joseph, 125 Purchase St., Boston, Mass.
877—
878—Galloway, N. E. & S. S., 2049 Lincoln St., Topeka, Kans.
879—Gandolfi & Co., L., 427 West Broadway, New York City.
880—Gambert, H., 228 West Broadway, New York City.
880A—Game, M. F., Atlanta, Ga.
881—Garden, Wm. A., 603 Pearl St., Sioux City, Ia.
881A—Gardiner, A. P., 320 Broadway, New York City.
882—Gardner-Barada Chemical Co., The, 42 River, Chicago, Ill.
883—Gardner, R. W., 156 William St., New York City.
883A—Gare Pharmacal Co., The, 34 Washington St., Chicago, Ill.
884—Garfield Tea Co., 145 41st St., Brooklyn, N. Y.
885—Garney, J. W., 637 Linden St., Scranton, Pa.
886—Garver, J. U., 910 Security Bldg., Chicago, Ill.
887—Gary & Co., J. E., Archway 22-28 Beach St., Boston, Mass.
887A—Gaudette, Pierre, L. M., Lafayette St., Salem, Mass.
888—
889—Gavitt Medical Co., W. W., 5th and Madison Sts., Topeka, Kans.
890—Gaylord Medicine Co., 126 State St., Chicago, Ill.
890A—Gedney, J. W., 203 E. 88th St., New York City.
891—Geer, S. L., 59 Broadway, Norwich, Conn.
892—Ge-Ge Company, Philadelphia, Pa.
893—Geisenberger Bros., 520 Franklin St., Natchez, Miss.
894—Gelwitz, J. G., northwest corner 10th and Olive Sts., St. Joseph, Mo.

refer to this List of Names and Addresses of Manufacturers

895—Gem Medicine Co., 122 Olive St., St. Louis Mo.
896—Georges & Son, Prof. J. J., 1211 Pennsylvania Ave., Washington, D. C.
897—Gerlty Bros., 126 Lake St., Elmira, N. Y.
898—
899—
900—German Medicine Co., The, 103 Randolph St., Chicago, Ill.
901—German Medicine Co., The, 281 Main St., Northampton, Mass.
902—German Medicine Co., The, 1613 Central Ave., Cincinnati, O.
903—
904—Germano Mfg. Co., The, Kenton, O.
905—
906—Germithol Chemical Co., Piqua, O.
907—
907A—Gerstendorfer Bro., 43 Park Place, New York City.
908—Gerstle Medicine Co., Chattanooga, Tenn.
909—Gescheidt Medical Co., 33 Park Row, New York City.
910—Gessler, Max, 133-135 Michigan St., Milwaukee, Wis.
911—Getman, G. W., Lyons, New York.
912—Getleman Brewing Co., A., State St., and West City Limits, Milwaukee, Wis.
913—Geyserite Soap Mfg. Co., The, 15th and Delgany Sts., Denver, Colo.
914—Giant Chemical Co., 35 Poplar St., Philadelphia, Pa.
915—Giant Oxie Co., The, 20 Willow St., Augusta, Me.
916—Gibbs & Co., 102 Fulton St., New York City.
917—Gifford & Co., William, 5th Ave., and Quincy St., Chicago, Ill.
918—Gilbert Bros. & Co., Baltimore, Md.
919—
920—
921—Gilbert & Co., O. F., 254 Jos. Campau Ave., Detroit, Mich.
922—Gilman Brothers, 50 Franklin St., Boston, Mass.
923—Gilmore & Co., W. J., 426-430 7th Ave., Pittsburg, Pa.
924—
925—Gilpin, Langdon & Co., Baltimore, Md.
926—
927—Girard Chemical Co., 1308 Sansom St., Philadelphia, Pa.
928—Girardeau, A. B., Savannah, Ga.
929—
930—Gladstone Chemical Co., Elkhart, Ind.
930A—Gleason Grape Juice Co., Fredonia, N. Y.
930B—Gleghorn Pharmacal Co., 1027 Morrison Ave., Allegheny, Pa.
931—Glenbrook Chemical Works, 3901 Shenandoah Ave., St. Louis, Mo.
932—Glessner Medicine Co., The, Findlay, Ohio.
933—Globe Chemical Works, 902 Ridgely St., Baltimore, Md.
934—Globe Remedy Co., 177 Broadway, New York
934B—Globe Mfg. Co., Des Moines, Ia.
City.
934A—Glover, H. Clay, 1278 Broadway, New York City.
935—Glynn, W. B., Saxtons River, Vt.
936—Glyza Chemical Co., 1316 L St., N. W., Washington, D. C.
937—
938—Goff & Sons Co., S. B., Broadway and Bridge Ave., Camden, N. J.
939—Golden Gate Mfg. Co., P. O. Box 165, Berkeley, Cal.
940—Golden Cure Co., Hammond, Ind.
941—
942—Goldman, Mary T., Goldman Bldg., St. Paul, Minn.
943—Golden Specific Co., 439 Race St., Cincinnati, Ohio.
943A—Gold Spirit Chemical Co., The South Bend, Ind.
944—Goldsboro Drug Co., Goldsboro, N. C.
944A—Goll, E. L.
945—Goll Chemical Works, The Bruno H., 661 W. 12th St., Chicago, Ill.
945A—Gonoseptone Co., The, Topeka, Kansas.
946—Good Bros. Co., The, 917 Hamilton St., Allentown, Pa.
947—Good, James, 939 No. Front St., Philadelphia, Pa.
947A—Goodhair Remedy Co., 42 No. 3d St., Newark, O.
948—Goodrich Polish Mfg. Co., Campello, Mass.
949—Goold & Co., J. E., 201-203 Federal St., Portland, Me.
950—Goodwin, F. W., Saxonville, Mass.
950A—Gordon Medicine Co., Dunellen, N. J.
951—
952—Gosman Ginger Ale Co., 13 W. Pratt St., Baltimore, Md.
953—Gotham Co., The, 82 Warren St., New York City.
954—Gottlieb Chemical Co., The, 557 W. Broadway, New York City.
955—Gottschall, A. H., 250 Hummel St., Harrisburg, Pa.
956—Gould Polish Co., 13 S. 13th St., Philadelphia, Pa.
957—
958—
959—Graefenberg Company, 111 Chambers St., New York City.
960—Graham Bros. & Co., 421-423 W. Lake St., Chicago, Ill.
961—Graham Co., S. Grover, 319 Broadway, Newburg, N. Y.
962—
963—Graham, Mrs. G., 1261 Michigan Ave., Chicago, Ill.
964—Graner Co., Edward L., Grand View Ave. Pittsburg, Pa.
965—Granger Medicine Co., Dr., 619 Market St., Chattanooga, Tenn.
966—Grape Capsule Co., 133 William St., New York City.
967—Graves Mfg. Co., Topeka, Kans.
967A—Graves & Sons, C. H., 35 Hawkins St., Boston, Mass.
968—Grape Fruit Tablet Co., Baltimore, Md.
969—Graves Tooth Powder Co., Dr. E. L., 90 Illinois St., Chicago, Ill.
970—Gray & Co., W. F., 430 Broad St., Nashville, Tenn.
971—Great Forest Remedy Co., Bolivar, Mo.
972—Great J. A. Z. Co., The, Long & 24th St., Columbus, O.
973—Green, G. G., Woodbury, N. J.
974—Green-May Med. Co., Bloomington, Ill.
975—Green Chemical Co., Dr., Ionia, Mich.
976—Greene Co., E. S., 116 Amherst St., Springfield, Mass.
977—Greene Nervura Co., Dr., 615 Albany St., Boston, Mass.
977A—Greene & Co., J. W., Eola, Ill.
978—Greene Co., Lester H., Montpelier, Vt.
979—Greenhalge, F. W., College St., Nashville, Tenn.
980—Greer, John H., 259 Essex St., Lawrence, Mass.
981—Greever, Lotspeich Mfg. Co., 718 3rd St., Knoxville, Tenn.
982—
983—Griffith, Wm. H., 67 3rd Ave., New York City.
984—Griswold, W. R., Rocky Hill, Conn.
985—Groder & Co., George, Waterville, Me.
986—
986A—Groom, Chas. E., 777 Burden Ave., Troy, N. Y.
987—
988—Grosvenor & Co., J. M., 148 Pearl St., Boston, Mass.
989—Grove Herb Extract Co., Hartford, Conn.
990—Grove's Son & Co., Dr. M. F., 801 South Front St., Philadelphia, Pa.
991—Guardian Angel Remedy Co., Baltimore, Md.
992—Guenther, E. K., Waldoboro, Me.
993—Guild, J. H., Rupert, Vt.
994—
995—
996—
996A—Gynecine Co., 37 Randolph St., Chicago, Ill.
997—
998—Haas, F., 5th Ave. and 39th. St., New York City.
999—Haas, V. S. Joseph, 106 S. Pennsylvania Ave., Indianapolis, Ind.
1000—Haemo-Hepatica Pharmacal Co., The, 941 Amsterdam Ave., New York City.
1001—Hager Medicine Co., Lafayette & Washington Sts., South Bend, Ind.
1001A—Hahnemann Remedy Co., Denver, Colo.
1002—Haines Medicine Co., H. H. Fort Wayne, Ind.
1003—Hair, Dr. B. W., Hamilton, O.
1004—Hale Co., The H. R., Hartford, Conn.
1005—Hale, Austin & Co., 241 Walnut St., Cincinnati, O.
1005A—Haley, S. B., 77 Summer, Boston, Mass.
1006—Hall Bros., 1126 Elm Ave., San Francisco, Cal.
1007—Hall Capsule Co., The, 15 W. 7th St., Covington, Ky.
1008—
1009—Hall & Co., R. P., 11 High St., Nashua, N. H.
1009A—Hall, Dr. E. W., 2931 Olive St., St. Louis, Mo.
1010—Hall, Dr. P., 630 State St., Erie, Pa.
1011—
1012—Hall, Frank D., Newark, O.
1013—Hall, Pharm. Lab'y, 1322 Broadway, New York City.
1014—Hall Med. Co., Dr. W., 310 No. Main St., St. Louis, Mo.
1015—Hall Remedy Co., The, Dallas, Tex.
1016—Hall & Ruckel, 215 Washington St., New York City.
1017—Haller Proprietary Co., The, Blair, Neb.
1018—Hallock, Denton & Co., 114-116 S. 8th St., Newark, N. J.
1019—
1020—Hallock, Wm. Penn., 117 Poplar St., Harrisburg, Ill.
1021—Halsey Bros. Co., 141 Kinzie, Chicago, Ill.
1022—Haltiwanger-Taylor Drug Co., 27½ Alabama St., Atlanta, Ga.
1023—Haman, E. Thompson, Woodbury, N. J.
1024—
1025—Hamlins Wizard Oil Co., 63 Market St., Chicago, Ill.
1026—Hammack Drug Co., 2 Marietta St., Atlanta, Ga.
1026A—Hammond, C. L., North Java, Wyoming Co., N. Y.
1027—Hammond Paint & Slug Shot Works, Fishkill-on-the-Hudson, N. Y.
1028—
1029—Hance Bros. & White, Callowhill and Marshall Sts., Philadelphia, Pa.
1030—Hancock & Son, John F., 4 So. Howard St., Baltimore, Md.
1031—Hancock Liquid Sulphur Co., Baltimore, Md.
1032—
1033—
1034—Hanford Mfg. Co., G. C., 520 So. Clinton St., Syracuse, N. Y.
1035—Hankins, Bunting, Bordentown, N. J.
1036—Hanover Drug Co., The, 99 Maiden Lane, New York City.
1037—
1038—Hansen's Laboratory, Chr., Little Falls, N. Y.
1039—Hanson Co., W. T., Schenectady, N. Y.
1040—Hanson Granule Co., 675 Hudson St., New York City.
1041—
1042—
1043—
1044—Harper, John, 301 Lion St., Dunkirk, N. Y.
1045—Harper, Robert N., Washington, D. C.
1046—
1047—
1048—Harrington & Co., E. B., 1701 Iowa St., Los Angeles, Cal.
1049—Harris Remedy Co., The Dr., South Bend, Ind.
1050—Harrison, Mrs. Nettie, 40 and 42 Geary St. San Francisco, Cal.
1050A—Harrison & Roth Co., Main St., Evanston, Wyo.
1050B—Harrison, Wm., Liverpool, N. Y.
1051—Hart & Co., Ltd., E. J., 535-537 Tchoupitoulas St., New Orleans, La.
1052—Hart Croup Syrup Co., Seth, Athens, Ohio.
1053—Hart Drug Co., The, 114 W. 32d St., New York City.
1054—
1055—Hart Remedy Co., Franklin, 9 Warren St., New York City.
1056—Hart Rheumatic Remedy Co., 13½ E. Swan St., Buffalo, N. Y.
1057—Harter Medicine Co., The Dr., First and Canal Sts., Dayton, Ohio.
1058—Harts Phospho Iron Tonic Co., Cedar Rapids, Iowa.
1058A—Harts Swedish Asthma Cure Co., 848 Ellicott St., Buffalo, N. Y.
1059—Hartshorn & Sons, E., 71 Blackstone St., Boston, Mass.
1060—Hartwig Drug Co., 1570 Milwaukee Ave., Chicago, Ill.
1061—Harvey & Co., D. A., Enosburg Falls, Vt.
1062—Harvey & Co., The G. F., Saratoga Springs, N. Y.
1063—Hervie Drug Co., 153 Maiden Lane, New York.
1064—Hasbrouck Chem. Co., West Mystic, Conn.
1065—Hasenohr, H. L., 466 Grand St., New York City.
1065A—Haskin Medicine Co., Binghamton, N. Y.
1066—Haswell Drug Co., 900 16th St., Denver, Colo.
1066A—Hatfield, E. S., St. Martins, N. B.
1067—
1068—Havens Medical Co., 352 Atlantic Ave., Brooklyn, N. Y.
1069—
1070—
1071—
1072—
1072A—Hawley, C. D., Berlin, Wis.
1072B—Hawthorne Drug Co., The, 2370 Washington St., Boston, Mass.
1073—Hay Co., R. R., 708 Hyde St., San Francisco, Cal.
1074—Hay Specialties Co., Philo, 229 Lafayette St., Newark, N. J.
1075—Hay's Sons H H., Portland, Me.
1076—
1077—Hayes & Co. James A., and 11 Commercial St., Boston, Mass.
1078—Hayes & Coon, 24 Gratiot Ave., Detroit, Mich.
1079—
1079A—Hayssen Co., H. H., Chunchula, Ala.
1079B—Hay's Sons, H. H., Portland, Me.
1080—Hayter, J. P., Decatur, Tex.
1081—Hazle Mfg. Co., The, 152 Charles St., St. Paul, Minn.
1082—Hazeltine Co., 533 S. Michigan St., South Bend, Ind.
1083—Hazeltine & Perkins Drug Co., 42-46 Ottawa St., Grand Rapids, Mich.
1084—Healio Medicine Co., The, P. O. Box 229, New York City; also Westfield, N. J.
1084A—Health Food Co., 61 5th Ave., New York City.
1085—Heath Medicine Co., The Appleton, Wis.
1086—
1087—
1088—Hegeman & Co., Inc., 200 Broadway, New York City.
1089—Hegeman & Co., J. N., 21 Park Row, New York City.
1090—Hell Chemical Co., Henry, 212-214 So. 4th St., St. Louis, Mo.
1091—Heitshu & Co., Inc., S., 42 Front St., Portland, Ore.
1091A—Heller Chemical Co., 222 Wayman St., Chicago, Ill.
1092—Heller & Co., B., 249 So. Jefferson St., Chicago, Ill.

1092A—Helmbold Mfg. Co., 1007 Spring Garden St., Philadelphia, Pa.
1093—
1094—Helvetia Milk Condensing Co., Highland, Ill.
1095—Henry, Dr. Robert J., Glyndon, Md.
1096—Henry Drug Co., Louisville, Ky.
1097—Henry, Johnson & Lord Co., 121 College St., Burlington, Vt.
1098—Henry Pharmacal Co., 300 3d Ave., Louisville, Ky.
1099—Hensel Bros. & Co., 1273 W. Lake St., Chicago, Ill.
1100—Herb Medicine Co., corner East and Harrison Sts., Springfield, O.
1101—Herbene Pharmacal Co., 449 E. 121st St., New York City.
1101A—Herpicide Co., 47 W. Adams Ave., Detroit, Mich.
1102—Herrick's Family Medicine Co., Dr., 69 Murray St., New York City.
1102A—Herrman, H. & Son, 1451 First Ave., New York City.
1103—Herrmann's Superior Complexion Powder Co., 1127 Chestnut St., St. Louis, Mo.
1104—Hesperian Chemical Ass'n., Tacoma, Wash.
1104A—Hess & Clark, Dr., Ashland, O.
1104B—Hess Co., 223 So. Fitzhugh St., Rochester, N. Y.
1105—Hesselroth, Lawrence, 107 E. Chicago Ave., Chicago, Ill.
1106—Hessig-Ellis Drug Co., The., 363 Main St., Memphis, Tenn.
1106A—H. H. Ink Co., Canton, O.
1106B—Hemblein & Bro., G. F., 74 Trumbull St., Hartford, Conn.
1107—Hickman Mfg. Co., 79-81 Cortlandt St., New York City.
1107A—Hickerson Medicine Co., Warren, Ind.
1108—
1109—Hidden Inhalant Co., 74 Boylston St., Boston, Mass.
1109A—Higginson, H. D., Wichita, Kansas.
1110—Hill Co., The R. M., Springfield, Vt.
1111—Hill Co., The W. H., 700 Cass Ave., Detroit, Mich.
1111A—Hill Medicine Co., 40 E. 19th St., New York City.
1112—Hiller Drug Co., 413 Market St., San Francisco, Cal.
1113—Hillebrandt, C. S., Gloversville, N. Y.
1114—Hill's System Tonic Co., Binghamton, N. Y.
1115—Hillside Chemical Co., The, Johnes & Renwick, Newburgh, N. Y.
1116—Hilton, M. D., G. W., Lowell, Mass.
1117—Hinnod Mfg. Co., 14 and 16 Vesey St., New York City.
1118—
1119—Hinds, A. S., 72-76 Pine St., Portland, Me.
1119A—Hinkley Bone Liniment Co., Saginaw, Mich.
1120—Hinsey, John H., 317 S. William St., Dayton, O.
1121—Hinz & Plagemann, Mission and Main Sts., San Francisco, Cal.
1122—Hirax Chemical Co., 351 W. 26th St., New York City.
1123—Hires Co., The Charles E., Malvern, Pa.
1124—Hirsh & Co., Charles L., 7-9 Water St., New York City.
1125—Hiscox Chemical Works, Patchogue, N. Y.
1126—
1127—Hite Magic Cream Co., Owensboro, Ky.
1128—Hite, S. P., Staunton, Va.
1129—Hoadley Mfg. Co., The, 19 Hoadley Place, Hartford, Conn.
1130—
1131—Hoffman, Geo. William, Indianapolis, Ind.
1132—Hoffman Medicine Mfg., Dr., 2022 S. 9th St., St. Louis, Mo.
1133—Hogan-Johnson Drug Co., The La Fayette, Ind.
1133A—Holbrook Co., The Geo., Woodstock, Vt.
1134—
1135—Hollerback, J. F., 1059 Camp St., New Orleans, La.
1136—
1137—
1138—Holman Liver Pad Co., 108 Fulton St., New York City.
1139—Holmes, Clay W., 410 W. Gray St., Elmira, N. Y.
1140—Holmes Drug Company, 210 E. Baltimore St., Baltimore, Md.
1141—Holmes, W. R., Macon, Ga.
1142—Holt Co., M. D., Green Bay, Wis.
1142A—Home Remedy Co., The, Atlanta, Ga.
1143—Home & Co., 764 Racine Ave., Chicago, Ill.
1144—Honey Dew Gum Co., 254 Pearl St., New York City.
1145—Hood Co., O. I., Lowell, Mass.
1146—Hood, Dr. J. C., 7th and Broadway, Louisville, Ky.
1147—Hoofland Herb Tea Co., Rochester, N. Y.
1148—Hooker & Co., W. H., Carroll & Ellicott, Buffalo, N. Y.
1149—Hoolihan, Austin B., 169 Allen St., Buffalo, N. Y.
1150—
1151—Hop Plaster Co., 345a Washington St., Boston, Mass.
1152—Hope Chemical Co., 482 La Salle Ave., Chicago, Ill.
1153—Hopkins, Ferd. T., 37 Great Jones St., New York City.
1154—Hopkins Medical Co., Dr. J. R., 156 So. Forsyth St., Atlanta, Ga.
1155—Horlick's Food Co., Racine, Wis.
1155A—Horn, Chas. W., Slatington, Pa.
1156—Horn, E. A., Oshkosh, Wis.
1157—Horner, James B., 3 Platt St., New York City.
1158—
1159—Hosmer, Eli T., 234 Allen St., Buffalo, N. Y.
1160—Hostelley & Co., W. H., Collingdale, Pa., also 233 N. 2d St., Philadelphia, Pa.
1161—Hostetter Co., The, 59 and 60 Water St., Pittsburg, Pa.
1161A—Houchin Co., Thos. W., 48 Warren, New York City.
1162—Hough, H. J., 1907 Westminster St., Providence, R. I.
1163—Hough & Sons, J. E., Manchester, Tenn.
1164—Houghton & Co., 127-129 Kingston St., Boston, Mass.
1165—Houghton & Co., E. F., 240 W. Somerset St., Philadelphia, Pa.
1166—
1167—Household Remedy Co., Pawtucket, R. I.
1168—Houston Drug Co., 102-106 Travis St., Houston, Tex.
1169—Hover & Co., W. A., Denver, Colo.
1170—Howard Bros., 457-459 Washington St., Buffalo, N. Y.
1171—Howard Drug Co., 208 W. Pratt St., Baltimore, Md.
1172—Howard Pharmacal Co., 1000 Olive St., St. Louis, Mo.
1173—
1174—Howarth & Ballard, 183 Genesee St., Utica, N. Y.
1175—
1176—
1177—Howell Condensed Milk & Cream Co., Goshen, N. Y.
1178—Howell, S. E., Omaha, Neb.
1179—Howes & Son, Franklin, Woonsocket, R. I.
1180—Hoxsie, A. P., 636 Delaware Ave., Buffalo, N. Y.
1181—Hoyt Chemical Co., 218 South New Jersey St., Indianapolis, Ind.
1182—Hoyt & Co., E. W., 80 Church St., Lowell, Mass.
1183—Hoyt's Magic Ointment Co., Schenectady, N. Y.
1184—Hubbard & Co., J., 12 Franklin Ave., Boston, Mass.
1185—Hubbard Headache Capsule Co., H. C., Humboldt, Ia.
1186—Hubbard, Son & Co., Chas., 211-213 W. Water St., Syracuse, N. Y.
1187—
1187A—Huber Brewing Co., Otto, 240 Meserole St., Brooklyn, N. Y.
1188—Hubert, I., 14 17th St., Toledo, O.
1188A—Hudson & Co., Inc., 489 Fifth Ave., New York City.
1189—Hudnut, Richard, 46 E. 19th St., New York City.
1189A—Huested & Co., A. B., 144 State St., Albany, N. Y.
1190—
1191—Hull, Geo. W., 23 W. King St., Lancaster, Pa.
1192—Hull & Co., C. E., 18 Cedar St., New York City.
1193—Humane Dehorning Co., Bloomington, Wis.
1194—Humphrey Drug & Chemical Co., 45 Vesey St., New York City.
1195—Humphreys' Homeopathic Med. Co., John & Williams St., New York City.
1195A—Humphreys' Vet. & Family Medicine Co., 836 Broad St., Newark, N. J.
1195B—Hunstock Chemical Co., R. H., 412 S. 6th St., St. Louis, Mo.
1196—Hunt, Dr. B. S., Sidney, O.
1197—Hunter, Mrs. R. M., 150 No. 10th St., Philadelphia, Pa.
1198—Hunt's Remedy Co., 451 S. Main St., Providence, R. I.
1199—
1200—Hurd, R. H., North Berwick, Me.
1201—Hurlburt & Co., C. T., 7 Barclay St., New York City.
1202—Hurtt & Co., John B., 322 Light St., Baltimore, Md.
1203—
1204—Husband, Thos. J., Jr., 3d & Spruce Sts., Philadelphia, Pa.
1205—Hussel Tablet Co., H. A., Cromwell, Ind.
1206—Hussung, W. D., 1107 Pine St., St. Louis, Mo.
1206A—Huston, Chas., 47 So. High St., Columbus, O.
1207—
1208—
1209—
1209A—Hya Hya Medicine Co., Lansing, Mich.
1210—Hyde Carpet Cleaner and Moth Exterminator Co., 115 Court Ave., Des Moines, Ia.
1210A—Hydrolett Chem. Co., 55 Waldo Place, Chicago, Ill.
1211—Hydro Pneumatic Disinfecting Co., 221 Mercer St., New York City.
1212—Hygienic Wood Wool Co., 38 Pearl St., New York City.
1213—Hyjen Chemical Co., 40 Dearborn St., Chicago, Ill.
1213A—Hypnalgine Mfg. Co., Inc., 301 First National Bank Bldg., Allegheny, Pa.
1214—Hy'ne Co., 1240-1242 Milwaukee Ave., Chicago, Ill.
1214A—Icura Remedy Co., New Haven, Conn.
1215—"Icure U" Co., Butler, Pa.
1216—Iman Medicine Co., Grand Rapids, Mich.
1217—Immune Tablet Co., Washington, D. C.
1218—Imperial Chemical Mfg. Co., New York City.
1219—Imperial Granum Co., 23 Elm St., New Haven, Conn.
1220—Imperial Pharmaceutical Co., 163 River St., Troy, N. Y.
1221—India Food Co., Stamford, Conn.
1222—Indiana Drug Specialty Co., 314 No. 2d St., St. Louis, Mo.
1223—
1223A—Indianapolis Drug Co., Indianapolis, Ind.
1224—
1225—Infallible Headache Tablet Co., Columbia Cross Roads, Pa.
1226—Ingham & Co., Dr. H. A. Vergennes, Vt.
1227—Ingram & Co., Frederick F., 50-56 10th St., Detroit, Mich.
1228—Inland Chemical Co., Lititz, Pa.
1229—Inland Chemical Co., 224 W. Maryland St., Indianapolis, Ind.
1229A—Inman Drug Co., 4th & C Sts., San Rafael, Cal.
1230—Iron City Chemical Co., 644 Grant St., Pittsburg, Pa.
1231—Iron-Ox Remedy Company, The, 88 Griswold St., Detroit, Mich.
1232—
1232A—International Chemical Co., 272 W. 11th St., New York City.
1233—Inter-National Medicine Co., 625 F St., N. W., Washington, D. C.
1234—
1235—Irving Drug Co., Broad & Chestnut Sts., Philadelphia, Pa.
1236—Irwin, Neisler & Co., Decatur Ill.
1237—Isaacsen & Son, Adolph, 92 Fulton St., New York City.
1238—
1239—
1240—Jackson & Co., B. F., 917 Horton St., Indianapolis, Ind.
1241—Jackson & Co., T. H., 115 S. 5th St., Quincy, Ill.
1242—
1243—
1244—Jacques' Medicine Co., Dr., 240 Milk St., Boston, Mass.
1245—Jadwin, C. C., Honesdale, Pa.
1246—Jadwin, Orlando H., 63 Cortlandt St., New York City.
1247—James Chemical Co., Jeromeville, O.
1248—James Co., J. W., Wheeling, W. Va.
1249—Jayne & Son, Dr. D., 242 Chestnut St., Philadelphia, Pa.
1250—Jenkins Bros., 250-252 Pulaski St., Brooklyn, N. Y.
1251—Jennelle Chemical & Mfg. Co., 800 Washington Ave., Cairo, Ill.
1252—Jergens & Co., Andrew, 2533 Spring Grove Ave., Cincinnati, O.
1253—Jett Medicine Co., Clay City, Ind.
1254—Jewell Remedy Co., The, 1102 S. Adams St., Peoria, Ill.
1254A—Jewsbury & Brown, Manchester, England.
1255—Johnson Co., The, 56 S. W. Temple, Salt Lake Utah.
1256—Johnson & Co., I. S., 22 Custom House St., Boston, Mass.
1257—Johnson, G. T., Kansas City, Mo.
1258—
1259—Johnson & Johnson, New Brunswick, N. J.; 100 William St., New York City; 47 Franklin St., Chicago, Ill.
1260—
1261—Johnson Medicine Co., Clark, 17 Lispenard St., New York City.
1262—
1263—Johnson & Son, W. S., 233 Second Ave., Henderson, Ky.
1264—
1265—Johnston Drug Co., The H. S., 341 3d Ave., New York City.
1266—Johnston, Holloway & Co., 531 Commerce St., Philadelphia, Pa.
1266A—Johnson, King & Co., Macon, Ga.
1267—Johnston Medicine Co., Cleveland, Tenn.
1268—Jones Chemical Co., W. R., 1101 Diamond, St., Philadelphia, Pa.
1269—Jones, Flora A., 233-237 Cass Ave., Detroit, Mich.
1270—Jones, G. W., 30 E. Lacock St., Allegheny, Pa.
1271—
1272—
1273—
1274—Jones' Sons, H. B., 849 Live Oak St., Dallas, Tex.
1274A—"Jordan" Stock Food Co., Gresham, Neb.
1274B—Jordan Bros., Coxsackie, N. Y.
1275—Joslyn & Co., F. C., 213 Franklin St., Syracuse, N. Y.
1276—
1277—Just's Food Co., 338 W. Fayette St., Syracuse, N. Y.
1278—
1279—Kahama Medicine Co., The, Erie, Pa.
1280—Kahn & Co., M. S., 201 N. Liberty St., Baltimore, Md.
1281—Kahn Miller Drug Co., The, Cor. Lexington & Liberty Sts., Baltimore, Md.
1282—Kahnweiler & Co., S. B., 437 Pearl St., New York City.

1283—Kalish, Julius, 413 Grand St., N. Y. City.
1284—Kalish Pharmacy, 23d St. and 4th Ave., New York City.
1285—
1286—Kalyptol Co., 38-40 Stewart St., San Francisco, Cal.
1286A—Kamlah, William, Hudson & Newark Sts., Hoboken, N. J.
1287—
1288—
1289—Kassa Chemical Co., Hydetown, Pa.
1289A—Kasson Chemical Co., Dr., 156 W. 15th St., New York City.
1290—Katharmon Chemical Co., 101 No. Main St., St. Louis, Mo.
1291—Kattmann, F. A., 50 Bushwick Ave., Brooklyn, N. Y.
1292—Kay Medical Co., Dr., B. J., Saratoga Springs, N. Y.
1293—K. D. C. Co., 1058 Tremont St., Boston, Mass.
1294—Keasbey & Mattison Co., Ambler, Pa.
1295—
1296—Keenan, W. S., 1101 Patterson Ave., Baltimore, Md.
1297—Keith, C. H., 507 Society for Savings Bldg., Cleveland, O.
1297A—Keith & Co., B., 45 Cliff St., New York City.
1298—Keimol Chemical Co., W. Lombard & Penn Sts., Baltimore, Md.
1299—Kellogg, F. J., 85 W. Main St., Battle Creek, Mich.
1300—Kellogg & Hitchcock Co., 1031 6th Ave., New York City.
301—Kelly's Rheumatic Syrup Co., Sacramento, Cal.
1302—Kelly Company, George A., 421-427 7th Ave., Pittsburg, Pa.
1303—Kennedy, G. W., Upper Sandusky, O.
1304—Kendall Co., B. J., Enosburg Falls, Vt.
1305—Kendall, Wm. R., 901 N. Franklin St., Philadelphia, Pa.
1306—Kendrick, Willis J., Saratoga Springs, N. Y.
1307—Kennedy, C. C., Hinckley, Ill.
1308—Kennedy & Co., W. H., 30 So 3d St., Harrisburg, Pa.
1309—Kennedy, Donald, 286 Warren St., Roxbury, Mass.
1310—Kennedy Corporation, Dr. David, Kingston, (Rondout), N. Y.
1311—Kennedy Mfg. Co., F. P., 5627 Michigan Ave., Chicago, Ill.
1312—Kent Mfg. Co., 224 Delaware St., Syracuse, N. Y.
1314—Kenyon, J. C., Owego, N. Y.
1315—Kenyon, Smith & Co., 167 No. Main St., Providence, R. I.
1316—Kenyon & Thomas Co., 21 River St., Adams, N. Y.
1317—Keokuk Proprietary Med. Co., 1101 Main St., Keokuk, Ia.
1318—Kephart Health Co., Henry, Berrien Springs, Mich.
1319—
1320—Kessler, Henry, 436 W. 18th St., Erie, Pa.
1321—Keys, P. B., 111 So. Center Ave., Chicago, Ill.
1322—
1323—Keystone Chemical Works Co., Penn Bldg., Pittsburg, Pa.
1324—Kickapoo Indian Medicine Co., Clintonville, Conn.
1325—Kidd Drug Co., The, 501 Association Bldg., Chicago, Ill.
1326—
1327—
1328—
1329—Kiedaisch & Son., J. F., Keokuk, Iowa.
1330—Kiefer Drug Co., A, 231 McCrea St., Indianapolis, Ind.
1331—
1332—
1333—Killian, Chas. T., 14 Central St., Easton, Pa.
1334—Kilgore, Charles, 82-84 Fulton St., New York City.
1335—Kilimore Chemical Co., Fletcher, O.
1336—Kilmer & Co., Dr., Binghamton, N. Y.
1337—Kimball Bros & Co., Enosburg Falls, Vt.
1337A—
1338—Kimball & Co., O. W., Lewiston, Me.
1339—
1340—
1341—King Medicine Co., P. O. Box 1930, Boston, Mass.
1342—King, V. C. & C. V., 509 West St., New York City.
1342A—Kingery Mfg. Co., 131 E. Pearl St., Cincinnati, O.
1343—Kingsley, Charles B., Northampton, Mass.
1344—Kinmouth, M. D., & Co., H. S., Asbury Park, N. J.
1345—Kinne Medicine Co., Hudson, Mich.
1346—Kinsman & Co., F. W., 601 8th Avenue, New York City.
1347—Kirby Drug Co., Marietta, O.
1347A—Kirchner, J. L., 2373 Vermont Ave., Toledo, O.
1348—Kirk, Nelson S., 168 Rutledge St., Brooklyn, N. Y.
1349—Kirk & Co., Jas. S., 326 No. Water, Chicago, Ill.
1349A—Kirke Co., Hazel, 42 Cliff St., New York
1350—Kitchel, S. B., Coldwater, Mich.
1351—Kittredge Medicine Co., Knowlesville, N. Y.
1351A—Kitzmiller, Frank K., 1325½ Derry St., Harrisburg, Pa.
1352—Kleinschmidt, A. A., 4th, cor. Walnut St., St. Louis, Mo.
1353—
1354—Klinck Medicine Co., 95 Dearborn St., Chicago, Ill.
1355—Kline, Dr. R. H., 931 Arch St., Philadelphia, Pa.
1355A—Kloczewski, A. M., Washington, D. C.
1355B—Klipstein & Co., A. 122 Pearl St., New York City.
1356—
1356A—Knapp Extract Co., 168 Duane St., New York City.
1357—Knapp & Moriarity, 171 Tremont St., Boston, Mass.
1358—
1359—Knowlton Danderine Co., 154 Lake St., Chicago, Ill.
1360—Knox Chemical Mfg. Co., A. W., 108 Fulton St., New York City.
1361—
1362—Koch, Herman, 377 Palisade Ave., Jersey City, N. J.
1363—
1364—Koch Vegetable Tea Co., Dr., 157 E. 2d St., Winona, Minn.
1365—Koehler, Joseph, 150 Park Row, New York City.
1366—Koenig Medicine Co., 100 Lake St., Chicago, Ill.
1367—Kohler Mfg Co., 16 E. German St., Baltimore, Md.
1368—Kohl-O-Dyne Mfg. Co., Box 90, Houghton, Mich.
1369—
1370—Kondon Mfg. Co., 1602 Stevens Ave., Minneapolis, Minn.
1371—Kono Mfg. Co., Columbus, O.
1372—Kopp, Carl, 215 Avenue B., New York City.
1373—Kopp, J. A., Mrs., York, Pa.
1374—Kostitch & Co., S. T., 616 27th St., Denver, Col.
1375—
1376—Krauser & Bro., E., Milton, Pa.
1377—Krembs & Co., 55 Waldo Place, Chicago, Ill.
1378—Kress & Owen Co., 210 Fulton St., New York City.
1379—
1380—Kroh Chemical Co., 10 Gratiot Ave., Detroit, Mich.
1381—
1382—Kuhn & Co., 124 So. 15th St., Omaha, Neb.
1383—Kuhns, Edwin J., Lansdale, Pa.
1384—
1385—Kurem Medicine Co., Dr., Columbus, Ind.
1386A—Kutiko Co., The, 373 Washington St., Boston, Mass.
1387—Kunow Bros., 853 Broadway, New York City.
1388—Kymo Co., The, Little Falls, N. Y.
1389—Labordine Pharmacal Co., 110 No. 4th St., St. Louis, Mo.
1389A—Ladd & Coffin, 24 Barclay St., New York City.
1390—
1391—La Fountain & Co., Drs., 1355 Wabash Ave., Chicago, Ill.
1392—La Franco Medical Co., The Dr., 145 No. 8th St., Philadelphia, Pa.
1392A—Laidley, E. T., Port Jervis, N. Y.
1392B—Laird, Mrs. R. H., 20 W. 31st St., New York City.
1392C—Laird, George W., 193 Greenwich St., New York City.
1393—Lakeside Medical Co., 385 Wells St., Chicago, Ill.
1394—Lakin & Co., John H., 9 Essex St., Boston, Mass.
1395—Lamar & Rankin Drug Co., Atlanta, Ga.
1395A—Lamar, Taylor & Riley Drug Co., Macon, Ga.
1396—Lamb Drug Co., 51 W. Town St., Columbus, O.
1397—Lambert, D. J., Apponaug, R. I.
1398—Lambert & Kirk, 41 No. 3d St., Philadelphia.
1399—Lambert Pharmacal Co., 21st and Locust Sts., St. Louis, Mo.
1399A—Landt Medical Co., P. O. Box 799, Cincinnati, Ohio.
1400—Langham, John D., Holley, N. Y.
1401—Langley & Michaels Co., 34-40 First St., San Francisco, Cal.
1401A—Lanikol Chemical Co., 601 Washington St., Milwaukee, Wis.
1402—Lannan & Kemp, 137 Water St., New York City.
1403—La Pearl's Circus Liniment Co., J. H., 220 E. Chicago Ave., Chicago, Ill.
1403A—Larimore & Co., D. T., 537 Fifth Ave., New York City.
1404—
1404A—Lakin Co., Jno. H., 9 Essex St., Boston, Mass.
1405—Larkin Soap Co., 659 Seneca St., Buffalo, N. Y.
1406—Larrabee, Chas. W., Melrose Highlands, Mass.
1403A—Larned & Barker, Syracuse, N. Y.
1407—Latham, Thos., 1309 Third Ave., New York City.
1408—Launder, Harter & Harsh Mfg. Co., Wabash, Ind.
1409—
1410—Laux Perfume Co., The, Los Angeles, Cal.
1411—
1411A—Lavoris Chemical Co., Minneapolis, Minn.
1412—Lawford Bros., 19 Chamber of Commerce, Baltimore, Md.
1413—Lawrence Co., The, Ashmont St. and Talbot Ave. (Dorchester Dist.), Boston, Mass.
1414—Laxokola Co., 182 Williams St., N. Y. City.
1415—Lax-o Medical Co., 109 E. 124th St., New York City.
1416—Lawrence-Williams Co., 277 St. Clair St., Cleveland, Ohio.
1417—
1417A—Lazell, Dalley & Co., 12 Duane St., New York City.
1418—Lea, Woods & Co., 36 Prescott St., Lowell, Mass.
1419—Leadbeater & Sons, E. S., 101 Fairfax St., Alexandria, Va.
1419A—Leahy, Richard, 409 Shawmut Ave., Boston, Mass.
1420—Le Compte & Gayle Co., Frankfort, Ky.
1421—Le Goll, E., 286 7th Ave., New York City.
1422—Lee Co., Geo. H., 1115 Harney St., Omaha, Neb.
1423—Lee Co., J. Ellwood, Conshohocken, Pa.
1424—Lee Medicant Co., 108 Fulton St., New York City.
1424A—Lee & Osgood Co., The, 129-133 Main St., Norwich, Conn.
1425—Leeming & Co., Thomas, 73 Warren St., New York City.
1425A—Leedom, Chas., 1403 Filbert St., Philadelphia, Pa.
1426—Leeson, Dr. John, 112 Beach St., Cadillac, Mich.
1427—Leete & Co., Chas. S., 297 State St., New Haven, Conn.
1427A—Legate, William, 1213 So. Division St., Grand Rapids, Mich.
1428—Le Gear & Bro., Dr. L. D., Austin, Tex.
1428A—Leggett & Bro., 301 Pearl St., New York City.
1429—Lehman Medicine Co., Nappanee, Ind.
1430—Lehn & Fink, 120 William St., New York City.
1430A—Leich & Co., Charles, Evansville, Ind.
1431—Leininger Chemical Co., The Dr., 707 Northwood St., Chicago, Ill.
1431A—Leithhead Drug Co., L. W., Duluth, Minn.
1432—Lemke, Dr. H. C., 118 Elburn Ave., Chicago, Ill.
1433—Leonard Disinfectant Co., The, 5 Winslow St., Providence, R. I.
1434—
1434A—Leuben Mfg. Co., 44 3d St., Newburgh, N. Y.
1435—Levy & Co., Ben, 125 Kingston St., Boston, Mass.
1436—Lewis Medicine Co., A. H., 406 N. 3d St., St. Louis. Mo.
1437—Lewis Bros., 133-137 Monroe St., Newark, N. J.
1438—Lewi, Theo. J., 75 Eagle St., Albany.
1438A—Leyden Chemical Works, 666 East 182d St. New York City.
1439—Libby, McNeill & Libby, Union Stock Yards, Chicago, Ill.
1440—
1441—Lichty Mfg. Co., Norman, 612 Locust St., Des Moines, Ia.
1442—Lightning Medicine Co., Rock Island, Ill.
1442A—Lightning Mosquito Chaser Co., Jacksonville, Fla.
1443—Liebmann's Sons Brewing Co., South Brooklyn, N. Y.
1444—Lilly & Co., Eli, 210-214 E. McCarty St., Indianapolis, Ind.
1444A—Lillybeck Drug Co., Memphis, Tenn.
1445—Lincoln Co., C. J., 114 N. Main St., Little Rock, Ark.
1446—Lincoln Drug Co., Lincoln, Neb.
1447—Lincoln Proprietary Co., Fort Wayne, Ind.
1448—Linderman Medicine Co., Atlanta, Ga.
1448A—Lippman Drug Co., Congress and Barnard Sts., Savannah, Ga.
1449—
1450—Listerated Tooth Powder Co., South Manchester, Conn.
1451—Lithaline Co., The, 634 Broadway, Kingston, N. Y.
1452—
1452A—Littlefield Drug Co., 1133 Elm St., Manchester, N. H.
1453—Live Stock Remedy Co., 216 No. 2d St., St. Louis, Mo.
1454—Livingston Pharmacal Co., Johnstown, N. Y.
1455—Livingstone Chemical Co., Westfield, N. Y.
1455B—Llewellyn W. H., 1410 Chestnut St., Philadelphia, Pa.
1456—Lloyd Bros., Court and Plum Sts., Cincinnati, O.
1457—
1458—Lochman, Mrs. Chas. H., Bethlehem Pa.
1459—Lockwood, John L., 10 Walker St., New York City.
1460—Loeffler, Geo. J., 705 Main St., Hartford, Conn.
1461—Loewy Drug Co., The, 4 No. Howard St., Baltimore, Md.
1461A—Loftle, Henry E., 213 So. Salina St., Syracuse, N. Y.
1462—Logan Drug Co., 10th and Main Sts., Wheeling, W. Va.
1462A—Logan, Mrs. M. B., 6 Triangle Bldg., Rochester, N. Y.
1463—Long Drug Co., Dr. W. H., 236 So. 10th St., Philadelphia, Pa.
1464—Lord, F. C., Dover, Mass.

1465—
1466—Lorenz Co., The Geo., 919 Madison St., Toledo, O.
1466A—Lorenz & Co., 1969 Fulton St., Brooklyn, N. Y.
1467—Loring & Co., Ltd., 10 W. 22d St., New York City.
1468—Loring Pharmaceutical Co., Portland, Me.
1469—Lorrimer & Co., 118 No. Paca St., Baltimore, Md.
1469A—Loveland, Paddock & Co., Watertown, N. Y.
1470—Lowe Co., Willis H., Boston, Mass.
1471—Lowery Brothers, 1535 Derry St., Harrisburg, Pa.
1472—
1473—Lowry Drug Co., East Hartford, Conn.
1474—
1475—Luthin, R. H., 191 Bowery, New York City
1476—
1477—Luyties, Homeo. Pharm., St. Louis, Mo.
1478—Lyford Co., The S. G., Lowell, Mass.
1479—
1480—Lyman-Ellel Drug Co., Minneapolis, Minn.
1481—Lynchburg Chemical Co., Lynchburg, Va.
1482—Lyon, Israel W., 141 Charles St., New York City.
1483—Lyon, J. C., 2, 4 and 6 Commercial St. Newark, N. J.
1483A—Lyon, John H., 545 E. 164th St., New York City.
1484—Lyon Mfg. Co., 41 So. 5th St., Brooklyn, N. Y.
1485—Lyon Medicine Co., 816 W. Green St., Louisville, Ky.
1486—
1486A—Lyons Bitter Co., 192 Mansfield St., New Haven, Conn.
1487—Lyons & Co., I. L., 222 Camp, New Orleans, La.
1488—Lyons & Co., S. C., 17 McCance Block, Pittsburg, Pa.
1489—Lyons & Ziegler, 746 Bergen Ave., Jersey City, N. J.
1498A—Lyptozone Chemical Co., The, 1360 Fifth Ave., New York City.
1490—Machol, H. E., Idaho Springs, Col.
1491—Mack & Co., 13 and 15 Fremont St., San Francisco, Cal.
1492—Mac-O-Cheek Indian Remedy Co., 60 Wabash Ave., Chicago, Ill.
1493—
1494—Madison Chemical Co., Alton, Ill.
1495—
1496—Madison Medicine Co., Madison, Wis.
1497—Magee Emulsion Co., 173 River St., Troy, N. Y.
1498—Maguire Medicine Co., J. C., 2345 So. Broadway, St. Louis, Mo.
1499—Major, A., 461 Pearl St., New York City.
1500—Major, D. E., Paris, Mo.
1501—Malay Remedy Co., 116 W. Falls Ave., Baltimore, Md.
1502—Malena Co., Warriorsmark, Pa.
1503—
1503A—Mallory, Chas. W., Bryan, O.
1504—Maltbie Chemical Co., 210 Fulton St., New York City.
1505—Malt-Diastase Co., 491 Bushwick Ave., Brooklyn, N. Y.
1506—Maltine Company, 8th Ave., 18th and 19th Sts., Brooklyn, N. Y.
1507—Malydor Mfg., Co., Lancaster, O.
1508—Mandabach Drug Co., The, 288-290 E. Main St., Columbus, O.
1509—Mann, Mrs. E. C., 228 Horton Ave., Detroit, Mich.
1510—Mancla Co., St. Louis, Mo.
1511—Mansfield, T. Hill, Agent, Glen Ridge, N. J
1512—
1513—March Co., The John, 249 N. Franklin St. Chicago, Ill.
1514—Marculescu, S., 85 Delancey St., New York City.
1514A—Mare's Medicine Co., 2876 Archer Ave., Chicago, Ill.
1515—Mariani & Co., 52 W. 15th St., New York
1515A—Marmon, Wm. W., 115 No. Main St., Bloomington, Ill.
1516—
1517—
1518—Marshall, C. E., 3500 Cottage Grove Ave., Chicago, Ill.
1518A—Marshall Chemical Co., 80 William St., New York City.
1519—Marshall & Chipman, Georgetown, Del.
1520—Marshall & Co., 1325 Nicollet Ave., Minneapolis, Minn.
1521—Marshall & Co., D., 112 Market St., Philadelphia, Pa.
1522—Marshall Medicine Co., 417 E. 18th St., Kansas City, Mo.
1523—Marshall Medicine Co., The Dr., Decatur, Ind.
1524—
1525—Martell Company, The, 303 Dearborn St., Chicago, Ill.
1525A—Marvel Co., Times Building, New York City.
1526—Marvin Drug Co., The, 45 Charlotte St., Utica, N. Y.
1526A—Maryland Chemical Co., The, 404 N. Green St., Baltimore, Md.
1527—Maryland & Homeo. Pharmacal Co., 310 N. Howard St., Baltimore, Md.
1528—Mason Chemical Co., H. T., 521 Arch St., Philadelphia, Pa.
1529—Matchette Tobacco Cure Co., Dr., 140 Michigan Ave., Chicago, Ill.
1530—Matchless Metal Polish Co., The, 69 Frankfort St., New York City.
1531—Mathis, Chas. B., 7 Main St., Toms River, N. J.
1532—Matthai, C. E., 1801 E. Baltimore St., Baltimore, Md.
1533—Matthews Medicine Co., 23 Postal Telegraph Bldg., Indianapolis, Ind.
1534—Mattison Co., The E. F., 5½ Green St., Providence, R. I.
1535—
1536—Maurer & Son, D., 329 No. 8th St., Philadelphia, Pa.
1537—Maw's Homo-Allo-Pathic Chemical Co., 1021 Spring Garden St., Philadelphia, Pa.
1537A—Maw's Son & Thompson, L., London, England.
1538—Maxim, Pringle & Brush Co., 163 William St., New York City.
1539—Mayell-Hopp Co., The, 236 Euclid Ave., Cleveland, Ohio.
1540—
1540A—Mayer, Leopold, 84 Warren St., New York City.
1541—Mayo Specialties Co., The E. L., Elmira, N. Y.
1542—Mayor Walnut Oil Co., 821 Delaware St., Kansas City, Mo.
1543—Maytrott, John, Vineland, N. J.
1544—McAllister, M. A., 69 Cortlandt St., New York City.
1545—
1546—McArthur Hypophosphite Co., The, Ansonia, Conn.
1547—McBurney, W. F., 418 S. Spring St., Los Angeles, Cal.
1548—McCann Co., J. D., Hornellsville, N. Y.
1549—McClure Chemical Co., Nashville, Tenn.
1550—McCormick & Co., 107 Concord St., Baltimore, Md.
1551—McCormick's Chemical Works, Eagle and Short Sts., San Francisco, Cal.
1552—McCoy, Howe Co., 127 W. Georgia St., Indianapolis, Ind.
1553—McCullough Drug Co., Lawrenceburg, Ind.
1553A—MacDonald, M. D. J., Binghamton, N. Y.
1554—McDonald & Co., 255 Pearl St., Cleveland, O.
1555—McDonald Drug Co., R. H., 499 Gates Ave., Brooklyn, N. Y.
1556—McCrum Drug Co., Lexington, Va.
1557—
1558—McElhenie, Thos. D., 259 Ryerson St., Brooklyn, N. Y.
1559—McGill & Co., Dr. J. A., 3 & 4 Hubbard Court, Chicago, Ill.
1559A—McKean, B. S., 79 E. 130th St., New York City.
1560—McKesson & Robbins, 91-97 Fulton St., New York City.
1560A—McKinley Tonic Med. Co., Columbus, O.
1561—McKinstry & Son, A., 609 Warren St., Hudson, N. Y.
1562—McLean Medicine Co., The Dr. J. H., 3114 Franklin Ave., St. Louis, Mo.
1563—McNeil Medicine Co., 308 Broad St., Harrisburg, Pa.
1563A—Mc Pike Drug Co., The, Atchison, Kan.
1563B—Mead, Est. of D. M., 213 W. First St., Oswego, N. Y.
1564—Meade & Baker Carbolic Mouth Wash Co., Lester & Ash Sts., Richmond, Va.
1564A—Means, W. B., 841 Cumberland St., Lebanon, Pa.
1565—Mechling Bros. Mfg. Co., 949-955 N. 9th St., Philadelphia, Pa.
1566—
1567—Medical Gum Co., Buffalo, N. Y.
1568—
1568A—Medical Lake Salts Mfg. Co., 150 Nassau St., New York City.
1569—Medical Food Co., 160 E. 42d St., New York City.
1569A—Medicated Artificial Skin Co., Box 484, La Crosse, Wis.
1570—Medicine Remedy Co., Duluth, Minn.
1570A—Medicura Soap Co., 36 East 22d St., New York City.
1571—Mellier Drug Co., 2112 Locust St., St. Louis, Mo.
1572—Mellin's Food Co., 291 Atlantic Ave., Boston, Mass.
1573—Mennen Chemical Co., Gerhard, 42-46 Orange St., Newark, N. J.
1574—
1575—Merchant's Gargling Oil Co., Lockport, N. Y.
1575A—Meredith & Co., G. W., East Liverpool, O.
1576—Merit Medicine Co., The, 3d & Main Sts., Cincinnati, O.
1577—Merrell Chemical Co., The Wm. S., 515 E. 5th St., Cincinnati, O.
1578—
1579—Merrell Drug Co., J. S., 4th & Market Sts., St. Louis, Mo.
1580—Merz Capsule Co., 172-180 St. Aubin Ave., Detroit, Mich.
1581—Metcalf Co., Theodore, 39 Tremont St., Boston, Mass.
1582—
1583—Metzger, Ph. G., George F., 213 Broad St., W, Bethlehem, Pa.
1584—Mexican Amole Soap Co., 117-121 So. Water St., Peoria, Ill.
1585—Mexican Hair Restorative Co., The, 328 E. 5th St., Des Moines, Ia.
1586—Mexican Medicine Co., 59 Dearborn St., Chicago, Ill.
1587—Meyer Bros. Drug Co., St. Louis, Mo.
1587A—Meyer, Jno., Mt. Clemens, Mich.
1587B—Meyer, Chas., 25 E. 20th St., New York City.
1588—Meyer & Co., A. C., 34-36 Sutton St., Baltimore, Md.
1589—
1590—Meyer & Gleim, Cleveland, O.
1591—Meyers Putz Pomade Co., The, 285 Devonshire St., Boston, Mass.
1592—Meyers Chemical Mfg. Co., 69-71 W. Jackson Boulevard, Chicago, Ill.
1593—Micajah & Co., Warren, Pa.
1594—
1595—Michigan Drug Co., The, 26-38 Congress St., East, Detroit, Mich.
1595A—Mihalovitch, Fletcher & Co., 514 E. Pearl St., Cincinnati, O.
1595B—Microline Medicine Co., Dallas Tex.
1596—Milbourn, John J., Eaton Rapids, Mich.
1597—Miles Medical Co., Dr., 115 Franklin St., Elkhart, Ind.
1598—Milhaus' Son, J., 183 Broadway, New York City.
1599—Miller, L. P., Pembroke, Ky.
1600—Miller & Co., F. L., 238 State St., Boston, Mass.
1601—Miller, Don F., 113 Stockton St., San Francisco, Cal.
1602—Miller, Dr. A. G., 104 No. Michigan St., South Bend, Ind.
1603—Miller Drug Co., 15 No. 11th St., Philadelphia, Pa.
1604—Miller Drug Co., Polk, 834 E. Main St., Richmond, Va.
1605—Miller, Joseph W., 22 S. Dewberry St., Harrisburg, Pa.
1606—Milliken & Co., John T., 318 Clark, St. Louis, Mo.
1607—
1607A—Milne & Co., J. G., 69 Dey St., New York City.
1608—Minard's Liniment Mfg. Co., 221 Endicott St., Boston, Mass.
1608A—Miner, Henry C., 203 Bowery, New York City.
1609—
1610—M. I. S. T. Co., 346 Huron St., Toledo, O.
1610B—Mitchell, M. D., Chas. L., 1016 Cherry St., Philadelphia, Pa.
1611—Mixer Co., Drs. Hastings, Mich.
1612—Mobile Drug Co., 5 and 7 South Water St., Mobile, Ala.
1613—Modern Remedy Co., The, 224-226 N. Tremont St., Kewanee, Ill.
1614—Moffett, M. D., Charles J., 5101 Morgan St., St. Louis, Mo.
1615—Morgan & Dick, 125 E. Main St., Crawfordsville, Ind.
1616—Moffitt-West Drug Co., 4th St. and Lucas Ave., St. Louis, Mo.
1617—Mohawk Condensed Milk Co., 32 White St., Rochester, N. Y.
1618—Molloy, Elijah J., 81-83 Fulton St., New York City.
1619—Mohican Spring Water Co., 5 Beekman St., New York City.
1619A—Moncrief & Francis, 77 Congress St., Troy, N. Y.
1620—Monell, C. E., 2 1st Ave., corner Houston St., New York City.
1621—Mönlun, P., 88 Reade St., New York City.
1622—
1623—Monrad Co., Des Moines, Ia.
1624—Monahan Antiseptic Co., Chicago.
1625—Monroe Drug Co., Unionville, Mo.
1626—Monroe Med. Co., La Crosse, Wis.
1626A—Monroe Pharmacal Co., Rochester, N. Y.
1627—Montgomery Drug Co., 10 Court Square, Montgomery, Ala.
1628—Montgomery, Wm. C., 263 N. 9th St., Philadelphia, Pa.
1629—
1630—Mooers, W. H., 65 Emerson St., Rochester, N. Y.
1631—Moore Bros., 147-155 Hudson Ave., Albany, N. Y.
1632—Moore Chemical & Mfg. Co., 1501 Geneses St., Kansas City, Mo.
1633—
1634—Moore Co., Josephine, 36 Washington St., Chicago, Ill.
1635—Moore, E. J., 216 Front St., New York City.
1636—Moore, F. E., 254 W. 92d St., New York City.
1637—Morey Co., J. P., 618 Grand Ave., Des Moines, Ia.
1638—Morgan & Allen, 59 John St., New York City.
1639—Morgan & Co., T. C., 102 John St., New York City.
1640—Morgan Co., The, Gloucester, Mass.
1641—Morgan Drug Co., The, 1512 Atlantic Ave., Brooklyn, N. Y.
1642—Morgan, H. E., 143 Main St., Milford, Mass.
1643—Morgan, Ph. G., A. B., Malden, Mass.

1644—Morgan & Sons, E., 350 Weybosset St., Providence, R. I.
1645—Morgan's Sons Co., Enoch, 439 West St., New York City.
1646—Morley Bros., 214 S. Main St., St. Louis, Mo.
1646A—Morley Drug Co., Chicago, Ill.
1647—Moroney Medicine Co., 320 W. Washington St., Indianapolis, Ind.
1647A—Morrhisthol Mfg. Co., 12 West Broadway, New York City.
1648—Morris & Co., Nelson, Chicago, Ill.
1649—Morris & Dickson Co., Ltd., Shreveport, La
1650—Morris, Little & Son, 175 N. 10th St. Brooklyn, N. Y.
1651—Morris-Morton Drug Co., Fort Smith, Ark
1652—Morrison Drug Co., Waco, Tex.
1653—
1654—Morrisson, Plummer & Co., 200-206 Randolph St., Chicago, Ill.
1655—Morse, Hazen, New Rochelle, N. Y.
1656—Morse's Yellow Dock Syrup Co., 5 W. 7th St., South Boston, Mass.
1656A—Mortimer, David, 240 Milk St., Boston, Mass.
1657—Mortimer & Co., George, 247 Atlantic Ave., Boston, Mass.
1658—Mosheim, J. E., 3 E. 14th St., N. Y. City.
1659—Mother Seigel's Syrup Co., 168 Duane St., New York City.
1660—
1661—Moxie Nerve Food Co., 469 W. Broadway New York City.
1662—Moxon Liniment Co., The, Mt. Clemens Mich.
1663—Moyer Bros., Bloomsburg, Pa.
1664—Mt. Clemens Bitter Water Co., Mt. Clemens, Mich.
1665—Muchmore, W. F., East Hampton, N. Y.
1666—
1667—Mulford Co., H. K., Philadelphia, Pa., and Chicago, Ill.
1667A—Mulford, M. R., Manasquan, N. J.
1668—Mullhearn, John, 122-124 Market St., San Francisco, Cal.
1669—Mulhens & Kropff, 298 Broadway, New York City.
1670—Muller, Wm. H., 74 University Pl., New York City.
1671—Multipathic Medicine Co., 3 Howard Place, Roxbury, Boston, Mass.
1672—
1673—Munyon Homeopathic Home Remedy Co., 1137 Broadway, New York City.
1674—Murdock Liquid Food Co., The, Huntington Ave. and Gainsboro St., Boston, Mass
1675—Murine Co., 1015-1033 Masonic Temple Chicago, Ill.
1676—Murray Drug Co., Columbia, S. C
1676C—Mystic Remedy Co., Racine, Wis.
1677—Naboth Vineyards, The, Brocton, N. Y.
1677A—Nagle Drug Co., Wilkes-Barre, Penn.
1677B—Nallitza Co., The, 71 Wall St., New York City.
1678—Naphey & Co., Warren, Pa.
1679—
1680—Natchez Drug Co., 123 N. Commerce St., Natchez, Miss.
1681—National Chemical Co., The, 712 River St., Troy, N. Y.
1682—National Drug & Chemical Co., 1204-1206 Market St., Philadelphia, Pa.
1683—National Food Co., Fond Du Lac, Wis.
1684—
1685—National Pharmacal Co., 1099 Jefferson Ave., Detroit, Mich.
1686—National Pharmacy Co., 214-220 Townsend St., San Francisco, Cal.
1686A—National Ra-Ve-No Co., 1210 Adams St., Toledo, O.
1687—National Stock Remedy Co., 51½ E. State St., Columbus, O.
1688—
1689—Nature's Remedy Co., 2504 Ridge Ave., Philadelphia, Pa.
1690—Nau & Co., Frank, 203 Broadway, New York.
1691—Nazone Co., 175 W. 107th St., New York.
1692—
1693—
1694—Needham's Sons, D., 403 Lakeside Bldg., Chicago, Ill.
1695—Neenah Medicine Co., 604 Sherry St., Neenah, Wis.
1696—Neff Laboratory Co., La Mirada, Cal.
1697—Nelaton Remedy Co., 11 E. German St. Baltimore, Md.
1698—Nelson, Baker & Co., 59-61 Brooklyn Ave., Detroit, Mich.
1699—Nelson Company, Dr., 39 Liberty St., Catskill, N. Y.
1699A—Nelson Medicine Co., Dr., Utica, N. Y.
1700—Nelson Mfg. Co., 1333 E. Franklin St. Richmond, Va.
1701—Nelson's Amycose Co., 622 Geary St., San Francisco, Cal.
1702—
1703—
1704—Nerve Seed Remedy Co., 508 Rialto Bldg., Chicago, Ill.
1704A—Nerve Specialty Co., 332 W. Baltimore St., Baltimore Md.
1705—
1705A—Nestle, Henri, 73 Warren St., New York City.
1706—Neuralgine Mfg. Co., 24 Vandewater St., New York City.
1707—
1707A—Neuropathic Laboratory, South Bend, Ind.
1708—Neuro Pharmacal Co., 1210 E. 3d St., Cincinnati, O.
1709—
1710—Neurovine Tablet Co., The, 7 So. Main St., Oberlin, O.
1711—Neustaedter & Co., P., 154 Nassau St., New York City.
1712—New Albany Phenline Co., New Albany, Ind.
1713—
1714—
1715—
1716—New Jersey Mfg. Co., 174 Cator Ave., Jersey City, N. J.
1717—
1718—New Vienna Medicine Co., The, Indianapolis, Ind.
1719—
1720—
1721—
1722—New York Chemical Co., Kent Ave., Brooklyn, N. Y.
1722A—New York Commodity Co., 216 Fulton St., New York City.
1722B—New York Drug & Perfume Co., 48 Marion St., New York City.
1723—New York Pharmacal Assn., The, Yonkers, N. Y.
1724—New York Shield Co., 359 Broadway, New York City.
1725—New York Specialty Co., 4 Gold St., New York City
1726—New York & London Drug Co., Inc., 5 Platt St., New York City.
1727—Newion Drug Co., Oswego, Kans.
1728—
1729—Newton Chemical Co., 28-30 W. 23d St., New York City.
1730—Newton Horse Remedy Co., The 314 Jackson Ave., Toledo, O.
1731—
1732—
1733—Nichols & Harris, New London, Conn.
1734—Nichols Dentifrice Co., Providence, R. I.
1735—Nickel Remedy Co., 111 Nassau St., New York City.
1736—Nicholson, David, 13 and 15 N. 6th St., St. Louis, Mo.
1736A—Nestlie, William, 7th & Red Cross Sts., Wilmington, N. C.
1737—Noel, Theo., 527 W. North Ave., Chicago, Ill.
1738—Noid, A. G., Canton, So. Dakota.
1739—
1740—
1740A—No Percentage Drug Co., The, 949 Market St., San Francisco, Cal.
1741—Norris Sons, G. G., 2267 Euclid Ave., Cleveland, O.
1741A—Norris Malt Co., 280 Dover St., Boston, Mass.
1742—North Chemical Co., Peoria, Ill.
1743—Northrop, Robertson & Carrier Co., 312-314 Washington Ave., No. Lansing, Mich.
1744—Northwestern Soap Co., 411 Main, Minneapolis, Minn.
1745—Norton Remedy Co., 258 Franklin, Chicago, Ill.
1746—Norway Medicine Co., 34 Main St., Norway, Me.
1747—Norwich Pharmacal Co., The, Norwich, N. Y.
1748—Novelty Plaster Works, The, Southville, Mass.
1749—Nowitzki, Geo. I., 424 Main St., Norfolk, Va.
1750—Noyes Bros. & Cutler, 400 Sibley St., St Paul Minn.
1751—Noyes Mfg. Co., P. J., Lancaster, N. H.
1752—Noyes, W. A., 845 Power Block, Rochester, N. Y.
1753—Nusbaum, S. I., 524 Broadway, Albany, New York.
1753A—Nussey, Arthur, Paterson, N. J.
1753B—Nu-To-Na Co., Binghamton, N. Y.
1754—Nu Tone Co., Lowell, Mass.
1755—Nutrico Food Co., Ltd., Reading, Pa.
1756—Nutriment Co., The, 49th Place and Halstead St., Chicago, Ill.
1757—
1758—Nutrolactis Co., The, 18 E. 17th St., New York City.
1759—
1760—Nye Bros. & Co., 95 Main St., Zanesville, O
1761—Oakland Chemical Co., 464 W. Broadway, New York City.
1762—Oakley & Co., A., 112 E. Randolph St., Chicago, Ill.
1762A—Oatine Co., The, 2448 Calumet Ave., Chicago, Ill.
1763—Oberholtzer's Sons & Co., Dr. L., Phoenixville, Pa.
1764—Occidental Veterinary Remedy Co., 22 W. Georgia, Indianapolis, Ind.
1765—O'Connor, H. J., Whitewater, Wis.
1765A—Octorlon Chemical Co., 55 Waldo Pl., Chicago, Ill.
1766—Od Chemical Co., 15 Cedar St., New York City.
1767—
1768—
1769—
1770—Ogden & Shimer, Middletown, N. Y.
1770A—Ogle, I. G. & Co., Haverstraw, New York.
1771—Ogram Chemical Co., 1218 E. St., N. W., Washington, D. C.
1772—
1773—Ohio Chemical Works, The, Lima, O.
1773A—Oil of Pine Medicine Co., Cincinnati, Ohio.
1774—Oklahoma Drug Co., Oklahoma City, O. T.
1775—Olive Branch Co., 15 W. Jefferson, South Bend, Ind.
1775A—Olliffe, Wm. M., 6 Bowery, New York City.
1776—Olmstead, Allen S., Leroy, N. Y.
1777—Olney, J. I., Catskill, N. Y.
1778—Olney & McDaid, 113-15 5th Ave., Clinton, Iowa.
1778A—Olusa Chemical Co., 276 Broome St., New York City.
1779—Olymp Root Comp. Co., 306 E. Market St., Louisville, Ky.
1780—Royal Glue Co., 210 N St., S. W., Washington, D. C.
1781—Omega Chemical Co., The, 452 Fifth Ave., New York City.
1782—O'Neil, H. M., 888 Columbus Ave., New York City.
1783—Opera Cream Co., The, 4th and Broadway, Cincinnati, Ohio.
1783A—Opossum Remedy Co., 415 48th St., Brooklyn, N. Y.
1784—Oppermann, Paul, 1220 Vliet St., Milwaukee, Wis.
785—Opticulin Pharmacal Co., New Haven, Conn.
1786—Orangeine Chemical Co., The, 16 Michigan Ave., Chicago, Ill.
1787—Ordway & Co., A. P., 517 W. 45th St. New York City.
1788—Ordway Plaster Co., The Dr. D. P., Camden, Me.
1789—Oregon Indian Medicine Co., The, Corry, Pa.
1790—Oriental Medical Co., 186 Lake St., Chicago, Ill.
1791—
1792—O'Rourke & Hurley, Little Falls, N. Y.
1792A—Orr, Brown & Price, Columbus, O.
1793—Organic Chem. Mfg. Co., 2555 Sydenham St., Philadelphia, Pa.
1793A—Orrine Co., 817 14th St., N. W., Washington, D. C.
1793B—Osborn-Colwell Co., 46 Cliff St., N. Y. City.
1794—Osgood & Co., Chas., 45 Commerce St., Norwich, Conn.
1794A—Osmicure Chemical Co., Cassopolis, Mich.
1795—
1796—Osterhout, E. A., 59 Dearborn St., Chicago
1797—Ostrander, Wm. H., 269 4th Ave., Troy, N. Y.
1797A—Otis, A. R., Kendallville, Ind.
1798—
1799—Otis & Co., John C., 6th and Vine Sts. Cincinnati, O.
1800—Ottinger, James J., 20th & Spruce Sts., Philadelphia, Pa.
1801—Outten, Elmer, Lewes, Del.
1802—
1803—Overton, Edward L., Chester, Pa.
1804—Owens, R. J., 697 Myrtle Ave., Brooklyn, New York.
1805—Owens & Minor Drug Co., 1007 E. Main St., Richmond, Va.
1805A—Owl Drug Co., 1128 Market St., San Francisco, Cal.
1806—Oxygen Chemical Co., 1518 Cherry St., Toledo, Ohio.
1807—Oxzyn Co., 878 Broadway, New York City.
1808—Oyster, Dr. J. H., Paola, Kans.
1809—Ozo Remedy Co., The, New Brighton, Pa.
1810—Ozomuro Chemical Co., Omaha, Neb.
1811—Ozone Medicine Co., The, 212-214 Ozark Bldg., St. Louis, Mo.
1812—Pass Dye Co., The, 9-11 Franklin St., Newark, N. J.
1813—Pabst Brewing Co., 917 Chestnut St., Milwaukee, Wis.
1814—Pabst Chemical Co., 176 E. Huron St., Chicago, Ill.
814A—Pacific Trading Co., 203 N. 10th St., St. Louis, Mo.
1815—Packer, Juliet B., 411 Crouse Ave., Syracuse, N. Y.
1816—Packer Mfg. Co., 81 Fulton St., New York City.
1817—Page Hypophosphite Co., Frankfort, Ind.
1818—
1818A—Paine Chemical Co., 21 N. Water St., Rochester, N. Y.
1819—Palisade Mfg. Co., The, Yonkers, N. Y.
1820—Palmer, Solon, 374 Pearl St., New York City.
1821—
1822—
1823—
1824—Paracamph Co., The, Louisville, Ky.
1825—Paradis, Adrian, 191 Fulton St., Brooklyn, N. Y.
1825A—Paragon Chemical Co., Galesburg, Ill.
1826—Pardee, A. A., 109 W. Main St., Madison, Wis.
1827—Paris Medicine Co., 2628 Pine St., St Louis, Mo.
1828—Park Laboratory Co., 511-515 Commerce St., San Antonio, Tex.
1829—Park & Sons Co., John D., 515 Sycamore St., Cincinnati, O.
1830—Parke, Davis & Co., Atwater & McDougal Sts., Detroit, Mich.

The Numbers in Parenthesis in the Proprietary List

1831—Parker & Co., W. J., 7 S. Howard St., Baltimore, Md.
1831A—Parker, Stearns & Sutton, 228 South St., New York City.
1831B—Parker-Blake Co., Tchoupitoulas & Gravier, New Orleans, La.
1832—Parker-Williamson Med. Co., 106 So. 6th St., St. Louis, Mo.
1832A—Parker's Sons Co., Dr., 90 Main St., Batavia, N. Y.
1833—Parmele Co., Chas. Roome, 45 John St., New York City.
1834—Parmelee Drug Co., Norwich, N. Y.
1835—Parmelee Veg. Pill Co., Syracuse, N. Y.
1836—
1837—Parsons Drug Co., Cleveland, O.
1838—
1838A—Pasteur Vaccine Co., 219 E. Randolph St., Chicago, Ill.
1839—Patch Co., The B. L., 91 Broad St., Boston Mass.
1840—Patterson Co., Detroit, Mich.
1841—Patton Bros., 16 Division St., Catlettsburg, Ky.
1841A—Patton-Worsham Drug Co., Dallas, Texas
1842—Paul & Co., J. C., 59 Dearborn St., Chicago, Ill.
1843—Paxton Co., The R., 221 Columbus Ave., Boston, Mass.
1843A—Payne-Seay & Anderson, Lynchburg, Va.
1844—Peacock Chemical Co., 112-114 No. 2d St., St. Louis, Mo.
1845—Pean Medical Co., The 93 Park St., Worcester, Mass.
1845A—Peck Bros., Grand Rapids, Mich.
1846—Peckham's Croup Remedy Co., Freeport Mich.
1847—Peek Drug Specialty Co., 164 Duane St., New York City.
1848—Peel's Remedy Co., Brattleboro, Vt.
1849—Peffer Medical Association, 385 Wells St., Chicago, Ill.
1850—Penn Chemical Drug Co., 114 Wood St. Pittsburg, Pa.
1851—Penn Drug Co., Oshkosh, Wis.
1852—
1853—
1854—
1855—Pepsaloids Co., The, Jackson Park Station, Chicago, Ill.
1856—Pepsin Syrup Co., Monticello, Ill.
1857—Pepsol Co., Nashville, Tenn.
1858—
1859—Perfecto Cure Co., 34 Metropolitan Blk., Chicago, Ill.
1860—Perkins & Co., A. W., Rutland, Vt.
1861—Perrigo Co., L., Allegan, Mich.
1862—Perrine, F. P., 206 1st Ave., Long Island City, N. Y.
1863—Person Remedy Co., Mrs. Joe, Kittrell, N. C.
1864—Peruna Drug Mfg. Co., The, 242-248 So. Lazelle St., Columbus, O.
1865—Peter & Co., Arthur, 239 5th St., Louisville, Ky.
1866—Petermann, Wm., 54 W. 13th St., New York City.
1867—Peter-Neat-Richardson Co., 736 W. Main St., Louisville, Ky.
1868—Peters, Henry E., 659 Hamilton St., Allentown, Pa.
1868A—Peterson, Albert W., 1464 Chambers, St. Louis, Mo.
1869—Peterson Bros., 180 Seneca St., Buffalo, N. Y
1870—
1871—Petrolac Co., Logansport, Ind.
1871A—Pfeiffer Chemical Co., 508 N. Commercial St., St. Louis, Mo.
1872—Pfeiffer Mfg. Co., S., 2931 Lucas Ave., St. Louis, Mo.
1873—Pfromm & Kindig, 233 No. 2d St., Philadelphia, Pa.
1874—Pharmaceutical Specialty Co., The, Inc.; S. E. cor. 6th & Arch Sts., Philadelphia Pa.
1875—Pharmacists' Mfg. Co., The, 56-58 Warren St., New York City.
1876—Phelps, Est. of John H., 143 Wyoming Ave., Scranton, Pa.
1877—
1878—
1879—
1880—Pheno-Bromate Chemical Co., 38 Murray St., New York City.
1881—Phenyo-Caffein Co., 29 Oread St., Worcester, Mass.
1882—Philadelphia Chemical Co., The, 131 N. 2d St., Philadelphia, Pa.
1883—Phillips Chemical Co., The Chas H., 128 Pearl St., New York City.
1884—Phospho-Albumen Co., The, 3541-3543 Cottage Grove Ave., Chicago, Ill.
1885—
1885A—Pieck, E. L., 6th and Main Sts., Covington, Ky.
1886—Pierce & Co., Geo., 36 Hanover St., Boston, Mass.
1887—Pierce-Henderson Chemical Co., 1218 Broadway, New York City.
1887A—Pierce Remedy Co., 427 E. 47th St., Chicago, Ill.
1888—Pierson, Stanley K., Le Roy, N. Y.
1888A—Pike, C. C., Binghamton, N. Y.
1889—Pike & Co., J. J., 61 Bellingham St., Chelsea Station, Boston, Mass.
1890—Pike Mfg. Co., Worcester, Mass.
1891—
1892—Pilgrim Remedy Co., McVicker's Theatre Bldg., Chicago, Ill.
1893—Pilson, A. O., 1327 W. Baltimore St., Baltimore, Md.
1893A—Pinard, Ed., 84-90 Fifth Avenue, New York City.
1894—Pinkham Medicine Co., The Lydia E., 271 Western Ave., Lynn, Mass.
1895—Pine Tree Medicine Co., Burnham, Me.
1896—Piso Company, The, Warren, Pa.
1897—Pitkin, C. G., corner Colby St. and Mears Ave., Whitehall, Mich.
1898—Pitt, A. F., Jerseyville, Ill.
1899—
1900—Pittsburg Homeo. Pharmacy, 603 Smithfield St., Pittsburg, Pa.
1902—
1901—
1903—Planten, H. & Son, 224 William St., New York City.
1903A—Plasmon Co. of America, 116 Broad St., New York City.
1904—Platt, Henry B., 42 Cliff St., New York City.
1905—Plymouth Medicine Co., Plymouth, Mich.
1905A—Po-Dock Medicine Co., Columbus, O.
1906—Polk & Calder Drug Co., 171-175 River St., Troy, N. Y.
1907—Pomlo Bitters Co., 12 West Broadway, New York City.
1908—Pompadour Toilet Co., The, P. O. Box 224, Middletown, N. Y.
1908A—Pompeian Mfg. Co., 96 Prospect St., Cleveland, O.
1909—Pomum Pharmacal Co., New Egypt, N. J
1910—
1911—
1912—Pond Pharmacal Co., 229 9th Ave., New York City.
1913—Pond's Extract Co., 76 5th Ave., New York City.
1914—
1915—Pope Medicine Co., The, 196 Worthington St., Springfield, Mass.
1916—Pope, John R., 224 E. 25th St., New York City.
1917—Popham Co., Thomas, 2001 Ridge Ave., Philadelphia, Pa.
1918—
1919—Porter-Ryerson-Hoobler Co., Omaha, Neb.
1920—Porter & Co., John R., State and Main Sts., Rockford, Ill.
1921—Post & Co., Jacob K., 17 E. Main, Rochester, N. Y.
1922—Potter Drug & Chemical Corporation, 135 and 137 Columbus Ave., Boston, Mass.
1923—
1924—Potts, D. G., 224 Market St., Philadelphia, Pa.
1925—
1925A—Pounder Family Medicine Co., Dr., 224 Market St., Philadelphia, Pa.
1926—Powell Bros., 33 So. Division St., Grand Rapids, Mich.
1927—Powers-Taylor Drug Co., Richmond, Va.
1928—Powers, E. C., 301 Fuller St., Boston Mass.
1929—Powers Mfg. Co., The, 922 Walnut St., Philadelphia, Pa.
1930—Pozzoni Pharmacal Co., The J. A., 90 Illinois St., Chicago, Ill.
1931—P. Q. Medicine Co., 463 Temperance St., St. Paul, Minn.
1932—Prall & Co., D. E., 201-203 Geneses St., Saginaw, Mich.
1932A—Pratt Co., A. E., 118 Washington St., Brookline, Mass.
1933—Pratt Food Co., 130 Walnut St., Philadelphia, Pa.
1934—Pratt Food Co., 48 Wells St., Chicago, Ill
1934A—Pratt Medical Co., 737 W. 4th St., Cincinnati, Ohio.
1935—Pratt Medicine Co., 1698 Wellington Ave., Chicago, Ill.
1936—Pray Co., Dr. J. Parker, 10 and 12 E. 23d St., New York City.
1937—Prentice & Evenson, 19 E. Milwaukee St., Janesville, Wis.
1937A—Presto Pharmacal Co., The, 1400 Perkiomen Ave., Reading, Pa.
1938—Preston Co., 14 S. William St., New York City.
1939—Preston, Andrew P., Portsmouth, N. H.
1939A—Pretzelt, C., 800 McKean St., Phila., Pa.
1939B—Pretzinger & Bro., R., 41 E. 3d St., Dayton, Ohio.
1940—Prickly Ash Bitters Co., 103 So. 2nd St., St. Louis, Mo.
1940A—Price, C. H. & J., 226 Essex St., Salem, Mass.
1940B—Price Co., M. G., 96 Maiden Lane, New York City.
1940C—Priest, D. M., 7th Ave. & 23d St., New York City.
1941—Primley Co., Peoria, Ill.
1942—Prior, C. N., Middletown, N. Y.
942A—Private Clinic, 181 6th Ave., N. Y. City.
1943—Private Formula Co., 40 S. Main St., Dayton, O.
1944—Proben, John A., 295 Amsterdam Ave., corner 74th St., New York City.
1944B—Protectine Food Co., 4637 Frankford Ave., Philadelphia, Pa.
1945—Proteinol Food Co., 210 Fulton St., New York City.
1945A—Protos Co., 1045 W. Madison, Chicago, Ill.
1946—
1947—Prussian Stock Food & Remedy Co., 244 E. 4th St., St. Paul, Minn.
1948—Pullen-Richardson Chem. Co., 219 Chestnut St., St. Louis, Mo.
1949—Pulsifer Chemical Co., 127 Broad St., Boston, Mass.
1950—Pulvola Chemical Co., 160 William St., New York City.
1951—Purcell, Ladd & Co., Richmond, Va.
1952—Purdue, Frederick Co., The, 9 Murray St., New York City.
1953—Purdy Drug Co., Portage, Wis.
1954—
1955—Purinton Medicine Co., 219 Grand River Ave., Detroit, Mich.
1956—Pusheck, Dr. Chas. A., 192 Washington St., Chicago, Ill.
1957—
1958—Pyramid Drug Co., Marshall, Mich.
1959—Pyroctin Co., The, Columbia, S. C.
1960—Pyroligneine Co., Winchester, Tenn.
1961—
1961A—Quaker Herb Co., 723 W. 4th St., Cincinnati, O.
1961C—Queen Food Co., 157-159 William St., New York City.
1962—Quencer & Co., Wm. J., 57th St. and 9th Ave., New York City.
1963—Quine Chemical Co., 86 Monroe Ave., Rochester, N. Y.
1964—Quinine Plaster Co., Saratoga Springs, N. Y.
1965—Quinine-Whisky Co., Louisville, Ky.
1966—Quinn & Co., 27 E. Pearson, Chicago, Ill.
1967—Quinona Co., 1 Hartford St., Boston, Mass.
1968—Quratol Co., The, Norfolk, Va.
1969—
1970—Radam Microbe Killer Co., The Wm., 121 Prince St., New York City.
1971—Radway & Co., 55 Elm St., New York City.
1971A—Raeder, E. M., Central Ave., Lawrence, L. I.
1972—Railroad Medicine Co., The, Burnham, Me.
1973—Ralston, M. B., Weston, W. Va.
1974—
1975—Rand Co., Lia, Valley Stream, N. Y.
1976—
1977—Randolph, C. F., Altoona, Pa.
1978—
1979—Rat Biscuit Co., Springfield, Ohio.
1980—Ransom, Son & Co., 137 Main St., Buffalo, N. Y.
1981—Raser & Son, John B., 154-156 No. 6th St., Reading, Pa.
1982—Rattinger's Medicine Co., Dr., 2029 Sydney St., St. Louis, Mo.
1983—Raven & Co., L. A., 1425 State St., Chicago, Ill.
1983A—Rawleigh Medical Co., The W. T., Freeport, Ill.
1984—Rawlins Consolidated Drug Co., Rawlins, Wyo.
1985—Ray Chemical Co., 16-26 Locust St., Detroit, Mich.
1986—
1987—Ray Drug Co., Albertville, Ala.
1988—Raydith Perfume Co., 23 N. State St., Chicago, Ill.
1989—Raymond & Co., 61 Beekman St., New York City.
1990—Raymond, E. A. W., 147 Vernon, Boston, Mass.
1991—
1991A—Razorine Co., The, 2 W. 14th St., New York City.
1992—Rea Bros. & Co., 329 Boston Block, Minneapolis, Minn.
1993—
1994—
1995—Recamier Mfg. Co., 131 W. 31st St., New York City.
1995A—Red Cross Chemical Co., 228 Milk Ave. Boston, Mass.
1996—Red Cross Mineral Water Co., Big Rapids, Mich.
1997—Red Cross Remedy Co., Pine Hill, N. Y.
1998—Red-Iron-Pill Co., The, 211 Spring St., Portland, Me.
1999—
2000—
2001—Reddington & Co., 23-27 2d St., San Francisco, Cal.
2002—Reddish & Co., Frank O., Leroy, N. Y.
2003—Reed & Carnrick, 42-46 Germania Ave., Jersey City, N. J.
004—Reed & Son, George, 515 Sycamore St., Cincinnati, Ohio.
004A—Reed, Chas. Allen, 81 Fulton St., New York City.
2005—Reeder's Family Medicine Co., Dr., Peoria, Ill.
2006—Reeves, J. H., 78 Nassau St., New York City.
2007—
2008—Reinschild Chemical Co., 71 Barclay, New York City.
2009—Remick Medicine Co., Chicago, Ill.
2010—Repas Mfg. Co., 131 William, New York City.
2011—Resinol Chemical Co., 517 W. Lombard St., Baltimore, Md.
2012—Respess Drug Co., 106 Liberty St., W., Savannah, Ga.
2013—Rex Chemical Co., Laconda Ave., Springfield, O.

2014—Rex Mineral Spring Co., 95 Liberty, New York City.
2015—
2016—Rheumatic Tablet Co., 508 N. 18th St., Philadelphia, Pa.
2017—Rheumatol Co., 272 W. 11th St., New York City.
2017A—Rhode, R. E., 504 N. Clark St., Chicago, Ill.
2017B—Rhode Island Drug Co., 372 Westminster St., Providence, R. I.
2018—Rice-Darby Co., The, Elmira, N. Y.
2019—Rose, J. Allen, 156 Main St., Milford, Mass.
2020—Richards, Dr. D. B., 228 Varick St., New York City.
2021—Richards, Wm., Mayburg, Forest Co., Pa.
2022—
2023—Richardson Drug Co., L., Greensboro, N. C.
2024—
2025—Richmond & Co., L., 56 School St., Brockton, Mass.
2026—Richmond Co., S. A., 944 W. Van Buren St., Chicago, Ill.
2027—Richmond Nervine Co., The Dr. S. A., 18th and Francis Sts., St. Joseph, Mo.
2028—Richter, F. Ad., 215 Pearl St., New York City.
2029—Ricksecker Co., The Theo., 74 Reade St., New York City.
2030—Ridgway, Samuel, Hydetown, Pa.
2031—Rigney Co., 348 Park Ave., Brooklyn, N. Y.
2032—Riker & Son Co., Wm. B., 353-355 6th Ave. New York City.
2033—Riley Drug Co., 47-49 E. Santa Clara St., San Jose, Cal.
2034—Ring's Ambrosia Co., Wilton, N. H.
2035—Rinker Pharmacal Co., 1251 Dennison Ave., Columbus, Ohio.
2036—Rio Chemical Co., 56 Thomas St., New York City.
2037—Ripans Chemical Co., The, 10 Spruce St., New York City.
2038—Ripley Brom-Lithia Co., The, 30 Manhattan Annex, Cleveland, Ohio.
2039—Risley Drug Co., 46 Cortlandt St., New York City.
2040—Riter Bros. Drug Co., Logan, Utah.
2041—Ritmeier Remedy Co., W., 376 National Ave., Milwaukee, Wis.
2042—
2043—
2043A—Robachers Disinfectant Co., 77 Kenilworth Terrace, Rochester, N. Y.
2044—Robbins & Co., E. M., 217 Gray St., Syracuse, N. Y.
2045—
2046—Robins, A. H., Richmond, Va.
2047—Robinson, Alex. M., 1 Park St., Bangor, Me.
2048—Robinson Co., The H., 2338 2d Ave., New York City.
2049—Robinson & Co., Wm. L., 84 Pearl St., East Somerville, Mass.
2050—Robinson-Pettet Co., 528 W. Main St., Louisville, Ky.
2051—Robinson & Son, R. W., 186 Greenwich St., New York City.
2052—
2053—
2054—Rochester Drug Co., 47 State St., Rochester, N. Y.
2055—Rocky Mountain Oil Co., 297 Grove St., Milwaukee, Wis.
2056—
2057—
2058—Roe & Sons, F. U., Franklin Grove, Lee Co., Ill.
2059—Roemer Drug Co., 415 Grand Ave., Milwaukee, Wis.
2060—Roessler & Hasslacher Chem. Co., The, 100 William St., New York City.
2061—Rogers, C. M., New London, Conn.
2061A—Rogers & Diamond, 246 S. Clark St., Chicago, Ill.
2062—
2063—Rogers Medicine Co., The M. J., 160 Main, Lewiston, Me.
2064—
2065—Roosa & Ratliff Chemical Co., 212 E. Pearl St., Cincinnati, O.
2066—Root-Tea-Na Herb Co., 115 E. Market St., Akron, O.
2067—Rose, Daniel, 125 W. Court St., Cincinnati, O.
2067A—Rose, John J., Westminster, Md.
2068—Rose Leaf Balm Co., 56 Warren, Boston, Mass.
2069—Rose Pink Co., North Lima, O.
2069A—Roseralia Mfg. Co., Sycamore, Ill.
2070—Ross Co., The Sydney, 48 Vesey, New York City.
2070A—Ross & Bro., W. A., 11 S. William St., New York City.
2071—Ross Drug Co., W. H., 804 Main St., Richmond, Ind.
2072—
2073—Rothchild & Ehrenpfort, 35 Main, San Francisco, Cal.
2074—
2075—Roworth Mfg. Co., 85 Maiden Lane, New York City.
2076—
2077—Roy & Boire Drug Co., 21 Pearl St., Manchester, N. H.
2078—Royal Chemical Co., Broadway and Giles Ave., Jersey City, N. J.
2079—Royal Drug Co., 517 W. Lombard St., Baltimore, Md.
2080—Royal Specialty Co., 92 Reade St., New York City.
2081—
2082—Royaline Medicine Co., 618 Girod, New Orleans, La.
2083—R. S. T. Mfg. Co., The, 36 No. 6th St., Philadelphia, Pa.
2084—Rubefacient Co., Newton Upper Falls, Mass.
2085—Rubinat Company, 60 Broad St., New York City.
2086—Ruch & Co., Joseph N., 2851 Hutchinson St., Philadelphia, Pa.
2087—Rudell Drug Co., Ashmun and Ridge Sts., Sault Ste. Marie, Mich.
2088—
2089—Rudy, Martin, 2 W. King St., Lancaster, Pa.
2090—Rule, George W., Goshen, Ind.
2091—Rumford Chemical Works, 231 S. Main St., Providence, R. I.
2092—Rundle Co., The Geo. H., Piqua, O.
2093—Runkel Brothers, 445-447 W. 30th St., New York City.
2094—Ruppert, Madame A., 6 E. 14th St., New York City.
2094B—Russell & Lawrie, Tarrytown, N. Y.
2095—Russell Medicine Co., 918 Eddy St., Providence, R. I.
2096—
2096A—Russia Cement Co., West Gloucester, Mass.
2097—
2098—Stevens Medicine Co., Litchfield, Ill.
2099—
2100—Rust & Sons, Wm., New Brunswick, N. J.
2100A—Rutherford, Chas. H., 12 Gold St., New York City.
2101—Ryder, John H., 2038 Washington St., Boston, Mass.
2102—Sabine Curative Oil Co., Warren, Pa.
2103—Sackett, J. B., 49 Main St., Tarrytown, N. Y.
2104—Saegertown Mineral Spring Co., Saegertown, Pa.
2105—Sagar Co., The Chas. H., 109 Genesee St., Auburn, N. Y.
2106—Sage, T. B., Torrington, Conn.
2106 A—Sagine Co., 261 High St., Columbus, O.
2106—B—St. Jacob's Oil, Ltd., 205 W. Clay St., Baltimore, Md.
2107—Salfene Chemical Co., 603 N. 4th St., St. Louis, Mo.
2108—
2109—Sallade & Co., 122 Cedar St., New York City.
2110—Salo-Sedatus Chemical Co., 211 No. 7th St., St. Louis, Mo.
2111—Salter, M. T., Dr., 68 So. Broad St., Atlanta, Ga.
2112—
2113—
2114—
2115—Sander & Co., R., 1089 So. Main St., Akron, O.
2116—Sanford, Chamberlain & Albers Co., 430 So. Gay St., Knoxville, Tenn.
2117—Sanford & Sons, S. T. W., 891 Vernon St., Long Island City, N. Y.
2118—
2119—
2121—Sanitas Co., The, Ltd., 638-642 W. 55th St., New York City.
2122—Sanitol Chemical Laboratory Co., The, Vandeventer and Laclede Aves., St. Louis, Mo
2123—
2124—Santal Pepsin Co., Bellefontaine, O.
2125A—Sapho Medicine Co., Covington, Ky.
2126—
2127—Sassafras Eye Lotion Co., Mauch Chunk, Pa.
2128—Satyria Chemical Co., 402 2d St., St. Louis, Mo.
2129—
2130—Sawyer Co., The Dr. A. P., 11 S. Water St., Chicago, Ill.
2131—
2132—
2133—Sayman, T. M., 2829 Easton Ave., St Louis, Mo.
2134—
2135—
2136—Scates Medical Co., Westbrook, Me.
2137—Schaap, John, 618 Garrison Ave., Ft Smith, Ark.
2138—
2139—Schafer & Co., Geo. H., 713 Front St., Fort Madison, Ia.
2139A—Scharff, L. & A., 20 So. Main St., St. Louis, Mo.
2139B—Schenck & Co., J. P., Matteawan, N. Y.
2140—Schenck & Son, Dr. J. H., 6th and Arch Sts., Philadelphia, Pa.
2141—Schering & Glatz, 58 Maiden Lane, New York City
2141A—Scherer, Wm. J., 266 Jefferson Ave., Rochester, N. Y.
2142—Schiebel & Co., Scranton, Pa.
2143—Schieffelin & Co., 170 William St., New
2144—Schiffmann, Dr. R., 369 Jackson St., St. Paul, Minn.
2144A—Schlitz Brewing Co., Milwaukee, Wis.
2144B—Schloer Chemical Co., The Chas., A., 6th St., & N. N. W., Washington, D. C.
2145—Schlotterbeck & Foss, 501 Congress St., Portland, Me.
3246—Schlesinger & Bender, Inc., San Francisco, Cal.
2146A—Schmidt, F. J., 7111 Cottage Grove Ave., Chicago, Ill.
2147—Schmidt & Co., E., 300 Pleasant St., Baltimore, Md.
2147A—Schmidt, Val., San Francisco, Cal.
2148—Schneider & Irving Drug Co., 87-89 Congress St., Troy, N. Y.
2149—Schoene, J. Z., 128 Buttles Ave., Columbus, O.
2150—Schoenheit Medicine Co., The A., 72 So. 1st St., San Jose, Cal.
2151—Schoenike, E. B., 396 6th Ave., Milwaukee, Wis.
2152—Schoonmaker, F. W., 42d St., corner Park Ave., New York City.
2153—Schrage, Frank, N. Clark St., & Webster Ave., Chicago, Ill.
2154—Schubert Rheumatic Cure Co., Father, 661 W. 12th St., Chicago, Ill.
2155—Schuele & Co., W. C., 24 Strawberry St., Philadelphia, Pa.
2156—Schuh Drug Co., 912-914 Commercial Ave., Cairo, Ill.
2157—Schumaker & Co., Joseph, Hamilton, O.
2158—Schweickhardt, R. & F., 2800 Olive St., St. Louis, Mo.
2159—Scott Remedy Co., 82 West St., Albany, N. Y.
2160—Scott & Bowne, 409-415 Pearl St., New York City.
2161—Scott Medicine Co., 81 W. Kinzie, Chicago, Ill.
2162—Scott's Hoof Paste Co., 116 Weld St., Rochester, N. Y.
2162A—Scruton, W., 46 Market St., New York City.
2162B—Sea Breeze Mfg. Co., Hood Bldg., Birmingham, Ala.
2163—Seabury Chemical Works, 78 Medway St., Providence, R. I.
2164—Seabury & Johnson, 59-61 Maiden Lane, New York City.
2165—Searby, W. M., 400 Sutter St., San Francisco, Cal.
2166—Searle, A. L., 91 Cambridge St., Boston, Mass.
2167—Searle & Hereth Co., 73-75 Wells St., Chicago, Ill.
2168—Seals Drug Co., Waycross, Ga.
2169—Seibert, H. E., 477-479 Broadway, St. Paul, Minn.
2170—Seeley & Co., S. S., Bath, N. Y.
2171—Seidler Drug Co., 21 Ferry St., Newark, N. J.
2172—Selick, C. H., 56 Leonard St., New York City.
2173—Semit Chemical Co., The, Brockton, Mass.
2174—Sen Sen Co., Rochester, N. Y.
2175—Senger & Co., D. B., Franklin Grove, Ill.
2175A—Sen-Ko-Na Chemical Co., Columbus, Ohio.
2176—
2177—Sennewald & Co., E. A., 800 Hickory St., St. Louis, Mo.
2178—Senoret Chemical Co., 512 Elm St., St. Louis, Mo.
2179—Septicide Mfg. Co., 422 Grand Ave., Milwaukee, Wis.
2180—Sethness Co., 262-268 No. Curtis St., Chicago, Ill.
2181—
2181A—Seven Springs Iron Alum Mass Co., Richmond, Va.
2182—Seven Sutherland Sisters, 18 Desbrosses St., New York City.
2183—Severa, W. F., Cedar Rapids, Iowa.
2183A—Severs Co. Inc., The A. W., McLeansboro, Ill.
2184—
2185—Shallenberger & Co., A. T., Rochester, Pa.
2185A—Shands Chalk Co., 99 Maiden Lane, New York City.
2186—Shannon Rheumatin Co., W. A., 519 N. 8th St., Philadelphia, Pa.
2187—Sharp & Dohme, 41 John St., New York City.
2188—Sharpsteen, Dr. H., Green St. and Marshall Ave., Marshall, Calhoun Co., Mich.
2189—Sharum Medicine Co., E., 878 Broadway, New York City.
2190—Shaw Co., The Dr. T. P., Lowell, Mass.
2191—
2192—Sheehan & Co., John H., 167 Genesee St., Utica, N. Y.
2192A—Sheffield Farms Dairy, 1026 6th Avenue, New York City.
2192B—Shepherd Mfg. Co., 347 5th Ave., Pittsburg, Pa.
2193—
2194—Sherrouse Medicine Co., Ltd., 427 Carondelet St., New Orleans, La.
2195—Shields, J. D., 211 So. 2d St., Harrisburg, Pa.
2195A—Shields, William F., Hackettstown, N. J.
2196—Shinkle Co., F. L., 1525 S. Madison St., Muncie, Ind.
2196A—Shinn & Baer, Broad and Spruce Sts., Philadelphia, Pa.
2197—Shirey & Brown, Buena Vista, Va.
2198—Shoemaker & Co., Robert, 4th and Race Sts., Philadelphia, Pa.

The Numbers in Parenthesis in the Proprietary List

2199—Shoemaker & Busch, 511 Arch St., Philadelphia, Pa.
2200—Sholl, Joseph, Burlington, N. J.
2201—
2202—Shoop Family Medicine Co., The Dr., Racine, Wis.
2203—
2204—
2205—
2205A—Shuptrine, J. T., 229-231 Congress St., West, Savannah, Ga.
2206—Sibbald, C. H., 34 W. 22d St., New York City.
2207—
2208—Sigler Mfg. Co., 679 So. Wabash St., St. Paul, Minn.
2208A—Silliman, S. C., South Norwalk, Conn.
2209—Simmons & Hammond, 575 Congress St., Portland, Me.
2210—Simmons & Co., T. E., Atlanta, Ga.
2211—Simmons Medicine Co., C. F., 106 N. 3d St., St. Louis, Mo.
2212—Simms Medicine Co., St. Louis, Mo.
2212A—Simms, F. V., 549 Preston St., Louisville, Ky.
2213—Simms & Sons, Dr. J., 606 King St., Wilmington, Del.
2214—Simon's Remedy Co., Dr., 214 Gay St. Knoxville, Tenn.
2214A—Simpson Co., Dr. A. B., Richmond, Ind.
2215—Simpson Chemical Co., Vienna, Ill.
2216—
2217—Sisson & Co., T., 729 Main St., Hartford, Conn.
2218—Skillman & Van Pelt, New Brunswick, N. J.
2219—Skin Cura Co., The, Columbus, O.
2220—
2220A—Sleeper, A. L., & Sons, Brownsdale, Minn.
2221—Sloan, Dr. Earl S., 119 E. Canton St., Boston, Mass.
2222—
2223—Sloan Medicine Co., 2336 Prairie Ave., Chicago, Ill.
2224—Slocum Co., T. A., 96-98 Pine St., New York City.
2225—Slosson, F. W., 197 Seneca St., Cleveland, Ohio.
2226—
2227—Smaw & Co., W. H., 11 W. Pratt, Baltimore, Md.
2228—Smith, A. C., 142 So. Main St., Salt Lake City, Utah.
2229—Smith Bros., 13 and 15 Market St., Poughkeepsie, N. Y.
2230—Smith Bros., corner I and Tulare Sts., Fresno, Cal.
2231—Smith Bile Beans Co., 205 N. Third St., St. Louis, Mo.
2232—Smith & Co., C. B., 863-865 Broad St., Newark, N. J.
2233—Smith & Co., J. F., 99 Nassau St., New York City.
2234—Smith & Co., J. R., 3-5 Harrison St., New York City.
2235—Smith & Co., James P., 90-94 Hudson St. New York City.
2236—Smith Co., Martin H., 105 Chambers St., New York City.
2237—Smith & Co., W. H., P. O. Box 145, Buffalo, N. Y.
2238—Smith Drug Co., C. D., 319-323 S. 3d St., St Joseph, Mo.
2239—Smith's Gold Remedy Co., 8 DeKalb Ave., Chicago, Ill.
2240—Smith, H. K., 815 E. Fayette St., Syracuse, N. Y.
2241—
2242—Smith, John A., Germania Bldg., Milwaukee, Wis.
2243—Smith, Kline & French Co., 429 Arch St., Philadelphia, Pa.
2244—Smith, M. D., Chas. H., 246 Washington Ave., Albany, N. Y.
2245—Smith Medical Co., 2612 La Clede Ave., St Louis, Mo.
2246—Smither, R. K., 588 Niagara St., Buffalo, N. Y.
2246A—Smith & Co., S. N., Muncie, Ind.
2247—Smith, Wm. E., 350 Congress St., Troy, N. Y.
2248—Smythe Toilet Co., E. L., South Bend, Ind.
2249—Snoddy Remedy Co., The Dr. J. H., 112 W 2d St., Alton, Ill.
2250—Snow & Co., C. W., 214-216 Warren St. Syracuse, N. Y.
2250A—Snyder & Seamon, 52 N. 4th, Brooklyn, N. Y.
2251—Sockwell & Co., J. F., 129 S. Stonewall St., Greenville, Tex.
2251A—Soda Mint Gum Co., 3rd Ave. & Ferry St., Pittsburg, Pa.
2252—
2253—Solomon Drug Co., 2A Beacon St., Boston, Mass.
2254—Solway-Annan Co., Washington, D. C.
2254A—Sorbefacin Co., 3148 Cottage Grove Ave., Chicago, Ill.
2255—Sords Pharmacy Co., corner Pearl and Detroit Sts., Cleveland, O.
2256—
2257—South Bend Remedy Co., South Bend, Ind.
2258—South Chicago Brewing Co., 100th St. and Ave. N, Chicago, Ill.
2259—
2260—
2261—Southern Pharmacal & Chemical Co., 700-708 Campbell St., Louisville, Ky.
2262—Southington Medicine Co., Southington, Conn.
2263—Spasmodine Co., The, McComb, Ohio.
2264—Southwick Mfg. Co., Binghamton, N. Y.
2264A—Spartica Chemical Co., 502 So. 7th, St. Louis, Mo.
2265—Spayd, C. F., 602 Monroe St., Toledo, O.
2266—Specific Remedy Co., 802 Main St., Lynchburg, Va.
2267—
2267A—Spelcher Dandruff Cure Co., 206 Lackawanna Ave., Scranton, Pa.
2268—Spence Drug Co., T. H., La Crosse, Wis.
2269—Spencer Medicine Co., Chattanooga, Tenn.
2270—Union Pharmacal Co., 167 Wabash Ave., Chicago, Ill.
2271—Spiegel, Dr. M., 194 Delaware Ave., Albany, N. Y.
2271A—Sperry Medicine Co., Waterbury, Conn.
2271B—Spim Co., Johnstown, N. Y.
2272—Spinner Chemical Co., St. Louis, Mo.
2273—Spiritine Chemical Co., Wilmington, N. C.
2274—Spiro Co., Niagara Falls, N. Y.
2275—
2275A—Spratts Patent (America) Ltd., 450-456 Market St., Newark, N. J.
2275B—Spohn Medical Co., Goshen, Ind.
2276—Springfield Breweries Co., Springfield, Mass.
2277—Spurlock-Neal Co., 108 No. Market St., Nashville, Tenn.
2278A—S. T. Pharmacal Co., The, 96 Maiden Lane, New York City.
2279—St. Albans Remedy Co., St. Albans, Vt.
2280—St. Cloud Pharmacy Co., Arch and 7th Sts., Philadelphia, Pa.
2280A—St. Louis Chemical Co., 3901 Shenandoah Ave., St. Louis, Mo.
2281—St. Louis Pharmaceutical Co., 19 No. 10th, St. Louis, Mo.
2282—
2283—Staab, C. A., 701 Sterling Ave., Cleveland, Ohio.
2284—Stahler Drug Co., Norristown, Pa.
2285—Stafford Drug Co., 223 Fayette St., W. Baltimore, Md.
2286—Stallman & Fulton Co., Wyllys Bldg., Platt and William Sts., New York City.
2287—
2288—Standard Disinfectant Co., Wade Building, Cleveland, O.
2289—Standard Emulsion Co., 141 Green St., New York City.
2290—
2291—
2292—
2293—
2294—
2295—
2295A—Stanley & Brown Drug Co., 31 Hopkins Place, Baltimore, Md.
2296—Stansbury, W. E., Middleport, O.
2297—Stanton Pharmacal Co., Ontario, O.
2298—Stapleton, Ed. M., Watertown, Wis.
2299—Star Chemical Co., 7th and Magnolia Sts, Louisville, Ky.
2300—
2301—Starks & Co., Midway, Ky.
2302—
2303—Stearns & Co., Frederick, Jefferson and Bellevue Aves., Detroit, Mich.
2304—Stearn's Electric Paste Co., 1404 Tribune Bldg., Chicago, Ill.
2305—Stearns & White Co., 181-189 Chestnut St., Chicago, Ill.
2306—Stedman & Co., Milwaukee, Wis.
2306A—Stedman & Sons, 51 Aberdeen, Chicago, Ill.
2307—Steelman & Archer, 117 Market St., Philadelphia, Pa.
2307A—Steinhausen & Eaton, 313 Main St., Watsonville, Cal.
2307B—Stein-Gray Drug Co., The, 230-232 E. 4th St., Cincinnati, Ohio.
2308—Steinke, Theo. G., 336 N. Ashland Ave., Chicago, Ill.
2308A—Steinmetz, W. Fred., 2838 Girard Ave., Philadelphia, Pa.
2309—Steketee, Geo. G., 108 S. Ionia St., Grand Rapids, Mich.
2310—Stephens & Co., W. M., 1128 4th St., Sioux City, Ia.
2311—
2312—Stephenson Chemical Co., Greensburg, Pa
2313—
2314—
2315—
2315A—Sterling Pharmaceutical Co., The, 188 Atlantic Ave., Brooklyn, N. Y.
2316—Sterling Remedy Co., Kramer, Ind.
2316A—Sterling Royal Remedy Co., John, Kansas City, Mo.
2317—Stern, M. H., 827 Winnebago St., Milwaukee, Wis.
2318—
2319—Stevens & Durham, Muncie, Ind.
2320—Stevens & Harmanson, 206 W. Pratt St. Baltimore, Md.
2320A—Stewart, A. Collins, 47 Cornhill, Boston, Mass.
2321—
2322—Stewart Chemical Co., Box 2261 New York City.
2322A—Steward Mfg. Co., D. M., Chattanooga, Tenn.
2323—Stewart Co., The Hugh S., 378 Main St., Columbus, O.
2324—
2325—Stewart & Holmes Drug Co., 627 First Ave, Seattle, Wash.
2326—Stewart Soap Co., The, 125 9th St., E., Cincinnati, O.
2327—Stiles & Givens Co., Fond du Lac, Wis.
2327A—Stiles Galvanic Oil Co., 120 W. 42d St., New York City.
2328—
2328A—Stillman Remedies Co., The, 41st St and 3d Ave., Brooklyn, N. Y.
2329—Stillwagon Food Co., 215 Market St., St. Louis, Mo.
2330—Stoddard, G. N., Wilson, N. Y.
2330A—Stoddard & Co., G. S., 45 Vesey St., New York City.
2331—Stokes, F. A., Watertown, N. Y.
2332—Stone Medicine Co., The, 1033 W. Madison St., Chicago, Ill.
2333—Stonebraker Chemical Co., The, 408 No. Howard St., Baltimore, Md.
2334—
2335—Stoneroad, Dr. J. D., 289 Walnut St., Meadville, Pa.
2336—Stowell & Co., 46 Main St., Charlestown, Boston, Mass.
2337—Stoughton & Co., D. G., 204 State St., Hartford, Conn.
2338—Stover Butternut Clover Co., 604 2d St., Troy, N. Y.
2338A—Stowell & Breakey, Mt. Vernon, N. Y.
2338B—Stowe Pharmacal Co., Inc., 1010 Vine St., Philadelphia, Pa.
2339—Stretch, David E., 602 So Warren St., Trenton, N. J.
2340—Strickland Wine Co., The, 22 Randolph Ave., Chicago, Ill.
2341—Stringer Pulmonic Syrup Co., 667 Lexington Ave., New York City.
2342—Strong & Co., C. H., 218-220 E. Washington St., Chicago, Ill.
2343—Strong, Cobb & Co., 112-114 Superior St. Cleveland, O.
2344—Strontia Mineral Spring Co., 305-307 Exchange Place, Baltimore, Md.
2345—Strunk & Sons, H. H., Shakopee, Minn.
2346—Stuart Co., F. A., Marshall, Mich.
2347—Stuart Medicine Co., Elmira, N. Y.
2348—Stuart, N. J., 145 Parrish St., Barre, Pa.
2349—
2350—
2351—Styron, Beggs & Co., Newark, Ohio.
2351A—Sulphogen Chemical Co., St. Louis, Mo.
2352—Sulphio Napthol Co., The, 4 Merrimac St., Boston, Mass.
2353—Sulphur Starch Laboratory, The, 139 Orange St., New Haven, Conn.
2354—Sulphume Co., 337 Broadway, New York City.
2355—Sultan Drug Co., 114 No. 2d St., St. Louis, Mo.
2356—Sutherland Med. Co., The E. E., 5th St. and Broadway, Paducah, Ky.
2357—
2358—
2359—
2360—Swan, Dr. G. E., Beaver Dam, Wis.
2361—Swanson Rheumatic Cure Co., 164 E. Lake St., Chicago, Ill.
2362—Swayne & Son, Dr., 36 S. 7th St., Philadelphia, Pa.
2363—
2364—
2365—Swift & Co., Union Stock Yards, Chicago, Ill.
2366—
2367—Swift Specific Co., The, 156 E. Hunter St., Atlanta, Ga.
2369—Sykes' Sure Cure Co., Dr., 118 S. Leavitt St., Chicago, Ill.
2370—
2371—Sylvan Toilet Co., Fort & Trumbull, Detroit, Mich.
2372—Taber Mfg. Co., Dr., Peoria, Ill.
2373—Taber Medical Co., The, 301 Main St., Dallas, Tex.
2374—
2374A—Talcott & Co., C. H., (Successors to Talcott, Frisbie & Co.), Hartford, Conn.
2375—
2376—Tancreme Mfg. Co., 67 Pacific Ave., Santa Cruz, Cal.
2377—
2378—
2379—Tar-Oid Co., 163 Randolph St., Chicago, Ill. Ill.
2380—
2381—Tarrant Co., The, 44 Hudson St., New York City.
2382—
2383—Taylor & Co., H. W., 34 E. 22d St., New York City.
2384—Taylor Drug & Chemical Co., 115 Olive St., Trenton, N. J.
2385—Taylor, G. C., Fairport, N. Y.
2386—
2387—Taylor, H. B., 1311 No 11th St., Philadelphia, Pa.
2388—Taylor Mandrake Pill Co., Saratoga Springs, N. Y.
2389—Tebbett Bro., Manchester, N. H.
2390—Teethene Mfg. Co., Box 369, Philadelphia, Pa.
2391—

2392—Tetlow Mfg. Co., Ltd., 57 No. Mascher St., Philadelphia, Pa.
2393—Thacher Medicine Co., Chattanooga, Tenn
2394—
2395—Thatcher, J. C., East Millstone, N. J.
2396—Thatcher Mfg. Co., Potsdam, N. Y.
2397—Thayer & Co., Henry, 150 Broadway, Cambridgeport (Boston), Mass.
2398—Theodorian, M. D., Z. K., 167 Stuyvesant St., Brooklyn, N. Y.
2399—Theopholine Remedy Co., 703 So. Michigan St., South Bend, Ind.
2400—Therapeutic Specialty Co., 1009 Spring Garden, Philadelphia, Pa.
2401—
2402—Thomas Drug Co., A. P., Columbus, Ga.
2403—
2404—Thomas, James R., 12 Hanover St., Trenton, N. J.
2405—
2406—Thomas Pharmacal Co., 50 W. B'way, New York City.
2407—Thompson Laboratory Co., The, Washington, D. C.
2407A—Thompson & Co., C. E., Elyria, O.
2407B—Thompson Phosphate Co., Chicago, Ill.
2407C—Thompson & Co., F. A., Detroit, Mich.
2408—Thompson & Son, E. K., 8-10 Diamond St., Titusville, Pa.
2409—Thompson, Sons & Co., Jno. L., 159-163 River St., Troy, N. Y.
2410—Thompson Mfg. Co., 22-24 River St., Chicago, Ill.
2411—
2412—
2413—
2414—Three Rivers Chemical Co., Three Rivers, Mich.
2415—
2416—Thum Co., The O. & W., Grand Rapids, Mich.
2417—
2418—Thurston & Braidich, 128 William St., New York City.
2419—Thurston Chemical Co., Grand Rapids, O.
2420—Thymo Chemical & Mfg. Co., 50 Clinton Bldg., Columbus, O.
2420A—Thymol Drug Co., Harrisburg, Pa.
2421—Tibbit's Pile Treatment Co., Ravenna, Mich.
2422—Tilden Company, The, New Lebanon, N. Y
2422A—Til-lo Medical Co., Rome, N. Y.
2423—Tincture Amal Co., 11 W. German St., Baltimore, Md.
2424—
2425—Tobias, Est. of S. I., 40 Murray St., New York City.
2425A—Toennies, O. W., 249 West Broadway, New York City.
2426—Tolletine Co., Montague, Mass.
2427—
2427A—Tonsa-Cura Co., The, Pittsburg, Pa.
2428—Tonsiline Co., The, 937 No. Walnut St., Canton, O.
2429—
2430—
2431—Torbert, W. H., 756 Main St., Dubuque, Ia.
2432—Totten, W. T., 672 No. 10th St., Philadelphia, Pa.
2433—
2434—Townsley Medicine Co., 219 E. 6th St., Cincinnati, Ohio.
2435—Trager & Son., H. F., 1016 Price St., Scranton, Pa.
2436—Tragle Medicine Co., 811 E. Broad St., Richmond, Va.
2437—Traudt, F. J., 2222 So. 9th, St. Louis, Mo.
2437B—Trib Co., The, Carson City, Nevada.
2437C—T. Rheumatic Cure Co., Huntington, Ind.
2438—Tri-Elixiria Remedy Co., 47 Poplar, Memphis, Tenn.
2438A—Triner, Joseph, 799 South Ashland Ave., Chicago, Ill.
2439—Triumph Inhaler Co., The, Bradford, Pa.
2440—"Trix" Co., Rochester, N. Y.
2441—
2442—Trommer Co., The, Fremont, O.
2443—Tropon Works, 81-83 Fulton St., New York City.
2444—
2445—Troy Chemical Co., Troy, N. Y.
2446—True & Co., Dr. J. F., Auburn, Me.
2446A—True & Co., Est. Dr. J. M., New Haven, Conn.
2447—
2448—Tubbs, W. E., River Falls, Wis.
2448A—Tuckahoe Mineral Springs Co., Northumberland, Pa.
2449—
2450—Tucker Simple Remedy Co., The W. L., (Behrens Drug Co.) Waco, Tex.
2451—Turck Co., The 796 Fulton, Brooklyn, N. Y.
2452—Turck, Marius, 796 Fulton St., Brooklyn, N. Y.
2452B—Turner's Chemical Co., 337 Genesee St., Utica, N. Y.
2453—Tutt Mfg. Co., Dr., 78 Reade St., New York City.
2454—Tuttle & Sons., Dr. S. A.—27 Beverly St., Boston, Mass.
2455—Tweed Liniment Co., 4 Grove St., Chelsea Mass.
2456—Twitchell-Champlin Co., The, Portland, Me
2457—Tyndale Eucalyptus Co., The, Geneva, Ill
2458—Tyree, J. S., 15th and H Sts., N. E., Washington, D. C.
2459—Ukoma Remedy Co., The, 2537 Cherry St., Toledo, Ohio.
2460—
2461—Union Drug Co., 298 Broadway, New York City.
2462—
2462A—United Agency Co., 503 Fifth Ave., New York City.
2463—
2464—United States Army & Navy Tablet Co., 260 West Broadway, New York City.
2465—
2465A—United States Ferrol Co., 18 Ellicott St., Buffalo, N. Y.
2466—United States Medicine Co., 132 W. 14th St., New York City.
2467—United States Pharmacal Co., 10-14 Franklin St., Chicago, Ill.
2468—Upham, S. C., 142 N. 5th St., Philadelphia, Pa.
2468A—Upham & Co., A. G., 27 E. 4th St., New York City.
2469—Urben Drug Co., J. P., 3600 Forbes Ave., Pittsburg, Pa.
2470—Uric-Arthrin Mfg. Co., Michigan City, Ind.
2470A—Utard & Co., Emil, 3 Union Sq., New York City.
2471—
2472—Vail Bros., 2000 No. 10th St., Philadelphia, Pa.
2472A—Valentine's Meat-Juice Co., Richmond, Va.
2473—
2473A—Valley Chemical Co., Danbury, Conn.
2474—Van Buren, B., 81 So. California Ave., Chicago, Ill.
2475—
2476—Van Chemical Co., 85 Columbia St., Albany, N. Y.
2477—
2478—Vanderhoof & Co., E. R., 219½ Vistula Ave., South Bend, Ind.
2479—
2480—Van Duzer, S. R., 42 Park Place, New York City.
2481—Van Fossen Sudden Death Co., 820 Main St., Kansas City, Mo.
2481A—Van Houten & Zoon, C. J., 51 Wabash Ave., Chicago, Ill.
2482—
2482A—Van Ness-Cooper Co., 131 W. 14th St., New York City.
2483—Van Schaack & Sons, Peter, 138-140 Lake St., Chicago, Ill.
2484—
2485—
2486—Van Sickle, S. D., 1835 Centre St., Ashland, Pa.
2487—Van Stan's Stratena Co., Ltd., 1211 North 60th St., Philadelphia, Pa.
2488—Van Tassel & Tobey, Rondout, Kingston, N. Y.
2489—Van Vleet-Mansfield Drug Co., 322 Main St., Memphis, Tenn.
2490—Van Wert Chemical Co., 8½ Court St., Watertown N Y
2491—Vapo Cresolene Co., 180 Fulton St., New York City.
2492—Vapopathic Medicine Co., 27 York St., New Haven, Conn.
2493—
2494—Varian, Jno. O., 112 Hudson St., Syracuse, N. Y.
2495—Vass Chemical Co., The, Danbury, Conn.
2496—
2497—Veg-a-tab Remedy Co., Inc., Morristown, N. Y.
2498—
2499—Vegetol Co., The, Cincinnati, O.
2500—
2501—
2502—Verch & Co., T., 60 West St., Albany, N. Y.
2503—Vermont Chem. Mfg. Co., Ltd., P. O. Box 1657, New Orleans, La.
2503A—Vernal Remedy Co., 101 Seneca St., Buffalo, N. Y.
2503B—Vernon Remedy Co., Sycamore, Ill.
2504—Vernor, James, 33 Woodward Ave., Detroit, Mich
2504A—Vetter Dyspepsia Remedy Co., Cleveland, Ohio.
2504B—Vetter Pharmacal Co., J. J., 98 Court St., Brooklyn, N. Y.
2504C—Vinvi Co., San Francisco, Cal.
2505—Viburnal Chemical Co., 1102 West Johnson St., Madison, Wis.
2505A—Vichona Medical Co., Zanesville, Ohio.
2506—Vichy Co., The, 220 Broadway, New York City.
2507—Victor Medical Association, South Bend Ind.
2507A—Victor Ointment Mfg. Co., The, Herkimer, N. Y.
2508—Victor Remedies Co., Frederick Md
2508B—Vinamor Medical Co., 701 Summit St., Toledo, O.
2509—Vincent, Walter S., 322 Main St., Burlington Vt.
2509A—
2510—Vineland Grape Juice Co., Vineland, N J.
2510A—Violetine Co., Fifth Ave. and 14th St., New York City.
2511—Viskolein Co., The, 210 Fulton St., New York City.
2512—Vitae Lotion Co., The, 77 Sabin St., Providence, R. I.
2513—Vita Oil Co., 1533 Buchanan St., San Francisco, Cal.
2513A—Vitalonga Co., 29 Liberty St., New York.
2514—
2515—
2516—Vogeler Co., The Alfred, 217 E. 6th St., Cincinnati, Ohio.
2517—Voigt & Co., Chattanooga, Tenn.
2518—
2519—Volk Remedy Co., P. O. Box 108, Minneapolis, Minn.
2520—Volta General Agency, 50 Jewett Bldg., 327 Washington St., Buffalo, N. Y.
2521—Von Der Bruck, Chas., 61 Park Place, New York City.
2521A—Von Laer & Co., J. P. W., 383 Atlantic Ave., Boston, Mass.
2522—Von Mohl Co., 519 Main St., Cincinnati, O.
2523—Wachter Mfg. Co., 509 W. Pratt St., Baltimore, Md.
2525—Wagner Chemical Co., Danbury, Conn.
2526—Wakefield & Co., Dr. C., 516-518 E. Washington St., Bloomington, Ill.
2527—
2528—Walker-Green Pharmaceutical Co., 17 W. 5th St., Kansas City, Mo.
2529—Walker Pharmacal Co., Vandeventer and Laclede Ave., St. Louis, Mo.
2530—
2531—Wallace Asthma Cure Co., Juniper St. and Snyder Ave., Philadelphia, Pa.
2532—
533—
2534—Wallau, Geo. J., 2 and 4 Stone St., New York City.
2535—Wallington & Co., E. M., Vineland, N. J.
2535A—Walsh, Walter C., Holland, Mich.
2535B—Walters Medical Co., The, Skowhegan, Md.
2536—Walthall & Garvin, Horse Cave, Ky.
2536A—Walther, J., Polk and Paulina Sts., Chicago, Ill.
2537—Walther-Robertson Drug Co., 440 7th Ave., Pittsburg, Pa.
2538—Wampole & Co., Henry K., 432 Fairmount Ave., Philadelphia, Pa.
2538A—Wamsley & Son, 3344 State St., Chicago Ill.
2539—
2539A—Ward, E. J., Ellisville, Miss.
2540—
2541—Ward's Medical Co., Dr., Winona, Minn.
2542—
2543—Warner & Co., Wm. R., 639 No. Broad St., Philadelphia, Pa.
2544—
2545—Warner's Safe Cure Co., 87 Lake Ave., Rochester, N. Y.
2546—Warren, Ara, Hammond and Central Sts., Bangor, Me.
2547—
2548—Waterbury Chemical Co., Des Moines, Ia.
2549—
2550—Waterman Condensing Co., 155 Broadway, New York City.
2551—Watkins Drug Co., 2338 2d Ave., New York City.
2552—Watkins Medical Co., The J. R., Winona, Minn.
2553—Watt, H. A., 2043 Chestnut St., Philadelphia, Pa.
2554—
2555—Waukesha Wild Cherry Phosphate Co., Waukesha, Wis.
2556—Wayues Elixir Co., 515 Sycamore St., Cincinnati, O.
2557—
2558—Weber Chemical Co., 126 Olive St., St. Louis, Mo.
2559—Weber & Co., F. G., 21 3d St., Brooklyn, N. Y.
2560—Weber's Medical Tea Co., 46-48 Sumner Ave., Brooklyn, N. Y.
2561—Weck Co., The F. A., 156 New Montgomery St. San Francisco, Cal
2562—Wellis & Son, Harrisburg, Pa.
2563—Weingarten, H. A., 450 3rd Ave., New York City.
2564—Wels Binder Co., Toledo, O.
2564A—Weiss & Johnsson, 159-161 E. 84th St., New York City.
2565—Welch Grape Juice Co., The, Westfield, N. Y.
2566—Welch Inhaler & Medicine Co., 602 Mission St., San Francisco, Cal.
2567—Wells, Clarence L., Troy, N. Y
2568—Wells & Co., A. G., Oakfield, Wis.
2569—Wells & Co., S. C., Le Roy, N. Y.
2570—Wells, E. S., 710 and 712 Grand St., Jersey City, N J.
2571—Wells & Richardson Co., Burlington, Vt.
2572—Wells Yeager, Best Co., 120 N. 3d St. La Fayette, Ind.
2573—
2574—Wendel, H. Edward, 3rd and George Sts., Philadelphia, Pa.
2575—Werner & Simonson, 900 Race St., Cincinnati, O.
2576—
2577—West Disinfecting Co., 26 E. 59th St., New York City.
2578—West Electric Cure Co., 56 5th Ave., Chicago, Ill.
2579—
2580—Western Chemical Co., Clarksburg, Mo
2581—Western Drug Co., 513 Broadway, Helena, Mont
2582—West Chem Co., J. C., 73 Jackson Blvd., Chicago, Ill.
2583—Westphal, Paul, 323 W. 38th St., New York City.
2584—

2584A—Wetmore Chem. Co., 99 Maiden Lane, New York City.
2585—Wetmore Co., The S. H., 240-242 Pearl St., New York City.
2585A—Wexelberg, Wm. H., Pullman Station, Chicago, Ill.
2586—
2587—
2588—Wheeler Chemical Works, 12 State, Chicago, Ill.
2589—
2590—
2591—Wheeler & Co., T. B., Montreal, Can.
2592—White Co., Dr. A. R., 358 S. Meridian St., Indianapolis, Ind.
2593—White & Co., W. G., Louisville, Ky.
2594—
2595—White Cross Medicine Co., 1415 Dryades St., New Orleans, La.
2596—White Dental Mfg. Co., The S. S., 12th and Chestnut Sts., Philadelphia, Pa.
2597—White, E. B., corner Main St. and Center Alley, Lancaster, O.
2597A—White Medicine Co., The, 312 Putnam St., Syracuse, N. Y.
2598—White Rock Oil Co., The, Toledo, Ohio.
2599—White Tar Co., The, 101 No. Moore St., New York City.
2600—White & White Co., Grand Rapids, Mich.
2601—White, Wm., Adamsville, R. I.
2602—White's Cleansing Powder Co., 118 7th St., Buffalo, N. Y.
2603—White's New Hair Grower Co., Dr., 754 W. Van Buren St., Chicago, Ill.
2604—Whitehall Megrimine Co., The Dr., South Bend, Ind.
2605—Whitehurst Co., J. Harrison, 410 W. Franklin, Baltimore, Md.
2605A—Whitlatch, Russell W., 34 Murray St., New York City.
2606—Whitman & Co., F. C., 105 Holden St., Warrensburg, Mo.
2607—Whitmer Medicine Co., Portsmouth, O.
2608—Whittemore Bros. & Co., Cambridge, Mass.
2609—Whittlesey Co., The Chas. W., 281 State St., New Haven, Conn.
2609A—Wilbur & Sons, H. O., 273 N. 3d St., Phila., Pa.
2610—
2611—Wilcox Specific Medicine Co., 329 N. 15th St., Philadelphia, Pa.
2611A—Wilcox, S. H., 220 Dewitt Ave., Elmira, N. Y.
2612—Wilde Co., The, Neenah, Wis.
2613—
2614—
2615—Wilhelm Medicine Co., The F. E., Onalaska, Wis.
2616—Wilhelmi, Geo., 10th and Monmouth Sts., Newport, Ky
2617—Wilkerson Sons, W. N., 252 Front St., Memphis, Tenn.
2618—Wilkinson & Co., Keokuk, Ia.
2619—Williams & Co., B. L., 132 Market, Philadelphia, Pa.
2620—Williams Co., The J. B., Glastonbury, Conn.
2620A—Williams & Carleton Co., Hartford, Conn.
2621—
2622—Williams Mfg. Co., 122 Water St., Cleveland, O.
2623—
2624—Williamson & Watts, Baltimore and Eutaw Sts., Baltimore, Md.
2625—Willits Medicine Co., Dr. I. W., Bloomsburg, Pa.
2626—Willman Medical Mfg. Co., The R., St. Joseph, Mo.
2626A—Wilson, Alexander, Cor. Front and Berks Sts., Philadelphia, Pa.
2627—Wilson, B. O. & G. C., 46 Canal, Boston, Mass.
2628—Wilson, C. W., York, Pa.
2629—Williston, A. L., Northampton, Mass.
2630—Wilson Chemical Co., The, Tyrone, Blair Co., Pa.
2631—
2632—Wilson Drug Co., 85 S. Broadway, Lexington, Ky.
2632A—Wilson Dyspepton Co., Dr., N. W., cor. 9th and Filbert Sts., Philadelphia, Pa.
2633—Winchester & Co., 101 Beekman St., New York City.
2634—Winchester Pile Cure Co., Brooks, Me.
2635—Wine Coca Co., 206 Milk St., Boston, Mass.
2636—Winkelmann & Co., J. H., 614 W. Baltimore St., Baltimore, Md.
2637—Winslow Laboratory, 99 Maiden Lane, New York City.
2638—Winter Co., The M. A., 339 Penna Ave., Washington, D. C.
2639—
2640—Wisconsin Pharmacal Co., 49 Biddle St., Milwaukee, Wis.
2640A—Wischerth & Dozier, 689 De Kalb Ave., Brooklyn, N. Y.
2641—Wise's K. C. Homeopathic Pharmacy Co., 14-20 W. 12th St., Kansas City, Mo.
2642—Wolcott, R. L., 14 Irving Place, New York City.
2642A—Wolfe Co., Udolpho, 24 State St., New York City.
2642B—Wolff, Charles Adolf, 32 Park Pl., New York City.
2643—Wolff Chemical Co., The, 927 N. Front St., Philadelphia, Pa.
2644—Wolff Pharmacal Co., The, 1548 California St., Denver, Colo.
2645—Wonderful Dream Salve Co., The, Puritan Bldg., Detroit, Mich.
2646—
2647—
2648—Wood & Sons, Dr. Wm., Cairo, Ill.
2649—Wood & Son, Nathan, 428-430 Fore St., Portland, Me.
2650—Woodard, Clarke & Co., 280 Washington St. and 125 and 127 4th St., Portland, Ore.
2651—Woodbridge, M. L., Nashua, Ia.
2652—
2653—Woodruff & Co., I. O., 97-101 Reade St., New York City.
2654—Woodward Chemical Co., The, 299 Washington St., Buffalo, N. Y.
2655—Woodward & Co., Lawrence, Kans.
2656—Woodward, Orator F., Le Roy, N. Y.
2657—Woolens Drug Co., 2509 St. Paul St., Baltimore, Md.
2658—
2659—Woolrich & Co., Palmer, Mass.
2660—
2661—
2662—
2663—
2664—World's Dispensary Medical Assn., 663 Main St., Buffalo, N. Y.
2665—
2666—Wright's Indian Vegetable Pill Co., 372 Pearl, New York City.
2667—Wright Bros. & Co., 155 N. Monroe Ave., Columbus, O.
2668—Wright Chemical Co. Chas., 17 Jefferson Ave. Detroit, Mich.
2669—Wright & Co., E. H., 108 W 4th, Kansas City, Mo.
2670—Wright & Co., J. A., Keene, N. H.
2671—Wright Medical Co., The, Front and Chestnut Sts., Columbus, O.
2672—Wright Medicine Co., 70 Broadway, Peru, Ind.
2673—Wrigley, Jr., & Co., Wm., 88 Michigan Ave., Chicago, Ill.
2674—Wupperman, J. W. 29 Broadway, New York City.
2675—Wurtzburger Malt Extract Co., 271 Cortlandt St., Atlanta, Ga.
2676—Wyckoff, W. H., Middlebush, N. J.
2676A—Wylie, Chas., 936 6th Ave., New York City
2677—Wyeth & Brother, John, 11th and Washington Ave., Philadelphia, Pa.
2677A—Wyeth Chemical Co., Rochester, N. Y.
2677B—Wyttenbach Chemical Co., Evansville, Ind.
2678—Xanax Co., Everett, Mass.
2678A—Xanthine Co., Richmond, Va.
2679—
2680.—
2681—X-Zalia Corp., 57 Batterymarch St., Boston, Mass.
2682—
2683—
2684—Yale Chemical Co., 26 W. 22nd St., New York City.
2685—
2686—Yale, Madame M., 947 Broadway, New York City.
2687—
2688—Yellow Pine Extract Co., 347 5th Ave., Pittsburg, Pa.
2689—Yellow Tablet Co., Elyria, O.
2689A—York Chem. Co., 103 Maiden Lane, New York City.
2690—Young Cough Drop Co., The Dr., Buffalo, N. Y.
2691—Young H. S., North Stonington, Conn.
2692—Young, W. F., 68 Monmouth St., Springfield, Mass.
2693—
2694—
2695—Yucca Co., 152 College St., Burlington, Vt.
2696—Yucca Co., The, Wichita, Kans.
2697—Zaegel & Co., M. R., Sheboygan, Wis.
2698—Zamo Tablet Co., 10 East 2d, Cincinnati, O.
2699—Zellin & Co., J. H., 306 and 308 Cherry St., Philadelphia, Pa.
2699A—Zell Drug Co., Galion, O.
2700—Zelner Pharmacy Co., 41 5th St., San Francisco, Cal.
2700B—Zema-Cura Co., 7 W 22d St., New York City.
2701—Zenner Disinfectant Co., The, 1315 Bates St., Detroit, Mich.
2702—Zeno Mfg. Co., 154 Van Buren St., Chicago, Ill.
2703—Zimmerman Liniment Co., Waco, Tex.
2704—Zoa-Phora Co., 123 W. Main St., Kalamazoo, Mich.

When You Want an Authentic List of

The Wholesale Druggists of the U. S. and Canada.

The Retail Druggists of the U. S., Canada, Cuba, Porto Rico, Hawaiian Islands, Mexico and South American Countries,

The Manufacturers of the U. S. who supply the drug trade,

The National Drug Associations of the U. S. and Canada,

The Local Associations of Wholesale Druggists,

The Colleges and Schools of Pharmacy in the U. S. and Canada,

The Pharmaceutical and Drug Journals in the U. S. and Canada,

The Active Associations of Retail Druggists,

The State Boards of Pharmacy,

The State Pharmaceutical Associations,

GET IT FROM

THE ERA DRUGGISTS' DIRECTORY

NEW EDITION, NINETEEN HUNDRED AND FIVE

PRICE, $5.00

Supplements showing all additions and changes are printed weekly in THE PHARMACEUTICAL ERA. Subscription price, $3.00 a year

SPECIAL

A copy of the ERA DRUGGISTS' DIRECTORY, 1905 EDITION, and THE PHARMACEUTICAL ERA, including the Spring and Fall Price List Editions, all for $7.00.

YOU ARE SURE TO NEED THIS BOOK

D. O. HAYNES & CO., Publishers
90 William Street, New York

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MAY 4, 1905. Number 18.

Entered at the New York Post Office as Second Class Matter

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S., Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions **of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.**

Era Binders—**Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 cents each, postpaid.**

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Read Before You Sign. Legitimate Trade Getting. A Harmonious Election.—Formula Bill in Wisconsin.—Pennsylvania Druggists Secure Law. Advice and Action.—Photographic Side Lines.—Be a Pharmacist. Proprietors Should Protect Prices.—Another Phase of Higher Education.—Theory and Practice.—Question Box.

NEWS.—Proprietary Association of America.—New York Retail Druggists Not in the Field. Lower 'Phone Rates. Vaudeville in Plenty.—Jewelry Case in Court.—Substitute Pharmacy Bill.—Importance of Insurance.—Prices Must Go Up.—St. Louis Druggists Dine.—Wisconsin Druggists Split on Formula Bill.—Minnesota Prosecution Pronounced an Egregious Farce.—News of the Colleges.

TRADE.—Achieving Success in the Drug Business; How One Druggist Utilized Little Things.—Growing Sponges From Cuttings in Florida Waters. The Ammonia Refrigeration System Used at the Kneuper Fountain.—The Manager of Hagenow's St. Louis Fountain Advocates Preparing Own Fruits.—Show Windows and Features.—Appraisers' Decisions.—Business Record. Patents. Drug Trade Jottings. Market Report; Chloroform Lower.

EDITORIAL COMMENT

Read Before You Sign.

"Get-rich-quick" schemes and fraudulent concerns of every description have been flourishing so abundantly in recent months that any regulation which will hamper their operation in the slightest degree is thoroughly to be commended. For this reason Postmaster General Cortelyou's order, that in future the Post Office Inspector shall not wait for complaints from victims before barring these concerns from the mails, is likely to be watched with considerable interest and approval. The position of the Postmaster General is stated as follows:—

"The Postmaster General believes it is the duty of the department to prevent the mails being used to deceive and swindle the public, and that its officers should not wait until those who have been made the victims shall furnish evidence that the mails are being used to further fraud. He has directed that the Post Office Inspectors shall in future make investigation into any business that is being advertised under such inducements as to lead to the suspicion that the public is to be defrauded."

Of course, the inspectors will have a hard nut to crack in deciding cases on "suspicion," but still the new regulation is a step in the right direction. Druggists particularly have fallen easy victims to glib strangers with attractive "propositions," or gilt-edged circulars promising 1,000 per cent. profit. To pharmacists as well as to the public the order will be a boon, but they should not be lulled into fancied security. "Read before you sign," is a good motto for all times.

Formula Bill in Wisconsin.

The formula bill in the Wisconsin legislature will not down. In its new form, as related in our news columns, the members of the drug trade themselves are not agreed as to its desirability. The opposition contends, as heretofore, that the passage of such a law would result in driving out of the State many articles of commerce, and, consequently, would deprive the consuming public of the articles it has been accustomed to. Upon the other hand, Mr. Menges, representing a druggists' co-operative manufacturing company, claims that the publication of formulas on the labels has not interfered in any way with the sale of articles of his company's manufacture. This view is in common with the belief of many, that the mere publication of the formula would not seriously affect the sales of any meritorious preparations. Neither would such publication necessarily set the standard for the particular preparation and it certainly would entail no hardship on reputable manufacturers. The agitation is sure to give the members of the Proprietary Association, in session this week, something to talk about.

The Season of State Meetings.

Next month will witness the beginning of the annual round of State association meetings. From Maine to California, all through the months of May, June and July, druggists will assemble for their yearly conclave, to meet once more in social intercourse and discuss the questions of the hour. Of these, there is no doubt that legislation will receive, or rather claim, its just share. Legislative activity among the law-making bodies of all the States has been so marked and of so disturbing a nature that our various committees have been kept "on the jump" in their efforts to sidetrack measures inimical to the pharmaceutical profession.

But the fighting of bad measures is only one-half the work. Good laws must be framed and pushed. And in this respect some excellent results have been accomplished in the direction of pre-requisite education for pharmacists. Following the lead of New York, Pennsylvania has obtained a pre-requisite law, while Minnesota missed a similar good fortune by the narrow margin of two votes—not a bad record for one year, considering that the New York law, which did not go into effect until January 1, 1905, is still being watched in some quarters as an experiment.

Of "pure drug" legislation, ostensibly intended to back up the health laws, there has been a surfeit in all States. Pharmaceutical associations might discuss with considerable profit

ways and means of exposing the sources of these frequently pernicious bills—pernicious because they seek to do grave injustice to pharmacists under the guise of the protection of public health.

Legitimate Trade-Getting.

There is not much likelihood that the trading stamp nuisance will be abated to any appreciable extent by the failure of one concern, an account of which appeared in our news columns last week. No doubt the faith of a great many people in the little colored pests received a rude shock, but the desire to get "something for nothing" springs eternal in the human breast. Most of the disappointed stamp holders will simply switch off to some other color.

Trading stamps have no legitimate place as trade magnets in any establishment conducted on strictly business principles. Low prices, bearing a distinct relation to quick sales and cash profits, have always been considered the best means of drawing custom, from both points of view—the merchant, whose business ingenuity is constantly in play, and the public, which seeks to secure the biggest value for the least money.

From this standpoint the trading stamp is merely an extra inducement for the customer to make purchases, regardless of whether they are needed or not. Of course, the dealer's business is to sell as much as he can. But the implied promise of the trading stamp, that a part of the purchase money will be redeemed at some future time, is at best insincere and in the end is pernicious and demoralizing to both buyer and seller. In the drug store, least of all, should trading stamps be found.

Real Estate and Druggists.

The opening of the subway was expected to affect real estate values in the upper part of Manhattan but it is doubtful if many druggists took the application to themselves.

It would seem that such a surmise would not have been groundless, for the last few weeks have seen many transfers or sales of pharmacies in Harlem and the Washington Heights section.

Indeed there is no reason why drug stores should not be affected as much as any other class of property in this appreciation and the boom at the north of the city is undoubtedly bringing many a dollar of profit to their owners. But as far as sales go, it is not likely that such druggists have reaped the harvest. It is rather unusual for pharmacists to own their own stores in this city. So, although there may be many changes, they are probably not usually voluntary. The druggist's reward will come in increasing trade from a growing neighborhood, and indeed it is probable that the number of pharmacies will itself increase in that locality.

Advice and Action.

Congressman Bennett gave some advice to the graduates of the New York College of Pharmacy the other night when he told them "not to be fools, nor associate with fools, nor to marry fools." It was Charles Lamb who remarked that "Man who hath not a dram of folly in his mixture hath pounds of much worse composition." Still another of the world's great men said that it might be no bad policy for men of uncommon excellencies to intermix with their actions a few absurdities that might be committed without vice, in order to reserve a liberty and confound the observation of little defects. So, after all, it depends upon the point of view. There is no uniform standard or premises upon which to base advice. It is easy to say: "Know one thing well, but know how to find out about other things." But action and practice! Ah! there is the rub.

Notoriety at the Druggist's Expense.

A citizen of New York, who has managed to keep himself fairly well advertised for a number of years at the expense of somebody, has at last turned his attention to the retail druggist and has made him pay for a good deal of newspaper space by personal inconvenience and loss. Perhaps this individual of such untiring efforts in keeping himself to the front found things rather dull in his usual lines. Perhaps there are not as many little boys playing marbles this spring as usual (indeed it has been unseasonably cold), or perhaps the supply of inoffensive, old men, dealing in second-hand books is smaller than hitherto, while small picture dealers have all been driven out of business.

At any rate this mighty hunter must have found the supply of small game scarce. For he hunts only small, peaceful creatures. The large, powerful, really dangerous, wild beasts in the forests of vice he does not care for. He might meet some opposition and perhaps be hurt. Besides what is the use of ridding the world of really dangerously evil things of which there are so many to be easily found everywhere, when it requires genius to feature one's exploits over small, usually unnoticed things?

At any rate this vigilant seeker after evil, bound to discover it, if necessary with a microscope, where no one else can see it, obtained a warrant last week against a drug store on the charge of running a lottery, and descended on it.

The facts seem to be these. To every purchaser of certain goods in the store was given a premium numbered check. At a certain date one of these was drawn from its fellows and its holder received a prize in the form of a phonograph.

It would be difficult to imagine a more innocent or harmless trade-bringing scheme. Indeed similar plans have been frequently used for years in many stores.

But our valiant hunter arrived with a warrant, boldly entered this peaceful scene, caused the arrest of several harmless people, who were earning their daily bread, and triumphantly bore off the phonograph.

This was unpleasant notoriety forced upon a legitimate business. When will we be rid of this thorn in the flesh? And what has become of the phonograph?

Results From Old Fountains.

A small business can be just as profitable, in proportion to the capital invested, as a large enterprise. So may a small fountain be made to yield remarkable returns on its cost. In another column will be found a brief description of two moderate sized soda fountains, one of them quite antiquated too, which are yielding amazing results, distancing all local competitors.

Those among us who are weighed down by the knowledge that the accessories of their business are old fashioned but have not the wherewithal to discard them for modern, should take heart from a reading of this story. Others are succeeding with such a handicap, so can they.

Indeed the bulk of the soda trade of the country, annually swelling, is done by small old-fashioned fountains. There are many druggists who stick to them in preference, claiming that it is unwise to lock up too much capital in one fixture even if the money is available. Still others frown upon the growing importance of soda in a pharmacy.

After all it seems clear enough that success in the management of a soda water trade does not depend upon the size or style of the fountain. It is the man behind the fountain and the quality of the soda he dispenses that does the business.

A New Yorker, aged 81, offers to give Dr. Osler a black eye in the literal sense, the combat to be of the regulation Queensbury type, and Mr. Jerome to act as referee. If the learned doctor wishes to escape from this country unscathed, he will do well to stand not upon the order of his going. In the meantime, the old men are still holding on like grim death to the best jobs, and the young fellows are still looking for a chance to do wonderful things.

Rather Cool.

A daily publication in this city recently decided to boom its circulation, and after some consideration singled the druggist as its agent to this end. This was particularly fitting as the same paper has frequently assailed the drug trade with all sorts of unwarranted attacks, holding it up to the people as an aggregation of scoundrels of deep dye.

To make the affair thoroughly characteristic, the druggists themselves were not consulted. Indeed only a few were notified that the honor was to be conferred upon them.

The plan was simplicity itself. In the paper was printed a coupon. The reader was to cut that out. Upon presenting it at any drug store it was to be redeemed with a cake of soap. The druggist was magnanimously allowed to collect value later by turning in the coupons he had honored to the paper.

The result was perhaps satisfactory to the paper. Certainly some good was wrought in the community for in many cases the holders of the coupons were visibly in sad need of the soap. The great unwashed are a little less. But to the druggist the scheme was usually a great nuisance. It brought him much labor in waiting on such customers with no pay. If he turned them away, however, he was likely to offend someone worth keeping as a future patron.

A few druggists were benefited, for it allowed them to dispose of many unsalable, shop-worn, fly-specked goods, but most found themselves confronted with a sudden demand for something they seldom sold. Consequently they were unable to supply it.

Druggists have rather grown hopelessly used to being considered public conveniences free of charge, but this was going a little too far.

If there is a next time, and we all hope not, let us trust that some advance notice is given.

A Harmonious Election.

It should be extremely gratifying to drug men in New York City that the Board of Pharmacy election this year promises to be thoroughly harmonious. A greater contrast could not be imagined between the present situation and last year's campaign. During that memorable period the air was filled with flying fragments of mandamuses, injunctions and what-nots, while the citizenship question hung like an angry cloud, threatening to sweep the very board itself out of existence.

To-day the situation is so serene as to make half the pharmacists rub their eyes in wonder; the other half do not seem particularly interested. Both sides seem to have arrived at the conclusion that Dr. Diekman is the right man in the right place. This harmony of interests should serve to emphasize strongly the fact that New Yorkers can occasionally sink their factional differences and join forces to a common end.

Now a Law.

Never has the power of organization been shown to better advantage than during the past three or four months in Pennsylvania, where the druggists have been working to secure the passage of a bill which should allow them to use a minimum quantity of sodium benzoate as a preservative for fruit syrups. A first effort by the druggists was unsuccessful, for although the measure was passed by the legislature, it was vetoed by the Governor. Their second attempt was successful, however, the bill being passed by a goodly majority in both houses, receiving the signature of the Governor on Wednesday of last week; the law, for such it now is, became effective at once.

The provisions of the measure have been repeatedly stated in our news columns, and, besides permitting the use of sodium benzoate as a preservative, they allow the addition of harmless vegetable substances as coloring agents. The benefits of the measure need not here be enumerated, except to state that the law will do away with the intolerable conditions which former provisions imposed. A definite standard is now provided, and pharmacists and manufacturers may use for their fruit syrups what distinguished physiologists have designated as a harmless preservative, without running the risk of being railroaded into court at the instigation of over zealous inspectors, whose business it is to make as good a show of earning their salaries as possible. In the opinion of Mr. Pritchard, the secretary of the Western Pennsylvania Retail Druggists' Association, who has worked indefatigably for the measure, the passage of this law marks the beginning of similar legislation in other states.

Wonder how many Ph. G.'s will be turned out this year? Seems as though colleges of pharmacy were trying their best to show larger classes. Is legislation to secure pre-requisite laws responsible for the increase in attendance?

Andrew Carnegie has established a trust fund of $10,000,000 with which to pension disabled college professors. Wonder whether colleges of pharmacy will get anything out of it? The teaching of pharmacy certainly is at least as useful to human kind as the teaching of Greek.

The Chicago R. D. A.

In our news report of the annual meeting of the Chicago R. D. A. in a recent issue it was stated that the organization now numbers 220 members. President Charles H. Avery informs us that this number represents only the new members added during the year. The Association's membership is between six and seven hundred who pay annual dues. What city can boast of a stronger local organization?

FIREPROOFING WOOD.

"Technologie Sanitaire" publishes in a study of the incombustibility of wood various formulas for solutions and coating or glazing after the work of Mr. Ch. Girard, director of the municipal chemical laboratory in Paris.

According to Mr. Girard, the method to be most recommended is the immersion of the wood in a saline solution, made up as follows:

Ammonium phosphate	100 kilogr.
Boric acid	10 kilogr.
Water	1000 litres

The following formula gives results not quite so good:

Ammonium sulphate	135 kilogr.
Sodium borate	15 kilogr.
Boric acid	5 kilogr.
Water	1000 litres

To give an appreciable effect the fireproofing paint should be applied in several successive coats.

(1.)

Sol. of sodium silicate	1000 grams
Meudon white (chalk)	500 grams
Isinglass	1000 grams

(2.)

This is applied in two distinct coats, and its efficacy seems, by its composition, to be superior to the preceding one.

First application:

Aluminum sulphate	20 grams
Water	1 litre

Second application:

Solution of sodium silicate	50 grams
Water	1 litre

(3.)

Solid sodium silicate	350 grams
Powdered asbestos	350 grams
Water	1 litre

(4.)

Powdered asbestos	35 grams
Water	100 cc.
Sodium borate	20 grams
Shellac	10 to 15 grams

Dissolve the borax in the warm water, and add the shellac in small portions until the solution is complete; then incorporate the powdered asbestos.

These last two formulas give a superficial protection which lasts as long as the coating remains in good condition.

Peppermint Oil from Java.

The essential oil of Java peppermint (Mentha Javinica) has an odor somewhat different from that of ordinary peppermint, a faintly bitter taste and a bright green color. According to P. Van der Wielen (Pharm. Weekbl.) it has a specific gravity of .9214 at 150° C., and is soluble in 1½ parts of .70 per cent. alcohol. The oil contains a considerable quantity of pulegone, but little or no menthol and menthone.

OUR LETTER BOX

HIGHER EDUCATION.

Poughkeepsie, N. Y., April 24, 1905.

Editor The Pharmaceutical Era:

Few pharmacies have a positive use for a highly educated man, or can afford to pay the salary such a man is entitled to receive. The pharmacy has its use for the man who is capable of making analyses and who can do laboratory work, but one man with these qualifications is all that is required in 75 per cent. of the stores. The educational feature cuts out the ignorant class and is intended to protect the public, which is quite right; but the average store cannot pay the wages, and no law will make this part of the business any easier.

To make use of the highly educated man the pharmacist must become a manufacturer and employ to some good profit the brains he is compelled to pay for in making up the galenicals and other preparations he now buys already made. The proprietor seems to think that all that is necessary is for him to have the goods, no matter who made them or the price paid for them; he can sell them through the efforts of a good clerk. For the skilful man the pharmacist has no use, for the reason "we can buy it already made and save our time to wait on customers."

But notwithstanding all of this opposition I favor higher education. I graduated from a high school, and soon found on entering the drug store that the knowledge imparted to me in school applied but in a small way to the requirements of the business. Not that my knowledge was so meager, but very much of it was theoretical. Nevertheless, a high school education is a good thing, for it trains the young brain how to study and how to acquire knowledge.

The man of higher education is in a position to demand higher wages, but if the pharmacist purchases from the wholesale manufacturer instead of manufacturing himself, and if there is no analytical work to be done, what opportunity or inducement can the drug store offer to a man who has these qualifications? Then, too, the man of higher education looking for a favorable opening in this busy world is apt to be somewhat particular as to the number of hours he shall work, and he is aware that the tendency is to shorten hours. From this viewpoint the pharmacy does not show itself to be a very desirable place in which to begin business life. The young man of to-day who can afford to pay for a college education is not the one to go into the store after graduation "to learn the business." His education has fitted him for a position somewhere above that which would have been his lot had he simply started in to learn the commercial side of pharmacy. Of course, I am assuming that he has already learned the theoretical side of the business.

There is now much trouble to get clerks for a certain kind of work in the drug store, viz., that which can be done by persons with less than four years' experience. The boys want work not hours. After these have had a few years of experience and, as is the rule, find out that money is needed before they can learn more of the teachings of pharmacy, they frequently become discouraged, lose heart and make a poor fist of lingering along in the business. Such individuals are neither ornamental nor useful adjuncts to the calling.

By spending less money and energy in many other directions the business man to-day can make more money than is commonly made in the average drug store. Business qualifications must be coupled with pharmaceutical knowledge in order to make a pharmacy a successful business, and it quite frequently happens that the good business man is a poor pharmacist and vice versa.

Laws cannot change everything. You can have laws for higher education if you want them; but that won't make business better. If business is not bettered by the presence of the higher educated man the pharmacy cannot afford to hire him and he is a failure for average business purposes. Higher wages make the proprietor say, "Go slow with your compulsory education." It may freeze out the smaller to the advantage of the larger. So it appears as if it will be hard work to please everybody.

FRANK B. STYLES.

PROPRIETORS SHOULD PROTECT PRICES.

New York, April 29, 1905.

Editor The Pharmaceutical Era:

I enclose a copy of a letter which I have sent to Mr. Talbott, of the Proprietary Association of America. If you care to make any use of it you may do so.

Very truly yours,

A. MAJOR.

Following is the letter referred to:

Mr. W. A. Talbot, Warren, Pa.

Dear Sir: I notice in the drug papers that the Proprietary Association of America will hold a convention, so I address you. At one time I was a member of your association, but left it because, in my judgment, the members took very little interest in abating the evil of price cutting. Substitution is also a great evil, but as it comes almost directly from the price cutting, when the latter is done away with, the former will also be abolished.

Your association should try to make an arrangement with the wholesale drug houses, whereby the latter will refuse to sell to firms that cut prices. They should not only be refused proprietary or patented articles, but all goods. The Supreme Court recently decided that wholesale houses were acting strictly within their rights when they refused to do business with certain individuals or firms. If these price cutters were cut off from the proprietary articles alone, they would not be seriously handicapped, for they can obtain their supplies through a broker or by other means, but if they were refused all goods by the wholesale houses, it would make it very difficult for them to continue in business.

Congress should be asked for additional legislation relating to patents and trade marks. To successfully market a commodity nowadays, it is necessary to guarantee a certain margin to the retail dealer before he will take any active interest; but under the present system of price cutting, such a guarantee is almost impossible. The result is that it requires the expenditure of an enormous amount of money to successfully place any article on the market. We should have a law prohibiting any dealer from selling a proprietary or patent article for less than the marked price without the consent of the proprietor. Such a law would benefit the manufacturer without causing hardship to anyone.

A firm can take hold of a proprietary or patent article, and by cutting the price, draw enormous crowds into their store. The price of these articles is almost as well known as the article itself, and the impression is created that everything is being sold at a proportionately low price; the dealer is profiting at the expense of the proprietary or patented article. This is like a man, who in his effort to get out of a crowd, walks upon the heads of the people. This price cutting is done, not to benefit the public, but solely to draw trade, for those who do it find that this method of advertising is much cheaper than to advertise in ordinary channels. A law such as described above, would enable a man to get some returns for his time and money. Laws are intended to protect the weak, and a man who is trying to put a new article upon the market should not be trampled upon.

Nothing is more discouraging to the retail dealer than not to know the price for which to sell an article. No dealer likes to be undersold; he would rather not handle the article at all. If a customer tells him that a competitor is selling for much less, he has no way of knowing whether he has been told the truth or not, and he is worried from morning until night. This practice of cutting prices is a great hardship to the retail dealer. We should have the necessary laws to protect a man in business. Otherwise, people will not put their savings of years in jeopardy by attempting to market any article, however meritorious.

Very truly yours,

A. MAJOR.

Manganese Albuminate.

Manganese albuminates, according to Prof. Vitali, is prepared by mixing the whites of three eggs with water and after straining, adding with constant stirring, 30 cc. of a 5 per cent. potassium permanganate solution. The mixture, which assumes a brown color, is evaporated at a temperature not exceeding 30° C. A water-soluble albuminate, in translucent brown scales, is formed. This salt is almost tasteless, slowly soluble in water and gives all proteid reactions. The addition of acetic acid to the solution produces a precipitate soluble in an excess of the acid, while potassium hydroxide produces no reaction. Alcohol added to the aqueous solution causes turbidity which is followed by the production of a brown precipitate upon the further addition of ether. Manganese is demonstrated to be present as a hydrated superoxide, by alcoholic guaiac solution, potassium iodide starch paste, aloin solution, and other reagents which react with hydrated peroxides. Manganese albuminate contains 3.3 per cent. of Mn_2O_3, its solutions are stable for longer periods, and because if its tasteless and ready digestibility it is said to serve as an excellent preparation in anaemic conditions.—Phar. Centr.

PHOTOGRAPHIC SIDE LINES.

"Practical Help" for Those Starting a Photographic Department.

BY J. O. H. WALLSGROVE.

The season of photographics is now upon us, and possibly there may be some in the "trade" who contemplate taking up the photographic side-line, and there may be others who would feel inclined to do so if they could only get an idea how to shape for the business

In this and a few following articles it is proposed to put such information before those so placed in a simple, practical manner; also to give a short description of apparatus, materials, etc., for their guidance, because no doubt the man who has a practical knowledge of such things is in a better position to converse with his customers and to offer help in times of difficulty. It gives greater confidence.

Locality is a factor which largely governs operations. It would be unwise for a man in a fashionable centre to start on the same lines as one in a manufacturing district or one in a small country place, as one in a city with its constantly moving population. The early operations must be more or less tentative or experimental, and gradually developing as a grip on the situation is obtained.

Handling of the customers requires a little tact. The average beginner is a more or less tractable individual, unless he or she has been prejudiced in favor of some pet idea of a friend who photographs. In such cases it is necessary to have some very definite reasons to put forward as to the standard of merit of the article under consideration—to upset this rooted idea. The amateur practitioner who has had some experience, and to an extent earnest in the work, is fairly easy to get on with. The dealer must bear in mind that one of the features much written about in the photographic press is "Individuality." Now, the customer we have under consideration no doubt has acquired a certain amount of this commodity; therefore, humor him, it will pay the best. He knows what he wants, let him have it; if not in stock, as soon as procurable.

The most ticklish customer to handle is the irresponsible button presser. In many instances his personal estimation of his own capabilities is profound; but it frequently turns out, when once beneath the veneer of this supposed knowledge, matters are found to be quite superficial. Nevertheless, when once his gauge is obtained and catered for, he may turn out a good paying customer, as he may prove to be a prolific spoiler. The terse explanation of the mustard maker should be remembered: "It is not the mustard eaten, but that which is left on the plate, that makes the profit." This class of worker constantly blames his materials for his non-success; but the dealer must be case-hardened against this, and to be ready with a gentle hint as to improved methods of working.

Getting publicity is the next item for consideration. This may be done in various ways. The window is worth attention as a business bringer, but it must be borne in mind that none of the sensitive materials must be exposed to the heat of the sun's rays, nor is it wise to display cameras in a window upon which the sun shines much, as the heat may perhaps cause the joints to give.

Such photographic paraphernalia as porcelain dishes, metal washing racks, lamps, etc., are useful for the purpose of window display. Then again there are the beautifully got-up showcards of the photo-materials manufacturer to fall back upon, and there is nothing like a good picture to get the public eye. If the dealer can produce one of some interesting local view, he will be paid for his trouble by the interest it will create. The result may not be immediate, but it may cause the people to talk about it, and where can one get a better advertisement than this? Where practicable the following method is a good one to secure business, at least such was the experience of the writer some years ago when opening up the trade. Select a good type of camera retailing at about a guinea, then make a point of giving two free lessons to the purchaser. These lessons need not be of long duration. The first might consist of a general description of apparatus, requirements of dark room, filling the dark slide, making an exposure, developing and fixing the plate and explaining the washing, all of which may be done in the immediate neighborhood of the business premises. The pupil can then be started off—fully equipped with the necessary materials—to reflect upon what has been told him, and to try his apprentice hand. He should return in the course of a few days for the second lesson, which will consist of a demonstration of printing, toning, and fixing—for which a few prints should be prepared for the purpose during the interview between the two lessons—and washing. A finished print should be trimmed and mounted to show how it is done. The printing frame should be filled and allowed to print while the toning is being carried out.

This, of course, would be a "tall order" for a quick business, but, as before stated, "where practicable," it is worth the doing, because it creates a good feeling with the beginner, who naturally when in a dilemma comes to ask further advice, and chances are he may make a purchase, or bring a friend who may at some time be induced to go in for a camera.

To the observant dealer the tuition process is not only helpful to the business, but also gives a good idea of the resourcefulness, or the weakness of beginners in general; he is then able to cater for them accordingly, and build up his own general knowledge at the same time.

The selection of stock requires careful consideration, and here the tentative treatment of the start comes in the strongest, unless the dealer wishes to get a lot of idle stock by him.

One of the first things to do is apply to one of the photo-sundries firms for a catalogue, and in due course a "library between lids" will arrive. He will naturally ask himself "from all this accumulated mass of information what am I to select that will be serviceable." The following, we hope will help him:

Sensitive materials (plates, papers, etc.).—There are various brands of plates on the market; it would be a little difficult, and perhaps unfair, to select any one of them for special recommendation. A safe guide will be to refer to the advertisement pages of one or two popular photographic papers, because the advertised brands are sure to be the ones most asked for, and following this plan we find prominently mentioned the names of Ilford, Paget, Imperial, Barnet and Wellington. The print-out-papers (popularly called P. O. P.) are also made by the same firms; these and the self-toning papers are in most general demand through the summer. During the winter the bromides and gas-light papers are most in vogue.

The size most frequently required is the ¼ plate (4¼ by 3¼ ins.); next to this the ½-plate (6½ by 4¾ ins.). There has during the last few years, since the arrival of the small cheap hand camera, been a demand for a size smaller than the ¼-plate, namely, 3½ by 2½. The speeds in most common demand are the slow, medium and special rapid.

Locality does not affect the handling of sensitive materials to any appreciable extent, except that in fashionable centres there may be more demand for roll films than in others.

As a first order the dealer would do well to have of ¼-plate size two packets of each brand of slow (ordinary) plates and one packet each of the medium and special rapid, this will give him a stock of 20 packets to start with. As regards the ½-plate size he might get one packet of each of the three speeds of two or three of the makers.

The print-out-papers are prepared in three tints—white, mauve and pink; the first two are most asked for by the amateur. They are also glossy and matt, the first is most used. Salable sizes are ¼-plate; cabinet, 6 by 4¼; and ½-plate. These are at present chiefly put up in 1s. packets of 36, 24 and 16 pieces, respectively.

A safe investment would be three packets of each of the brands ½-plate size, having white of one make, mauve of another, and two packets each of the cabinet and ½-plate sizes.

This will give a fair range of this class of goods. The dealer will soon find out on which brand will be the greatest demand, and can then shape his orders in larger quantities accordingly. In one district one brand may be popular, while in another it will be a different one.

The P.-O.-P. postcards are already on the market in 6d. packets. A few packets of two or three of the makes should be stocked. Three packets of ¼-plates, and two each of cabinet and ½-plate self-toning paper of two or three makes will be sufficient to start with.

Sensitive materials must be carefully stored in a dry place, and low down so as not to be exposed to any fumes of gas or chemicals. Each packet has a batch number upon it. Make it imperative that they are kept in rotation, in order that old stock is cleared first. The sales of such materials are regulated by the "Plate and Paper Makers' Association." They must not be sold below face price, hence a fair and protected profit to the dealer is assured.—British and Colonial Druggist.

THE WHITE HOUSE OFFICIAL.

President Roosevelt has issued instructions that hereafter any official reference to the Executive Mansion be made by the term "The White House."

BE A PHARMACIST.*

BY C. H. BOWERSON,
Toledo, Ohio.

During a conversation with an ex member of a board of pharmacy some time ago, he touched upon his past experience as an examiner. He made mention of the surprisingly large number of poorly educated candidates that present themselves for examination

He declared that many of them lack an ordinary common school education, and that he has met more than one young man who was unable to figure out the quantity of chloral hydrate represented in each teaspoonful of a two-ounce mixture containing eight scruples of the drug.

I have no reason to doubt the truthfulness of his statement, since I am aware that there are a few such individuals as he describes engaged in pharmacy at the present time.

The reader may think this does not speak well for the pharmacy boards and the pharmaceutical institutions of learning. To such let me say: I presume there are very few if any college professors who claim that theirs is a perfect institution. They do, however, supply certain advantages, and it depends upon the student whether or not he will avail himself of the advantages offered.

No board of pharmacy will grant a certificate to a person whom they know would be unsafe behind a drug counter, but I believe if every person who has passed the examination of a board of pharmacy would be what he should be, we would have a greater number of better informed pharmacists.

The unqualified druggist who happens to be lucky enough to fall into possession of a certificate permitting him to vend drugs and medicines, is reaping a certain amount of revenue that rightly belongs to some skilled member of the profession.

It is regretted that such persons should find their way into the ranks of pharmacy, since there is more than one capable and worthy dispenser who fails to thrive or meet with the financial success that he is entitled to, just because of the presence of these avaricious incompetents, who may be found among proprietors as well as managers and clerks.

There are not a few individuals conducting drug stores who have about as much right to manage a pharmacy as a hod-carrier has to run a locomotive, and some of them do quite a prosperous business.

Ill luck should befall no person who is worthy of the office that affords him his subsistence, but it is far from being right that such incompetent and undeserving pharmacists should succeed financially in a calling which they cannot possibly fill with credit to themselves or with justice to their patrons. The major portion of the readers who have shared the advantage of a change in situations, have probably met this same style of pharmacists.

I have on more than one occasion found myself in the company of this sort of dealers in drugs and medicine. Some years ago I secured a position with a pharmacist (?) of this kind; I marveled at his stupidity, and have often had a desire to know whether or not there is another just like him. He had evidently conceived the idea that the drug business is a "gold mine," took a few peeps at a dispensatory and forced himself to believe that he had as good a legal and moral right to dispense drugs and medicines as anybody—the laws affecting pharmacy being very lax at that time.

He conducted a pharmacy in a large and flourishing town, well supplied with drug stores, most of them being first-class establishments, and better than usually found in towns of its size.

His was an undesirable and dingy room; he carried a meagre stock, and the store was not one of the kind that would attract the attention of the passerby. To say that he was an incompetent pharmacist and a shallow business man would be expressing it mildly—indeed, he was decidedly crude; yet he had quite a large trade and he did a lucrative business—in fact, he met with phenomenal success financially.

For the amusement of the reader I will mention some of his peculiarities, vague business methods and pharmaceutical blunders.

There was no regular method or order connected with his business, as he had never given system any consideration; he treated business matters just the opposite from the trained business man's way. He experienced great difficulty in retaining assistants; a thorough and experienced clerk would seldom remain with him longer than a few months, as he had a fashion of covering his blunders, and "squaring" himself with patrons, traveling salesmen, and the general public at the expense of his clerks.

Apprentices would leave him as soon as they discovered his shallowness and inability to teach them anything, their stay being, as a rule, of about the same duration as the experienced clerk.

He was a very avaricious person. It did not make any particular difference to him whether or not purchasers at his store would receive full value for their money. In scheming how to save a dollar through a certain act, he would frequently go to an expense of double that amount; he was so covetous that he saved the expense of keeping abreast of the times.

While he was greedy for gain to an extent that he was considered by some as being a bit "hoggish," it may seem strange, but it is nevertheless true, that he never took advantage of the discounts on his bills; neither did he avail himself of the lower prices offered by manufacturers and jobbers on "quantity" orders, by purchasing staple and quick selling merchandise in large amounts.

He would rarely pay attention to a statement of account, neither did he make any attempt to pay his bills with promptness, and thereby save his creditors the time and expense of making a draft on him; and when a draft was presented to him for payment he would set up an argument and refuse to pay the "exchange" thereon.

He did not consider substitution a wrong act, and he would "counter" prescribe at every opportunity. It did not occur to him that he had no legal or moral right to do so, or that he was by such action giving the apprentice his first lesson in dishonesty.

If a clerk would fail to make a sale after having presented an intelligent and a just argument for all concerned, he would show his anger, and tell the clerk that a good salesman will never miss a sale, even though he be compelled to misrepresent an article in order to get the public's money.

He disregarded the law by selling to anyone that had the price, such goods and articles of merchandise that law-abiding druggists would refuse to dispense without a permit.

He made no discrimination in the selling of poisons; children could procure from him poisonous substances with little or no difficulty.

He was of a peculiar disposition, and possessed an uncontrollable temper; it would sometimes happen that a day's business would fall a little below the average, or not quite up to his expectations; he would, on such occasions, become enraged and make himself very disagreeable, and be almost without reason; during his fit of anger he would forget to treat his patrons with due courtesy.

Although he enjoyed an extensive prescription business, he was, as may be imagined, unsafe as a compounder. Prescriptions falling into his hands to be compounded were seldom if ever prepared strictly secundum artem. He blundered so frequently and his methods of manipulation was such that deserved to be ridiculed.

As a pill-maker he was a decided failure; he did not seem to understand how to properly prepare the "mass," consequently, pills made by him would frequently run together or crumble after leaving his hands.

He lacked the necessary knowledge for the preparation of a perfect emulsion, and, as a result, this class of preparations, as prepared by him, would invariably separate after a few hours.

Ointments and salves compounded by him were usually rough in appearance and gritty to the touch.

He was unable to form nice-appearing suppositories and pastilles, as he did not possess the dexterity needed in the making of an elegant product.

Mixtures and liquid preparations were prepared by him by simply dumping the several ingredients or components into the bottle without any method whatever. He would frequently err in copying the directions for the patient. I recall an occurence where he wrote "tablespoonful doses" on the label, instead of "teaspoonful doses," as ordered by the physician; fortunately for both the patient and himself, the excessive dose did not prove fatal. On another occasion he prepared some suppositories on prescription, for a patient suffering from hemorrhoids; instead of copying the directions for use as written by the prescriber, which was as follows: "Use a cone every three hours," he miscopied to read thus: "Take a cone every three hours." It would somtimes happen that a customer curious to know the source of some particular drug, the habitat of a plant, or the composition and process of manufacture of a certain compound would apply to him to be enlightened; but, owing to his limited knowledge of drugs, he was unable to talk intelligently or furnish correct information; yet, rather than acknow-

*Western Druggist.

ledge his ignorance, he would assume a wise look and misinform his querist.

I call to mind a conversation that took place between himself and an old lady, and which I happened to overhear. The old lady in question was making a purchase of a quantity of roots, herbs, barks, berries, etc. She was inclined to be somewhat inquisitive, and she wanted to know the origin, use, action and dose of every drug she purchased (and she had a perfect right to know).

The answers and explanations offered by the druggist were amusing to say the least, for he failed to impart to her, correct information concerning a single drug.

On another occasion he was heard to tell a customer that nutgall comes from the Aleppo Islands.

This same druggist was observed searching in the patent medicine department for "Hellmund's Ointment." His blunders were so numerous and uncalled for that on more than one occasion did his assistants put their heads together and ask each other the question: Shall we laugh or shall we cry?

The above portrayal may seem to some readers as being somewhat of an exaggeration, but I could add much more (were it not for becoming monotonous) and still keep within the boundaries of the truth.

It may be fair to presume that his success was entirely due to misplaced confidence on the part of the public, as he possessed an intelligent and dignified appearance, and he was a nice man to look upon, although he deceived his looks most wonderfully.

To how many pharmacists will this not altogether fanciful description apply.

I do not know what the reader may think concerning a remedy for this lamentable state of affairs; but, I believe there should be a law passed to the effect that no person should be permitted to own or manage a pharmacy without having had at least five years' practical experience previous to registration. Furthermore, if pharmacists would exercise a little better judgment in selecting material, and then devote a little time to instructing the apprentices, we would, no doubt, see a marked improvement in the quality of the persons handling drugs and medicines, and eventually the incompetents would be completely rooted out of the ranks of pharmacy.

In conclusion, I will add just a few remarks for those readers who are about to enter pharmacy for a livelihood. Do not imitate the methods and business ideas as adopted by the individual herein described. If you do not possess the necessary ambition to become a thorough pharmacist, keep out of the business entirely and give someone else a chance, for you will only be in some worthy brother pharmacist's way.

Do not cease seeking knowledge, or get it into your head that you know it all, just because you have been successful enough to secure a college diploma, or a State Board certificate.

No man ever became so wise that he could learn no more. Pharmacy furnishes an abundance of material to work upon, and the oldest living pharmacist can learn something new relative to his business; indeed, no pharmacist can in this progressive age keep abreast of the times and be thoroughly posted in his business, unless he be studiously inclined.

He should acquaint himself with current pharmaceutical literature, and be a subscriber to not less than two good drug journals. If he is serving in the capacity of clerk, he should try to get ahead of the best informed clerks that he knows, be a credit to the profession, make himself valuable and not be afraid to demand the compensation that a person of his ability should receive.

Be a pharmacist worthy of the name or retire from the ranks.

THEORY AND PRACTICE

Formaldehyde Disinfection.

The value of formaldehyde as disinfecting agent is too well known to require comment, but the difficulty in effectually liberating the gas without the aid of more or less complex and expensive apparatus has, in many instances, been a hindrance to its employment. (Am. Med.) The Maine State Board of Health has recently promulgated a simple and safe method in which no special apparatus is needed, and by a long series of experiments has demonstrated the efficiency of the process; these findings have also been corroborated by health officers in New Hampshire and Vermont. Potassium permanganate 200 gm. to each 500 cc. of formaldehyde, is placed in a vessel of considerable size, a 10 quart pail suffices, in the room to be disinfected, which is preferably quite warm. The formaldehyde, 1,000 cc. to each 1,000 cubic feet of space, is then poured over the permanganate, and the operator beats a hasty retreat. The room is kept closed for four hours, when disinfection is said to be complete. The advantages of this simple method are evident, no apparatus to transport, absence of danger of fire from lamps, and the liberation of all the available gas in a few moments. These more than counterbalance the considerably larger quantity of formaldehyde than is usually employed by other methods.

Artificial Anti-Toxins.

By acting upon strychnine at 37° C. with a 5 per cent. solution of calcium permanganate added in small portions at a time until the mixture ceases to give a reaction with ammonium sulpho-vanadate or with phosphotungstic acid—about 10 days are required—a solution is obtained which is said to act as an anti-toxin towards strychnine itself; evaporated in vacuo the solution from 1 gram of strychnine hydrochloride yields 0.3 gram of the oxidation product in the form of a yellow substance containing some manganese; it is soluble in water and alcohol, and reacts like an oxydase towards guaiacum. During the evaporation at low temperature an odor resembling benzoic ether is perceptible. 1 cc. of a solution containing the equivalent of 20 mg. pure strychnine were found to annul the effect of 2½ mg. of the alkaloid. The oxidation product loses its efficiency upon heating to 100° C. Similar results were obtained with crystalline aconitine, but with morphine the experiments were not invariably successful. In the case of strychnine, as with aconitine, attempts to protect an animal against more than one mortal dose by aid of an increased quantity of the "anti-toxin" failed.—Br. and Col. Drug.

Fluorine in Wine.

Fluorides are now largely used for the purpose of preserving wines of weak alcoholic strength. A delicate method for their detection is proposed by Blarez (Bull. Soc. Pharm. de Bordeaux, Pharm. Journ.), as follows: Take 150 cc. of wine, add a few drops of sodium sulphate, and then 10 cc. of a 10 per cent. barium acetate solution and stand for 15 minutes. Filter through a small paper; the precipitate contains all the fluorine together with barium sulphate and tartrate, coloring matter, etc. Wash and dry rapidly, and incinerate in a small platinum dish; moisten the ash with concentrated sulphuric acid, and cover the dish with a waxed glass plate on which some characters have been scratched. White carnauba wax is recommended for covering the glass. The dish is then heated for an hour over a burner. It is most important to keep the glass quite cool during the heating; this is best done by passing a stream of cold water through a cylinder of the same diameter as the dish and 8 or 10 centimeters high, the bottom of which is closed with parchment. The latter fits tightly to the glass, and keeps it quite cold. On cleaning off the wax the engraving can be seen with the naked eye if a fluorine has been used as a preservative. Forty or fifty milligrammes of fluorine to the litre is the usual amount present.

Detection of Blood with Hydrogen Peroxide.

Schilling calls attention to the value of the information afforded by addition of a few drops of solution of hydrogen peroxide to any substance in which the presence of blood is suspected. Tiny bubbles form in the presence of blood, and rise up in foam. These bubbles are always clear as water, the substance being tested becomes decolorized in the bubbles. He uses a 20 per cent. solution of H_2O_2. Tests have shown that the bubbles still form at a dilution of the blood long past the point of visibility, even at 1 to 1,600. Clinical tests with stomach content, feces, etc., demonstrated that this simple test for "occult hemorrhage" deserves to rank with the guaiac or loin-turpentine test.—Ther. Monats. through Jour. A. M. A.

Mesotan.

Mesotan, one of the newer synthetic compounds introduced for the local treatment of rheumatism, is the methyl-oxymethyl-ester of salicylic acid. It is formed by the action of formaldehyde, methyl alcohol and hydrochloric acid on sodium salicylate, containing approximately 71 per cent. of salicylic acid. It is a clear, yellowish, oily liquid, with a pronounced ethereal but not unpleasant odor, and is sparingly soluble in water. It is freely soluble in oil. It is said to have none of the toxic effects of the salicylites administered internally. (Ther. Gaz.)

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Paraffin and Picric Acid.

(L. K. H.)—We are unable to give you a practical method for melting paraffin with picric acid. Paraffin melts at from 113° to 140° F., while the melting-point of picric acid is generally given as 252° F., but the latter sublimes however carefully it may be heated, and on strongly heating it decomposes with detonation. Some little care is therefore necessary in experimenting. It is possible that a work on the manufacture of matches or of explosives might give you the desired information.

Sodium Boro-benzoate.

(H. S. W.)—You will find a formula for sodium boro-benzoate in the National Formulary. It is made by simply mixing 3 parts of sodium borate with 4 parts of sodium benzoate. Another process directs a hot solution of borax, to which is added benzoic acid to saturation, the solution being then evaporated to dryness. For the sake of uniformity, however, the N. F. formula should be employed. The dose is from 15 to 60 grains, and is said to possess antiseptic, antilithic and diuretic properties.

Photographic Developer.

(Amateur)—"Velox paper" is stated to be a chloro-bromide of silver emulsion paper, and the claim is made that it can be manipulated in candle or gas-light without a ruby lamp. The special developer recommended for it is:

Water	1000 cc.
Metol	1.5 grams
Sodium sulphite	50 grams
Sodium carbonate, anhydrous	60 grams
Potassium bromide	0.5 grams

This developer should be applied with a brush the exposed paper being held face upwards on a sheet of glass. The best fixing bath is an acid one, made as follows:

Citric acid	10 grams
Sodium sulphite	50 grams
Water	200 cc.

Dissolve and add to:

Sodium hyposulphite	250 grams
Water	1000 cc.

Laundry Gloss.

(F. M. F.)—The following is the formula to which you refer: Melt two and one-half pounds of best grade of paraffin wax over a slow fire. When liquefied, remove from the fire and stir in 100 drops of oil of citronell; pour the mixture into shallow tin trays (pie-tins) and allow to cool. When cold cut the mass into cakes about the size of a lozenge. Two of these cakes added to each pint of starch will cause the soothing iron to impart a fine finish to muslin or linen, besides perfuming the clothes.

The Era Formulary is authority for this formula: Melt 5 parts of stearic acid, add 5 parts of absolute alcohol, and triturate the mixture with 95 parts of wheat starch. Starch prepared in this way easily takes a fine polish. A similar effect may be produced by adding a piece of stearin to the starch before the boiling water is poured upon it.

Removing Writing from the Hectograph.

(F. M. F.)—Crude commercial hydrochloric acid has been recommended for removing writing from the hectograph pad. This is poured over the surface of the mass and then wiped off with a bit of cotton batting. The pad is then held for a moment under a stream of cold water, washed and dried off with a soft cloth. In this manner the surface is quickly rendered perfectly clean, with little loss of substance and a minimum of labor. The pad is said to last much longer when thus treated than when treated in the ordinary manner with warm water.

Violet ink is the most satisfactory for hectograph reproduction. Try the following formula: Violet aniline, ½ ounce; alcohol, ½ fl. ounce; white sugar, ¼ ounce; glycerin, 1 ounce; water, 6 fl. ounces. Dissolve the aniline in the alcohol; dissolve the sugar in the water, add the glycerin, and mix the solutions.

Fuller's Leg Wash.

(T. L. E.)—A formula under the above title, published more than twenty years ago, contains the following ingredients:

Acetic acid	1	fl. ounce
Ammonium chloride	½	ounce
Tincture of aconite root	2	fl. ounces
Tincture of asafetida	½	fl. ounce

Mix and dissolve. For a wash, use from a teaspoonful to a tablespoonful of the solution in a pint of water. It is used for washing horses' legs before or after racing.

Formulas of this character are numerous and almost any stimulating embrocation may be employed with satisfactory results. Here is one from our files:

Tincture of capsicum	3	fl. ounces
Alcohol	4	fl. ounces
Spirit of camphor	2	fl. ounces
Spirit of ether	2	fl. ounces
Oil of turpentine	1½	fl. drams
Ammonia water	3	fl. drams
Ammonium chloride	1	ounce
Sodium chloride	180	grains
Water	7	fl. ounces

Dissolve the salts in the water and add the remaining ingredients. Shake well. For use, dilute half a pint of the fluid with a pint and a half of water and with this wash the entire length of the leg and then wrap it up in a woolen bandage.

A Problem in Horology.

(Clerk)—"Will you please answer this question for us? How many times in twelve hours do the hands of a clock meet? A fellow-clerk contends that they meet twelve times. I contend that they meet only eleven times. Will you please decide the question for us? I know the problem is not exactly pharmaceutical, but it does interest two drug clerks."

In reality the hands of the clock meet but eleven times and any good grammar school arithmetic should give you this information. However, the explanation is quite simple. Commencing with the figure 12, one hand is exactly over the other; 60 minutes afterward the long hand is at the same point, but the short hand has advanced to the fifth minute mark. The first must, therefore, run over these 5 minutes to overtake the other; but by that time the short hand has gone on a little further. The first meeting will occur at 5 minutes and some seconds after 1 o'clock, the eleventh at exactly the noon mark. The intervals will be precisely equal, and since there are eleven of them in the twelve hours, a single interval will be an eleventh part, that is 1h. 5m. 27 3-11 sec. The consecutive times of meeting will be shown on the dial of the clock as follows: (1)—1h. 5m. 27 3-11sec.; (2)—2h. 10m. 54 6-11sec.; (3)—3h. 16m. 21 9-11sec.; (4)—4h. 21m. 49 1-11sec.; (5)—5h. 27m. 16 4 11sec.; (6)—6h. 32m. 43 7-11sec.; (7)—7h. 38m. 10 10-11sec.; (8)—8h. 43m. 38 2-11 sec.; (9)—9h. 49m. 5 5-11sec.; (10)—10h. 54m. 38 8-11sec.; (11)—11h. 60m. or 12 o'clock.

Terpin Hydrate with Wild Cherry.

Francis Hemm, of St. Louis, recently contributed the following formulas to the Missouri Pharmaceutical Association:

Terpin hydrate, powd.	256 grains
Alcohol, deodorized	12 fl. ounces
Fluid extract of wild cherry, U. S. P.	2 fl. ounces
Glycerin	2 fl. ounces
Tincture of vanilla, U. S. P.	2 fl. drams

Dissolve the terpin hydrate in the alcohol, add the glycerine, fluid extract of wild cherry and tincture of vanilla. Mix thoroughly and incorporate 2 drams of powdered pumice and filter through a well-wetted filter, refiltering if necessary until brilliantly clear. Each fluid dram contains two grains of terpin hydrate and 7½ minims of fluid extract of wild cherry bark, U. S. P.

TERPIN HYDRATE, WILD CHERRY AND HEROIN.

Heroin hydrochlorate	5 grains
Distilled water	2 fl. drams
Elixir of terpin hydrate with wild cherry, q. s. 1 pint.	

Filter if necessary.

TERPIN HYDRATE, WILD CHERRY AND CODEINE.

Codeine phosphate	16 grains
Distilled water	½ fl. ounce
Elixir of terpin hydrate with wild cherry q. s. 1 pint.	

Dissolve the codeine phosphate in the water and mix with the elixir. Filter if necessary.

Here is a doctor's rule for making camphorated oil: Break rock camphor into small pieces; put it into a bottle and fill with olive oil. Half of threepennyworth of rock camphor will be enough for a four-ounce bottle of oil. Shake well.—The Globe.

First Place in the Field of PLASTIC ANTISEPSIS

MEYS' POULTICE

(*HYDROSCOPINE*)

In Air-Tight Glass—Aseptic—Hygroscopic—Bland.

For Inflammation, Wounds and Swellings.

Five per cent. off from your jobber on $10 lots.

PRICES:

Small (12 ozs.)	net, $0.50	per doz.,	$ 3.75
Medium (20 ozs.)	" .75	"	5.75
Large, 2 lbs-	" 1.00	"	8.00
5-lb., 5-¼ lbs.	" 2.00,	"	18.00

PREPARED ONLY BY

MEYS CHEMICAL MFG. CO., 69-71 W. Jackson Blvd., CHICAGO

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA
BRONCHITIS, PNEUMONIA, DIPHTHERIA
SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size).....	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes).....	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

The first thing a druggist wants is a *pure* article. Next he wants a pure article that *SELLS.*

20-Mule-Team Borax

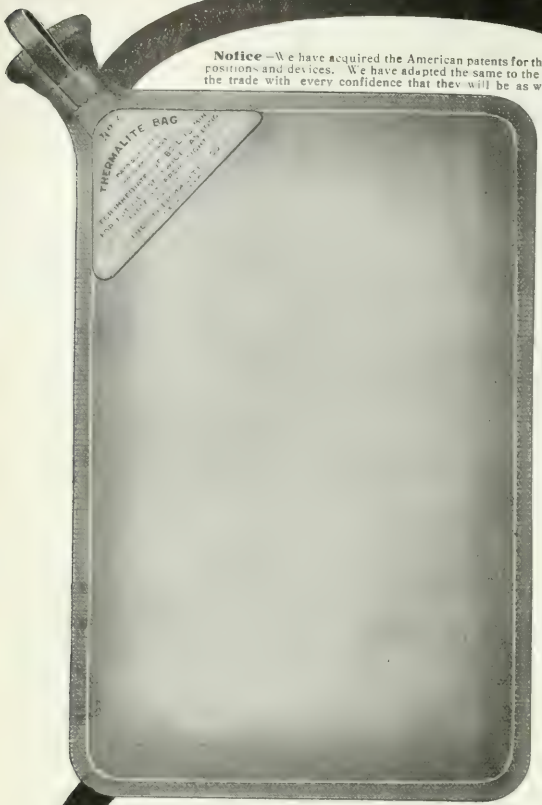
is it. Folks are beginning to wake up to the fact that BORAX is about the most necessary thing to have in the house. It's being extensively advertised everywhere.

PACIFIC COAST BORAX COMPANY,

New York Chicago San Francisco

Notice—We have acquired the American patents for the "Thermophore" heat retaining Compositions and devices. We have adapted the same to the American Market and now offer them to the trade with every confidence that they will be as well received by our people as they have throughout Europe.

THE THERMALITE COMPANY,
161-165 Elm St., New York.



The Thermalite Bag

Better than a Hot Water Bag

The Thermalite Bag gives a uniform heat at an even, ideal temperature. (Larger sizes maintain heat all night.) Weighs but one-third as much as a filled water bag of equal capacity. Has a heat absorbing and imparting capacity three or four times that of water. Will not leak, scald or irritate. Plastic and agreeable. Soothing to sensitive persons.

Stores heat for future instant use. May be placed by the bedside and heat turned on at any hour of the night.

Substitutes a refining fragrance for the unpleasant odor of rubber. Thermalite itself is odorless. (Bags may be obtained unscented if desired.) Is always pleasant to the touch—not cold, moist and clammy like the hot water bag.

Thermalite contains nothing dangerous or injurious, and the Thermalite Bag is guaranteed to be all that we claim or money refunded.

Requires no refilling or renewal of contents.

Prepared for use by placing for a few minutes in boiling water or running hot water from faucet.

Heat is renewed by boiling bag a few minutes, after which it may be used at once or put away for future use.

Wherever there is a hot water bag there is a customer for the Thermalite Bag. Retails as follows:

No. 1—one quart capacity—gives heat 3 hours	**$1.50**
No. 2—two quarts capacity—gives heat 5 hours	**2.00**
No. 3—three quarts capacity—gives heat 7 hours	**2.50**
No. 4—four quarts capacity—gives heat 9 hours	**3.00**
No. 0—Face Compress	**1.25**

Let us have your sample order by return mail.

Be the first to introduce this splendid article to your customers.

We are advertising the Thermalite Bag in publications of the widest circulation, as well as by direct effort with the medical profession. There is bound to come to you a volume of demand. Why not be prepared? You know the American people are quick to realize merit and just as quick to utilize it, so that the successful sale of the Thermalite Bag is an assured fact.

Write us for terms and descriptive illustrated literature. Don't wait for the other fellow to get the benefit of introducing these goods in your locality. They will be the talk of the town. Why not enjoy the trade that will come from this universal town talk?

The Thermalite Company,

161-165 Elm Street, New York, U. S. A.

"Thermalite" is a heat accumulating compound of great capacity. Its basis was discovered in France some time ago, but it has been perfected only recently in Germany, where, after a great deal of time spent in experimental study, it has been brought to a high degree of perfection, and has been successfully introduced all over Europe.

THE THERMALITE COMPANY, 161-165 Elm St., New York, U. S. A.

HEATS WITHOUT FIRE

News Section

CONTRACT PLAN DISCUSSED

Principal Theme at 23d Annual Convention of Proprietors

Delegates of the N. A. R. D. and N. W. D. A. Allowed Privileges of the Floor — Dr. Anderson of the M. A. R. D. Tells Association that Retailer's Believe Proprietors Should do their Share to Protect Prices and that Contract Plan is the Remedy.

The twenty third annual convention of the Proprietary Association of America opened on Tuesday morning, at Hotel Astor, New York, with an attendance of about 200. At the morning session the direct contract and serial numbering plan was the keynote, dwelt on again and again by the N. A. R. D. delegates. The wholesalers came in for some hard knocks, but otherwise there was perfect harmony. The report of the Legislative Committee was a special order of business for the afternoon. On this there was prolonged discussion, but no definite action.

The morning session opened at 11 o'clock, with Pres. W. A. Talbott, of the Piso Co., in the chair., and the first thing on the programme was the reception of delegates. For the N. W. D. A., Albert Plaut said he was glad to be with friends, and referred to the fact that the P. A. of A. was fathered by the N. W. D. A. The ties that bind the proprietor, wholesaler and retailer are being drawn more closely, each depending on the other. He hoped the convention would tend still further to cement this friendship, resulting in the greatest good to the greatest number.

Replying to Mr. Plaut, Dr. Stowell, of the J. C. Ayer Co., remarked: "Happy is the child that knows its own father." But sometime, he said, the tripartite friends forget each other. There would be no trouble if the proprietor, the wholesaler and the retailer would each stick to their own legitimate business.

"But when we find the wholesaler and the retailer doing a proprietary business, we have to come here and get friends to pay our hotel bills."

CUT-RATE ADVERTISING.

Charles Rehfuss spoke as a delegate from the N. A. R. D. The first subject he brought up was cut-rate advertising in newspapers. He could not understand why proprietors pay thousands of dollars for advertisements which are nullified by others in other parts of the paper.

"Stop the exploitation of proprietaries by cutters, for advertising purposes," he said. "And the only way to do that is to stipulate with the publisher that to advertise your goods at cut rates in other parts of the paper is a violation of his contract with you."

The proprietor must also learn to differentiate between his friends and his enemies, said Mr. Rehfus, and this can be done only by a contract. He ascribed the evil of substitution to price demoralization, which would be totally prevented by the direct contract and serial numbering plan. The merits of this plan Mr. Rehfuss urged strongly.

"We have no fanciful notions as to our needs," he said, "our conclusions are based not on theory, but on proved facts."

John C. Gallagher said he was "glad to see so many full-price, serial numbered and modified contract proprietors on hand," and hoped that more of them would see fit to adopt the direct contract plan. A response was made by Dr. V. Mott Pierce, of Buffalo.

For the Metropolitan Association of Retail Druggists, Dr. Wm. C. Anderson, of Brooklyn, extended congratulations and greetings.

"One thing of vital interest to you," he said, "is the fact that this association was brought together for the express purpose of aiding the proprietors in overcoming the difficulties of trade reform.' At the bottom of these difficulties is price demoralization and to remedy this the retailers believe that the proprietors should do their share

CONTRACT PLAN THE REMEDY.

With all the plans that had been proposed, said Dr. Anderson, nothing was accomplished until two years ago, when the direct contract and serial numbering plan was launched. This plan he referred to as the key that unlocks the door to price improvement. He cited the Miles Co., Piso Co., Peruna Co., etc., as those who had used this key and whose names were hailed with cheers by retailers throughout the country.

"The N. A. R. D. hands you this proposition. You own men say it has paid them to adopt this plan. The retailers have gone as far as they can, because to our mind there is nothing so strong as a contract. It now remains for the proprietors of this association to join in and relieve the situation. We believe that the proprietor can protect the prices if he will."

Dr. Anderson invited the proprietors to attend the M. A. R. D. meeting on Wednesday (last night).

Mr. Beardsley, of the Dr. Miles Co., responded, stating that he appreciated the necessity for co-operation and that he believed the contract plan would grow.

Mr. Stowell then took the chair, while President Talbott delivered his annual address. This was in part as follows:

PRESIDENT'S ADDRESS.

We have been somewhat roughly handled at times, and I propose that we in return shall shake into the faces of our enemies, not a club, but the olive branch.

The Proprietary Association of America has reached its twenty-third year. We have successfully passed through the period of adolescence, have acquired knowledge, experience, size and strength, are getting ready to settle down to a steady grind, and we are here to stay. While at all times attending strictly to the business of curing diseases, the good thereby accomplished constantly reminds us that our business is the offshoot of the noblest profession on earth, the medical profession. We are proud of our family and forgive some of the connection for sometimes calling us black sheep. Like the members of this noble profession, we are benefactors of our kind. We cure diseases for small pay and generally get it.

Self-examination of our past and present is profitable, and in looking about, the only thing we can see germane to this subject, is the arch enemy of mankind. While all my life I have bid defiance to the devil, yet I have a wholesome respect for him. He is the one who has so befogged the questions connected with our affairs that physicians are becoming hostile to us and are endeavoring to mould public sentiment into an attitude favorable to unjust legislation to its own detriment.

Now for the remedy. To my mind, it is not far to seek. Let us take a look at the medical profession. We might address them in this wise: "Gentlemen, we acknowledge our near relationship to you, with pride. We cannot get along without you, neither can you do without us. We must have scientific medical authority for our claims, you must have ready-made medicines. You use our medicines in your families, you prescribe them for your patients. No argument favoring the publication of our formulas was ever uttered which does not apply with equal force to your prescriptions. It is pardonable in you to want to know these formulas, for they are good, but you must not ask us to reveal these valuable secrets, to do what you would not do yourselves. The public and our law makers do not want your secrets, nor ours, and it would be a damage to them to have them.

"If your motives are entirely unselfish, if you are sincere in your expressed desire to regulate us solely for the benefit of the public, then join us and others seeking reform, for mutual protection and for the good of the people, if this proposition meets with your approval and acceptance, then we have found the remedy. You can share with us our motto, *vis et unitate*, in union is strength. The first thing to do will be to clean house. God knows you need a thorough scrubbing with plenty of daylight and formaldehyde. We, for our part, welcome the ordeal and will take a dose commensurate with the requirements.

"Take notice, gentlemen of the medical profession, that we are justified in seeking this alliance. As the members of the Proprietary Association, although rivals in business, can co-operate for the general good, so can this co-operation include you

for the same reason. Like you, we are a power in the land, not because of wealth, or knowledge, or influential friends, but because we are a blessing to humanity, because we supply a legitimate and imperative want. Your power is great, yet you cannot eliminate us. When our formulas are published, your prescriptions will be written in English and will appear on every bottle or package dispensed. Take away the mystery which surrounds your profession and you will lose your most important asset."

Fellow proprietors, this is the way we might talk, but we don't even whisper. We think when we set up the motto *vis ex unitate*, that it will do the business for us. As a matter of fact, our union is weakness instead of strength, unless we are fired by the determination to demand the right to do business without persecution. Let everybody come out into the open, friends and foes, and have these questions settled in accordance with common sense and justice.

Any proprietor who has had to contend with that most pestiferous and peculiarly low class of criminals, the infringers of trade marks and the counterfeiters, will welcome with joy the new trade mark law lately enacted by Congress. The punishment it provides on conviction is not adequate, as the penalty is only monetary, while imprisonment should be added to it. I would recommend that the association give this question consideration.

128 NEW MEMBERS

F. J. Cheney, chairman of the Membership Committee, reported that a total of 128 members had been added and that the total revenue from dues, etc., was $4,950. On motion of John W. Kennedy, Mr. Cheney was given a vote of thanks for his good work. Treasurer Harry H. Good reported that the receipts for the year were $21,135.09 and disbursements $14,831.01, leaving a balance of $6,304.08. The heaviest expenses were incurred in legislative work. The report of the Legislative Committee was made a special order of business for the afternoon.

On motion of Dr. Pierce, a committee to nominate officers was appointed, as follows: Messrs. Chamberlain, Pinckney, Cheney, Good and Pierce. Messrs. Stowell, Gore and Cheney were appointed a committee to consider the treasurer's report. Dr. Pierce moved that the privilege of the floor be granted to the N. A. R. D. and N. W. D. A. delegates. This was carried and the meeting adjourned at 12.15.

REPORT OF LEGISLATIVE COMMITTEE.

The afternoon meeting was called to order at 3 p. m., one hour late. The association immediately went into executive session to consider the report of the Legislative Committee, prepared by John W. Kennedy. It was in part as follows:

There is one tendency in pure food and drug legislation which I should suppose would arouse the opposition of the retail druggists, and that is the constant tendency of the State Agricultural Departments to extend their jurisdiction over the subject of drugs, medicines and pharmacy. The practice of pharmacy is a learned profession and if the pharmacists chose to assert themselves aggressively, they could exercise very great influence; but when it comes to political work the average "agriculturalist" will usually get away with the average pharmacist. By the word agriculturalist I do not mean the hard working farmer who is looking after his crops, but the political farmer who poses as a friend of the people and is found in full force at the State capitals. As a result of the activity of this class of men, the agricultural bureaus in the different States are gradually getting power to supervise and regulate the drug business to the exclusion of able and skilled men in the drug trade.

This association must never assume a mere obstructive attitude in matters of legislation. Your committee last year urged affirmative action in the matter of legislation to protect the public against the widespread sale and use of cocaine; and we stand ready to join with any and all other organizations to promote by every proper means the enactment of good laws intended to furnish protection to the public from the sale of every sort of dangerous, disreputable or injurious preparations. Wherever a bona fide and carefully drawn measure having this end in view makes its appearance this committee is in favor of it and never throws the slightest obstacle in its way. But we should do more than this. We should encourage harmonious action by the four national drug organizations, for the purpose of more effectively co-operating in every State with all honest and reasonable advocates of such legislation. This would not only be right in itself; but it would have a direct tendency to weaken the force of the vicious and malicious agitation now being carried on and which, as matters now stand, is more likely to increase than diminish in the next few years.

PURE FOOD AND DRUG BILL.

The Pure Food and Drug bill pending in Congress, after attracting much public attention and having passed the House, failed to reach a vote in the Senate. The Proprietary Association at its last annual meeting, strongly endorsed the House bill; but it opposed, as all reasonable men should oppose, the effort made to ingraft certain features upon it by the Senate Committee on Manufactures. All right-thinking men favor a reasonable pure food law, and it is entirely practicable to prepare a bill which would meet with the approval of fair and reasonable men everywhere. The trouble now is that the promoters of a national pure food law are trying to make it a drag net intended to cover many special fads and notions, to say nothing of sundry schemes to further special interests. A leading New York paper recently published an editorial attributing the failure to pass this bill mainly to the "blended whiskey" interest and to the manufacturers of proprietary medicines. I think the opposition to the Senate bill was very much broader than this; but it is interesting to note the special facts which gave rise to the opposition of the manufacturers of proprietary medicines, for they illustrate the fanciful ideas of the proper functions of government which are entertained by the chief promoters of the Senate bill.

The opposition of the proprietary manufacturers was not based upon any objection to the bill so far as it was intended to secure the purity of drugs, but solely upon certain other provisions sought to be added in the Senate, the purpose of which (as officially interpreted by the chairman of the Senate Committee) was to make it the duty of the Federal Government to pass upon the therapeutic properties of proprietary medicines as a condition precedent to the right of the manufacturer to ship them from one State to another. By a majority of one, the Senate Committee determined to amend the bill with reference to drugs, so that this result would be brought about, the object being to exclude from Inter-State commerce every article of medicine which might be determined by the Federal authorities not to possess the therapeutic value claimed for it by the manufacturers.

DANGER TO MEDICINES.

In other words, if the label or other printed matter accompanying a certain homeopathic medicine, for instance, states that "it will cure the grip" and some allopathic or osteopathic, or some other sort of pathic physician comes along and denies that it will cure grip, the question whether the claim made for this medicine is correct or not would immediately become an issue for the Federal Government to settle under the guise of regulating Inter-State commerce; and if some court or jury, after due coaching by Federal experts, should determine that this medicine will not cure grip, the medicine would immediately become "a contraband article" and be forthwith excluded from Inter-State commerce. Carried to its logical conclusions, such a theory would make the Agricultural Department a colossal medical board with advisory and supervisory powers over the character of nearly all medicines which the people use.

The language of the bill sounds innocent enough; but a study of the phraseology and a comparison of one part of the bill with another, in its application to medicines, shows what the majority of the Senate Committee intended; and the official interpretation of the chairman left no room for doubt. It was simply a bold proposition that the Federal Government should not only stir up countless controversies and disputes over the medical questions in forty-eight States and territories and the District of Columbia; but that it should also undertake to settle those disputes by the testimony of experts. Of course, such a law would make business for the tribe of professional experts brisk and profitable; but when the matter was made clear, all reasonable men recognized that the scheme was absurd; and it is undoubtedly true that this was one of the circumstances which increased the opposition to the Senate bill.

If the Federal Government should regulate Inter-State traffic in drugs on the basis of their therapeutic value, why not regulate the traffic in theology by excluding from transportation all theological books which Dr. Wiley and his assistants upon due examination should find to be "misleading in any particular?"

If the promoters of this bill would drop their fads and abandon the idea that they have got to regulate everything in sight, simply for the pleasure of doing it, they could undoubtedly secure the passage of a bill which would serve a great and useful purpose.

The committee also emphasized strongly the importance of retail druggists' organizations in the various States, as being for the benefit and in the interest of all branches of the trade.

About two hours were spent in receiving and discussing this report, but at the conclusion of the meeting it was announced that definite action had been postponed until the following day.

PROPRIETOR CAUSES TALK.

St. Paul, Minn., April 29.—Fred Schiffman, bon vivant and liked by everybody, is just now the most widely talked about man in St. Paul, because of a peculiar matrimonial entanglement which has enmeshed him. Fred is the son of Dr. Rudolph Schiffmann, the wealthy head of the Schiffmann Medicine Company, president of the upper branch of the St. Paul City Council, and one of the Democratic pillars of the capital city. Fred, who is a Republican, and differs from the "old man" not only in politics, but in the spelling of his name, has long been associated with his father in the medicine-making business and a few years ago was State oil inspector.

Among the packers in the employ of the Schiffmann Medicine Company was Miss Clara L. Haas, an attractive girl of nineteen, who was once on the stage. Two weeks ago the friends of Fred and Miss Haas were astonished on reading the announcement that they had been married at Joliet, Ill. Within two days a woman, calling herself Helen Laura Sebastian Schiffman, of this city, came to the front with the claim that she was the wife of Fred, and had lived with him fifteen years.

According to the family of Miss Haas, Fred Schiffman and his young bride returned from Joliet, immediately went to Minneapolis, and nothing has been heard of them since. The Haas family thinks the couple are in the East. The woman who asserts Fred married her in 1890 says:

"Whatever he has done, I do not believe he has been himself for the last few months. I am his lawful wife and will prove it to protect my name, although I do not want him to come back to me. I shall seek a divorce."

ARE NOW GRADUATES.

New York College of Pharmacy Commencement a Brilliant Affair.

"Don't spend money foolishly, don't do business with fools, don't marry fools, and above all, don't be fools yourselves," said Congressman William S. Bennett, to the graduates of the New York College of Pharmacy, at the seventy-fifth annual commencement of that institution, held in Carnegie Music Hall, last Thursday evening. These remarks followed his quotation of the Scripture text, "though thou shouldest bray a fool in a mortar among wheat with a pestle, yet will not his foolishness depart from him," and they set everybody to laughing. The congressman made many other good hits and his witticisms were to the point in every instance. He congratulated the members of the class upon their choice of a profession and enjoined them to know and observe the special laws which circumscribed their calling and to be good citizens. The practice of pharmacy not only demanded professional knowledge, but pharmacists must be good business men to be successful.

As outlined in The Era last week, the commencement began promptly with the entrance of the faculty of the college, followed in order by the graduating class, 104 strong, conducted by A. C. Searles, and the post-graduate class, thirteen members, conducted by W. H. Ebbitt, to the march "Entrance of the Gladiators," by the Seventh Regiment Band.

Vice-President Wm. Jay Schieffelin, in his doctor's gown, then proceeded to deliver his address, in which he referred to the affiliation of the college with Columbia University and the effort of the Alumni Association, headed by the veteran honorary president, Ewen McIntyre and Treasurer C. O. Bigelow, to reduce the college debt. Dr. Schieffelin also spoke of the work of the American Pharmaceutical Association and other national organizations and urged the graduates to identify themselves with these societies.

The roll of graduates was read by Secretary Thomas F. Main, and in the absence of President Chandler, the degrees were conferred by the vice-president Dr. Schieffelin. Then came the awarding of alumni prizes, the presentation in each case being made by the president of the Alumni Association, Mr. F. Borggreve. The prizes were three in number, and were awarded as follows: Gold medal, Hasson O. von Wedell, Dobbs Ferry, N. Y.; silver medal, Carl W. Poetz, Jersey City, N. J.; bronze medal, Samuel Kutscher, Stapleton, Staten Island. The trustees' prizes of $100 each (three in number) were awarded to Samuel Kutscher, Stapleton, Staten Island (materia medica); Martin I. Marshak, Bayonne, N. J. (pharmacy), and Nathan Siegel, New York (chemistry).

The list of "honor" men, ten in number, appeared in The Era of last week. The valedictorian was George Martin Broemmel, of San Francisco. An incident not down on the programme was a short address read by Miguel Alvarez y Figueroa, of Havana, Cuba. Vice-President Schieffelin, in introducing him, referred to the Cuban being the fourth of his generation to be engaged in the drug business. While he (Dr. Schieffelin) was of the fifth generation of druggists. The family of Senor Figueroa were present to see him graduate.

The exercises of this commencement differed but little from those of recent years. With the exception of Prof. Chandler, whose absence was noted by more than one present, the familiar forms of the other members of the faculty were to be seen in the same seats they had often occupied before; the address of Congressman Bennett was pithy and out of the line of the ordinary, while the music was first-class, the cornet solo of Mr. Chester Smith capturing the big audience.

JOSEPH S. GOSS.

Des Moines, Iowa, April 28.—Joseph S. Goss, of Atlantic, Iowa, on Monday took his position as the regularly appointed Democratic member of the State Board of Pharmacy. The Board will meet in a few days and organize, though it is always understood that the retiring member, or

JOSEPH S. GOSS.

the member serving on his last year, shall be the chairman. Fred Russell, of Rockwell City, is thus entitled to the position. Charles W. Phillips will be re-elected as secretary. Mr. Goss succeeds the late Fletcher Howard.

Mr. Goss was born in New York City, August 27, 1857, and when he was a year old his parents moved to Chicago, where they resided till 1871. He clerked for four years in a drug store at Seneca, Ill. With Dr. J. M. Emmert, he bought out the Jones Drug Store, in Atlantic, and four years later bought out his partner. Since then Mr. Goss has devoted his attention entirely to the drug business, and has made a success of it.

Mr. Goss is a prominent Knight of Pythias and Elk and is also prominent in the Modern Woodmen. For ten years he was secretary of the Atlantic Lodge of Woodmen. His family consists of his wife, a daughter and a son. Mr. Goss is a brother of the Goss Bros., of Chicago, the big printing press manufacturers.

—Plans have been prepared for a new store for Frank Ross, at Fifty-second street and Chester avenue, Phildelphia. Mr. Ross will continue to conduct his present store at Fifty-second street and Haverford avenue.

AN EGREGIOUS FARCE.

Woman Charged With Selling Poison Speedily Vindicated.

St. Paul, Minn., May 1.—Mrs. Helen Hughes, clerk in a store at Stewartsville, whose arrest on the charge of having sold a package of poison in violation of the State pharmacy laws has been noted by The Era, was speedily vindicated on her trial before Judge Gaskill and a jury. Attorney R. G. O'Malley, of St. Paul, opened the prosecution by calling Fred Wilson, inspector for the State Board of Pharmacy, who was the sole witness on either side. Mr. Wilson testified he had purchased a bottle of strychnine from Mrs. Hughes, contrary to law. He had kept the bottle, package and all, ever since, and produced it in court. Attorney Hammer, for the defense, brought out the fact that the seal of the package had not been broken. He contended that the State had not proved by analysis that the package contained a poison. Therefore the evidence was not good and should be thrown out. Mr. Hammer said all fines inured to the State Board of Pharmacy, and evidently all the Board wanted was the fine. The prosecution, he pointed out, did not want to harm Mrs. Hughes, but was really after the firm that employed her.

Then the jury went out and in one minute voted unanimously for acquittal. The other woman clerk in the same store, Miss Rose Prelvitz, who was also arrested, was to have been tried the next day, but the prosecution dropped the case against her, thus ending one of the most egregious farces ever played in that section of Minnesota. It is rumored that the proprietors of the Cash Supply Store, employers of the accused women, will soon be arrested on the same charge.

BILLS LIKELY TO PASS.

The pharmaceutical organizations have reason to feel proud of their success with legislative work in this State this year, for so far as known only two bills of direct interest to the trade are likely to be placed upon the statute books. These are the Hill bill (penal code amendments), engineered by the Legislative Committee of the State Association, and the bill exempting from taxation the Brooklyn College of Pharmacy, which was backed by the Kings County Pharmaceutical Society. And if these organizations have been successful in getting the laws they have wanted, they have been none the less successful in putting into a state of quiescence a number of other bills of doubtful value.

Both the Hill bill and the taxation bill of the Brooklyn C. P. have passed the Legislature, and now await the Governor's signature, which it is believed both will receive. All other bills are practically dead. The amendment to the liquor law reducing the quantity a druggist may sell from one pint to eight ounces, will probably die along with the other proposed amendments and the law, so far as it relates to druggists, will remain as heretofore.

OHIO HAPPENINGS.

—The Stein Gray Co. has secured a long lease on the premises at 228 East Fourth street, Cincinnati, at an annual rental of $2,500 per year.

SPLIT ON FORMULA BILL.

State Board of Pharmacy in Favor. Wisconsin Druggists Opposed.

RETAILERS FEAR THE BILL WILL DO TOO MUCH.—FORMER SECRETARY MENGES BLAMES THE DRUGGISTS FOR ALLOWING THE MANUFACTURER TO DOMINATE THEM.—VIEWS OF MR. HUGHES.

Milwaukee, Wis., April 29.—There is a strange difference of opinion among the druggists of Wisconsin regarding the latest formula bill now before the Legislature. While the Wisconsin Pharmaceutical Association is opposing the bill and has defrayed the expense of sending a committee to Madison to endeavor to defeat it, the members of the State Board of Pharmacy are unanimously in favor of its passage. The trouble seems to be that the effect of the bill is not generally understood. It is more or less of an experiment, and retailers are inclined to believe that it will do more than appears on its face. Members of the Board of Pharmacy believe they understand the measure and that it will have a good effect.

A. F. Menges, of Madison, who recently retired as a member and as secretary of the State board, is one of the champions of the measure. To the Era correspondent he made the following statement:

"I am surprised at the attitude of some druggists regarding the so-called Noble bill, for it appears to me that this is a measure that all enlightened and progressive druggists ought to advocate. The bill only requires that if a patent medicine contain narcotics, sedatives or poisons of any nature the label shall indicate its contents. It also requires that if the medicine contain over 20 per cent. of alcohol the label shall indicate it. Drugs and medicines of a harmless nature need not be published on the label, nor does the law require the full formula of the medicine. It is not as stringent a law as has been passed by some other States.

"It is similar to the law in England. In England Winslow's soothing syrup contains a label bearing these words: 'This preparation contains morphine.' In this country the label contains no such fair warning. The object of the Noble bill is to let the people know when they are feeding their infants or themselves poisons.

"Every preparation made by the Wisconsin Pharmacal Company contains its full formula, and yet these goods are good sellers, and the six or seven hundred druggists in the State who are stockholders in the company are satisfied with the returns on their investment.

"The trouble is that the druggists have allowed the manufacturer of patent medicines continually to hold a club over them because he has made some concessions to the retail druggist in maintaining prices. It is a sorry condition for the druggists of this country when they place themselves in such a position. Are we mere vendors of patent nostrums?

"It is an expensive tribute that the manufacturer of patent medicines exacts when he requires us to defend the sale of his remedies, when the enlightened members of the medical and pharmaceutical professions endeavor to enact laws for the welfare of the general public that Mr. Proprietor calls upon the retail druggist to defeat this proposed meritorious legislation."

On the other hand, John F. Hughes, of Reeseville, chairman of the legislative committee of the Wisconsin Ph. A., is entitled to speak for the majority, having been sent to Madison by the association to oppose the Noble bill.

"The objectionable bill was introduced and fathered by Dr. Noble," said Mr. Hughes. "Dr. Noble is a physician actively practicing at Eau Claire. I cannot believe that he was inspired entirely by philanthropy and a desire to safeguard the health of the people of Wisconsin. The bill has the endorsement of many physicians, and I believe the medical profession favors it purely for selfish commercial reasons. I do not believe the members of the State board represent the retail druggists of the State when they advocate this bill. Its passage would mean that the retail drug trade would be cut 60 per cent. and will drive 60 per cent. of the small stores out of business, unless the doctors will come to the rescue and give them more prescriptions to fill.

"There is another point that has been generally overlooked. The bill cannot prevent patent medicines being shipped into the State to the consumer in the original package. There are many patent medicines that the people have grown to consider as household necessities. They will have them, and if they cannot get them from their druggist they will get them elsewhere. This will mean that the mail-order houses in adjoining States will get the profit that this little bill takes out of the pockets of the Wisconsin druggists."

DRUG STORE IS RAIDED.

Anthony Comstock Charges Knickerbocker Drug Co. With Lottery.

On a warrant charging that a lottery was being carried on in the Knickerbocker Drug Company's store at 648 Broadway, Anthony Comstock, head of the Society for the Suppression of Vice, raided the place, last Friday, and confiscated a graphophone, 4,800 tickets and several boxes of throat tablets containing coupons calling for various specified prizes. Two clerks, Rudolph Lefkowitz and George Blottman, were arrested.

What Mr. Comstock calls a lottery was in the form of numbered tickets, one being issued to every purchaser of a glass of soda. The prize for this month was a graphophone, and the drawing was to have taken place on April 30. The president of the company, Ashton M. Boney, was not arrested. He expressed considerable astonishment at the action of Mr. Comstock, declaring that other drug and cigar stores were doing the same thing right along. The tickets, he said, were used chiefly to keep tab on the number of customers.

Mr. Boney was the foreman of the jury that convicted "Al" Adams, the policy king. Both clerks were held in $500 bail each, for trial in Special Sessions.

PRICES MUST GO UP.

N. A. R. D. Notifies Druggists that Penalties Will Be Enforced.

SCHEDULE OF RETAIL PRICES.—EVERYTHING NOW UP TO THE DRUGGISTS, SAYS PRESIDENT ANDERSON.—WORK OF ORGANIZATION GOING ON VERY SLOWLY.

To every retailer in the city the following notice has been sent, signed by William C. Anderson and S. V. B. Swann, president and secretary of the Metropolitan Association of Retail Druggists:

"All contracts between the retailer and proprietor of medicines marketed under the direct contract and serial numbering plan were in force as soon as signed by the retailer. But owing to local conditions and the time required for the proprietors to get their new system in proper working order no prosecutions for the violation of the contract retail price have occurred, but we are in possession of information that leads us to notify you that on and after May 1, 1905, the penalty clause for violating the contract retail price on all goods marketed on the direct contract and serial numbering plan will be rigidly enforced by the manufacturers. The retail prices, as specified in the various contracts, are as follows:

"Miles Medical Co. preparations,

	full price.
Peruna	$ .83
Bromo Laxative Quinine	.25
Piso's Consumption Cure	.25
Piso's Catarrh Remedy	.25
Piso's Tablets	.25
Paine's Celery Compound	.90
Lactated Food	2.50
Lactated Food	.90
Lactated Food	.45
Lactated Food	.25
Diamond Dyes	.10
Wills' English Pills	.25
Kidney-Wort	.45

"A meeting of the Metropolitan Association of Retail Druggists will be held in the College of Pharmacy, 115 West Sixty-eighth street, New York, Wednesday, May 3, 1905, at 9 P. M. sharp."

"From now on," said President Anderson, in commenting on the above, "everything will depend on the retailers themselves. Of course, the association will do its part, but we can not have men all over the city looking for violations, and neither can the proprietors. If there is cutting on contract goods in the neighborhood of a druggist, let him report the fact at once to the association."

The work of organization is going on very slowly, only a few districts having been organized. It is believed that unless more rapid progress is made through the efforts of the N. A. R. D. organizers stronger measures will have to be employed to carry out the work of districting the city.

RETAIL DRUGGISTS' OFFICERS.

Newark, N. Y., May 1.—The Wayne County Retail Druggists' Association has elected officers as follows, for the ensuing year: President, Frank A. Kelley, of Newark; vice-president, B. T. Moore, of Wolcott; treasurer, C. A. Moore, of Lyons, and secretary, C. S. Hanks, of Newark.

JEWELRY CASE THROWN OUT.

New York Druggist Gets Verdict of "No Case" and Costs.

A VICTORY ALSO WON BY A CONNECTICUT DRUGGIST.—TRIAL SHOWS THAT PURITAN MANUFACTURING CO. AND FEDERAL COLLECTION AGENCY ARE ONE AND THE SAME.

George F. Phillips, a druggist of 846 Eighth avenue, has won a victory against the Johnson County Savings Bank, which attempted to collect on a note given by Mr. Phillips to the Puritan Manufacturing Co., of Iowa City, Iowa. The case came up for trial in the West Side Court. Last week a referee was appointed by the judge to take testimony, and on this testimony the case was thrown out of court Monday morning.

This case is typical of the many which have annoyed druggists recently, and with the circumstances of which they are all familiar. Several druggists were on hand Monday morning to relate their experiences with the jewelry company, but their services were not required. In addition to having the case thrown out of court, Mr. Phillips was awarded the costs of the action. He is jubilant over his victory

Waterbury, Conn., April 26.—The case of the Johnson County Savings Bank vs. the Waterbury Drug Co., to collect for a consignment of jewelry bought in July, 1904, from the Puritan Manufacturing Co., Iowa City, Ia., was heard last week, in the City Court. Judgment was rendered for the defendant to recover costs.

Three druggists, Robert Walker, John Moore and J. A. Sundin, of the Waterbury Drug Co., entered into agreements last summer for consignments of jewelry, under the terms already known to druggists throughout the country. They signed "acceptances" which were really promissory notes, after they had tried to get out of their contracts and had been threatened with law suits by the Federal Collection Agency. When the first "acceptance" came due it was presented by the Johnson County Savings Bank, which had purchased the paper in the meantime.

It developed during the trial that the Puritan Manufacturing Co. and the Federal Collection Agency were one and the same thing, and that the Johnson County Savings Bank secured the "acceptances" from the Puritan Manufacturing Co., at a discount of twenty per cent. on their face value. Another significant fact appeared when letters were introduced showing that the Federal Collection Agency acted as collector for the Johnson County Savings Bank, as well as for the Puritan Manufacturing Co.

The jewelry, which was received by the local druggists, has already tarnished and such of the jewelry as has been sold has been returned. In some cases the druggists claim to have lost valuable customers through the sale of this jewelry.

DIED OF MENINGITIS.

East Aurora, May 1.—Frederick Welch Gardener, who had conducted a drug store here for twenty years, died last week, of spinal meningitis. He was forty-six years old and leaves a wife and two daughters.

THIEF RESUMES WORK.

Heupschmann, Who Spent Term in Jail, Captured, But Went Free.

Thirty days in jail has lost its effect on John Heupschmann, alias "Dr. Adler," who was arrested last fall for stealing goods from the counters of druggists, and spent a period of repose behind the bars. He is abroad again, but the two Harlem druggists whom he visited one day last week, got back the goods that he stole. Unfortunately they were too excited to have him arrested. It happened this way:

J. R. Romlein, of Romlein & Fuchs, One Hundred and Tenth street and Third avenue, was alone in his store about 1 p. m., when a man whom he describes as of medium size, heavily built and with a blond moustache, entered and asked for nut-gall ointment. He wanted the druggist to make up a fresh quantity for him, but Mr. Romlein said his was always fresh and went to the back of the store to get it. Meanwhile the stranger leaned against the counter, and when Mr. Romlein returned, he thought he saw a bulging pocket. But he had not seen the theft and was unable to leave the store, so the stranger walked out unmolested.

Walking down Third avenue to One Hundred and Sixth street, the thief entered J. Weidenfeld's drug store and asked for nutgall ointment—fresh. Mr. Weidenfeld went back to prepare it. His clerk, William D. Brown, was apparently busy at the front of the store, but was watching the suspicious movements of the stranger. The latter when he thought no one was looking, tucked three dozen Bromo Seltzer into his pocket, called out, "I'll be back," and made for the door.

Then it flashed on Mr. Brown that this was the "Dr. Adler" who had written a prescription a year ago and never came back for it. The clerk rushed after the man, who, when he felt an arm on his shoulder, cried out, "I didn't steal anything!" Brown didn't act as if he was convinced, however, so the thief invited him into the corner saloon. Here he aimed a blow at the clerk, but the latter dodged and in return "caught him a good one," as he afterwards said. The thief's coat flew open and disclosed one dozen Bromo and a package of Pepto-Mangan with the Romlein & Fuchs label. Brown started back with these, but a small boy said, "Hey, mister, he's got more." So again Brown gave chase, caught his man and recovered the rest of the goods.

There was no policeman in sight and the clerk was excited over getting the goods back, so this time "Adler" or "Heupschmann" escaped. Mr. Romlein got his Pepto-Mangan again. It is safe to say that the next time "Heupschmann" is caught his sentence will be something more than thirty days.

COLUMBIA COUNTY DRUGGISTS.

Hudson, N. Y., May 1.—The Columbia County Retail Druggists' Association has elected the following officers: George McKinstry, of Hudson, president; R. W. Seymour, of Chatham, vice-president; H. A. Branion, of Chatham, secretary; R. L. Waltermire, of Philmont, treasurer; A. W. Rice and J. Harold Wardle, of Hudson, trustees.

N.Y. R. D. A. NOT IN THE FIELD.

Will Not Run Candidate for Board of Pharmacy This Year.

Sitting in executive session, the New York Retail Druggists' Association decided last Wednesday night not to put forward any candidate of its own for election to the Board of Pharmacy. A strong sentiment developed in favor of supporting Dr. Diekman, who will probably get the votes of many members of the Association, regardless of any other candidates that may come up. This will restrict the field considerably and increases the probability of a unanimous election.

Some discussion followed the report of Joseph Weinstein that all proprietary medicine contracts were going into effect on May 1. The question was asked whether the $50 penalty would be strictly enforced and whether there would be any redress against druggists who cut prices on contract goods? To this President Diamond replied that everything rested with the manufacturers, who were each responsible for the enforcement of their individual contracts.

"If your neighbor continues to cut," said Mr. Diamond, "it will be your duty immediately to inform the Executive Committee, who will see to it that his stock is soon exhausted."

Mr. Diamond stated that the department stores were apparently willing to come into line, but they want a more extended number of contracts. Five contracts, they claim, are not enough. As for the big cutters, the N. A. R. D. had promised to take care of them, and Mr. Diamond considered that it was up to the N. A. R. D. officials to keep their promise.

Reports on the progress made against souvenir giving were postponed until the next meeting. After some discussion on financial matters, the meeting adjourned at 2 a. m.

AMERICAN CHEMICAL SOCIETY.

The eighth regular meeting of the New York Section of the American Chemical Society will be held to-morrow evening, May 5, at 8:15 p. m., in the Assembly Hall of the Chemists' Club, 108 West 55th street. The program for the evening is as follows: Daniel D. Jackson, "An Improved Form of Viscosimeter for the Testing of Oils"; A. W. Dox and M. T. Bogert, "Condensation of Succinylosuccinicester with Guanidine"; H. A. Sell and M. T. Bogert, "Synthesis of Quinazolines from 6 Nitro-acetanthranil"; A. H. Peterson, "Influence of Oganic Acids on the Precipitation of Antimony Sulphide"; Morris Loeb, "The Crystallization of Sodium Iodide from Alcohols."

PATENT MEDICINE CRUSADE.

Hartford, Conn., May 1.—A [illegible] against patent medicines has been started in this city by attorneys for the Excise Board. The charge is made that some of the medicines consist principally of whiskey and that they are sold without a license, in violation of the excise laws. A dozen druggists, from whom samples were purchased [illegible]

VAUDEVILLE IN PLENTY.

Juniors Help Out Performers at N. Y. C. P. Class Day Exercises.

What with comedians, dancers, singers and Parisian fire-eaters, the audience at the junior Class Day exercises last Wednesday evening got sufficient vaudeville and variety show to last them indefinitely. The crowd that filled the lecture room of the New York College of Pharmacy to overflowing was quick to show its appreciation of the good "acts" and joined in occasionally to help out the performers, whenever noise was required. The program was as follows:

1. Overture, "Popular Airs," Alumni; 2. Joseph J. Edmonds, monologue and singing comedian; 3. Lydia Hall, coon songs; 4. Dr. George C. Diekman, reading Roll of Honor; 5. Fauvetta Sisters, singing and dancing acrobats; 6. Tom Ballantine, humorist; 7. Mr. Fred Borggreve, President Alumni Association, awarding Junior prizes; 8. George W. Hussey, ventriloquist; 9. Mme. Satanalla, Original and Only Queen of Fire; 10. T. Kelly, famous Edison Projectoscope.

One number not on the program was the presentation of a handsome blue and gold bannner to the Alumni Association, the handiwork and gift of Mrs. Henry J. Binder, Jr. Mr. Binder made the presentation and President Borggreve accepted the banner and cordially thanked Mrs. Binder in behalf of the association. The honor roll, read by Dr. Diekman, was published in last week's Era.

After the entertainment dancing was begun in the pharmacognosey room. Those in charge of the affair were: Floor manager, F. A. Gundlach; assistant floor manager, Thomas M. Davies; reception committee, P. Fitz (chairman); R. Henning, George Dürr, R. Gies, N. Cohn; Junior, Class Day committee, H. J. Binder, Jr. (chairman), G. W. Morse, T. M. Davies, William A. Hoburg, W. H. Ward.

PRIZE WINDOW DISPLAYS.

The prizes offered by Dr. V. Mott Pierce, of the World's Medical Dispensary Association, Buffalo, for the best windows in this company's March contest, have been awarded to the following druggists, the judges in the contest and to whom the photographs of the displays were submitted being Messrs. Frank E. Falkenburg, Walter H. Gale and Charles H. Avery, well-known druggists of Chicago; John P. Bates, Mansfield, Pa.; Moore & Moore, Lyons, N. Y.; Watson Bros., Warsaw, Ind.; Benjamin F. Zenk, St. Louis, Mo.; S. C. Dougherty, Jeanette, Pa.; A. H. Lyman Co., Manistee, Mich.; Grimm's, Parkersburg, W. Va.; C. W. Vincent, Polo, Mo.; Benj. Rosenzweig, Brooklyn, N. Y.; Will S. Sanderson, Mound City, Ill.

A NEW COPARTNERSHIP.

Clifford E. Dunn and Henry M. Turk, each of whom have been engaged in the practice of patent and trade-mark law in this country for many years, have formed a copartnership for the practice of their specialty—patents, trade-marks, copyrighting, etc. Both members of the new firm have acquired much experience and established their reputations in this particular field of legal practice.

NEW YORK NOTES.

Frank S. Hereth, former president of Searle & Hereth, Chicago, and president of the Chicago Drug Trade Club, spent a few days in the East, last week.

—Mr. and Mrs. Howard McK. Kirkland, who were married last Tuesday, sailed on the following day on the steamer Baltic, for a tour of Europe. They will return about August 1.

—The Alumni Association of Columbia University, at its annual meeting, last Wednesday evening, presented the university with a portrait of Prof. Charles F. Chandler. This, it is understood, was the reason for Prof. Chandler's absence from the College of Pharmacy commencement on that night.

LOWER 'PHONE RATES.

Boston Company Announces Reduction in Certain Classes of Service.

Boston, April 29.—Substantial reductions in telephone rates for certain classes of service were announced Wednesday by the New England Telephone Company, in effect May 1. The Boston, Metropolitan and suburban exchanges are affected by these reductions, which, it is expected, will benefit a large number of the company's patrons and so enhance the value of the exchanges.

The suburban measured service exchange rates, including exchange service with subscribers connected with the Main, Back Bay, Haymarket, Oxford, Richmond and Tremont exchanges, show the following reductions:

	New rate.	Additional calls.	Old rate.	Addit'l calls.
SPECIAL CIRCUIT.				
600 calls	$60.00	5c. each.	None.	
700 calls	65.00	5c. each.	$70.00	6c. ea.
800 calls	70.00	5c. each.	75.00	6c. ea.
900 calls	75.00	3c. each.	80.00	6c. ea.
1000 calls	78.00	3c. each.	85.00	4c. ea.
TWO-PARTY CIRCUIT.				
500 calls	$45.00	5c. each.	$50.00	6c. ea.
600 calls	50.00	5c. each.	55.00	6c. ea.
700 calls	55.00	3c. each.	60.00	6c. ea.
800 calls	58.00	3c. each.	65.00	4c. ea.
900 calls	61.00	3c. each.	68.00	4c. ea.

For the suburban measured service, exchange rates allowing communication only between subscribers to the suburban exchanges on special circuit have been cut from 4 to 3 cents for additional calls, the rate for 600 calls, $48, remaining the same. On the two-party circuit the rate also remain the same, with a cut from 4 to 3 cents for additional calls.

On the unlimited suburban exchange rates for residence stations for the special line have been cut from $66 to $54. On the two-party circuit from $51 to $42, while for four parties on one circuit there will be a new rate of $30.

BAY STATE NOTES.

—Henry Brouthers, the Glendale druggist, died suddenly at his home, last week, at the age of fifty-five.

—John T. Lang, proprietor of the Pioneer Pharmacy, Brockton, has been fined $75 for keeping and exposing liquor for sale. He appealed the case.

IMPORTANCE OF INSURANCE.

Protection it Affords Should Appeal to the Man of Limited Means.

Philadelphia, April 29.—In view of the fact that there have been so many fires in drug stores in this city, recently, the paper by J. B. Moore on the "Importance of Insurance to Pharmacists," read before the pharmaceutical meeting held in the Philadelphia C. P., last week, was of particular interest. Mr. Moore is a retired pharmacist of this city and his paper was based on his own experience, covering many years. He is also a member of the college and although retired, has been active in all the movements that had at heart the interest of the drug trade. He said in part:

"Every pharmacist who possesses property of any value should have it insured in some good, reliable company. If not for all, then for as much as he can. Dictates of common sense, prudence and good business judgment, as well as the peace of mind and sense of security it affords, should show the value of this course. In taking out a policy, do not make the mistake of over-estimating the value of your property, but rather take the exact cost with an allowance for such increase in the value of the stock as you would reasonably expect from the growth of the business, during the year or the period for which you are insured.

"You may have a stock which at a liberal valuation is worth $3,000, and you have it insured for $5,000 or $6,000, thus encumbering yourself with a premium nearly double, which you will have to pay every year and from the half of which you will never derive any benefit in case of loss by fire. All first-class companies ignore all claims for imaginary losses. It is not so much to the rich property-holders that the fire insurance appeals, but to the man of limited means who has only his stock and fixtures and perhaps the property he occupies. If he should lose it by fire, it would deprive him of the means of making a livelihood and leave him in dire distress. Yet it is just this class of citizens who, on account of scarcity of means and consequent difficulty in paying the premiums that are most likely to neglect to protect themselves by fire insurance."

Mr. Moore advised clerks and young men generally who were just starting out in life, to take up life insurance or building and loan association. He said: "When a young man, whose savings are like his wages, small, makes an investment and takes upon himself the responsibility of making monthly, quarterly or yearly payments, it is apt to have a very steadying and salutary effect upon him and it may change the current of his whole life. It has a tendency to arouse in him ambition, awaken a spirit of enthusiasm and inspire him with hopeful visions of success. The baseball, football and other games; the theatres and other places of amusement are less frequently, if at all, attended; the habitue of the saloon, the race track, or gambling resort, if he has been a patron, will wonder at his absence. So he settles down and determines to become an earnest pharmacist and a good business man. He goes to work with energy and renewed ef-

fort, attends strictly to business and becomes frugal and economical."

The other speakers were Joseph L. Lemberger, Ph.M., who talked on "The Cultivation of Saffron in Lebanon Co., Pa.," and Martin I. Wilbert, Ph.M., apothecary at the German Hospital, this city, who had for his subject "The Past, Present and Future of Pharmaceutical Titles in America."

WATER CAUSES LOSS.

Philadelphia, May 1. Damage to the extent of $200 was done the laboratories of H. K. Wampole & Co., manufacturing chemists at 426 Fairmount avenue, on Thursday evening, by the starting of the automatic fire extinguishers. A steam pipe in the drying-room on the third floor burst, and, as the temperature rose to the point to which the extinguishers had been adjusted, the soft metal was melted and the water commenced to pour into the room. Luckily, a watchman was close by and the water was soon turned off. The damage was caused entirely by water, as there was no fire.

PHILADELPHIA NOTES.

—Owing to the increase in his practice, Dr. Hugh P. McAniff has sold out his drug store at the corner of Fifth and York streets to his manager, William Morris, who has been with Dr. McAniff for three years. Mr. Morris graduated from the Philadelphia C. P. in 1900, and is an active member of the Alumni Association.

—Since the death of Dr. Charles M. Shumacker, the business at Clearfield and Thompson streets has been ably conducted by his former manager, Howard Jackson. Dr. Schumacker was thirty-six years of age and was a member of the class of '92, P. C. P. Death was due to a complication of diseases.

GIFT FOR PROFESSOR CASPARI.

Baltimore, April 29.—A movement is on foot to give Prof. Charles Caspari, Jr., substantial recognition for his services in behalf of pharmacy. A committee of Baltimore druggists has entered upon a campaign of soliciting subscriptions for a testimonial, probably in the shape of a silver loving cup, and letters have been sent out inviting all pharmacists to contribute. The occasion will be Professor Caspari's twenty-sixth anniversary in the work which now engages his attention. The committee is composed of John A. Davis and Henry Schmidt, and the efforts made are meeting with a liberal response.

ON SUNDAY CLOSING.

Baltimore, April 28.—At the monthly meeting of the Pharmaceutical Journal Club, last Thursday evening, John A. Davis read a paper on Sunday closing, based upon his own experience. Mr. Davis, who conducts a pharmacy at Carey street and Harlem avenue, and stands high in the profession, stated that he does not sell cigars, toilet soaps or any of the other articles that do not come within the strict realm of medicines on Sunday. Not even soda water is dispensed, and the experiment has been entirely satisfactory. None of his customers have left him on that account; he seems, on the contrary, to have gained in patronage. Persons who go elsewhere for soda water and similar things on Sunday are sure to come back to him Monday, and his firm stand for a principle has won him the support of many who might otherwise have not been attracted. Of course, the primary claim to consideration—an excellent stock of goods of the best quality—is always kept uppermost in his mind.

WEDGEWOOD CLUB DINES.

Baltimore, April 19.—The Wedgewood Club gave its monthly dinner and social session last Thursday evening, at Mount Holly Inn, by way of a change, and the members are unanimous in saying they had perhaps the most enjoyable time in the history of the organization. The menu was appetizing and the good humor of the diners waxed high. John S. Muth presided and acted as toastmaster, discharging this duty with much skill. Another diversion of the evening was a bowling contest, from which W. R. Landis, local representative of Hance Bros. & White, emerged in first place, while John G. Beck, manager of the Calvert Drug Company, was second, Charles Morgan third, and Leroy Oldham, of Gilpin, Langdon & Co., fourth. Only four of the members were absent.

In all probability the next event arranged by the club will take the form of an excursion down the bay.

CUPID AMONG DRUGGISTS.

Baltimore, May 1.—The little god, Cupid, seems to have made the eligible bachelors or widowers among the druggists here his special target. Last week it fell to the lot of The Era's correspondent to chronicle the engagement of George H. Stuart, northeast corner of Carrollton avenue and Fayette street, to Miss Katie C. Koch, and this week another engagement is to be reported, that of Leroy Oldham, with Gilpin, Langdon & Co. Mr. Oldham is well known for his business ability and his skill as a humorous entertainer, his impersonations being much enjoyed. The wedding is to take place some time in June.

An event which falls in the same class was the marriage last Tuesday evening, of Edward Quandt, a retail druggist at 900 North Gilmor street, and Miss Mary C. Schroeder, daughter of Mrs. George Ruppel. The wedding took place at the First English Lutheran Church, the knot being tied by the pastor, Rev. Ezra K. Bell. Mr. and Mrs. Quandt went on a tour north, and on their return they will take up their residence at the pharmacy. A number of out-of-town guests were present at the wedding.

THE KLINGEL SUIT.

Baltimore, May 1.—The suit for damages entered against a manufacturing drughouse, as well as the Calvert Drug Company and a number of individuals, by Klingel's Pharmacy, a cut-price establishment, on the ground of conspiracy, has not made any headway so far. As the court is not in session, nothing can be done for the present. The attorney for the defendant, however, has entered his appearance and a declaration will be filled as soon as possible. The outcome will be watched with interest by the entire drug trade, and will have an important bearing on the future attitude of the druggists who are endeavoring to keep up prices.

SUBSTITUTE PHARMACY BILL.

Grand Rapids, Mich., April 29.—Druggists from different parts of the State met at Lansing, recently, to formulate a bill, which will soon be offered to the Legislature for passage. Already five bills, regulating more particularly the sale of liquor by druggists, have been introduced in the House, but none of them is entirely satisfactory. Educational features are lacking, also some of the best points in the laws of other States. The new bill is strict in its measures and the secretary of the State Board of Pharmacy is empowered to investigate alleged violations of the liquor laws and to order prosecutions. The secretary is given power to revoke the license of any druggist.

The Beal bill was drawn up by drug store proprietors and the Jerome bill by drug clerks, and naturally there are places in each that rub. "Both legislate for conditions in Detroit," says Sid A. Erwin, of Battle Creek, a member of the Board of Pharmacy. Mr. Erwin has drawn up a substitute bill, and Mayor Todd, of Jackson, owner of a drug store there, appeared with Erwin before the House Committee, recently, to have the same reported out. It is claimed that three of the five members of the Michigan Board of Pharmacy favor the Erwin bill.

ANOTHER FLIM-FLAM GAME.

Grand Rapids, Mich., April 29.—Here is a flim-flam game that is rather clever, though crude and savoring of sawmill districts. A lumberjack entered a drug store of Gaylord, Mich., with a gallon jug, and asked for half a gallon of alcohol. The woodsman explained to the clerk that he had been in another drug store and got all the spirits they had in stock, a half a gallon, while he wanted a gallon. The clerk proceeded to fill up the vacant space in the jug and returned it to the customer, who now asked to be "trusted." When he was informed that he was in a "cash" store he told the dealer to take out his half of the goods, which was done, only to find that the first half of the jug had been filled with water.

MICHIGAN NOTES.

—A. F. Meloche, of Detroit, has bought of Miller Bros. the store he formerly owned at Monroe, Mich.

—E. W. Lee, of Morenci, has sold his drug and grocery business to B. M. Warner. Mr. Warner has traveled for the Walding, Keenan & Marvin Co., of Toledo, for the past eight years. Mr. Lee retires from business on account of poor health.

—The lid of investigation appears to be off at Flint and city officials are cleaning out liquor and gambling joints. Another bad condition there is alleged liquor selling by certain drug stores, and the chief of police, it is understood, will notify druggists that the law in this regard is to be strictly enforced.

—A recent conflagration at Lowell Village included in its sweep the drug store of A. D. Sturgis, his loss reaching $5,000, with only $1,000 insurance. Mr. Sturgis was formerly in business at Grand Rapids and removed to Lowell about a year ago. Only a short time ago he was burned out and suffered a heavy loss. Misfortunes seem to huddle on his back.

DRUGGISTS DINE.

Members of St. Louis R. D. A. Enthusiastic.—Adopt New Schedule. —Election Prospects.

St. Louis, May 2.—Officers of the St. Louis R. D. A. were more than pleased with the results of the April meeting of the association, when 104 druggists sat down to dinner at the Southern Hotel, and several had retired after the business meeting, because of urgent engagements. The dues collected at the meeting amounted to $628. The enthusiasm over the new organization was greater than expected.

In the new schedule announced all 25 cent preparations are advanced to 22 cents, the price having been 20 cents.

It is said among the members that President Johnson will be re-elected without consulting his desires. Secretary Koch, who, since official duties have been lessened and salary and other changes have been made to make the office more desirable, has almost been persuaded to withdraw his refusal to consider re-election, will probably be given a third term. His refusal to be a candidate was given more weight than usual because of the laborious duties he had performed so acceptably during the last year, but with the changes he will likely receive little consideration as to his personal wishes.

DRUGGISTS IN VAUDEVILLE.

St. Louis, Mo., May 2.—The St. Louis Dramatic Drug Club made its debut in its own entertainment Thursday night to a good house at Liederkranz Hall. The entertainment, vaudeville and minstrel, will long be remembered by those lucky enough to attend and every seat in the house was taken. Heretofore the club has given entertainments under the name of other organizations.

W. H. Lamont, general manager, was interlocutor and the end men were: Bones, Chas. Wagner, Paul Schneider, Mr. Staude and Harry Konetzaky; tambos, Charles Lewis, Mo. Novi, L. A. Seitz and E. A. Voeple. They were assisted in the line by the clever work of Mrs. Lamont, Miss Lydia and Miss Mildred Venniga and Miss Fagan.

Mr. Voeple was the star in the "German Violin Teacher" act and Mr. Novi was his pupil. Mr. Lamont did the Irish part and Staude and Konetzaky were the piano movers who bore the brunt of the fun. The quartette music was furnished by professionals.

BURNED BY EXPLOSION.

Kansas City, April 23.—A barrel containing about forty gallons of wood alcohol exploded to-day, in the basement of Hardacre's drug store, Thirty-third street and Troost avenue, while John Sams, a clerk, was preparing to draw some of the liquid by means of a syphon. As Sams was putting the tube to his mouth, the explosion occurred. His clothing was torn from his body in places, his hands severely burned and his hair singed. The cask was blown to pieces, the building shaken and considerable glassware broken. A lighted candle near the barrel caused the trouble.

AMONG THE COLLEGES

CHICAGO C. P.

Chicago, April 29.—The Chicago College of Pharmacy held its forty-fifth annual commencement exercises at Steinway Hall, Chicago, on the afternoon of April 27. Dean F. M. Goodman presided. Guy Garland Dillow, speaking for the class, welcomed the large audience of appreciative friends who had assembled. Dr. Charles Davison, trustee of the university, delivered the principal address, following which, President James conferred the degree of Graduate in Pharmacy upon thirty-eight young men and gave certificates of having finished the course successfully to thirteen young men and one young woman.

The gold medal, offered by the alumni association for the highest scholarship, was awarded to Hugo F. Staack, who also received the analytical balance given by the Seale & Hereth Company, for the best work in chemistry. President Gathercoal, of the Alumni Association, presented the gold medal and Treasurer O. T. Eastman, the S. & H. prize. The microscope offered by Henry Birath for the best work in histology and materia medica, was awarded to James F. Brown, and the chemical cabinet, given by the L. A. Becker Company, went to William V. Dufner. Honorable mention for excellence in scholarship was given to Lawrence A. Dickhut, William V. Dufner, Thomas L. Larson, William H. Longshore, Louis W. Plummer, Hugo F. Staack, Charles W. Boyce, Frank R. Mayfield and James Patejdl.

Mr. Thomas Lewis Larson closed the exercises with an excellent valedictory. The list of graduates was printed in The Era of last week.

In the evening, the Alumni Association gave a banquet at the Hamilton Club, in honor of the graduating class; one hundred and fifty of the alumni and ladies were present. After the banquet, Toastmaster Thorburn called upon President James to respond to the toast, "The University of Illinois." Dr. James emphasized the fact that the school of pharmacy is an integral part of the university, just as are the schools and colleges located at Champaign and Urbana. He declared it the intention of the university to make this the best school of pharmacy in the country, and that to aid in this project an appropriation of $10,000 for the school of pharmacy had been included in the general university appropriation, which had just passed the House of Representatives of the State Legislature. After the applause had subsided, Mr. Abbott, trustee of the university, spoke along the same lines. Dr. D. A. K. Steele responded for the college of medicine; Mrs. Alexander, trustee of the university, to the toast of "I will"; President E. N. Gathercoal spoke for the Alumni Association; Dr. Charles B. Gibson for the Illinois Club; Professors Goodman and Hallberg for the faculty and Mr. Louis W. Plummer for the class of '05. The affair was one of the most largely attended and most enjoyable that the Alumni Association has ever given.

COMMENCEMENT.

Fifty-seven Gradutes Receive Diplomas.—Prof. Good to Receive Testimonial.

St. Louis, May 2.—The fifty-seven young men whose names were printed in The Era of last week, and who were given diplomas from the St. Louis College of Pharmacy, Wednesday night, must have been exceedingly popular, as well as the "best average class of years," as Prof. J. M. Good designated them. Memorial Hall, at Nineteenth and Locust streets, where the exercises were held, was filled until standing room was at a premium and it seemed that half of that audience were bright-faced, fashionably-clad young women. That these people came to see the "boys" graduate was indicated by the rounds of applause that greeted the entrance of the capped and gowned ranks.

The exercises were pleasant. Father W. Banks Rogers, president of St. Louis University, delivered an impressive address, in which he placed before the graduates the responsibility they were to assume, the mystery that surrounds their work in the eyes of the laymen and the necessity for carefulness in all things pertaining to health. He pleaded with them that when the time came to choose between "money and morals" that they would choose wisely, that they might be a "credit to themselves, their alma mater, their country and their God."

Dr. Otto F. Claus, president of the college, delivered the diplomas as the sedately-clad young men confronted the audience in four sections. Dean Whelpley, of the college, introduced the Ph.B. and Ph.G. classes, and Prof. Charles E. Caspari introduced the candidates for the Ph.C. degree.

C. W. Q. H. Hahn conferred the alumni gold medal for general scholarship on Thomas Morgan, of Vandalia, Mo., of the senior class, and awarded the alumni prize, for pharmaceutical work, to Lottie Hall Cleeton, of Higbee, Mo., of the junior class. Dr. Otto A. Wall, Jr., of the faculty, conferred the second prize, a silver medal given by the college, upon Henry Rubin, of St. Louis, of the senior class, and named Frank Lloyd Skillern, of Dallas, Tex., as winner of the senior class lecture tickets, by making the best scholarship record among the juniors. He also read the list of the honor men, as follows: Claude C. Bacon, Marysville, Mo.; Samuel G. Becker, St. Jacob, Ill.; Alfred Felber, Laurel, Neb.; Oliver M. Matthews, Marysville, Mont.; John Morgan, Vandalia, Mo.; Dean B. Skinner, Superior, Neb.; William Thaler, St. Louis, Mo.; Richard O. Ward, Granite City, Ill.

The honor men in the junior class, aside from those who were granted prizes were: Clyde G. Colwell, John W. Fulenwider, Henry B. Anderson, Otto Eisenstein, Albert J. Buhrman, W. L. Applegate, Shanklin Gilkeson, Austin A. Walker.

An honorary degree of Ph.G. was conferred upon Henry Fisher, vice-president of the college, who has for many years been a druggist at 1948 Gravois avenue, this city, and who has always taken an active interest in things educational.

The night preceding commencement the members of the graduating class were guests of honor at an elaborate banquet tendered to them by the college at the

GROUP OF STUDENTS IN FRONT OF THE COLLEGE HOUSE, PHILADELPHIA C. OF P.

Hotel Jefferson. The banquet was notable for several announcements made and for the fact that seven members of the class of '75 were present. Members of this class announced that at their annual reunion held recently, it was decided to entertain Prof. James M. Good at a banquet, May 18, the thirtieth anniversary of his election as instructor in theory and principles of pharmacy for the college, and to give him at that time a fitting memorial souvenir. Also that the class was back of a movement to make Charles A. Geitner, of St. Louis, a member of the State Board of Pharmacy, in July. Mr. Geitner is chairman of the board of trustees of the college.

Dr. H. F. A. Spilker, a former president of the college, was toastmaster, and the speakers were: Walter C. Kern, Leavenworth, Kas., class valedictorian; Lorenz A. Seitz, member of the board of trustees; Samuel E. Schaffner, of the Ph.G. class; Prof. Otto A. Wall, of the faculty; Verde Harrison, Mexico, Mo., a member of the Ph.B. class; James A. Watkins, president of the class of '75; Dr. Oscar Elbrecht, a member of the faculty who spoke for the alumni association and denied that the class of '75 was the originator of all things good in this country or connected with the college; Daniel Jefferson Atkinson, Doniphan, Mo., a member of the class; Dr. Frerichs, of the Herff & Frerichs Chemical Co.; F. V. Johnson, president of the St. Louis R. D. A., who spoke on "organization"; Prof. J. M. Good, of the faculty, who had just learned of the proposed testimonial; Dean Bell Skinner, president of the class, and C. P. Walbridge, of the J. S. Merrell Drug Co.

Following are the class officers: Dean Bell Skinner, president; Albert Thomas Knott, vice-president; James Clyde McGee, treasurer; Edgar Jacob Hellwig, secretary; Vivian Bramble Collins, sergeant-at-arms; Walter Charles Kern, valedictorian. Council, Frank Edward Lautz (chairman), Samuel George Becker, Charles Judson Chapman, Jr., George Andrew Grix, John Morgan, Francis John Hemm.

NORTHWESTERN UNIVERSITY.

Chicago, April 24.—The school of pharmacy of Northwestern University last Wednesday graduated forty-four students, six of whom received the degree of pharmaceutical chemist, and the remainder that of graduate in pharmacy. Instead of a formal commencement, the faculty gave a reception to the graduates and invited all the students to attend. A very pleasant two hours were spent in a social way, the school glee club furnishing music, alternating extemporaneous speeches by members of the faculty. Refreshments were served early, to allow a party of fifty-eight to leave in time for Detroit, in response to an invitation from Parke, Davis & Co. to visit their extensive pharmaceutical and biological plant. On the following day this party enjoyed very instructive and pleasant trips through the various laboratories and were the guests of the firm at a banquet in the evening. Those receiving degrees were:

Pharmaceutical Chemist.—Walter T. Brean, George A. McCullen, Harmon K. Morgan, Claude J. Musselmann, Samuel Robin, Henley L. Thorp.

Graduate in Pharmacy.—John S. Barbee, Thos. A. Beans, Harry E. Chawgo, Ralph C. Crosby, Geo. M. Dayton, Thos. C. Dedman, Mrs. J. B. Dougherty, Lee E. Ennis, A. J. F. Feuerbacher, Roy C. Fritts, Jas. T. Fullerton, Max M. Gordon, Chas. A. Gunning, Chas. H. Hallett, Ernest Jericho, Ever Johnson, Eric P. Leischner, Arthur H. Lewis, Wayne F. Locke, John D. Lyons, Edmund Mauro, John A. Mayer, Miss Mary O'Connor, Chas. E. Palmer, Chas. S. Phalen, Adolph A. Puhl, John L. Pyles, James W. Redmond, Edwin G. Reisl, Clarence E. Riester, Arthur J. Roberts, Roger F. Rugg, Walter H. Thompson, Jas. H. Toynton, Carl G. Wallbaum, Chas. A. Walz, Virgil D. L. Weisenburger, Donald F. Wright.

N. D. AGRICULTURAL COLLEGE.

Fargo, N. D., April 25.—The next examination of the North Dakota Board of Pharmacy will be held May 23, in one of the large recitation rooms. Many of the students who were here during the winter will return for this examination and with those now in school it is expected that the class will make a very creditable showing.

A short time ago the junior members of the faculty got it into their heads that they could play baseball and accordingly organized a team and challenged the "pill twisters" to a game. The pharmacists put up a bunch of players and the game was played on Saturday. The faculty suffered defeat by a score of 7 to 11.

Our campus has been the scene of great activity during the past week. The foundations for the new chemical building and the Carnegie Library are completed and the contractors are now waiting for material to finish the structures.

Special bulletin No. 3, relating to the pure food and drug laws and the laws governing the sale of poisons, passed by the last Legislature is now ready for distribution.

SEVEN NEW PHARMACISTS.

Six Men and One Woman Get Diplomas From New Jersey College of Pharmacy.

Newark, N. J., May 1. After having satisfactorily completed a two years' course in the New Jersey College of Pharmacy, six men and one woman received their diplomas at the graduation exercises of the college on Tuesday evening, April 25. The exercises were held in Wallace Hall, which was crowded when the graduates and the junior class, preceded by the trustees and the faculty of the institution, marched in and took their seats upon the stage.

The graduates are Miss Sophie Bernstein, David Bergman, William N. Frankel, Nathaniel Kessler and David Samuel, of Newark; Ernest L. Magie, of Orange, and Benjamin H. Williams, of Jersey City.

The auditorium was decorated with palms, and along the front of the stage the flowers, which were later presented to the graduates, were banked. There was an outburst of applause when President William Kuebler led the board of trustees, the faculty and other officers and the graduates across the stage. The exercises were opened with prayer by the Rev. Alonzo C. Stewart, of St. Alban's Episcopal Church. A congratulatory address was made by Prof. Philemon E. Hommell, dean of the faculty, who said pharmacy was no longer thought of as a business, but had come to be recognized as a profession. He also gave the students a few words of advice. It was their duty to cater conscientiously to the wants of a confiding and consuming public. Life or death often depended upon the careful compounding of a prescription. The professor admonished the new pharmacists to strive in every way to elevate their profession.

The address to the graduates was made by former Judge Thomas S. Henry, who complimented the students and outlined the difficulties to be met in the battles of life. He maintained that the principles underlying success in pharmacy were the same as in all professions. In order to supply the necessities of human life, the lawyer said, there had to be a diversity of labor. Students of pharmacy, he added, entered upon a field just as important and as full of complexities as that of the law or medicine.

"Success in your chosen calling," said Mr. Henry, "depends upon integrity and labor. A man is great because the fruits of his labor are great. Genius without a capability for work seldom brings success to anyone."

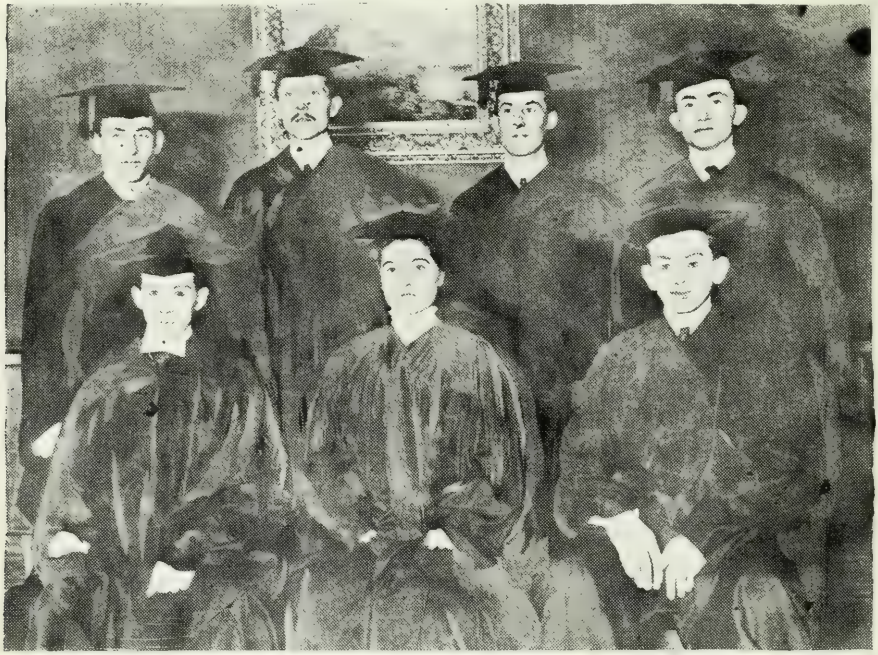
The exercises concluded with the awarding of the prizes, which were as follows: New Jersey College of Pharmacy gold medal for the highest general average, Mr. Kessler's average, 92.81 per cent.; materia medica prize, Mr. Kessler; pharmacy prize, Mr. Bergmann; chemistry prize, Mr. Magie; analytical prize, Frank H. Schulz, class of 1906; senior alumni prize, Mr. Bergman; junior alumni prize, Frederick L. Smith.

After the graduating exercises the alumni association had its annual banquet at Achtel-Stetter's. Speeches were dispensed with, and after the dinner, there was dancing.

The college is in a very prosperous condition. There are now twenty-six scholars in the junior class. Negotiations are still pending for property on which a new college building will be erected. The option has not yet expired on the piece of real estate at High street and Springfield avenue, which is thought to be suitable for the purpose. The building committee, with an architect, will inspect several other colleges of pharmacy, notably the new one in Brooklyn, for the purposes of ascertaining whether it will be possible to build advantageously on the High street property, which is triangular in shape.

LICENSED IN UTAH.

Salt Lake City, Utah, May 1.—The State Board of Pharmacy examined sixteen candidates and licenses were granted to seven to practice in the State. They are A. A. Thomas, J. C. Reher, Fred. Anstee, W. H. Miller, L. N. Barr and J. B. Jeffrey, of Salt Lake, and B. E. Tewey, of Ogden.



GRADUATES OF THE NEW JERSEY COLLEGE OF PHARMACY.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

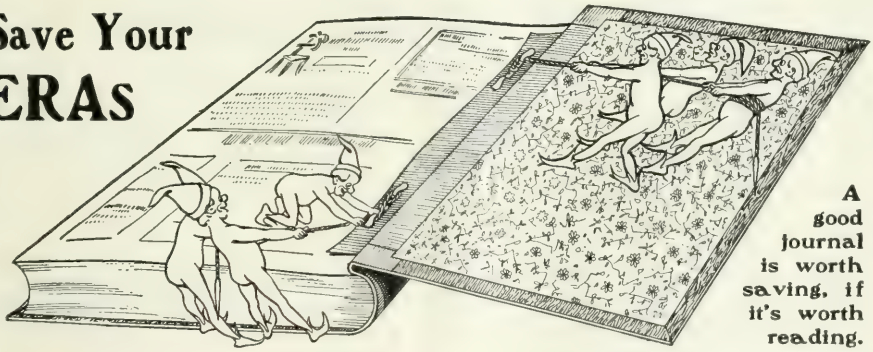
Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

When You Want an Authentic List of

The Wholesale Druggists of the U. S. and Canada.

The Retail Druggists of the U. S., Canada, Cuba, Porto Rico, Hawaiian Islands, Mexico and South American Countries,

The Manufacturers of the U. S. who supply the drug trade,

The National Drug Associations of the U. S. and Canada,

The Local Associations of Wholesale Druggists,

The Colleges and Schools of Pharmacy in the U. S. and Canada,

The Pharmaceutical and Drug Journals in the U. S. and Canada,

The Active Associations of Retail Druggists,

The State Boards of Pharmacy,

The State Pharmaceutical Associations,

GET IT FROM

THE ERA DRUGGISTS' DIRECTORY

NEW EDITION, NINETEEN HUNDRED AND FIVE

PRICE, $5.00

Supplements showing all additions and changes are printed weekly in THE PHARMACEUTICAL ERA. Subscription price, $3.00 a year

SPECIAL

A copy of the ERA DRUGGISTS' DIRECTORY, 1905 EDITION, and THE PHARMACEUTICAL ERA, including the Spring and Fall Price List Editions, all for $7.00.

YOU ARE SURE TO NEED THIS BOOK

D. O. HAYNES & CO., Publishers
90 William Street, New York

(E. P. 6)

TRADE SECTION

SUCCESS IN DRUG BUSINESS.

The Little Things That Count Toward It.

"THE MAN WHO DOES THINGS."—ONE DRUGGIST WHO EARNED THAT TITLE.—HE MADE GOOD HORSE BALLS.—READ DRUG JOURNALS AND UTILIZED THEM. AN ANSWERED "QUERY" PLAYED AN IMPORTANT PART IN HIS "SUCCESS."

"There goes a successful man."

The pharmacist, debt free, begins to realize the possibilities in the drug field.

"Alas," he will say, "had I chosen a better location, the money I could make.." or, "If I had a little more capital, I would make this location pay by advertising." He forgets the opportunities he has open.

Occasionally, there is a druggist who makes his opportunities, or rather sees what would escape many.

"THE MAN WHO DOES THINGS."

In the business world, he is at a premium. In his treatment of the world he is not a sycophant nor is he too self-assertive. He is a type. Yet there are many who approach this ideal.

One such druggist has achieved wonderful success in New York. His rule has always been, "We are taught by experience." Let us profit by his experience.

When, at the expense of great personal privation, he became the possessor of a small store, he builded better than the average man.

He had selected a corner location. On one side was a butcher shop. On the other a bakery and several doors away was a large grocery. He discovered that the baker had a lease, with four years yet to run, and the other food stuff merchants were likewise permanently inclined. Here then, was his opportunity. He was on a line with traffic in food stuffs. True, there was a competitor a block away.

HOW HE BEGAN.

There was in the neighborhood, a brewery. Mingled with the odor of brewing beer was the scent of the brewery stables. Fortunately the latter interested the druggist most. Inquiring, he found that from fifty to seventy-five horses were stabled near him.

This man who did things lost no time. Seeking out the veterinary surgeon employed on contract the druggist asked his trade. The veterinary was very promising, but there was no trade. He was attached to the competitor's procession. Why?

At another interview the druggist queried, point blank, "what's it worth to give me a chance?"

The veterinary waived the druggist aside and became his enemy.

SOME LETTER WRITING.

Then the druggist did things. He wrote to the head of the brewing company. Said he: "I should like an opportunity to bid upon medical supplies for your stables, etc.," and he quoted prices on Tr. Iodine, per pint; Stokes' Liniment, per gallon, and 7½ dram horseballs, per hundred.

Originally, the pharmacist could have told the difference between a horseball and extract of licorice only on close inspection. Before he bid, he sought out a veterinary, an old friend, to learn a thing or two about horseballs.

"Experience teaches," he muttered, as he watched aloes, ginger and carbonate of potash simmer together, and he made a fair horseball. After much practice he succeeded in wrapping the articles after the art. The competitor up the street used ordinary yellow toilet paper as a capsule. The novice tried a fine white paper. Along with the bid went a sample ball and a sample blister ointment.

The brewer was a business man. The prices on Tr. Iodine and the liniment interested him. The horseball interested the stable foreman, himself an amateur veterinary. The veterinary, perforce became interested, for the brewer asked pertinent questions.

Finally a list of articles was submitted the druggist and the competitor. Needless to say the new man received the award. He could afford to be low, for he intended to stop grafting by the veterinary, if that had held the business for the competitor. The business of the brewery nearly paid the druggists' rent after a time. He had done something.

THE "HORSEBALL MAN."

Figuring that it was as easy to make blisters and horseballs for five as for one, the druggist had circular letters prepared. He addressed them to veterinaries, without as well as within his territory. Today that druggist is known as the "horseball man" by veterinaries.

But in pursuing this idea he did not lose sight of other things. He found time to read at least two drug journals. He also read a medical journal or two: not the theses, but the advertising pages and the queries.

A new preparation, with hygroscopic properties, for use in pneumonia and in inflammation had been marketed. The medical journals spoke briefly of it. The druggist saw it advertised in his pharmaceutical papers. He noted that a five pound sample would be sent for hospitals, and to experimentalists.

He ordered some, paid for that, and got a large sample. Result, the brewer's veterinary tried it and acclaimed it marvelous.

KEPT WHAT DOCTORS WANTED.

Likewise the physicians to humans, who wanted some of the same article then, not to-morrow, tried it. They wondered why that new chap had it. Later they wondered why he had so many things on hand that they didn't know about.

Young Doctor Blank, a former hospital interne, called the druggist hurriedly, late one night. He wanted two splints for a broken arm. "Would the druggist procure?" The druggist meditated. He assured the doctor he could, and he did. A store hanger-on looted a lumber yard of a half dozen shingles, and the doctor had his splints, also some respect for the druggist.

The young doctor, calling on the druggist one day, laughed about the splints. The druggist didn't. He showed the medico the manufactured article, the same as that used in the army. Then the doctor mentioned a plastic gelatin, zinc oxide, cast or coating, in use in his interne days, for varicose veins and as a protector to indolent ulcers. The pharmacist became interested and avowed that he would "find out about it."

The doctor promptly forgot all about it. Not so the man who did things. He wrote a postal card then and there to his favorite journal, for he reasoned, "they ought to know." Now the query editor of that paper did not know. He was also a man who does things. He hunted and hunted for that formula. He spent much valuable time. He did some telephoning, and after a while he obtained the formula from a hospital where plastic surgery is a feature.

A "QUERY" THAT PAID.

It was a simple thing. Only gelatine water, glycerine and zinc oxide, to be melted together and applied hot to the body, leaving drainage tubes to prevent sepsis from the ulcer or wound. This information, came to the druggist, together with the suggestion to combine ichthyol, bone acid, Peru balsam, or other things, according to the needs of a case. The druggist had some made, for he had clerks then, and a manager. The manager called on the M.D., showed a sample, and the doctor did the rest.

After a year or two, the former hospital interne became a visiting surgeon to a vicinity hospital. The druggist who does things shortly acquired a monopoly of the hospital's business. All but the surgical dressings, those were bought direct.

The druggist pondered. He consulted; found the hospital bought from his surgical dressing house. Also found that he could make money by acting as a middleman. He was then on the preferred list of the bandage concern and they were amenable to reason. In plain language of the street, "He copped everything in sight" that he had a legitimate right to.

About this time the druggist decided to branch out. He bought another store. Finally he had four stores, which were on the boundary lines of his selected territory. He threw away the keys of the original store, and kept it open all night, not because it paid, but as an advertisement.

As much as this and more can any man do who makes up his mind to be a "doer and not a saver."

REFRIGERATION WITHOUT ICE

Novel Method of Cooling Soda in The Kneuper Fountain

Compression of Anhydrous Ammonia the Means Employed — Big Saving of Money — Installing a New Plant, which will be Open to the Public — Mr. Kneuper his Own Engineer

Opposite the City Hall in New York, on Broadway, is located one of the leading downtown soda fountains in Kneuper's Pharmacy. Not only does it enjoy a good sized trade, but it is also remarkable for its great length, and especially for its refrigeration system, which is undoubtedly unique.

As one enters the door the fountain stretches out on his left. It is a Polar, manufactured by Robert M. Green & Sons, of Philadelphia. It is of marble and onyx, with the usual attractive decorations, but it is of a long, low type, as will be seen by the illustration. Indeed, its length is some forty odd feet. It is divided into four sections, the usual system in large fountains, so that four or more dispensers may be drawing soda simultaneously.

In the Green system there are a number of interesting points. The syrups are held in containers shaped like drawers, of hygienic German silver, which may be easily slipped in or out. The draught arms are of a special construction, which allows an easy flowing stream, and inquiry shows that dispensers are well pleased with them.

In each section of the fountain there are ten syrup jars or drawers and four draught arms, two for soda and two for mineral water. At each end are two large compartments for the storing of bottled goods and various sundries, while underneath the fountain proper are the usual receptacles, holding bottles of mineral water and various special drinks, ranged in rows on shelves. Above the whole apparatus runs a large plate-glass mirror, at a slight angle, in which the customer can easily see himself reflected. It adds a touch of brightness to the general effect and, at the same time, is thoroughly pleasing, without the too ornate decorations of some fountains one often sees.

NOVEL MODE OF REFRIGERATION.

One of the great points made by Mr. George Kneuper, Jr., for this Green apparatus is that the refrigeration is run over the top of the syrup drawers and not beneath, as is the usual custom. This allows the cooling force to absorb the heat from the syrups and fountain in general more readily, inasmuch as heat naturally ascends and, at the same time, it produces a greater degree of refrigeration throughout the fountain at large.

As far as the conduct of the regular dispensing business is concerned, this is run in the same approved manner as hundreds of other first-class fountains. All the usual syrups, egg and fancy drinks, patent waters and varieties of sundaes are served here, as in any other similar business. Indeed, the dispensing force makes a specialty of many ideas of its own which have proved good drawing cards with the consuming public. But the real feature of the whole system as operated by Mr. Kneuper is the refrigeration plant in the basement.

When one goes down stairs to examine this apparatus he is pleasantly surprised to find himself in a well-lighted room, clean, neat and orderly, with well oiled and well polished machinery, running swiftly, harmoniously in its appointed place and with a pleasant gleam of brasswork sending a lustre to the boundaries. Mr. George Kneuper, Jr., after experimenting for many years, and having tried many and various schemes, has at last settled to his satisfaction on a system of refrigeration by the compression of anhydrous ammonia. This does away with all ice, except on rare occasions as an auxiliary, which it undoubtedly supplants with far better results and at less cost.

UNIQUE FEATURES ARE MANY.

It is safe to say that Mr. Kneuper's refrigeration plant is, however, unique in many particulars. While the system of refrigeration by ammonia is a well-known one, it is doubtful if it has ever been so thoroughly applied and adapted to the needs of the soda business as it has been by him after repeated experiments. For the coming summer trade he has decided to operate and has already installed a very much larger compressor than he has ever employed. The new one will be a three-ton machine, while the old one, which is doing the work at present, is a one-ton machine.

"I am my own engineer," said Mr. Kneuper, "and, indeed, I have been my own constructing engineer and to a great extent I have also designed, not only the general plans, but some of the details for the machinery that we have installed in this plant. As I have remarked, the whole appearance is far more that of a large engine room than that of the accessories of a soda fountain found in an ordinary basement of a drug store. This is carrying out a theory of mine that it is most satisfactory to have the very best in any line which is thought worth while. So I did not rest until I had perfected to my satisfaction the refrigerating system. The operation of the system depends, like other refrigerating machines, on the low boiling point of the particular liquid handled; in this case the refrigerating fluid is anhydrous ammonia. This is a gas at ordinary temperature and at atmospheric pressure, but when condensed by cooling it liquefies in the shape of a clear, colorless liquid, and at a temperature of from 60° to 80° F. has to be held under a pressure of from 95 to 100 pounds. When the pressure is removed from the liquid, it rapidly boils even at a very low temperature. The boiling point is 29° F. below zero.

SAVES MUCH MONEY.

"For refrigerating purposes the liquid is conducted from the machine through pipes under pressure to the place it is desired to refrigerate. Within the refrigerator pipes, known as expansion piping, are placed; this expansion piping is connected

COOLED BY AMMONIA REFRIGERATION.
The Fountain of Kneuper's City Hall Pharmacy, New York. A "Polar," Manufactured by Robert M. Green & Sons. Length, 40 Feet. Marble, Onyx and Silver Trimmings.

with the machine which receives the gas and re-compresses it into its liquid form. A valve between the pipes and the "liquid" piping is slightly opened, allowing the liquid to flow slowly to the expansion pipes. The machine keeps a constant suction in these pipes, clearing them of gas as fast as it forms. Hence the pressure is kept down to merely that of the atmosphere, and, consequently, the liquid boils as it runs along the expansion piping, at or near the temperature of 29° below zero. As the machine does not clear the expansion pipes of gas quite so rapidly, the pressure will be higher, and consequently the boiling point will be less; but as the boiling point at 27 pounds pressure is only 15° F. above zero, considerable pressure in the expansion piping is allowable.

"As to the cost, we find that our saving is very great as compared with our outlay necessitated by the old system of refrigeration by ice. Our ice bills used to run over $90 a month sometimes, while we can operate this new system at a total cost of not more than $17 or $18 a month. The saving is obviously very considerable. But, like other good things, we had to pay a price for it—in this case in the form of much labor, anxiety and outlay of a very considerable sum of money in experiments and in the installation of the machinery.

ENGINE ROOM A SHOW PLACE.

"When we complete our present plans, have our new three-ton machine coupled up, and are running our fountain at full summer blast, we intend to make a feature of this engine room of ours by erecting a permanent brass railing and by inviting any of our cutomers who care to do so to come down stairs and see how the soda is actually made so refreshingly cold. Almost any one likes to look at swiftly moving machinery, its power and its rhythmical motion being universally fascinating.

"As to our carbonating plant, it does not differ from the regulation first-class plant in many particulars, although we have ourselves designed and perfected a number of the details which we find usually in its operation. We use a Buhring's filter and the usual electric, self-acting, automatic carbonator. You will observe, however, that we have devised an unusual rack (or rather framework) of steel for the support of the steel cylinders which contain the thoroughly carbonated soda before it is pumped up to the fountain proper. We find this very convenient, inasmuch as we can readily get at any one of our five tanks without being bothered by the close proximity of the others, while at the same time we are thus saving a great deal of valuable space and our contrivances look much more ship-shape."

MYSTICO LINIMENT.

Mystico Liniment is put up in three sizes and is sold to the trade as follows: 25 cent size, $1.80 per dozen; 50 cent size, $3.60 per dozen; $1 size, $7.20 per dozen. It is manufactured by the American Selling Co., Maiden Lane and William street, this city, and their complete price list may be found on page 187, April 27, 1905, Era. The company invites druggists to write for full particulars about its double profit and coupon plan.

HOW A ST. LOUIS FOUNTAIN DRAWS.

"Own Crushed Fruits and Tell Your Customers About It."

THE HAGENOW SODA TRADE AS MANAGED BY E. H. VOEPEL. USE ONLY A FEW FRUITS AT ONE TIME. A PRACTICAL CHOCOLATE FOR RUSH HOURS.—NO USE FOR PREPARED DRINKS.—ADVERTISING "WE ARE NOT IN BUSINESS FOR OUR HEALTH, BUT YOURS."

"What is the best business-getter for a fountain in a residence district?" was a question The Era put to E. H. Voepel, manager of Hagenow's store, at Shenandoah and South Jefferson avenues, St. Louis.

Mr. Voepel's fountain has more than a neighborhood reputation for serving good

E. H. VOEPEL.

soda water. The fountain in this store long since ceased to be a side-issue or an advertisement for the drug business.

"Make your own crushed fruits and tell your people about it," came the quick response. "It is not necessary to tell those who buy soda water promiscuously that your soda water is better than others if you make your own crushed fruits and make them good, but it is a good thing to get people to talking about and to tell those who do not trade with you through your advertisements. They talk about your crushed fruits and they will tell their friends, 'Let's go to Hagenow's. They make their own pineapple there, and you know it's pineapple.'

"It's the easiest thing in the world to make your own fruits. You buy your fruits when they are cheapest and best in the local markets. I know of no exception to the biggest and best fruits being the cheapest in the end.

PREPARING FRUITS.

"Take pineapple, for instance. Buy a case of the biggest and best pineapples. There is less refuse and less work and the meat is finest if it is properly ripened. After they are cut up, run them through a meat cutter, and sugar to suit your own and your customers' taste. Don't be economical. It is no saving. Sometimes add a little benzoate of soda, if you want to. At market prices here last summer, we made a crushed pineapple that could not be excelled for eighty-five cents a gallon. You pay manufacturers for the nearest equal preparation, $2.30.

"As to keeping crushed fruit, it is easy. A good ice chest is needed and plenty of ice. They must not be too cold, or rather, they should not be. We never cork ours, but use large-mouthed jars and cover the fruit with paraffin. To show you how well they can be kept, we now have crushed raspberries in the cellar that we made in the season last year and they are as good as ever.

"We do not try to carry the same line of crushed fruits on the counters they do down town. Pineapple is a favorite with us and a stock seller. Others we push while the jar is open. We will run two, or perhaps three at a time. Raspberry, strawberry, orange, apricots, or anything that will crush nicely and be sweet and tickle the public palate, we crush and sell. The variety is remarkable.

BELIEVES IN HOME-MADES.

"Chocolate, the worry of so many druggists, is not one of my worries, except as to the time it takes. We always sell good sweet chocolate. I use but four ounces. After rubbing the chocolate in the syrup as smooth as possible, I bring it to the boiling point. We sell lots of it and it gives satisfaction. During the rush season, when the demand is greater than the capacity of my cooking facilities and my time, I make a concentrated syrup that can be thinned with three parts simple syrup to one of the chocolate. I only make one day's supply, however. It is best fresh.

"These things should all be told the public in dodgers. We have little trade on prepared drinks that we are forced to buy, and while we make them up as good as we can and serve them in the best style and are many times complimented on them by customers of the downtown fountains, we do not encourage their use. We never introduce them.

"The only thing we buy prepared that we have a run on is Marischino cherries. The only reason I don't make them, is I cannot get hold of a cherry seeder at a reasonable price that does not tear up the cherries.

"As to keeping things clean and sanitary. That is a foregone conclusion."

It was the Hagenow store that Mr. Voeple resides over that recently started the neighborhood to talking on the advertising phrase: "We are not in business for our health, but yours."

The druggist was plainly annoyed. "I'll send it," he announced, and as the party left he called up the doctor.

"Got a prescription. It's plain enough, all but the last. What in thunder is 'Ne una dollara s. numo?'"

"Without one dollar do not deliver," translated the doctor who had an eye to business.

SHOW WINDOWS & FEATURES.

Comparatively Few Easter Windows This Year.

MINER'S ON THE BOWERY TAKES THE PALM ON EASTER DISPLAYS VIOLETS, ROSES, AND LIGHTS A MINIATURE PRESCRIPTION DEPARTMENT. MANY HANDSOME GRAPE JUICE DISPLAYS.—EASTER EGGS AND STUFFED RABBITS.

Miner's, 203 Bowery, greeted Easter with displays in their two windows of great beauty and drawing power. That on the right was violet in theme; the left rose. The effect was doubly pleasing at night, when the electric lights had full sway and shown through the decorative foliage and blooms with charming brilliance.

The center of one window was held by a huge circular wreath of artificial violets, built up by wiring upon a wooden frame. This was suspended by two fine wires on each side, which ran from the ceiling obliquely. Set in this wreath were ten electric lights, burning both day and night. This illumination was augmented by the permanent rows of lights at each front corner of the windows, five on a side.

The background was a drop and two draped portieres of crepe paper stamped all over with violets, but the central background was not covered at all. The ceiling and floor were also covered with the same paper. Fine wires ran a few inches apart across the ceiling, parallel to the front of the store and each other. From these, at right angles, fell a great many other wires perpendicularly, and on these were closely fastened single artificial violets. Alternating with the flowers were small vials holding an extract of violet, the bluish green of the contained liquid enhancing the general effect. There must have been many hundreds of these throughout the window. The result was that the whole space was filled, but not crowded with these hanging rows of flowers and vials through which the lights from the wreath shone, causing them to look like vines in a fairy forest.

LIGHTS AND FLOWERS.

Leaning against the lower portion of the wreath was a green show card reading, "Easter Violet Extract, 10 Cents a Bottle." A big bunch of violets ornamented a corner of the card itself, making it a homogeneous part of the whole scheme.

On the floor, closely carpeting, were mingled bouquets of violets and vials lying prone. A clever touch was shown in the arrangement of the first hanging veil of flowers and vials next the window pane, for these were graduated from one at the lower corners until they met in an apex at the top of the window, outlining a slanting line, and forming practically an equilateral triangle with the bottom line of the window as the base. This left a better view of the interior of the window, and gave a sort of camera effect, enhancing the perspective values tremendously.

The other window, on the left of the entrance, was treated in precisely the same way, save that the flowers this time were small roses, and the goods featured were cold cream. The central wreath with the lights was in its place and against it stood a card running, "Miner's Superb Cold Cream, An Elegant and Highly Perfumed Toilet Necessity for Softening, Preserving, and Beautifying the Skin. Trial size, 5 and 10 Cents, ¼ lb., 15 Cents, ½ lb. 25 Cents." Mr. H. F. Hackenberger designed these displays.

A MINIATURE PRESCRIPTION.

Riker's 468 Fulton Street, Brooklyn, featured the prescription department by a diminutive prescription counter in the window, upon which were the apothecary's scales, graduates, and a large prescription file, bulging with its pasted-in contents. Over this presides a wax man, whose smile of inanity would not inspire a belief in his accuracy. The general effect, however, is good.

Kline's Pharmacy, corner Nostrand and Bedford Avenues, Brooklyn, feature a salve which has been on the market but a few weeks. The principal decorative feature is the use of small balsam trees in flower pots and quaint picture signs with rhymes telling its virtues. Several other drug stores have similar displays.

Many of the East New York druggists departed from the candy Easter eggs, etc., and had the old German natural nests, with "own colored" real eggs and, of course, the bunny, which necessarily was "stuffed."

A GRAPE VINE WINDOW.

Adrian Paradis, 191 Fulton Street, Brooklyn, has one of the finest display windows of the many pharmacies that are featuring Welch Grape Juice. The window is bordered with a fine lithograph design of a latticed arbor in and out of which the grape vine winds. This gives the effect of looking out of instead of into a window. The unwrapped bottles of goods are solidly arranged in tiers until the interior view of the store is cut off. Winding out and in among these are artificial vines from which hang natural-looking bunches of grapes—so realistic is the view that one feels tempted to step outside (inside) the window and pick a bunch to eat. The only fault of this display, Mr. Paradis states, is the excluding of all light from the interior.

Kramer & Co., 543 Second avenue, New York, have a red window. It is to feature and push the sale of a roach food, which comes in scarlet colored cans. The hangings at the back are red. The floor is covered with a pale green crepe paper upon which appears a design of small bunches of cherries. One show bottle is red with a green top and the other green with a straw colored stopper. There is a border formed of the goods. Each corner in the rear of the show bottles is filled in with rows of the red containers, standing diagonally. The center is occupied by a long three-stepped rectangle. Each step is filled in solid with the red cans. There is a red show card with lettering.

FEATURING TOOTH BRUSHES.

Walter S. Rockey, 481 Eighth avenue, New York, is having a heavy run on tooth brushes due to his window display, which consisted of tooth brushes, tooth paste and tooth powder. The tooth paste comes in a yellow-covered box. On the floor of the window, close to the pane, were nine boxes placed in a line, but on a slight incline, towards the street. The first box was open, showing the white boxed tubes of the tooth paste. The next was closed; the third open, and so alternately across the full length of the window. The next row back was composed of the closed boxes in their yellow covers piled solidly one upon the other.

These were carried about two inches above the first row, and on the top of each yellow column was a tower, built log cabin style, and placed at an angle to the square upon which it stood. These seven towers were topped off with a round carton of tooth powder. Rising slowly from the base of the towers was an inclined plane about 40 inches square, upon which is displayed solidly boxes and boxes of tooth brushes, six in a box. A yellow sign with black lettering lay on the center of this brush display.

Rockey's second window featured "Rockey's" writing paper. Boxes of writing paper and writing tablets were in seemingly carelessly arranged columns. A sign in one corner said, "Don't always blame the pen, sometimes it is the paper." In the opposite corner, "To write well use good paper. We select our stationery for a select trade."

Schoonmaker's, East Forty-second street, opposite the Grand Central, New York, devoted their window to featuring Saturday candy. A large square tray was placed in the center in which the bonbons were arranged in rows, each row of chocolate having a different colored top. First, plain brown; next those with walnuts; then a row with a pink crest; then a row with a white one until the pan was filled. This was flanked on both sides by the white boxes which were to contain the candies. The triangular corners were filled in with the left-over Easter toy confectionery. The central window was filled with the boxes of assorted candies of another well-known maker. Every box was tied with cherry baby ribbon in large bows.

TEN CENT ICE CREAM SODA.

Terre Haute Druggists and Confectioners to Retail Prices.

Forty-one retailers of soda in Terre Haute, Ind., have organized to raise the prices for soda drinks to a paying basis. They have bound themselves to observe the following schedule of prices:

Plain soda, five cents.
Ice cream soda, ten cents.
Sundaes and similar dishes, ten cents
All egg drinks, not less than ten cents.
Lemonade, ten cents.

The dealers have also agreed to use measures in the dispensation of ice cream to the thirsty, which will not exceed ten portions per quart for ice cream sodas, and not to exceed six portions per quart for sundaes and like dishes. This agreement will take effect at the beginning of the soda season, about March 15.

For some time the soda fountain men have claimed that they were merely accommodating the ice cream manufacturers in disposing of their product and the dealers now intend to make a profit themselves.

The new schedule is expected to work satisfactorily without lessening the volume of trade. The movement for more profitable prices is extending to other centres in Indiana.

BEAUTIFUL EASTER DISPLAY
Shown in Miner's Pharmacy, 203 Bowery, New York. Right Window, Violet; Left, Rose

A HUNDRED USES.

In the spring of the year there is always a time when the nights are cool and the days quite warm. That time is with us now. The fires in the furnace are out and the janitor is frugally saving coal for the landlord. Indeed, the householder himself hails the emancipation from the furnace. But is it not cold in the early morning when one first wakes and lies shivering in bed, unable to sleep again? Would it not be fine to have something warm on one's feet without having to rise to get it?

Very simple. Take your Thermalite bag off the chair beside your bed and turn on the latent heat in one minute without exertion.

The druggist who stocks the Thermalite bag will do well to feature this, for he will reap a harvest. It is but one little feature of its great usefulness. Its best point is the steady, dry quality of the heat it imparts for so many hours. It is useful to the healthy and invaluable to the sick. If you do not know it (and it has been on the market but a short time), write to the Thermalite Company, 165 Elm street, New York, and say that the Era suggested your inquiry. Then you will receive prompt attention. It will pay you, for prices to the trade are reasonable and the profit good. The demand is sure to be large.

YIELDS A LARGE PROFIT.

The George W. Pitkin Co. offer dealers the large profit of 75 per cent on their Barn Paint, which they guarantee to stand five years' wear and the guarantee is "without strings." George W. Pitkin Co. claim to be the only house that advertises its products and at the same time gives a large profit to the dealer. Its methods of advertising with window displays are unique and attractive, and Barn Paint is sold with little or no trouble, and in large quantities. Druggists who have ceased to handle paints are only giving the hardware or lumber dealer an opportunity to acquire from them a very profitable line, which is quickly turned over at a large profit.

The G. W. Pitkin Co. also manufactures a full line of other paints of high grade and quality, and these products are guaranteed by the company which has been in business for more than forty years, the founder, George W. Pitkin, having started in the paint business in Chicago, in 1868. The company's chemical laboratory is in the immediate charge of a trained analyst and a chemist of national reputation. It costs no more to deal with a good, substantial house than a poor one. Give the George W. Pitkin Co. a trial.

CHURCHILL-WANGLER CONSOLIDATION.

As previously narrated by us, the Churchill Drug Co., of Cedar Rapids and Burlington, Iowa, has absorbed the Wangler Drug Co., of Waterloo, that State. The consolidated concern now announces that it has decided to abandon the business at Waterloo, moving all stocks from that center to Cedar Rapids. Indeed distribution of goods from Waterloo ceased March 18.

The Churchill Drug Co. also states that C. P. Kinyon, manager of the Wangler Drug Co., and the three salesmen of that concern—H. L. Shutts, A. B. Welton and J. W. Wray—have joined the force of the Churchill Company. With such a combination of interests, business should expand and the two firms' customers enjoy even better service than hitherto.

SUNBRIGHTS' NEW OFFICES.

Mr. L. C. Gates, of Lost Angeles, Cal., the president of Sunbrights' California Food Company, has recently completed arrangements by which the company has established a permanent office in Chicago. Mr. Gates says the company is especially encouraged by the volume of business in that city, having only entered the field nine months ago. The Sunbrights Company is moving along deliberately, and its next step will be to establish permanent offices in Philadelphia. This will be accomplished in October.

"What in the world is this," asked the druggist's friend, as he unearthed a peculiar prescription. It read: "Tictetorii Theatrici No. 11. Use as directed. Dr. Jones." "Well," confided the druggist, "Old Man Wealthy is so blamed stingy that he wont 'cough' up for theatres. Wife and daughter get medicine here, charge account, you know. I put the tickets in a drug envelope, number and label regularly and charge and advance. Great scheme, eh?"

Growing Sponges from Cuttings

Progress of Government Experimental Work in Florida

Commission of Fish and Fisheries Controls Work—Report of Dr. H. F. Moore—Cuttings Planted on Wires of Insulated Copper—Sponge Grounds Thoroughly Surveyed and Mapped—Lack of Salt In Water Quickly Kills Plantings

The experiments in sponge culture, begun in Florida under the direction of Dr. H. F. Moore, of the United States Commission of Fish and Fisheries, indicate that considerable progress has been made toward the development of a practical commercial system of sponge-culture. The constant aim has been to reduce as far as possible the niceties of experimental work to a basis adapted to the requirements of the practical sponger.

Details of the work have recently been published by the Commission, and we give a portion of the report. Several thousand sponges were planted in January and February, 1901, and at the end of six weeks these were found to be growing well. Examination in November, 1901, however, showed that most of the cuttings had died, and that some of them had been stolen for the value of the wire to which they were attached. Most of these plants were made upon copper wire, which, while it has the power of resisting to some extent the action of salt water, is in some localities, more or less subject to corrosion, and the salts produced are inimical to the sponge, causing it to die near the point of attachment and fall from its support. During the present year it has been sought to overcome this difficulty by using insulated copper wires, so that the cuttings would not be brought into contact with the bare metal. Further improvement was made in slitting the sponge cuttings and placing them astride the wire or other support to which they were attached, and then binding the surfaces of the flap in close apposition by means of a wire. In the course of a few days the two flaps grew together and the cutting became permanently attached, independently of any artificial binding. Temporary tie wires of aluminum wire were used, which, while slowly acted upon by salt water, lasted a sufficient length of time to permit the sponge to permanently heal.

SIX THOUSAND CUTTINGS USED

During the winter months the growth of the cuttings was rather slow, so far as increase in bulk was concerned, although eyes, or oscula, were promptly put out and the circulatory system quickly reorganized and completed. During the spring, when the water, especially in the more southern part of the State, was becoming warmer, there were indications of a more rapid growth. About six thousand cuttings were planted in Biscayne Bay, Sugar Loaf Key, and in the vicinity of Anelote Keys, and in the latter part of April, after they had been planted for periods varying from two to five months, most of them were growing and in an apparently healthy condition.

Between the lower end of Biscayne Bay and Matecumbe Key there is a long stretch of water where sponges do not grow naturally. An investigation of this region was made to determine the reason for their absence, and an experimental plant of about a thousand cuttings was made in a small sound back of Key Largo, with a view to determining whether they could be artificially introduced there. At the end of six weeks practically all of these cuttings were dead, although others planted at about the same time in more favorable localities were alive and growing. A series of observations developed the fact that the water in this region is of a much lower salinity than in places where the sponge grows naturally, and it is probable that this is the cause of their absence naturally and of the mortality of the cuttings.

Practically nothing is known of the rate of growth of sponges under natural conditions, or of the rapidity with which they will develop from fragments and cuttings, and it will probably require several years' investigation to determine these points and to develop, if it can be developed, a system of sponge-culture which will be of value to the State of Florida. At the present time the production of sponges in this State, which is the only one in the country producing them, is about $500,000 per annum. An equal or perhaps greater value of sponges is imported from abroad, and it is hoped eventually to supply this excess of demand over production by sponges raised artificially. Many of the sponge-dealers are showing considerable interest in the experiments, and it is believed that they will promptly undertake sponge-culture if a reasonably practical method can be developed.

SURVEY OF THE FLORIDA SPONGE GROUNDS.

The steamer Fish Hawk, working under the direction of this division, in October, 1901, resumed the survey of the sponge-grounds of the western coast of Florida, and in March, 1902, completed the examination of the waters lying north of Tampa Bay, comprising all those grounds designated under the names "Gulf," "Bay," "Rock Island," and "Anclote." The location of the sponge-grounds has been plotted on charts, and, for the first time, the extent, position, and relations of the grounds have been determined.

The sponge-bearing bottom stretches in a continuous but irregular band or zone, 5 to 35 miles wide, from Apalachee Bay nearly to Tampa Bay, the length, following the curvature of the coast, being about 175 miles. The grounds are widest off Withlacoochee Bay, Deadman's Bay and Rock Island, and narrowest off Cedar Keys. Three large disconnected areas, between the shore and the sheepswood grounds, on which grass sponges grow rankly to the exclusion of most other kinds, are in or near St. Martin's Bay, Deadman's Bay and Apalachee Bay.

It is intended to continue this work by detailing the Fish Hawk to survey and plot the remaining sponge-grounds, or those about the Florida keys which are the most important.

SPONGE YARD AT KEY WEST SHOWING SPONGES DRYING.

BRINGING SPONGES FROM THE VESSEL TO SPONGE WHARF AT KEY WEST.

DRUG TRADE JOTTINGS.

Voegeli Bros., Minneapolis, are putting handsome American "Innovation" soda fountains in their two stores, which will be twenty-six feet long, of Sienna Marble, onyx and mahogany. Many other improvements will also be made. The store at Nicollet and Seventh streets, is to be extended back to the alley, giving 540 square feet additional space. The wall will be replaced with plate-glass windows.

A lady came into a New York drug store hurriedly and asked for a proprietary article. Upon being informed that it was 50 cents, she exclaimed, "Why, I only pay 48 cents at Macy's. I guess I will go down there to get it." The druggist with a smile returned the article to its place. He did not cut prices or argue. As for the lady, she went flouncing on her way to spend ten cents carfare in order to save two cents on price.

A clever little counter advertising scheme consists of a folder. On the cover it states "Points on How to Keep in Good Health," and on the inside are attached a row of pins. As all women consider picking up a pin brings good luck, they will certainly pick up 20 pins and save them on the folder until used. Each time one is taken off, the eye cannot help but read the virtues of the pills advertised.

Mrs. Dorn has disposed of her 96th St. and Columbus avenue store, New York, and confines her attention to the 93d St. and Columbus avenue store.

It has come to our knowledge that a thoroughly competent and experienced dispenser and soda fountain manager is open to engagements. His address may be obtained on inquiry.

A Seventh avenue druggist thinks the trusts certainly have designing eyes on his modest little business. First came the Pennsylvania R. R. and razed the buildings from which his trade mostly came, and next along came the landlord and raised the rent.

Andrew Grinnig, corner Harrison avenue and Hooper street, Brooklyn, has opened a new pharmacy. A large sign states "Prices Lower than Riker's or Hegeman's."

One Brooklyn druggist who was annoyed by the recent remarkable coupon scheme of The Journal, to boom itself and a certain soap, managed, however, to boost his own business by it. He redeemed the soap coupons by issuing his own tickets, thus, being able to send the coupons in on time and yet secure the amount of soap he needed. He turned no one away, and, more, insured their return to his store to cash in his tickets.

J. M. Kerrigan, 25 Putnam avenue, Brooklyn, N. Y., has sold his business to Vincent & Seymour, who took possession April 5th.

F. L. Chambers, 782 Fulton street, Brooklyn, N. Y., will move May 1 to 831 Fulton street, where he will have the advantage of more floor space.

The signs of the Bolton Drug Co. have come down from the Brooklyn stores and those of the Wm. B. Riker & Son Company have replaced them.

St. Paul is to have an up-to-date drug store in the downtown section of the city, Robert Hansur, a former partner in the Billing Drug Co., of Minneapolis, who, having severed his connections, was casting about for a new location, has organized the Mansur Drug Co., and has leased the store at the corner of Robert and Seventh streets. The fittings will be mahogany, marble, and glass, with tile floors, and a feature will be a first-class fountain in the center of the room, with seats all around it. There will also be an extensive cigar department.

Mr. Alphonse Major, the well-known manufacturer of Major's Cement, is visiting Washington, with Mrs. Major, for a few weeks. They are staying at the Regent Hotel. The National Capital is at its best at this time of year.

Cable advices from Zanzibar stated that the good grades of cloves are in limited supply, but that the inferior grades are abundant, the bulk of the new crop being of the latter description.

E. Brunnor, 136th street and Eighth avenue, New York, is distributing advertising literature in the form of a folder, which when presented at his soda fountain entitles one to a glass of ice cream soda. Two birds are aimed at by this one stone.

A firm which made a success of the grocery business in Buffalo, and is one of the leaders in that line in that city, also operates a retail drug department, with two large pharmacies in Buffalo. It is not generally known, however, that the same Faxon, Williams & Faxon also have a retail drug store in New York, located at the corner of 23d street and Eighth avenue.

Judge & Dolph, 515 Olive street, St. Louis, are advertising their store as the largest retail drug store in America. In these advertisements they are featuring that their business occupies five floors and are particularizing the specialties on each. Since the talk of the "blue laws" for St. Louis, the firm has been making a specialty of "small packages" of cigars for "over Sunday" trade.

The Lindell Hotel Pharmacy, Sixth street and Washington avenue, St. Louis, one of the noted stores of the city, is closing its existence with a "grand forced out" sale. Prices on sundries are named at remarkably low figures. The hotel building was recently sold and will be torn down to make room for a department store, so the store must be vacated by July 1.

J. D. McCreery, now at 2737 Eighth avenue, New York, will move his drug store on May 1 to 2819 Eighth avenue, two blocks further up, having secured a larger store.

An ingenious pharmacist has placed this catchy sign in his window: "Elevated Qualities, Subway Prices."

The cigar stands on the subway stations will be removed unless a decision rendered recently by Supreme Court Justice Truax is reversed on appeal. Ward & Gow obtained a temporary injunction some time ago, restraining the Interborough Rapid Transit Company from removing the cigar stands or interfering in any way with the sale of tobacco, in the stations. In vacating the injunction, Justice Truax says that the contract between the company and Ward & Gow was evidently intended to limit the selling privileges to newspapers, magazines, books and such articles as are generally sold on the elevated station stands. Tobacco is not sold on the elevated.

The rumor that Caswell, Massey & Company intend closing their Columbus avenue store, New York, is denied by the firm.

Hudnut's, 925 Broadway, New York, celebrated Easter by an elopement. The night manager, Mr. John Bartholomew, is reported to have eloped with an estimable young lady.

John M. Tobin, buyer for Hudnut's retail store, left May 1st, to open his Narragansett Pier store for the summer. This will be his twenty second season.

From Wilmington, N. C., it is reported that a full carload of Jerusalem oak seed, "Jimson weed," or stramonium, has been shipped north for consumption in the manufacture of oil.

A. J. Hornby, 20 Hicks street, Brooklyn, has closed his store, and entered the service of John Worthington's Sons, 163 Fulton street, Brooklyn.

A. E. Marsland, 220 S. Fulton street, Brooklyn, has sold his business to Mr. Cabel, his business manager.

William H. Rogers, graduates as a physician soon and will move his drug business from 564 State street, corner of Flatbush avenue, Brooklyn, to the store at the corner of 49th street and Fourth avenue, where he will still conduct it personally, although also practicing as a physician.

Otto Koehler, 8 Stuyvesant street, near Third avenue and Ninth street, New York, finds the sale of an express company's money order a profitable side line. He issues an attractive leaflet featuring this, and his general drug business as well.

Both east and west side, New York, report a scarcity of reliable drug clerks. The same old trouble.

The Knickerbocker Drug Company, as mentioned before, has leased the store, basement and sub-basement at 640 Broadway, New York, at the southeast corner of Bleecker street. This building covers the entire block front to Crosby street. It now develops that the lease is for a term of eleven years, from the estate of Benjamin Lichtenstein.

Otto Raubenheimer, 1341 Fulton street, Brooklyn, is pushing the sale of his "own make" moth destroyers and insect exterminators by neat reprints of his articles on these subjects, which were published in The Bedford Record, and using them either as wrappers or folding them inside of wrapped parcels.

Diamond's Pharmacy, 83 Lenox avenue, New York, is being moved back to its old stand, 77 Lenox avenue, corner 114th Street, which is more desirable on account of being a corner store

R. B. Robbins, 539 Lenox avenue, N. Y., is redecorating his store for the summer trade.

DIAMOND DYES.

How is your stock of Diamond Dyes? Do you know that Diamond Dyes are the only dyes sold on the Price Protective Basis, which absolutely protects you in your profit and assures you that no other dealer can sell the goods at a better price?

Diamond Dyes have been on the market for twenty years and are the recognized standard of the world. Every retail druggist should have a well-stocked D. D. cabinet. If you are not fully posted as to assortment and prices, write to Wells-Richardson Co., Burlington, Vt., and they will promptly send you fully descriptive circular.

BUSINESS RECORD.

CONNECTICUT.

Meriden—Thos. E. Collins, new store.

GEORGIA.

Hamilton.—A. T. Chandler, succeeds Jas. L. Blackman.

Statesboro.—Karl Watson & Co., succeed S. J. Crouch.

IDAHO.

Juliaetta.—U. G. Marsh, out of business.

ILLINOIS.

Elgin.—J. A. Zabriski, succeeds Zabriski & Akin.

Gilman.—K. C. Roberts, out of business.

Lincoln. Geo. Knochel, new store.

Millington.—C. V. Dunaran, succeeds S. E. Foster.

Monmouth.—August E. Johnson, new store.

Orion. R. J. Fullerton, succeeds Wright & Fullerton.

Pawpaw.—Moore & Headland, new firm.

INDIANA.

Enlora.—Yazel & Co., burned out.

Kokomo.—Martin & Groff, succeed Harvey Bates.

Richmond.—Quigley & Babylon, succeed Moore Drug Co.

IOWA.

Akron.—March Bros., burned out; March Bros., succeed N. Mead.

Doon.—H. J. Brink, succeeds M.A. Gurney.

Eldora.—Chas. A Swayne, succeeds Coveny & Lagerquist.

Janesville.—R. W. Kendall, succeeds Wm. F. Stauffer.

Persia.—C. B. McColin, burned out.

West Union.—W. H. Tisdale, succeeds McMartin & Stiles.

KANSAS.

Coldwater.—L. M. Rich & Co., new firm.

Dexter.—D. E. Haworth, succeeds Haworth Bros.

Leon.—J. E. Nygren, succeeds Geo. Westacott.

Toronto.—Campbell Bros., succeed Frank Jackson.

KENTUCKY.

Princeton.—Kevil & Wylie, damaged by fire.

LOUISIANA.

New Orleans.—E. A. Kerney, damaged by fire.

MAINE.

Old Town.—H.M. Burnham, succeeds C.A. Lowe Drug Co., combines two stores.

MARYLAND.

Baltimore.—John C. Eichner Co., Fort Ave. and Towson St., new store.

Jesse H.B. Hurst, succeeds H.G. Wilson.

Montford Ave. Phcy., s. e. cor. Montford Ave. and Federal St., new store.

Petzolds Phcy., 931 E. Fayette St., new store.

MASSACHUSETTS.

So. Framingham.—Edwin J. Robbins, succeeds Robbins & Mahern.

Taunton. — Webber & Walsh, succeed Sprout Drug Co.

Turners Falls.—P. N. Hall, new store.

MICHIGAN.

Clifford.—M. J. Ryan, succeeds Edw. J. Van Sickle.

Detroit.—Standard Drug Store, 27 Monroe Ave.

Frankenmuth.—Dr. E. A. Pillsbury, succeeds A. O. Speckhard.

Union City.—Coleman Drug Co., new firm.

MINNESOTA.

St. Peter.—C. H. Clark, succeeds, Clark & Murphy.

MISSOURI.

Gerald.—O. N. Schudde, new store.

Hopkins.—Owl Pharmacy, succeeds C. W. Frye & Co.

Memphis.—J. C. Smith, succeeds Bertram Bros.

St. Louis.—C. D. Merrem, 5663 Delmar Ave., closed; no successor.

Williamstown.—W. A. Felker, new store.

NEW YORK.

Buffalo.—Henry Mannel, 985 Genesee St., new store.

Newburgh. Eugene W. Smiley, succeeds Clarence Miller.

New York City.—Cody & Berger, succeeds F. W. Brown, 470 Lenox Ave.

M. Halpern, succeeds L. Horowitz, 1968 2d Ave.

G. Wiley Holmes, 64th St. and Broadway, new store.

C. Koehler, succeeds T. Hurwitz, 776 Melrose Ave.

A. H. Luis, succeeds C. H. Ludgewig, 994 Tremont St.

B. Mishkin, succeeds Julius Levine, 231 St. Ann's Ave.

Geo. J. Phillips, moved to 846 8th Ave., from 838 8th Ave.

Henry F. Schmidt, succeeds Karl Aschenbrand, 3021 3d Ave.

Wm. Wilson, moved to Liberty and Broadway, from Wall and Broadway.

Chas. F. Zorn, succeeds Chas. Muehling, Jr., 510 W. 181st St.

Brooklyn.—Chas. F. Antz, succeeds S. V. Hude, 4601 4th Ave.

Eichwort & Darrett, succeed Henry Budenborn, 661 Flatbush Ave.

Wm. G. Turner, succeeds C. F. Streichert, 385 Knickerbocker Ave.

Rochester.—Monroe Pharmacal Co., damaged by fire.

Sherburne.—Dr. D. B. Payne, new store.

Utica.—H. E. Barnes, succeeds Wm. B. Bunker.

Edw. Blust, succeeds Mrs. Anna Maine, 352 Whitesboro St.

West Seneca.—Miller & Hannah, new store.

NORTH DAKOTA.

Grand Forks.—Friedenbach Bros., succeeds W. E. Patten.

Leonard.—A. M. Hathaway & Co., new firm.

OHIO.

Aberdeen.—D. P. Argo, new store.

Chardon.—A. J. Cromwell, succeeds Cromwell & Quirk.

Newark.—Erman & Son, succeed Witeserman Drug Co.

OREGON.

Lostine.—S. L. McKenzie & Co., burned out.

PENNSYLVANIA.

Altoona.—C. B. Baumgardner, succeeds J. A. McCleary, 1600 5th Ave.

Canton.—G. E. Newman, succeeds Newman, Hull & Mitchell.

Pittsburg.—Carl Hartwig, damaged by fire.

Reading.—Edw. J. Harbach, new store.

Saltsburg.—Elmer E. Goodlin, succeeds J. McFarland & Son.

SOUTH CAROLINA.

Johnston.—L. B. Asbell & Co., burned out.

S. G. Mobley, damaged by fire.

TENNESSEE.

Kenton.—E. F. Cantrell, succeeds Montgomery & Bogle.

Knoxville.—Lowe's Phcy., succeeds J. M. Lowe.

TEXAS.

Houston Heights.—Houston Heights Drug Store, new firm.

Nineteenth Ave. Drug Co., new firm.

WEST VIRGINIA.

Wheeling.—Quinn's Phcy., succeeds Schmidt & Quinn, 16th and Jacot Sts.

WISCONSIN.

Lake Nebagamon.—Angus & Rolfe Co., succeed Smith Bros.

Milwaukee.—Martin Drug Co., succeed H. D. Sykes, Wisconsin and Van Buren Sts.

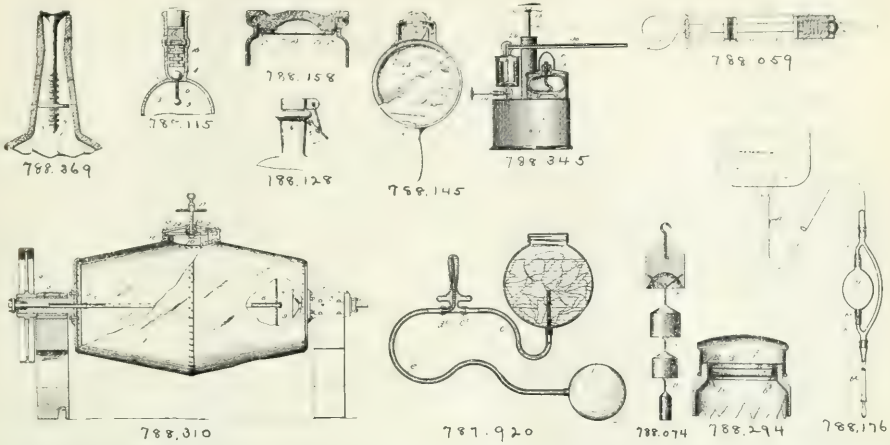
A GOOD SELLER.

The attention of druggists is called to the advertisement elsewhere in this issue of the Harris Chemical Co., Washington, D. C. This company is the manufacturer of the Harris New Blood Tonic, the sales of which, with very little advertising, have been remarkably large in all localities where the remedy has been introduced. Harris' New Blood Tonic retails at 50 cents, and costs $4 per dozen, thus affording the druggist good profit. The manufacturers guarantee satisfaction. Put a small quantity in stock.

AN ULTIMATUM.

"See here," said the boy to the boss. "Things have got to be different, or you'll have to quit. I find that the long hours and exacting service in your establishment conflict considerably with my other interests. Spring is coming. With the closing of the Debating Society I shall have to get in training for the regular baseball season and—" well, the boss quit.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued April 25, 1905.

787,920—Frederick Hofmann, New York, N. Y. Medical apparatus.

788,059—Patrick J. McElroy, Cambridge, Mass. Syringe.

788,074—Christian H. Stoelting, Chicago, Ill. Laboratory-weights.

788,115—Frederick A. Muller, Oakland, Cal. Non-refillable bottle.

788,128—Jons Andersson, Brunshog, near Lund, Sweden. Bottle or other vessel with ground stopper.

788,145—Frederic W. Pendergast, Waltham, Mass. Filler.

788,153—Mathias A. Lazareff, New York, N. Y., assignor to the Royal Glass Jar and Bottle Company, New York, N. Y., a corporation of the District of Columbia. Fastening means for bottles or similar things.

788,176—Webster F. Traves, Cleveland, Ohio, assignor to the Duplex Rubber Co., Cleveland, Ohio, a corporation of Ohio. Syringe.

788,256—Hans Foersterling and Herbert Philipp, Perth Amboy, N. J., assignors to the Roessler & Hasslacher Chemical Co., New York, N. Y., a corporation. Process of obtaining oxygen from alkali peroxid.

788,273—Elise Marosi, New York, N. Y. Hair-tonic.

788,294—Arthur Q. Walsh, New York, N. Y. Cover for receptacles.

788,310—Sidney S. Fleming, Brunswick, Ga. Apparatus for distilling turpentine.

788,345—Godfrey Beaumont, Dallas, Tex. Vaporizer.

788,369—John J. O'Neill, Boston, Mass., assignor of two-thirds to Annie O'Neill, Boston, Mass. Retaining device for bottle-stoppers.

788,418—Edward J. Milligan, Salt Lake City, Utah, assignor of one-half to Herbert J. Cook, Salt Lake City, Utah. Toilet-case.

788,451—Umberto Ciantar and Frederick W. F. Ross, London, England. Process of making meat extracts.

DESIGNS.

Registered April 25, 1905.

37,417—Cork-extractor case. Raymond Beardsley Gilchrist, Newark, N. J.

A SUBSTITUTOR IN PORTO RICO.

The Lambert Pharmacal Co., of St. Louis, secured on April 10 an order from Judge McKenna, of the District Court of the United States for Porto Rico, enjoining Druggist Alfonso G. Zerbi, of San Juan, from infringing and violating their trade-mark rights in the word-symbol Listerine, and further decreed "that the complainant, the Lambert Pharmacal Co., have and recover of and from the defendant, Alfonzo G. Zerbi, the sum of fifty dollars, as damages in this behalf, for which amount execution may issue."

ONE NON-REFILLABLE BOTTLE.

A persistent and habitual inventor named Jones recently devised a non-refillable bottle and persuaded a friend to guarantee the cost of a working model and obtaining a patent. The financial backer took the model to a bartender whom he knew and asked what the liquor man thought of it. What happened is thus described by a daily paper:

To the bartender he described how the bottle, being filled, then had the neck and top melted on. In this neck was a glass ball, which, when the bottle was right side up, fell into a cup and utterly closed the neck, the opening of which was zigzagged so that a wire could not be introduced to raise the ball and permit the filling of the bottle.

The bartender calmly poured the contents out, then, making a siphon of a piece of rubber tubing, turned the bottle upside down and the ball being thus removed from the cup in the neck, the siphon soon pushed water up into the bottle until it was full.

"There you are," said the bartender. "A friend of mine was in here a few weeks ago with this same scheme and I showed him how the bottle could be refilled."

"Who was your friend? What was his name?"

"Jones," said the bartender.

DRAWBACK ON SACCHARIN.

The Treasury Department has issued instructions allowing a drawback on the exportation of benzoylsulfonic imide, anhydrous sodium salt of benzoylsulfonic imide, sodium salt of benzoylsulfonic imide, and the by-product, manganese dioxide, manufactured wholly from imported ortholuolsulfamid and potassium permanganate. The drawback is to be equal in amount to the duties paid on the foreign materials represented in the exported products, less the legal deduction of 1 per cent., such drawback of duties paid on the imported potassium permanganate to be divided between said product and by-product prorata, in proportion to the value of each at the time and place of manufacture.

The United States Circuit Court has decided that square glass plates, less than eight inches across, which had been polished on opposite edges, the polish being only to show the character of the glass, and being subsequently removed in manufacture, are free of duty, as "glass plates or discs, rough cut or unwrought," suitable only for use in optical instruments, etc. The proviso prescribing that "such discs exceeding eight inches in diameter, may be polished sufficiently to enable the character of the glass to be determined," does not exclude such articles. The specific case was an importation by Hensel, Bruckmann & Lorbacher. The glass discs had been ground on the opposite ends, in order to detect air bubbles.

MARKET REPORT

CHLOROFORM LOWER.

German Syndicate Raises Sodium Bromide to Twenty Cents.

CANNOT SUPPLY THE DEMAND.—DOMESTIC PRODUCERS FOLLOW.—MENTHOL OFF AGAIN.—THE HYPOPHOSPHITES STILL HIGHER.—ESERINE AND ATROPINE UP.—A NUMBER OF OTHER SMALL CHANGES.—MARKET GENERALLY STEADY AND DEMAND MODERATE.

New York, May 1.—Several interesting events have occurred this week. On April 25 the Roessler & Hasslacher Chemical Co. announced, in their capacity as agents in this country for the German Bromine Syndicate, an advance in bromide of sodium to 20 cents per pound. They gave the following explanation: "The unusual large demand for bromide of sodium has forced an advance in this article. We are advised by a cable from the German Bromine Syndicate to raise the price for bromide of sodium, U. S. P., to 20 cents per pound. The prices for the other bromide salts remain unchanged, viz.: Bromide of potassium, U. S. P., at 15 cents and bromide of ammonium, U. S. P., at 22 cents per pound. We are taking orders for legitimate wants only, not for speculation, and under the condition that none of the salts are directly or indirectly exported."

The domestic producers immediately announced the same price schedule. It would seem that the German Syndicate has given up its attempt to undersell the home producers at the former low level merely because the demand at that ruinously low figure was too great to be handled. There have been rumors, however, that negotiations have been under way for some time looking to a peaceable settlement of the price war and an amicable division of the world's markets. It is possible that this move is merely a preliminary step in that direction. Developments will be watched with interest, but at present nothing definite can be ascertained.

Another movement of importance is a decline in chloroform, manufacturers reducing prices. It is said that the cause is the near approach of the date when certain of the patents under which this important product is made will expire.

Otherwise the market has been generally quiet and steady. Demand is somewhat more active than a short time ago, but it is hardly more than routine. The leading commodities have shown no feature, but there have been some other price changes in less important quarters. Some of these are declines in menthol, guarana and American saffron, while the hypophosphites are stronger.

OPIUM.—The market is slow. Conditions abroad are even worse, the London situation being described as "stagnant." On the other hand, reports from producing regions, especially Smyrna, are continually more unfavorable. Were the demand better prices would undoubtedly rise. Local jobbers quote the unchanged values of $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent. and $4.60@4.85 for sixteen per cent.

MORPHINE SULPHATE.—The demand from consumers is but moderate, although steady. Jobbing prices show no changes. They are $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25½@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—Conditions remain unaltered. The trade is taking normal amounts for actual needs, but that is all. Statistics continue rather bullish. At the next Amsterdam bark auction, on May 4, the offerings for sale will be 8,288 packages. The total shipments for April were 1,320,000 pounds, against 1,495,000 pounds for the same period last year. Since the first of the year the total shipments have been 4,267,000 pounds, against 3,918,000 pounds last year, an increase of 349,000 pounds. Local jobbing prices are unaltered at 21@21½c. for bulk in 100-oz. tins, 21½@22c. in 50-oz. tins, 22@22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

CHLOROFORM.—Manufacturers have announced a decline. The reason for this is variously surmised, but the most probable explanation is that certain patent rights will soon expire and prices are coming down gradually instead of with a crash. Jobbers have lowered their quotations to 35@40c. per pound.

THE BROMIDES.—As stated above, the price of bromide of sodium has been raised to 20 cents by the German Syndicate and domestic producers have duplicated this advance. Potassium and ammonium remain unaltered at wholesale at 15 and 22 cents, respectively. The war between the German and American combination still continues, although there are rumors of peace negotiations. Jobbers have readjusted their prices, but not in quite the same way, for they were relatively too high on potassium and ammonium. Their new quotations are: Potassium, 30@35c.; sodium, 40@45c., and ammonium, 43@48c. per pound.

MENTHOL.—The market is weak, and the bull interest among speculative holders does not appear able to successfully combat larger stocks and freer offerings. Prices have again broken and jobbers have lowered their quotations to $2.50@2.75 per pound or 23@28c. per ounce.

THE HYPOPHOSPHITES.—Further advances in sodium and potassium have been announced by manufacturers, and manganese and iron are also higher. The increased cost of raw material is stated to be the cause. Jobbers have raised their figures to cover this increased cost and now quote calcium 75@80c.; potassium, 75@80c.; sodium, 80@85c.; manganese, $1.40@1.55, and iron, $1.40@1.55—all per pound.

ESERINE.—Manufacturers report a distinct advance in the prices of the sulphate, salicylate and the alkaloid.

CAMPHOR.—The two recent declines have left the market unsettled and buyers at wholesale are cautious, but as foreign statistics are bullish, the situation showed firm, especially as London is higher. Jobbing quotations unchanged.

ATROPINE.—Manufacturers have advanced prices and are listing at wholesale sulphate at $4.25@4.50 per ounce and alkaloid at $5.10@5.35. As their new lists to the jobbing trade have not yet been generally received, jobbers have not announced new prices.

CODLIVER OIL.—As is usual at this season, the market is dull. While prices are easy in undertone, there is no further change announced. The latest reports from Norway are summed by the London Chemist and Druggist as follows: "The catch of cold since the beginning of the season for the whole of Norway up to April 10 amounts to 29,207,000, compared with 25,068,000 at this time last year. The total yield of steam-refined oil is now 21,616 barrels, against a total of 7,790 barrels in the same week of 1904. The Lofoten fishing is closing, and the Finmarken results up to date are poor, owing partly to bad weather." Cables from Aalessund announce that the Lofoten fishing has actually ended. The results to date are given as 11,500 hectoliters of oil at that center and 29,300 hectoliters for the whole of Norway, against 3,300 and 13,000 hectoliters, respectively, in 1904.

LAUREL LEAVES.—Are reported scarce abroad, and the wholesale price here has risen 1 cent, but as yet jobbers have made no change, quoting 10@15c. per pound.

SAFFRON.—The American is weak and demand is slow. Primary markets are lower and there have been unexpected offers of large lots for early shipment from Mexico. Local jobbers have reduced prices to $1.45@1.55 per pound.

CARDAMONS.—Overproduction and poor demand continue influential. The latest jobbing list is as follows: Aleppo, 60@70c.; bleached extra, 95c.@$1.05; bleached No. 1, 80@90c.; Malabar, 70@80c.; decorticated, 70@80c., and powdered, 80@90c., all per pound.

PENNYROYAL OIL.—The demand is improving, as is usual at this season. Jobbing prices are $1.40@1.50 per pound.

NEROLI OIL.—Prices at wholesale show an upward tendency, owing to confirmation of reports from Southern France of damage to the various flower crops. Higher values are likely. This also applies to orange, which has fared worst. No jobbing changes.

SEEDS.—Latest jobbing prices on several seeds show but trifling variations. They are: Hemp seed, bag, 3⅛@3¼c., and less, 4@6c. per pound; canary seed, Sicily, bag, 5⅝@5¾c., and less, 7@9c.; Smyrna, bag, 5⅜@5½c., and less, 7@8c. per pound; millet seed, bag, 2½@2¾c., and less, 4@6c. per pound; rape seed, German, bag, 3¼@3½c., and less, 6@7c.; sunflower seed, 7@10c. per pound.

GUARANA.—As demand has not been active jobbers have lowered prices slightly to 65@75c., and powdered, 75@85c.

BALSAM COPAIBA.—Supplies are not heavy and demand is good. Nevertheless, jobbing prices are lower, in sympathy with recent wholesale weakness. New figures are: Angostura, 55@60c.; Central America, 45@50c.; Para, 50@55c.; solid, 85@95c., and solidifiable, 75@85c., all per pound.

SPIRITS TURPENTINE.—The latest jobbing change is a decline, although primary markets are firm. New quotation are 64½@65c. per gallon in barrels and 74@80c. per gallon in smaller quantities.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MAY 11, 1905. Number 19.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. = NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The Proprietary Meeting. Better Times for the Retailer.—A Call for Volunteers.—More Prerequisite Requirements.—Use of Telephone Booths.—Your Customers' Conveniences. — Wisconsin Board's Prerequisite Resolutions.—Helping the Graduate.—Pushing Trade.—Coating Compressed Tablets.—Past, Present, and Future of Pharmaceutical Degrees in America.—Theory and Practice.—Question Box.

NEWS.—Proprietary Association Friend of the Retailers.—M. A. R. D. Hears That Only Six Districts Are Organized in New York.—A. B. C.'s Eventful Run.—Manufacturing Perfumers Protest Against Rates.—President of National Association of Soda Fountain Supplies Talks on Pennsylvania Pure Food Law.—Voegelis Expand.—Minnesota Drug Clerks Discuss Journal Project.—More Litigation in Baltimore.—Formula Bill in Wisconsin Still Under Consideration.—News of the Colleges.

TRADE.—West Africa Needs Druggists.—Michigan's Largest Fountain Trade.—S. V. B. Swann's Method of Calling for Orders.—Sponge Fisheries in Florida.—Growing Native Medicinal Plants.—Show Windows and Features.—Appraisers' Decisions.—Drug Trade Jottings.—Patents and Trade Marks.—Market Reports.—Many Minor Changes.

EDITORIAL COMMENT

The Proprietors' Meeting.

After reading the reports of the meeting of the Proprietary Association, held in this city, last week, one cannot be but impressed with the attention given to the serial numbering plan, which is evidence, if any evidence be needed, that proprietors are beginning to view this plan as a satisfactory method of marketing their goods. The jobbers also are beginning to realize its value, and their present attitude is quite in contrast to that exhibited at former meetings. To be sure, the serial numbering plan throws considerable extra work and expense upon the jobber, but it is hoped that some important system will be introduced for handling these details that will reduce the expense and facilitate the work.

The plan, as such, has shown its ability to accomplish the purpose for which it was designated, i.e., the prevention of price demoralization.

Another excellent sign of harmony is the evidence of co-operation now coming forward from the jobbers, who seem to be realizing that it is to their advantage to fall into line in accordance with the endorsement given to the plan of the N. W. D. A. at the meeting in New Orleans last Fall. Indeed, more than one proprietor spoke of the assistance he had received from the jobbers, many of whom were offering to secure from the retailers signatures to contracts, and there seems to be a tendency on the part of the proprietors to permit the jobbers to secure these contracts and perhaps to allow them some extra percentage to cover the expense.

On the whole, the plan seems to be working out with great satisfaction to all concerned. There is one thing sure, that the more of these proprietary goods that are placed upon the market with the restrictions embodied in the plan, the better it will be for the retailers, for they are thereby assured of a profit on their sales, and consequently all branches of the trade are benefited.

Better Times for the Retailer.

Another noticeable thing about the meeting is the entire change of front towards the retail trade. The fact that the delegates from the National Association of Retail Druggists were admitted to all the sessions, executive or otherwise, is in itself sufficiently noteworthy to receive careful attention, since it is the first time that any such privilege has been granted by the proprietors.

Add to this, the statement of the delegates that they received the best of treatment, and the conclusion seems inevitable that a new era is dawning for the retail trade. The proprietors, indeed, seem at last to have awakened to the fact that the natural, legitimate, and therefore the most profitable outlet for their goods is through the hands of the retail druggist.

In no other way can this friendly feeling be explained; for it is reasonable to suppose that in common with other business men, the hearts and the pockets of the proprietors are apt to be affected in a certain close relationship to one another. Let the retailer pluck up hope once more. Better times are coming.

More Pre-requisite Requirements.

It is only a few weeks ago that announcement was made in this journal that the druggists of Pennsylvania had secured a pre-requisite law, which will become operative on January 1, next. In this work, the druggists of that State were only following the example of their brethren in New York, for a similar law was enacted last year and has been in force since the beginning of the present year. Now, without any additional legislation Wisconsin druggists through their Board of Pharmacy have stepped forward and passed resolutions which will ultimately place their State in the pre-requisite column.

The resolutions of the Wisconsin Board will materially affect the apprentices now employed in drug stores in the State and they are required to register with the secretary of the Board before July 1 if they would preserve their present status. After July 1 only applicants will be admitted to examination who can show that they have qualifications equivalent to one year's instruction in an accredited high school. Next year instruction equiva-

lent to one year (32 weeks) in a college of pharmacy recognized by the Board will be exacted of the applicant before he can take the examination for registration, and after July 1, 1906, only applicants will be admitted to examination who have successfully completed two years' work in a recognized college of pharmacy.

It will be noticed that these arrangements provide for a gradual raising of the standard, and that they also afford sufficient time for prospective applicants to prepare for the duties expected of them. It is not every State whose pharmacy laws provide for such an advance, nor is it every Board of Pharmacy which would undertake this forward step in the absence of a specific command from the legislature.

Care for Show Windows.

A show window is a valuable asset. Most druggists will readily enough agree with any one who advances this theory, but their agreement is likely to be merely mechanical, a matter of course, and it is doubtful if they ever really give the subject the serious thought it deserves. They have been told so often that a show window is of value that they take it as an axiom, and do not endeavor to remember that only by utilization with the best methods will they develop that value. If any doubt this, let him but pass along the main thoroughfare of any large city, count the number of pharmacies with good displays and the number that have merely a conglomeration of fly-specked odds and ends filling the space perfunctorily or which are littered with an unharmonious collection of show cards and glaring proprietary remedies, advertising literature of the display variety. True, at certain seasons of the year almost everyone makes a special effort; at Christmas, the Fourth of July, and, to a less extent, Easter, the druggist clears out his window and launches an ambitious exhibition, but for the other forty-nine weeks in the year he almost forgets the space entirely, or if he thinks of it, it is with the mental reservation that tomorrow will be the day when he will take up its disposition. This is all wrong. A show window should receive as careful attention as almost any other feature of the business. It should be changed at least once a week without fail. The proprietor, if he is his own window decorator, should continually study methods which he may employ to produce attractive results, should read extensively concerning the achievements of others in the same line, and should keep his eyes open in his peregrination to obtain hints from displays in the windows of tradesmen in other pursuits.

A few other points appear to recommend themselves. They are the result of the experience of many druggists. Never feature anything in your window for nothing. That is, do not feature the goods of any manufacture without a special consideration in return from them. At all times give preference to your own make preparations, and be very chary about a display of any article which you cannot really recommend. If you do not care for this latter point, the results will react on your own reputation. As a rule, unless the price received is considerable, it is not advisable to encourage window demonstrations of the specialties of some large concern. An intelligent use of the windows should bring in cash returns in good volume to a druggist. Indeed, one pharmacist in a large city calculates that his show window space is worth fully $25 a week, and that he gets it. If he does this, why should not every other pharmacist do likewise?

Uses Of a Telephone Booth.

One of the ways to make a drug store attractive, a way which is very frequently utilized, but which a surprisingly large number of druggists fail to consider, is the addition of a modern sound-proof telephone booth in some convenient corner of the store. While the outlay for this may seem considerable, it should prove a judicious investment, as has been shown by the experience of those pharmacists who have already tried the plan. This applies, of course, especially to those in large cities, for in the country districts the necessity for a telephone in a drug store is often merely a matter of personal convenience to the owner himself. But in large centers of population the drug store telephone is a recognized convenience of modern life which is called into use every half hour in the day. The proper transmission of a message over the wire is greatly hampered by confusing noises, such as occur continuously from the presence of other customers in the store, and from the commotion of street traffic. A telephone booth does away with this. Its presence will soon be known by hundreds of people within a wide radius of the store and they will take pains to go there from considerable distances, in order to avail themselves of this convenience, passing by other establishments which have telephones but no booth. An influx of people for any cause is reasonably sure to increase sales on general lines, and, besides, the profits on the fees collected for the transmission of telephone messages is in itself an item worth some consideration.

Having once achieved a booth, other possibilities of its usefulness present themselves. Many druggists have taken up the plan of hanging neat signs inside the booth at a point on its wall where they are sure to catch the eye of anyone sending or receiving a call. In the use of a telephone, there is always an interval of waiting, while the party one desires to converse with is being secured at the other end. In this interval the eye of the customer is sure to travel round the small compartment in which he finds himself and he is, therefore, likely to thoroughly read and digest any advertising confronting him. In fact, he will give it greater attention than usual, as his mind is not distracted by any outside influence for the moment. The results from this plan should alone speedily recoup the proprietor for any outlay on the booth.

A Call for Volunteers.

It is very gratifying to notice the willingness of the strong men in New York City to help out the less aggressive who are slow in organizing their districts. These volunteers are making a big sacrifice, for they will have to absent themselves from their business to do work which will not directly benefit them and in which they are not immediately interested. Such unselfishness should be fully appreciated.

But our first feeling of pride in these men gives way to one of curiosity as to why their services should be required at all. Every member of the M. A. R. D. is paying two dollars and a half to the national association to defray the expenses of organization.

What is the trouble with the organization department? Mr. Duble confessed that for reasons which he could not explain, his force had been reduced to two men. When we recall the early promises that twelve men would be sent here if necessary, the present array does not make a very brave showing.

The druggists of this city are certainly entitled to know what has become of their organization fee. They paid money to have the national association do a certain amount of work, which they are now compelled to do themselves. Why? If the getting of signatures to the contracts has engaged the entire attention of Mr. Duble's staff, then sufficient men should have been sent here to carry on both branches of the work at the same time.

Prof. Charles Caspari, Jr., completes his twenty-sixth year of usefulness in the profession of pharmacy next week, and his friends in Baltimore will celebrate the occasion by presenting him with a silver service. This is a certainly fitting tribute to Prof. Caspari's work along educational lines, and in the A. Ph. A. It shows that earnest endeavor does not always go unrewarded.

WHO SUPPORTS THE N. A. R. D.

The following table is compiled from the report, printed in "N. A. R. D. Notes," issued on April 22 and April 29. Instead, however, of reprinting the name of each association which has made contribution, we have included this information relating to each State under one table, indicating in the first column, the number of associations reported.

Additional to the figures given in "Notes," we have added in the last column the total number of druggists in each State, as given in the last edition of the "Era Druggists Directory."

According to "Notes" the list shows the remittances made by the Associations named during the period of six months from October 1, 1904, to March 31, 1905, both inclusive, as taken from the books of the N. A. R. D. treasurer.

States.	No. of associations.	—Dues for— 1902.	1903.	1904.	1905.	1906.	Organization fees.	Donations.	State dues.	Total.	Druggists in state.
Alabama	15	$3.50	$66.00	$124.00	$352.00	....	$152.50	....	$1.00	$699.00	695
Arkansas	3	....	....	....	12.00	....	5.00	....	25.00	42.00	822
California	13	....	....	306.00	280.00	....	180.00	$70.00	....	835.00	965
Colorado	7	....	126.00	158.00	62.00	....	....	....	....	346.00	458
Connecticut	9	.50	2.00	234.50	316.00	....	71.50	....	....	624.50	530
Delaware	3	....	....	....	172.00	....	42.50	....	....	214.50	118
District of Columbia.	1	....	....	250.00	....	....	....	....	....	250.00	196
Florida	1	....	....	250.00	....	....	....	....	....	250.00	337
Georgia	6	....	4.00	50.00	124.00	....	17.50	4.00	....	199.50	746
Illinois	55	1.00	209.00	536.00	826.00	....	783.00	1.00	....	2,356.00	2,768
Indiana	36	18.50	180.00	408.00	894.00	....	153.30	50.00	64.00	1,767.80	1,824
Iowa	38	11.50	174.00	522.00	410.00	....	210.00	5.00	....	1,332.50	1,813
Kansas	18	....	....	36.00	541.00	....	174.00	4.00	....	755.00	1,190
Kentucky	14	....	124.00	144.00	146.00	....	122.50	....	....	836.50	928
Louisiana	2	....	....	....	112.00	....	....	....	....	112.00	537
Maine	4	....	....	....	208.00	$4.00	130.00	....	55.25	397.25	413
Maryland	3	....	....	....	136.00	....	2.50	....	....	138.50	572
Massachusetts	22	....	4.00	542.00	1,304.00	....	155.00	....	64.00	2,065.00	1,565
Michigan	33	21.50	124.00	562.00	550.00	....	103.00	....	....	1,360.50	1,576
Minnesota	12	2.50	48.00	86.00	262.00	....	7.50	....	....	406.00	873
Missouri	18	....	18.00	414.00	302.00	....	235.00	....	1.00	970.00	2,466
Nebraska	3	....	....	72.00	60.00	....	....	....	....	132.00	828
Nevada	1	....	....	....	....	....	....	5.00	....	5.00	30
New Hampshire	4	....	....	30.00	68.00	....	25.00	....	36.75	159.75	245
New Jersey	9	....	....	63.50	244.00	....	52.96	1.00	....	361.46	929
New Mexico	1	....	....	....	12.00	....	....	....	....	12.00	78
New York	34	20.00	100.00	592.00	2,444.00	....	1,366.00	55.00	....	4,577.00	3,774
North Carolina	15	....	....	16.00	640.00	....	335.00	....	37.75	1,028.75	481
Ohio	34	6.00	38.00	328.00	908.00	....	95.00	5.00	....	1,380.00	2,217
Oregon	2	....	....	26.00	....	....	....	10.00	....	36.00	280
Pennsylvania	34	....	128.00	1,154.00	1,298.00	....	568.50	4.00	....	3,152.50	3,371
Rhode Island	2	....	....	42.00	236.00	....	70.00	19.50	....	367.50	274
South Carolina	2	....	....	16.00	64.00	....	....	....	....	80.00	378
South Dakota	8	....	....	140.00	244.00	....	300.00	....	....	684.00	342
Tennessee	8	....	....	22.00	147.00	....	....	12.00	8.25	189.25	611
Texas	7	....	....	88.00	39.00	....	....	....	....	127.00	2,284
Vermont	1	....	....	....	....	....	....	....	53.75	53.75	185
Virginia	2	....	....	20.00	84.00	....	....	....	36.75	140.75	520
Washington	1	....	....	....	28.00	....	1.00	....	....	29.00	415
West Virginia	4	....	....	18.00	8.00	....	2.50	....	....	28.50	325
Wisconsin	30	1.00	4.00	544.00	1,025.00	....	30.00	....	....	1,604.00	965
Canada	1	....	....	12.50	....	....	....	....	....	12.50	....
Total	516	$86.00	$1,349.00	$7,786.50	$14,858.00	$4.00	$5,390.76	$245.50	$319.50	$30,039.26	39,915

The above figures are extremely interesting, and are sure to attract the attention of all members of the N. A. R. D., and of many druggists who are not members of that organization.

Eight States are not represented in the list, i.e., Arizona with 59 druggists, Idaho with 171, Indian Territory with 596, Mississippi with 522, Montana with 144, Oklahoma with 405, Utah with 112, and Wyoming with 65 druggists.

In the States included in the list there are practically 40,000 druggists, and their total contributions in round numbers amount to $30,000, making an average of 75c. for each druggist. It will be noticed that New York State heads the list with a total payment of $4,577; Pennsylvania comes second, Illinois third, Massachusetts fourth, Indiana fifth, Wisconsin sixth, Ohio seventh, Michigan eighth, Iowa ninth, and North Carolina tenth, these being the only States that have contributed more than $1,000 each.

As compared with the average *per capita* of 75c. for each druggist, South Dakota takes the lead with a total of $2 for each druggist, and Arkansas is at the foot of the list with 6c. for each druggist.

While $30,000 is a goodly sum, it is much less than one would expect from an association claiming a membership of more than 20,000. If we remember correctly, the annual dues in the N. A. R. D. for each member is $4, and, according to this basis the $14,858 paid for dues for 1905 would show that only 3,715 members have paid their full dues for the current year. The organization fee, as we understand it, is $2.50 for each member. The amount of money collected from this source—$5,390—would indicate that only 2,156 new members have paid their organization fees during the past six months.

As a whole the total amount secured from the druggists must be something of a disappointment to the managers of the N. A. R. D. Their extensive organization surely cannot exist on this amount of income. It would be interesting to know how much income has been received from other sources, and what are the total expenses of the organization? These figures will no doubt be made public at the next annual meeting, if not previously printed in the "N. A. R. D. Notes."

ERA COURSE IN PHARMACY.

Graduates for April, 1905, Whose Grades are Above 90 Per Cent.

Number.		Per Cent.
4124	R. B. Winkett, Brockwayville, Pa.	96
4166	R. Lamar Fretz, Quakertown, Pa.	96
4068	Clifford A. Moses, Portland, Maine	96
4173	Miles A. Cole, Grand Rapids, Mich.	96

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name embossed, especially suited for framing, will be furnished to all who request it, for the sum of $2. Those who desire the latter should forward the necessary fee at once to The Pharmaceutical Era.

Notice to Students.

Please remember that recitations are not returned to students until the Part has been completed.

OUR LETTER BOX

DRUMMING UP TRADE.

New York, May 8, '05.

Editor The Pharmaceutical Era:

If one may place credence in what is printed in the daily press, doctors now have "touts," whose business it is to drum up trade for the medical men. Really, this is not so improbable as it might seem at first glance. A bit unprofessional, perhaps—hardly in keeping with the ethics of those medical men who decry all forms of advertising and abhor publicity—but there is "nothing new under the sun," and as enterprise shows her head in devious ways, this may be one of the many and strange paths in which she walks.

"In the nature of things, people will get sick," says one of these enterprising citizens, who works in the interest of a doctor, "and since all New York doctors look alike to them, they don't know which one to consult, and, then—well, Dr. Blank's name is suggested.

"You seem a little tuckered out," says the drummer. "Have you seen a doctor?"

"No. I haven't much faith in medical men. I have learned to fight shy of the doctors," says the sick man.

Then the man who is boosting the doctor's trade uses his powers of persuasion. How simple it seems.

And in all of this may there not be a hint to the proprietary manufacturer, who is ever on the alert for new and striking methods for bringing his wares before a long-suffering public? With the aid of an old photograph, the medical boomer could be a living example of "before and after taking," presenting a most effective argument on behalf of the beneficial effects of the remedy in which he was interested. A sort of personally conducted boost, as it were, of the merits of medicine, instead of seeking for trade by telling on the blank walls and at the breakfast table of what is good for that tired feeling or that one hundred doses may be had for one dollar.

This would be publicity run riot, it is true, but as variety is said to be the spice of life, the boomer of proprietary remedies might eventually come to be looked upon as a Samaritan by recommending that which is good for the ills of which so many folks complain.

MEDICO.

HELPING THE GRADUATE.

New York, May 5, '05.

Editor The Pharmaceutical Era:

Highly commendable was your editorial "Dreams of Conquest," in which you speak so encouragingly to the graduates who are helping to swell the ranks to take up the great and permanent interests of society." But isn't there a shade of condescension when you ask: "Who would banish these dreams of conquest? Not one. Upon the contrary, it is for us to encourage and hasten the enterprise of what the valedictorian has called the building of the Pharmaceutical Empire of the Future." Who, indeed, could banish these dreams of conquest. They date away beyond the time, Mr. Editor, when perhaps you had the same dreams, and after you and the writer have made the last, long journey, these dreams will be the inspiration which will lead the graduate onward and upward. Woe unto the man who would seek to tear down this fabric of bright visions which has been woven in the imagination of the graduate. Verily, the useless age, which Dr. Osler disclaims having fixed, would be his. He who has grown so old, or hardened in the ways of the world that he cannot look back through the vista of years and recall a graduation day which was bright with promise and hope, has truly reached the chloroforming age.

Where is the man who cannot remember that in the fulness of youth, there was a time when he felt that he could point out the new and better way, even to men of experience? There was due respect for gray beards, but it was perhaps temporarily overshadowed by an ambition to be up and doing. It was the push and enterprise of youth, and the impatience came from the impression that the old-fashioned ways were slow and could be pushed aside without providing other and better ones to take their place.

This is the feeling that prompts the graduate to think that he is just a little ahead of the times, and that he will look out on life with more intelligent eyes than those who have preceded him. This is but natural. Let him cherish this delightful delusion as long as he may. The hard knocks of life and the awakening to the stern realities of the bitter struggle engendered by fierce competition, will come all too soon, and then the graduate may need the sympathy and the helping hand of the older and wiser men. But until that time comes, remember that we were once as he is, and were prone to see only the rosy side of life, overlooking the wrecks which strew the path to success.

Let us hope the fulness of his ambitions may be realized. May his labors carry him into new fields, and his enterprise guide his mind to the accomplishment of much that has been attempted by others, and in the end we will come to regard his oratory as acts, instead of words, words, words. But whether he meet with success or failure, if he is energetic and honest, he can always be sure of the aid and encouragement of those who have trod the path before him.

OLD GRAD.

NEW WISCONSIN REQUIREMENTS.

Milwaukee, May 3, 1905.

Editor The Pharmaceutical Era:

Herewith please find enclosed a copy of a circular letter and a new resolution of the Wisconsin Board of Pharmacy, both of which I wish you would kindly publish in your next issue. Thanking you in advance for the courtesy, I am, respectfully yours,

H. G. RUENZEL,
Secretary.

(CIRCULAR LETTER.)

Milwaukee, Wis., May 1st, 1905.

Dear Sir:—Enclosed find a copy of the prerequisite resolution, adopted by the Board of Pharmacy at its last session. As it materially effects those apprentices *now* employed in drug stores in this state, the Board has made the following provisions:

All apprentices now engaged in drug stores must register with the Secretary of the Board. Affidavits are herewith enclosed which are to be filled out by the proprietor of the drug store or by the Registered Pharmacist in charge, and are to be forwarded to the Secretary at the earliest possible moment, not later than July 1, 1905.

After July 1, 1905, all apprentices engaged in drug stores must conform with the *Prerequisite Resolution.*

Proprietors and managers of drug stores should have all future apprentices furnish a statement from principals of High Schools or the equivalent, showing the completion of a satisfactory one year's course. The certificate from High Schools must accompany all applications for examination of those who engage in the drug business after July 1, 1905.

Read this very carefully, as it is an important requirement of the Board.

Respectfully yours
H. G. RUENZEL, Secretary.

PREREQUISITE RESOLUTION.

WHEREAS, All professional callings, closely allied to the practice of pharmacy, are demanding a better preliminary education and more thorough course for graduation; and

WHEREAS, The trend of the times, the rapid advance of science, the discovery of new remedies and the application of new methods warrant such additional requirements in the practice of our profession, eventually resulting in the betterment of the status of pharmacists; and

WHEREAS, it is the sense of this Board that such changes must be brought about gradually, thus affording the pharmacists an opportunity of meeting these requirements; Therefore, be it

Resolved, That after July 1, 1905, only such applicants will be admitted to examination who accompany their applications with a certificate of having finished a satisfactory course of one year in a High School, accredited by the University of Wisconsin, or its equivalent, and, Be it further

Resolved, That after July 1, 1906, only such applicants will be admitted to examination who shall present a certificate of having successfully completed one year of at least thirty-two weeks in a school or college of pharmacy (recognized by this Board); and Be it further

Resolved, That after July 1, 1907, only such applicants will be admitted to examination who shall present a certificate of having successfully completed two years of at least thirty-two weeks each in such school or college of pharmacy.

H. G. RUENZEL, Secretary.

SHOULD PRINT MORE DON'TS.

Edmonton, N. W. T., Can., April 30, 1905.

Editor The Pharmaceutical Era:

In you issue of April 6 (page 397), under the heading of "Some Criticisms of the Journals," the author says in paragraph five, "and not one of you would be guilty of pasting one label over another." I will illustrate by relating what came under my notice some weeks ago. A bottle was brought in to be filled with methylated spirit. On soaking the bottle I found it to bear the following labels: St. Catharines, Ont.; Collingwood, Ont.; Port Arthur, Ont.; Portage la Prairie Man.; Brandon, Man., and Strathcona, Alberta, N. W. T. I think the journals still need to print the "Don's"

Geo. H. Graydon.

Antidote to Nicotine.

The juice of Nasturtium officinale is a definite antidote for nicotine poisoning. This juice is very rich in iodine and iron, especially when the plant is grown near sources of these elements, and the action of the antidote may be ascribed to the revivification of the blood corpuscles by these constituents. (Jour. Soc. of Chem. Ind.)

COATING COMPRESSED TABLETS.

BY L. H. TURNER,
Brooklyn, N. Y.

Compressed tablets are coated to make them palatable, to conceal the bitter taste and odor that many drugs possess, and to improve the finished appearance of the tablet. The coating also prevents chemical changes by excluding air, renders the tablet more slowly soluble, or even insoluble in the stomach, so that it may pass on to the intestines, where it is dissolved by the alkaline juices. After the tablets are compressed they should be placed in a coarse mesh sieve over a suction blower or cold air blast. This removes any adhering powder and particles or dust from their surface. This is necessary, particlarly if a transparent coating is to be applied. If, after compressing, the tablet has a mottled or variegated appearance, cover it with a little moist lampblack so that the color will be uniform when coated.

Before a tablet can be successfully coated it must be in perfect condition. Not too soft nor too hard, but firm and tenacious, with regular and well formed edges. Hard tablets are often insoluble and give rise to capping when the coating solution is applied. They must have the proper shape and be perfectly dry, and the excipients used in the granulation of the ingredients must not be of a hygroscopic nature, as they are apt to attract moisture from the coating and cause the tablet to swell, crack or burst open on standing any length of time. They must be dry enough so that moisture will not exude and cause the coating to become softened or dissolved. All tablets intended to be coated should be placed on fine wire or cloth trays and dried at 70° F. for at least 24 hours.

Again, the ingredients should have a fairly good amount of cohesion, to enable them to stand the rough motion of the tablets in the coating drums. Syrup, being adhesive, will cause the surface of the tablet to adhere to the thin layer of coating, the adherence increasing as the syrup dries, and if this adhesiveness of the drying syrup is greater than the cohesiveness of the granules, the structure of the tablet becomes strained and the coating cracks. Proper shape is another essential feature for good coating. Too flat tablets offer a greater surface and increase the danger of the tablets sticking to one another. Thick edges should be avoided, as they require a long time to build up and round over the coating.

SUGAR COATING.

The tablets are placed in a revolving copper drum, and a small amount of syrup is added, only enough to slightly moisten the surfaces. Into each drum a current of warm or cold air is introduced which dries the syrup on the tablet, this process of wetting with syrup and drying being repeated until the coating reaches the desired shape, thickness and smoothness. The rolling motion of the coating drums distributes the syrup evenly over the tablets, and prevents them from adhering to each other. After the required number of applications of syrup are added, another solution is applied, to which is added the coloring and flavoring material desired. After drying, the tablets are placed in a second drum lined with thick felt, the friction of the felt and the previous layer of coating imparting to the surface a dull polish. From the felt-lined drums the tablets are placed in revolving pans lined with melted paraffin wax, which gives them a highly polished and bright appearing surface. The hot air blast is preferable to the cold air process for it dries the syrup, the more rapid evaporation of the moisture rendering the drying of the coating more uniform and less liable to crack and shrink away from the surface of the tablet when it becomes dry.

GOLD AND SILVER COATING.

This form of coating is more often applied to Italian mints, cachous and dragees than to tablets in general. The tablets or other material should first be covered with a little weak mucilage and then shaken with the gold or silver leaf. The leaf may be dropped inside the revolving pan, and it at once adheres to the surface of the tablets. This operation must be continued for some time, and a second coating is often necessary to give the tablet a bright and smooth appearance and to conceal the color of the tablet or coating applied thereon. Aluminum leaf may be used for the first coating, being afterwards covered with silver leaf. The pills or tablets thus coated are just as bright, and the cost of material is reduced. To give the silver coating a bright, metallic polish the tablets are placed in a pan or drum lined with chamois skin and revolved for about one-half hour. If the tablets contain any sulphides they must first be coated with tolu or sandarac to prevent the formation of silver sulphide, which causes a black discoloration.

PEARL COATING.

This is similar to sugar coating, but the coating contains a large proportion of powdered soapstone or talcum, which gives the tablets a pearly appearance.

CHOCOLATE COATING.

To flavor chocolate coated tablets, place ten pounds of cocoa hulls in a cotton bag and boil for five minutes in four gallons of water. Strain through two layers of cheese cloth and add twenty-five pounds of lump sugar. To this mixture add two pounds powdered cocoa and mix well.

Colors for Coating Tablets.

PURPLE.

Germania blue, Atlas brand	2 drams
Kaline red, Atlas brand....	2 drams
Brilliant rose, Atlas brand..	1 ounce
Alcohol, 25 per cent.....	8 ounces

BLACK.

Sulphate of iron.....	4 pounds
Fluid extract of logwood..	1 gallon
Fluid extract of nutgalls...	1 gallon

YELLOW.

Amberine yellow	4	ounces
Boric acid	½	ounce
Alcohol	16	ounces
Water	48	ounces

ROSE PINK.

Red saffron, powdered...	2	ounces
Alcohol	4	ounces
Water	16	ounces
Boric acid	½	ounce

CARMINE ROSE.

Alcohol	8 ounces
Carmine rose	2 ounces
Hot water	8 ounces

PHARMACEUTICAL DEGREES.*

Their Past, Present and Future Status in America.

BY M. I. WILBERT,
Apothecary at the German Hospital, Philadelphia.

At no period during the thirty or more years that the question has been actively under discussion has the subject of pharmaceutical titles attracted, or received, greater attention than is being given it at the present time.

The direct cause for this unusual interest is no doubt to be found in the great attention that is being devoted to the subject of pharmaceutical education, its shortcomings and its ultimate possibilities; and also to a more thorough understanding of the very great differences that exist, in the entrance requirements that are asked, the instruction that is given and the degrees that are conferred by the various pharmaceutical schools now existing.

Appreciating the fact that the history of any given subject may have an important bearing on the probable solution of questions arising in connection with the same, and believing, furthermore, that the history of the origin and uses of pharmaceutical titles in America might have a peculiar and timely interest for all concerned, this contribution is offered with the hope that it may prove interesting, and that the ideas and opinions of some of the earlier leaders of our profession may serve to indicate a rational and generally acceptable solution of the present controversy.

FIRST DEGREES IN AMERICA.

Dr. John Morgan, who is properly recognized as the originator of pharmacy in this country, returned to Philadelphia in 1765, where he was the first to institute the European practice of writing prescriptions and of having them compounded by competent apothecaries. This practice even in Philadelphia, spread slowly, and it was more than fifty years later, in 1816, before any attempt was made to teach pharmacy by means of a regular course of lectures. Five years later, on Feb. 31, 1821, the Board of Trustees of the University of Pennsylvania, acting on a recommendation from the Professors of the Medical Faculty, adopted a resolution instituting the degree of Master of Pharmacy, to be conferred by the Board of Trustees on such persons exercising, or intending to exercise, the profession of an apothecary as are or shall be duly qualified to receive the same. Provisions were also made for instituting a course of lectures on chemistry, materia medica and pharmacy in the University, and all future candidates for the degree, in addition to serving three years' apprenticeship with a respectable apothecary, or a master of pharmacy, were to be required to attend at least two courses of lectures in the new school.

At the ensuing medical commencement, in April, 1821, sixteen gentlemen, apothecaries, the majority of them resident in the then City of Philadelphia, received the degree of Master of Pharmacy.

This attempt on the part of the Trustees of the University to improve and to elevate the practice of pharmacy aroused the

*American Journal of Pharmacy.

enterprising spirit of the druggists and apothecaries of Philadelphia, and led them to found a college of their own, "for the two-fold purpose of providing them a system of instruction in pharmacy, and subjecting themselves to regulations in their business.'

DISTINCTION OR AWARD.

One of the most frequently quoted objections to the proposed course on pharmacy in the University was the fact that the trustees and professors proposed to bestow distinguishing titles on the graduates. So deeply was this objection to distinctive titles rooted in the minds of the new school of pharmacy that they positively refused to include testimonials, degrees or awards in the provisions of their school. It was not until some years after Dr. George B. Wood had been elected to fill the chair of chemistry in the college that any concerted attempt was made to introduce some form of distinction or award to such of the students as had completed the prescribed course and had undergone a satisfactory examination.

So far as known, this subject was first brought to the attention of the college in an address to the members of the Philadelphia College of Pharmacy, by Dr. George B. Wood, delivered Nov. 16, 1824. In the course of this address, while speaking of the requirements of the institution, Dr. Wood said: "In all great seminaries of learning and science it is a practice sanctioned by the experience of centuries to reward by some public testimonial or approbation those students whose industrious application and correct deportment have given satisfaction to their instructors. The hope of distinction is perhaps the strongest passion of the youthful mind; and even that honor, which an ordinary degree in the arts confers, is sought after with an ardor and perseverance which they who have forgotten the feelings of their earlier years can seldom fully appreciate.

"The power of conferring degrees, attached to all collegiate institutions, may be considered almost an essential part of their constitution, and the practice is certainly essential, as a general rule, to their successful operation. The school of pharmacy cannot be regarded as an exception. I do not think I am going too far when I say that it will never flourish until this practice is adopted.

"To the young apothecary, a degree from the college would be desirable, not only as an honor, but also as an effective instrument for the promotion of his success in business. When the public are generally informed, as they some time undoubtedly will be, of the nature and designs of the institution, it cannot but happen that a preference will be shown for those whose knowledge and skill its testimonial can be advanced; and at some future period a degree in pharmacy may be as indispensable to the apothecary as that in medicine now is to the physician. In order, however, that the degree may have the greatest possible weight in the opinions of men it should never be conferred on the student till he has passed through a certain course of study and practice united, and, by an examination before competent judges, shall have shown himself worthy of the honor. It should, moreover, be confined to those whose character is unexceptionable."

The suggestions made in this address were acted on but slowly. It was more than a year later, on Jan. 31, 1826, before the members of the college, recognizing the necessity of such a move, finally adopted a resolution that in future all students who had completed the attendance on two courses of lectures, had passed a satisfactory examination in the branches taught and were able to furnish satisfactory evidence that they had been engaged in the business of an apothecary, were to be adjudged "Graduates in the Philadelphia College of Pharmacy." It was fully half a century later, however, before the time of such a certificate of proficiency, to generally promote the business of a pharmacist, was considered legitimate, and we of to-day, more than eighty years after the address was delivered, are only now beginning to appreciate the necessity of some such evidence of systematic instruction in the sciences relating to pharmacy before an applicant be admitted to the practice of our profession.

FIRST AWARD OF PH.G.

It was on Aug. 23, 1826, that the then president, Mr. Daniel B. Smith, conferred the degree of Graduate in Pharmacy, or "Graduate in the Philadelphia College of Pharmacy," on the first successful candidates, comprised of a class of three young men.

On this occasion the president delivered an interesting, and more extremely valuable address, dealing largely with the conditions as they then existed, and outlining to some extent the objects of the college, and its ambitions for future improvements. As much of the material contained in this address has a direct bearing on the subject under discussion, it may be well to quote from it quite extensively. In speaking of the objects of the college Mr. Smith said: "The mark at which we are aiming is, however, much above the standard of any present attainments. Before we can assume to compete with the kindred institutions of the Old World our system of scientific instruction must be extended to other branches of natural history and rendered more thorough and minute in those which are already taught."

"Our diploma is, of course, but an honorary distinction, that confers no privilege or advantages beyond those which public opinion accords to the well instructed and intelligent. It bestows no title for it was the design of the college to avoid any name which may hereafter acquire a peculiar meaning, and become the designation of a new class analogous to the English apothecary. In attempting to avoid this danger, it has committed what may perhaps be esteemed a blunder by establishing a distinction without giving to it a specific name, and simply declaring that the successful candidate is a graduate in the college."

The example set by the Philadelphia College of Pharmacy was closely followed by the other schools as founded, and it was not until about 1873 that any concerted attempt was made to confer what might be termed a collegiate degree for a course in pharmacy.

DEGREE OF PHAR. D.

In the early seventies no less than three, then newly founded, schools of pharmacy began to confer the title Phar. D. on their graduates. As was to be expected, this rather startling innovation met with considerable opposition from the officers and representatives of the older and more conservative colleges of pharmacy. The meetings of the American Pharmaceutical Association, and the accompanying conferences of the representatives of teaching colleges of pharmacy were frequently burdened with lengthy and at times caustic discussions relating to this, at that time, unpopular innovation.

In this connection it may be of interest to refer to the discussion on the admission of the delegate from the Georgetown College of Pharmacy, in the proceedings of the American Pharmaceutical Association, for 1872, the report of the meetings of the special committee appointed by the Philadelphia College of Pharmacy in 1874, to inquire into the subject of granting the title of Doctor in Pharmacy, published in the American Journal of Pharmacy, and the discussion on reputed irregularities in granting the title of Doctor in Pharmacy, with report of special committee to inquire into and report on the facts in the case, published in the Proceedings of the American Pharmaceutical Association for 1875 and 1876.

PROFESSOR PROCTER'S VIEW.

How deeply the leading pharmacists of that period felt on the subject of pharmaceutical titles is evidenced by the opinions, expressed by Prof. Wm. Procter, Jr., in one of his last editorials in which, in answer to an inquiry on the subject, he said: "The value set upon titles varies much with individuals; so much so, indeed, that many will work more earnestly for a title than for more important things. If their possession carried with it the knowledge and dignity which sometimes it is presumed to represent, then titles might well be sought for as desirable evidence of accomplished work.

"Pharmacy is to a large extent an art which every well-qualified apothecary masters. Its pursuit involves so much scientific knowledge that it may very properly be called a profession, and he who properly practices the art is a master in pharmacy."

Professor Procter further suggested that the young men be moderate in their desire for titles, and that they be satisfied with Graduate or Bachelor of Pharmacy, and that they, after a due probationary period, aspire to the more elevated and more dignified degree of Master of Pharmacy.

THE TITLE OF DOCTOR.

The title of Doctory of Pharmacy, as a purely honorary distinction, was first conferred by the Maryland College of Pharmacy some time before 1870. Prof. Edward Parrish, in referring to this distinction in 1871, said: "A degree of Doctor of Pharmacy seems appropriate to place our profession on a par with those of medicine and dentistry.

"This has already been granted to a few distinguished pharmaceutists by the Maryland College of Pharmacy, but would seem well suited to designate all graduates in pharmacy who have devoted themselves creditably to the legitimate practice of their profession for a term of years. A title of this kind would hardly seem pretentious if held in reserve by the college until their graduates had attained a well-recognized professional standing and the

prospect of attaining it would be an honorable incentive to professional effort."

THE TITLE OF MASTER.

The special committee appointed by the Board of Trustees of the Philadelphia College of Pharmacy in 1874 to consider the subject of conferring the degree of Doctor of Pharmacy on the graduates of the college, in their report, deprecated the adoption of the proposed title, and enumerated, among other reasons, the fact that pharmacy and the practice of medicine being so closely connected, the title would tend to confusion. The committee recommended that the college adhere to the time-honored practice of conferring the title of Graduate in Pharmacy, but also recommended the conferring of an additional degree, not designated, on graduates of the college who, by pursuing some original investigations, had demonstrated their fitness for the same. This latter recommendation was acted on the following year, when the degree of Master in Pharmacy, in course, was provided for. Eleven years later, on May 4, 1886, the degree of Master in Pharmacy "Honoris Causa" was instituted, and in the following year, Feb. 1, 1887, the Philadelphia College of Pharmacy conferred its first honorary degree.

Recurring for a few minutes to the now generally accepted propriety of exhibiting the evidence of having attended a college of pharmacy, it may be interesting to note that as late as 1874 this practice was deprecated by a writer in, and also the editor of, the "Chicago Pharmacist," one of the predecessors of the "Western Druggist."

Prof. John M. Maisch, the editor of the "American Journal of Pharmacy," contended, in opposition, that the number of graduates from colleges of pharmacy had increased to such an extent and the opportunities for attending schools of this kind had become so numerous that there was little or no reason why graduates from pharmaceutical schools should not display the evidence of their superior interest in their calling.

PRESENT STATUS OF DEGREES.

Of the present status of Pharmaceutical degrees little need be said in addition to what has already been pointed out by Prof. J. T. McGill in his paper on "What Degrees Should be Conferred by Schools of Pharmacy?" read before the section on Education and Legislation of the American Pharmaceutical Association, at Kansas City, in 1904.

Of the origin of the several titles it may be said that Graduates in Pharmacy was undoubtedly suggested by the title "Pharmacien" conferred by the French schools of pharmacy. This will appear all the more probable when we remember the close relations that existed between the founders of the Philadelphia College of Pharmacy and the products and writings of the French pharmacists of their time. The title Pharmaceutical Chemist is generally used in England, and is awarded by the Pharmaceutical Society on all that successfully pass the major examinations. Master of Pharmacy has been used for many years in several of the larger countries of Europe, particularly in Russia and in Austria, and its more recent use in this country was probably suggested by the communications of Professor Dragendorff on the subject of pharmaceutical titles. The titles Bachelor and Doctor are generally considered to be of academic origin, and for academic use, and for this reason there has been much and varied opposition to their use in purely technical schools.

The rather promiscuous use of the title Doctor, by colleges of pharmacy, is particularly to be deplored, and despite what Professor Remington, and more recently, Professor Hynson, have had to say in favor of conferring the degree of Doctor on graduates of colleges of pharmacy, there appears to be a peculiar unfitness about this particular title that makes its use for graduates in pharmacy especially undesirable.

OBJECTIONABLE FEATURES OF PHAR. D.

The objectionable features connected with the title Phar. D. are more particularly evidenced if we review the dictionary definitions for the use of the word Doctor. Lexicographers tell us that a doctor is a teacher, an instructor, a learned man, a person endowed by a university with a diploma certifying to his proficiency in the sciences or recognizing his position as a teacher. The evident derivation of the word, in this connection at least, is such that it can hardly be made applicable to the requirements and practices of the retail pharmacist.

There are, it is true, other definitions for the word. The same lexicographers tell us that a doctor is a person duly licensed to practice medicine or surgery, or a person duly qualified and experienced in the treatment of diseases. Under this somewhat popularized definition we may very properly include the M. D., or doctor of medicine; the D. D. S., vulgarly speaking, the tooth doctor; and the D. V. S., or horse doctor, for the definition does not confine or limit the definition of diseases to diseases of human beings. The P. D., on the other hand, would necessarily be restricted under this definition to the treatment of drugs, and under this interpretation we might possibly apply the corresponding definition of the verb to doctor; that is, to disguise by mixture or manipulation, to alter for the purpose of deception, to cook up, to temper with, to adulterate.

Surely no one having the interests of pharmacy at heart can or will countenance such an interpretation of the objects of our vocation. If pharmacy is to be our occupation, and if the occupation has been and is a legitimate and honorable one, why should we object to being called pharmacists, and why should we attempt to appropriate titles that are not in harmony with the requirements and objects of our occupation? Despite the fact that the title Phar. D. has been conferred in this country for upwards of thirty years on the graduating classes in colleges of pharmacy, and during that time has probably been conferred on thousands of graduates, it certainly has signally failed to be recognized or appreciated by the mass of people who have come in contact with, or have required the services of, these men.

THE TITLE PHARMACIST.

The title Pharmacist, on the other hand, has become recognized as a proper and honorable one. The occupation of the pharmacist, as an occupation, is much more in keeping with that of the chemist, having bred and fostered the latter, it would be quite appropriate, therefore, to adopt or to continue the use of the pharmaceutical chemist, providing we were not quite content with the now time-honored Graduate in Pharmacy. In this connection we should always remember that we cannot expect to raise our own individual standing, or the standing of those dependant on us, by attempting to bring the conditions of our surroundings down to our particular level; we must, on the other hand, attempt by all the means at our command, to raise ourselves and others in our particular line, up to or even above the standards of requirement for the classes with which we wish to come in competition, or with whom we wish to associate.

WHAT OF THE FUTURE?

The question then naturally arises: What of the Future? Are we to be content with present educational requirements and are our successors in the same field to be satisfied with the degree of Ph.G., or Ph.C.? Certainly not. The future American pharmacist will be, must be, a truly educated and highly scientific man. With the ever-increasing demand for specialization there will be a corresponding demand for more specialized education along chemical and pharmaceutical lines; fully in harmony with that given in all other lines, requiring specialized instruction or education. With this tendency to specialization there is a corresponding tendency toward concentration, particularly along educational lines. This tendency having once been fully appreciated, it will rapidly develop, and the time will not be far distant when by a proper selection of scientific courses at any of our larger universities the B. A., or perhaps only the M. A., may gain for himself an honorable and fitting title and sufficient technical knowledge to properly conduct a dispensing pharmacy, and, in addition, make such contributions to the advancement of his own particular branch or branches of science as will enable him to do honor to the degree of Doctor of Philosophy, that he may rightfully claim to be his.

Camphor Snow.

Agar agar	3 grams
Water	150 grams
Stearic acid	15 grams
Sodium carbonate	10 grams
Oil of theobroma	15 grams
Water	100 grams
Alcohol	10 grams
Camphor	5 grams

The necessary apparatus consists of a so-called farina boiler, or a suitable water-bath, and an egg-beater. The process of mixing is simple, though the following directions may appear to be somewhat complicated: Dissolve the agar-agar in 150 cc. of water and strain. To 100 cc. of water in a farina boiler, or any suitable dish on a water-bath, add the stearic acid and the sodium carbonate; after the carbon dioxide has been driven off, add the oil of theobroma and the solution of agar-agar; mix thoroughly by means of the egg-beater; then remove the container from the water-bath, or source of heat, and continue beating or agitating the mixture until a uniformly smooth lather, measuring about three times the volume of the contained liquids, results.—M. I. Wilbert in Am. Journ. Pharm.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Blue Black Ink.

(F. C.) It is said by an English exchange that writing done with ink made according to the following formula, "is black and permanent:"

Blue Aleppo galls (free from insect-perforation)	4½ ounces
Bruised cloves	1 dram
Cold water	2 pints
Purified sulphate of iron..	½ ounces
Pure sulphuric acid	35 minims
Indigo-paste (neutral or nearly so)	1 ounce

Place the galls, when bruised, with the cloves in a 50-ounce bottle, pour upon them the water, and digest, with daily stirring, for a fortnight. Then filter through paper into another 50-ounce bottle. Get out, also, the refuse of the galls and wring out of it the remaining liquor through a strong, clean linen or cotton cloth into the filter, in order that as little as possible be lost. Next put in the iron, dissolve completely, and filter through paper, then the acid, and agitate briskly; lastly, the indigo, and thoroughly mix by shaking. Pass the whole through paper. Filter out of one bottle into the other till the operation has been completed. On a large scale this fine ink may be made by percolation. No gum or sugar is required, except when intended for copying; then 5½ ounce galls should be used and 3 drams of sugar.

Another formula for "pharmacists' ink," is one by Prof. Wilbur L. Scoville, who recommends the following to give the best satisfaction after a trial of some twenty-five different ink formulas, including the Massachusetts standard formula: Dissolve 80 grains of tannic acid, 14 grains of gallic acid and 1 grain of salicylic acid in 8 fluid ounces of water; then 102 grains of ferrous sulphate (granulated) and 90 grains of indigotin, each separately, in 4 fluid ounces of water; then mix the solutions. An almost fadeless, green black ink is produced, changing to jet-black on standing. It has kept well during the period covering the experiment. If about one-half ounce of sugar is added it is of service as a copying ink.

GOOD BLACK INK.

Extract of logwood	15 parts
Carbonate of sodium, crystallized	4 parts
Neutral chromate of potassium	1 part
Water	1,000 parts

Dissolve the extract in 900 parts of the water, allow it to deposit, decant, heat to boiling, and add the carbonate of sodium; lastly, dissolve the chromate of potassium in the remainder of the water, and add to the logwood solution drop by drop, with constant stirring.

Removing Paint.

(F. B. S.)—We are not familiar with the preparation you name. As good a solvent as we know of for removing paint stains on fabrics is oil of turpentine. The preparation generally used by painters for removing dried paint or varnish from woodwork is a mixture of washing soda and quicklime. Here is a formula:

Washing soda	2 pounds
Quicklime	1 pound
Water	1 gallon

Slake the lime with part of the water, dissolve the soda in the remainder, and mix. Allow to stand for 24 hours and decant the clear liquid. For the removal of paints and varnishes which resist the action of strong lye, a mixture of ammonia water, 2 parts, and oil of turpentine, 1 part, has been recommended, and it is claimed that when applied for a few minutes' action to the surface to be cleaned, the paint may be easily removed by means of cotton waste or similar material.

The specifications of an English patented composition for cleaning painted or varnished surfaces call for lemons, or other acid fruit, 2 pounds, hydrochloric acid, 1 pound, and water, 4 pounds. These are mixed, boiled to a thick paste and incorporated with oxalic acid, 2 pounds, and black treacle, 3 pounds. When cold, butyric acid, 1 fl. ounce, or other grease-dissolving acid is stirred in, and the whole made up to 1 gallon with water. The composition is applied to the painted, varnished, or polished surface, left for a sufficient time, and then washed off.

Massage Cream.

(E. K. S.)—Formulas for preparations of the above character were printed in the November 17 and December 29 issues of The Era, last year, pages 500 and 662, respectively. A "mucilaginous face cream" may be made according to a formula recommended by A. E. Hiss, in Merck's Report, as follows:

Tragacanth, whole pieces	240	grains
Boric acid	1½	ounces
Water	3	pints
Glycerin	8	fl. ounces
Alcohol	8	fl. ounces

Dissolve the boric acid in the water by the aid of heat; to the hot liquid add the tragacanth, and stir occasionally with a spatula or broad paddle of some kind, until the gum is thoroughly softened. Then add the alcohol and glycerin, strain the mixture forcibly through cheese cloth, and pass enough water through the cloth so that the liquid will measure 64 fl. ounces. If somewhat too thick, it may be diluted with more water.

If this mixture be perfumed with essence of bitter almond, it may be called "almond cream"; if perfumed with some rose extract, it is usually known as "favorite cream"; if in addition to being perfumed with rose it is also colored pink, it is usually called "rose cream"; if perfumed with violet extract and colored purplish, it may be called "violet cream" or "cream of violets," etc. A nice "benzoin cream" may be made by the addition of 1 ounce each of borax and coarsely powdered benzoin to the above ingredients. Boil the benzoin with the borax, acid, and water for about 5 minutes, strain, and add water through the strainer to make 3 pints. In this liquid macerate the tragacanth and proceed as in the preceding formula.

Liquid Dressing for Shoes.

(H. F. L.)—Try one of the following formulas: Gum arabic, 4 ounces; molasses, 1½ ounces; good black ink, ½ pint; strong vinegar, 2 ounces; alcohol, 1 ounce; sweet oil, 1 ounce. Dissolve the gum arabic in the ink, add the oil and rub the whole in a mortar until thoroughly united; then add the vinegar, and lastly the alcohol.

(2.) Extract of logwood, 3 ounces; dissolve in water, two quarts; borax, 3 ounces, dissolve in water, 2 quarts; add ¾ ounce of shellac and boil to dissolve; potassium bichromate, ¼ ounce, dissolve in soft water, ¼ pint, and add 3 ounces of ammonia water. Mix all solutions together.

(3.) Dissolve 3½ ounces of shellac in ½ pint of alcohol. Rub smooth 25 grains of lampblack with 6 drams of cod liver oil and mix. A few drops are to be applied to the leather with a sponge.

(4.) Sandarac, 2 drams; gum thus, ½ ounce; shellac, 1½ ounces; spirit of turpentine, ½ ounce; lampblack, 1 ounce; spirit, 6 ounces. Dissolve the resins in the spirit and add the turpentine and lampblack. Nigrosin, 1 dram, may be used instead of lampblack.

Foam for Soda Water.

(J. H. S.)—Some reliable formulas for soda water foam were published in The Era of March 16, 1905, page 328. Here is one other:

Soap bark	5 ounces
Alcohol	10 ounces
Water, to make	1 quart

Boil the soap bark in about 1 quart of water for 15 minutes, strain, evaporate to twenty ounces and when cold add the alcohol, filter after standing several days. Solution of Saponin may be used instead.

Paraphenylene-Diamine Hair Dyes.

Erdmann, Sendtner, and others have long since pointed out that paraphenylene-Diamine is an objectionable ingredient in hair dyes, since it occasions a troublesome eczema of the scalp. It may be removed by shaking out with ether, but is then contaminated by oxidation products. This may be avoided by the addition of ammonium sulphydrate. The product then obtained is readily sublimable in colorless crystals, which melt a little above 143° C. It may be identified by the following reactions: The solution of the hydrochloride, heated with an excess of sodium hypochlorate, gives a white precipitate, which, when dissolved in diluted alcohol and crystallizer, forms long needles, m. pt. 124° C. When heated with solution of hydrogen sulphide and ferric chloride, a violet color is produced. A very dilute faintly acid solution, treated with analine and ferric chloride, gives a blue color.—Schweiz, Woch., Pharm. Jour.

HOME OF THE ABBOTT ALKALOIDAL COMPANY

The World's Headquarters for Alkaloidal Preparations and Specialties.

ACCURACY AND PURITY GUARANTEED

"LEST YOU FORGET"

Aconitine.	Digitalin.	Morphine.
Apomorphine.	Defervescent Comp.	Podophyllin.
Arbutin.	Dosimetric Trinity.	Quassin.
Atropine.	Emetine.	Rheumatic.
Anodyne for Infants.	Ergotin.	Strychnine.
Anticonstipation.	Glonoin.	Tonsillitis.
Barosmin.	Hyoscyamine.	Tape Worm.
Bryonin.	Heart Tonic.	Veratrine.
Buckley's Uter. Tonic.	Intestinal Antiseptic.	Worm Remover.
Cactin.	Lithium Benzoate.	Zinc Sulphocarbolate.

Bilein, Calcidin, Calcalith, Nuclein, Neuro-Lecithin, Salithia, Saline Laxative.

Over one-half of the Medical Profession are using one or more of these remedies. They are advertised in over 60 medical journals. How is your stock? Order of your jobber. Write direct for price list.

THE ABBOTT ALKALOIDAL COMPANY

MANUFACTURING CHEMISTS

RAVENSWOOD STATION, CHICAGO

90 W Broadway, NEW YORK 9-11 Phelan Building, SAN FRANCISCO

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA
BRONCHITIS, PNEUMONIA, DIPHTHERIA
SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size).....	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes).....	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

REMOVAL

E. FOUGERA & CO.

Beg to inform the trade that they have moved from 26-30 North William Street to

90 Beekman St.

Corner Cliff Street

Soliciting the continuance of your patronage, we remain,

Yours respectfully,

E. FOUGERA & CO.

WE HAVE A COPY OF THIS CATALOGUE FOR YOU

WRITE FOR IT

GEO. W. PITKIN CO.

Paint and Color Makers

CHICAGO

TAKA-DIASTASE

THREE-FOURTHS of all cases of dyspepsia, it is said, are due to indigestion of starchy foods. *Taka-Diastase* is

THE PHYSICIAN'S MAINSTAY

in this class of ailments. It is the most powerful and reliable starch-digestant known.

Now is a good time to

LOOK TO YOUR STOCK

as we are advertising *Taka-Diastase* in every medical journal of note in this country.

CONSULT OUR PRICE LIST

(pages 150-151) for information as to our full line of *Taka-Diastase* preparations.

PEPSIN CORDIAL

STOCK THIS

FINE PEPSIN PRODUCT.

In the treatment of intestinal disorders of infants and children it is a prime favorite with physicians.

You will have frequent specifications for it

when your medical patrons know that you can supply it.

Pepsin Cordial is pepsin in its most agreeable form, being acceptable even to very sensitive palates.

NET PRICES TO THE TRADE.

8-ounce bottles, per doz., $5.50; 5-pint bottles, per bot., $3.75; gallon bottles, per gal., $5.25

PARKE, DAVIS & CO.

(S. P. 4.)

NEWS SECTION

FRIENDS OF THE RETAILER

Proprietors Show A Marked Change of Sentiment

For the First Time in its History, P. A. of A. Grants Privilege of the Floor to N. A. R. D. Delegates—Reports of Committees Received in Executive Session—New York Jobbers Complain of Demoralization—Formula Bill Opposed.

A more friendly feeling toward the retailers than ever before was manifested this year by the proprietors, who closed their twenty-third annual convention last Wednesday at Hotel Astor. This spirit was shown in various ways, the most pronounced being the extension of the privilege of the floor to the N. A. R. D. delegates at all the sessions of the association—the first time such a concession has ever been granted. The N. A. R. D. delegates stated after the meeting that they had received excellent treatment, and had no complaint whatever to make.

All the business on hand was finished on Wednesday afternoon, thus crowding three days' work into two. Two secret sessions were held by the Executive Committee, one on Tuesday evening and the other on Wednesday afternoon.

The session on Wednesday morning was executive. Reports were received as follows: Committee on Trade Marks, by George A. Newman, Louisville, Ky.; Committee on Trade Interests, by C. H. Stowell, Lowell, Mass.; Committee on President's Address, C. H. Camp; Proprietary Articles Trade Association of Canada, Thomas Leeming. Committee to attend N. A. R. D. meeting, Dr. V. Mott Pierce; delegate to various pharmaceutical associations, H. A. Horlick.

COMMITTEE ON TRADE INTERESTS.

Price cutting and substitution were the main points treated in Dr. Stowell's report. Several plans to remedy these evils have already been tried, but have failed. Substitution is therefore a serious menace to proprietary articles. One member of the committee believed that trade interests would be advanced by having the customer frankly told just what he is getting for his money.

"We believe we are justified in saying that the proprietary medicine business is the only one where people deliberately engage in a game of blind man's bluff, hoping thereby to catch something which shall prevent a possible break in the family circle."

Cheap postage, rural delivery, newspapers, books and common schools have also largely altered trade conditions and changed the outlook of affairs. The advisability of publishing the formula on the bottle was considered questionable.

The report of the Committee on Trade Marks was as follows:

COMMITTEE ON TRADE MARKS.

Your committee begs to report that the year just passed has been most satisfactory in the adjudications of the

F. I. SEELY.
Faris Medicine Co., St. Louis, Mo.

American courts relative to trade marks, and that thereby greater and more comprehensive protection will be had by meritorious industry and effort against infringement of trade mark and unfair competition in trade.

After citing a number of cases of trade mark infringement, the report continues:

What are probably, however, the most interesting cases to this meeting are the cases of Dr. Miles' Medical Company against Goldthwaite, 133 Federal, 794, and Garst against Charles, 72 Northwestern, 839. These treat directly with the rebate plan of this Association and sustain in toto our system.

In the former case the Court said: "Complainant is a manufacturer of proprietary medicines put up in distinctive packages and sold only through wholesale and retail dealers in drugs, with whom complainant has contracts providing that the medicines shall be sold only at certain uniform prices and to no other dealers than such as become parties to the contract, a list of whom is furnished by complainant. Defendant, a retail druggist who was not on the list, procured the medicines through another, who in selling them, violated his contract, and in selling the same defendant mutilated the packages so as to prevent identification, and in some cases emptied the original package into a plain package. He also sold the medicines at prices below those fixed by the contract. Held, that such contracts were legal and enforceable and that complainant was entitled to an injunction restraining defendant from interfering with the contracts by inducing their violation by parties thereto, and also from selling the medicines as complainant's in other than the original packages and at the contract price, to the injury of the complainant's business and good will."

In the latter case the Court used the following language: "The plaintiff, being the owner and manufacturer of a proprietary medicine known as 'Phenyo-Caffein,' sold it to purchasers only under contracts in which they agreed not to sell it at retail at less than a specified price, and he undertook to stipulate that purchasers from his purchasers should obtain and sell it only under such an agreement. His right to secure such advantages to himself, so far as possible, by contracts in proper form is not now questioned. The defendant is a retail druggist, who knew that all phenyo-caffein was sold by the plaintiff under the contracts referred to and with notices affixed to the small boxes and to the larger packages showing the understanding to the plaintiff and of the purchasers as to the price at which it might be sold. After buying a quantity of medicine from the plaintiff he returned it in accordance with the terms of his contract, under which he had a right to return it if he wished to discontinue the business of selling it, and he notified the plaintiff's agents that he should not keep the medicine. He then procured one Bickford, who was a retail druggist, to buy a large quantity of the medicine from the plaintiff's agents, and Bickford entered into a contract such as has been referred to and agreed that he would fulfil all the terms of the contracts and notices affixed to the boxes and packages, one of which was that he would act as agent for the plaintiff, and would not sell the medicine at less than the specified price. He purchased the goods at much less price which was the discount rate made by the manufacturer to the retail trade, as stated in the contract. He then turned it over to the defendant at the purchase price, and the defendant has been selling it and advertising it for sale at retail at less than the specified price.

"All this was in pursuance of a conspiracy between the defendant and Bickford that Bickford should make this contract and should break it, to the injury of the plaintiff for the benefit of the defendant. A conspiracy to deprive one of the benefit of a contract with another is unlawful. The defendant's arrangement with Bickford that he should break the contract was a wrong upon the plaintiff, intended for the defendant's advantage. The scheme was fraudulent. The purpose of the defendant was to induce the plaintiff to part with his property at a comparatively low price to a person who was in fact a retail druggist, and who represented by his words and conduct that he wanted the medicine to sell at retail, and who agreed not to sell it at less than the regular retail price, when in fact he was obtaining it under an arrangement to turn it over to the defendant at the wholesale price, to be sold by him at retail at less than the regular

ORIENT C. PINCKNEY,
New York, Member of Executive Committee P. A. of A.

price. The defendant was party to this scheme of fraud, and presumably was the author of it. He should be held liable for the wrong. The suit is one which calls for relief in equity. The damages are of a kind that cannot be accurately computed or easily estimated. The remedy at law is not complete and adequate, and an injunction with damages for the injury already suffered gives the only proper relief. Decree affirmed.

Your committee begs to report in conclusion, Mr. Chairman, that the courts in the year just gone seem to have turned with one accord against the swindler and the cheat. They have with rare ability and keenness detected the slightest attempt at fraud and misrepresentation, thereby giving in their decisions a new impetus to conscientious endeavor and placing a premium on honest industry and invention.

The Memorial Committee brought in a notice of the death of Dr. M. M. Fenner, with a sketch and appreciation of his career; also the death of Atherton Thayer Brown, of John Y. Brown & Sons, Boston.

GROWING INTEREST OF PROPRIETORS.

A striking feature of the A. Ph. A., N. W. D. A., and N. A. R. D. meetings, reported by the delegates to those associations, is the growing interest of the proprietors in them. This is shown by the large number of proprietors present at those meetings. The delegates to the state associations reported that, owing to short notice they had been unable to attend any but the Wisconsin meeting.

Following was the report of the Committee on the President's Address:

CLUB VS. OLIVE BRANCH.

The spirit of conciliation and kindness which prompted the president in his address to suggest that we shake into the face of our enemies not a club, but an olive branch, is one which, if carried out firmly and with a due regard to our rights and the rights of our friends, will undoubtedly do much to strengthen the bonds which are constantly bringing into closer affiliation the three branches of the drug trade.

His summary of the existing conditions is commended to the careful consideration of the members as well worth thorough study. His commendation of the new trade mark law is well deserved, and his suggestion that imprisonment should have been included among the penalties will undoubtedly meet with the approval of all who have suffered, as most of the members have, from invasion of their trade mark rights by pirates of trade.

Unfortunately, however, the act is an act of Congress, the highest legislative body in the land, and it is highly improbable that any further change in the trade mark law could possibly be brought about in the near future or until the working of the new law had been thoroughly tried. In the opinion of the committee, it would be inexpedient therefore to endeavor to undertake any further steps looking toward the amendment of the trade mark law at the present time.

It will be a source of much gratification to our members to know that it is not necessary for them to depend alone upon their registered trade mark rights either under the registration of the law of 1881, or under the new law which went into effect on the first of April. Our courts have shown an increasing tendency toward the recognition of the rights of owners of trade marks, under the common law, and the proprietor who finds that his rights are being infringed upon can now take his case into court with perfect assurance that such invasion of his rights will be enjoined, whether his trade marks are registered or not, provided, of course, that he has not closed the doors of the court's equity against himself by some unwarranted representation either intentionally or otherwise.

In recent cases where the complaining parties were not protected by registered trade marks, and relied wholly upon their common law rights, the courts have

HARRY H. GOOD,
New York, Treasurer P. A. of A.

been found willing, and even alert to strip the claims of the infringer of all specious pretences and disguises, and are constantly adhering to the doctrine that wherever it is really true that parties are attempting to appropriate the good will of others by unfair competition calculated to deceive the public, it is the duty of the court to intervene and protect this important class of property rights. In many of these cases the courts have held that it is not necessary to show the intent of the infringer, holding that man should be taken to have intended that which is the natural and reasonable consequences of his act.

In this connection the committee desires to impress upon the members that it is their duty to act promptly in the protection of the trade marks if they wish to obtain the full measure of relief from infringers, for if proprietors would make it a rule to vigorously combat all attempts of infringers, the effect would be salutory in discouraging those who might otherwise engage in such practices. The pirates who seek profit in this illegitimate way are not likely to choose for their victims concerns who show a disposition to vigorously protect their rights in the high courts.

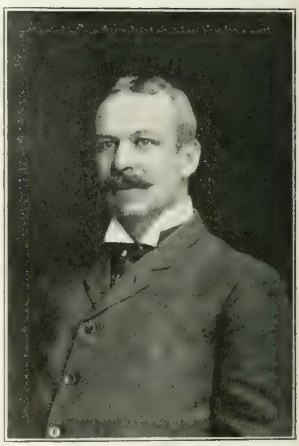
Henry Miles, of Montreal, president of the Proprietary Articles Trade Association of Canada, sent the following communication:

I transmit to you a report of the annual meeting of the Proprietary Articles Trade Association of Canada, held at Toronto, November 22 and 23, 1904. The following matters of general interest have occupied the attention of the executive officers of the association during the past year or more:

THE CANADIAN SITUATION.

First.—The Druggists' agreement. The wholesale druggists of Canada formed in an association and, the Retail Merchants Association of Toronto issued an agreement seeking the signatures of the retail druggists of Canada. This agreement sought to confine the trade in proprietary medicines exclusively to the wholesale and retail drug trade, and also to fix the prices at which such goods should be handled between the manufacturer and wholesale druggist and the retail druggist. The object set forth was the prevention of cut rates. The manufacturers were not made a party to the agreement and the Proprietary Association finally declined to participate in any way. Competent lawyers declared the agreement in question contrary to law, and rendering those participating liable to penalty. Eleven hundred out of eighteen hundred druggists appear to have signed the agreement in question. Up to the present time it has not been made effective, and I believe now that it is conceded that it cannot be carried into effect by the wholesale trade under present conditions.

Second.—Federal Parliament Legislation.—The tariff amendment of the last session of the Canadian Parliament at Ottawa included a special duty clause usually referred to as the Dumping Clause. In operation this has been found to affect a number of our members adversely. A committee was named by the association who have taken the matter up with the Minister of Customs. The effect of the law is to prevent really the selling of foreign goods to a Canadian buyer at a lesser figure than said goods are sold in the country of manufacture for home consumption. It also prevents



WM. S. DOUGLAS,
New York, Member Executive Committee, P. A. of A.

the allowance of payment of duty by the exporter of the goods. It provides that in the case of any special concession differing from ordinary conditions either in the payment or allowance of duty or giving of a special discount or rebate, that such allowance or discount or rebate will go to the Canadian Government as a special duty, etc., etc. This matter is still having the attention of the executive committee of this association.

Third.—The move of the Ontario Medical Council in the direction of securing legislation from the Dominion Parliament obliging, first, the printing of the formula on every bottle or box; second, that no medicine shall be manufactured or sold in Canada unless having secured the approval of medical experts to be named by the Government. This is probably the full extent of what the Canadian doctors desire. There will be no legislation this session. This matter is in the hands of the executive committee of the association.

The annual report which I have the honor to transmit, will give further particulars in detail. Our association is on a good sound footing. The various Parliaments of Canada—Provincial, as well as Federal Houses—give at times some anxiety. Our association has taken means to watch all legislation in these directions carefully, with the view of making aware all interested of objectionable legislation that may arise, and at the same time, to enable the adoption of precautionary measures towards protecting the rights of those interested.

The next meeting of the Canadian Association will take place in the city of Montreal, but the date has not yet been fixed by the executive committee.

NEW YORK JOBBERS COMPLAIN.

The New York jobbers brought in a set of resolutions regarding the demoralized situation in this city as regards the trade in proprietary medicines. The direct selling to retailers by proprietors was the chief evil complained of by the jobbers, who claimed that this condition prevailed in New York to a greater extent than in any other part of the country. Another complaint made was on the score of breakage. The profits of the jobbers is small, anyway, they said, and they should not be compelled to shoulder this additional burden.

The question of bonuses for window displays, the intermediate quantity, and the discounts and terms on proprietaries were also brought up. All these questions were referred to the executive committee, which brought in a resolution recommending the individual members to co-operate with the jobbers as far as possible.

MR. SEELY ON ADVERTISING.

The feature of the afternoon session was the lecture of F. L. Seely on the advertising system and the serial numbering plan as perfected by the Paris Medicine Co. He called it a "resumé of things that have saved us money," the principal idea being to check and take care of the advertising. Mr. Seely illustrated his lecture with lantern slides, showing the various forms of contract employed by his company, the cards used in the serial numbering plan, and different parts of the vast filing system required to keep all the records in such shape that any one desired can be found at a moment's notice. He exhibited views of the laboratory, printing department, fire-proof storeroom, etc. Thirty-thousand dollars a year, said Mr. Seely, have been saved since the system was put into effect. A rising vote of thanks was tendered to Mr. Seely at the conclusion of his interesting lecture.

Business matters were then resumed, and the following resolutions were adopted:

AGAINST CUBAN REGULATIONS.

Whereas, the regulations promulgated by the Cuban Government on November 12, 1904, governing the admission of proprietary medicines into Cuba and their sale, are so severe and so exacting that their enforcement will mean the practical prohibition of the introduction and sale of proprietary medicines in that island; and

Whereas, the enforcement of the said regulations will entail great loss upon many manufacturers of proprietary medicines in the United States who have already expended large sums in the introduction of their goods into the Cuban market; and

Whereas, the said regulations are based upon a decree dated 1844, which has never been enforced, and for the enforcement of which there is no general or popular demand, either on the part of citizens of Cuba, of the Health authorities; therefore, be it

W. A. TALBOTT.

Warren, Pa., Retiring President of P. A. of A.

Resolved, that the Proprietary Association of America respectfully urge the Cuban Government to rescind this regulation as tending to interrupt the cordial and mutually profitable commercial relations between the citizens of Cuba and of the United States; and be it further

Resolved, that the Department of State of the United States be, and hereby is, urged by the Proprietary Association of America to use its good offices with the Cuban Government to secure the total abolition of the objectionable regulations; and be it further

Resolved, That the Secretary of the Association be instructed to take proper steps to bring these resolutions to the notice of the Cuban Government, and of the Department of State; and be it further

Resolved that the individual members are requested to bring such influence as they can to bear on their respective Senators and Congressmen with a view to enlisting the good offices of the United States Department of State in this matter.

The nominating committee then brought in its report, and the secretary was directed to cast one ballot for all the officers, who were thereby unanimously elected. They are:

OFFICERS ELECTED.

President, Frank J. Cheney, Toledo, O.; vice-president, John W. Kennedy, Chicago, Ill.; second vice-president, George M. Besett, Burlington, Vt.; secretary, Clarence G. Stone, New York; treasurer, Harry H. Good, New York; executive committee, Orient C. Pinckney, New York; Dr. V. Mott Pierce, Buffalo, N. Y.; Charles H. Stowell, Lowell, Mass.; W. A. Talbot, Warren, Pa.; H. B. Foley, Chicago, Ill.; William S. Douglas, New York.

The special committee on North Dakota legislation, reporting on the pure food and drug bills recently enacted in that State, and which was adverse to the interests of the proprietors, recommended that the members of the association do not enter their goods for sale under the said law.

Officers were then installed. In taking the chair, President Cheney declared that the association "must not have in legislative work such a thing as failure. The only enemy we face to-day is vicious legislation."

Harry H. Good, on being installed as treasurer, offered a resolution that the secretary be instructed to send to Joseph Leeming, ex-secretary of the association, the thanks of the proprietors for his past services and best wishes for his speedy recovery. This was adopted. Mr. Good then swung into parable, in verse, of how Mr. Cheney, as chairman of the membership committee, had induced many new members to come into the "dingle-dongle-dell" of the association. Mr. Good was heartily applauded.

FORMULA BILLS OPPOSED.

At one of the sessions there was strong opposition to all legislation requiring the publication of the formulas of proprietary medicines. A numer of members favored the publication of the formula, but they have agreed to work in harmony with the majority of the members, and any measure of this kind will be vigorously opposed.

In the evening about forty members were the guests of Adolph Ochs, publisher of the New York Times, who personally conducted the party from the top to the bottom of the new Times Building. Luncheon was served shortly before 1 A. M., and was concluded in time to enable the party to go down to the pressroom and watch the first copies of the paper being printed.

There was no official entertainment, but the members managed to get up theatre parties, and enjoyed themselves thoroughly. The attendance was the largest in years. Besides those already mentioned, the following proprietors and representatives were present:

E. S. Rich, Rumford Chemical Works, Providence, R. I.; H. R. Planten, New York; H. R. Lindsey, The E. S. Sutherland Co., Paducah, Ky.; E. N. Searles, The Athlophoros Co., New Haven, Conn.; J. A. Patton, Chattanooga Medicine Co.; T. W. Kenyon, Kondon Mfg. Co., Minneapolis, Minn.; W. V. Baker, Peruna Mfg. Co., Columbus, O.; H. H. Hershey, Peruna Mfg. Co.; W. S. Douglas, Douglas Mfg. Co., New York; John H. Bell, The Hostetter Co., Pittsburg, Pa.; Charles R. Hughes, Hiscox Chemical Works, Patchogue, N. Y.; W. E. Weiss, J. N. James Co., Wheeling, W. V.; Charles H. Thayer, Ripans Chemical Co., New York; D. M. Newbro, The Herpicide Co., Detroit; H. B.

Foley, Foley & Co., Chicago; Allen F. Moore, Pepsin Syrup Co., Monticello, Ill.; Lee M Evans, Peruna Mfg Co., Buffalo; Thomas D. Lemming, Henri Nestle, New York; A. L. Jaros, Mariam & Co., New York; Francis E. Sheldon, St. Louis Club; James Shanley, The J. W. Bent Co., Albion, Mich.; W. R. Davidson, The Viavi Co., San Francisco; William H. Gore, Pinkham Medicine Co., Salem, Mass.; A. H. Evans, Evans Chemical Co., Cincinnati; James Sharp, Eastern Viavi Co., Washington, D. C.; C. I. Shoop, Racine, Wis.; Charles H. Cama, Centaur Co., New York; R. R. Land, Dr. Kilmer & Co., Binghamton, N. Y.; F. K. Fernald, Dr. Miles Medical Co., Elkhart, Ind.; Edw. J. Schall, Meyer Bros. Drug Co., St. Louis; W. R. Ritchey, Bruen, Ritchey & Co., New York; E. W. Grove, Paris Medicine Co., St. Louis; Nicholas Newlin, Geo. B. Evans, Philadelphia; W. T. Young, "Absorbine," Springfield, Mass.; G. H. Risley, National Remedy Co., New York; A. W. Kennedy, Chas. N. Crittenton Co., New York; Freeman Hiscox, Philo Hay Specialties Co., Newark, N. J.; A. J. Horlick, Horlick Malted Milk Co., Racine, Wis.; A. L. Page, Vapo-Cresoline Co., New York; Elden C. DeWitt, Chicago; J. R. Kathrens, Pabst Brewing Co., Milwaukee; George A. Newman, Louisville, Ky.; T. A. W. Drake, R. T. Booth & Co., Ithaca, N. Y.; D. S. Chamberlain, Chamberlain Medicine Co., Des Moines; John C. Gallagher, Jersey City, N. A. R. D.; Charles Rehfus, Philadelphia, N. A. R. D.; E. H. Parker, Foley & Co., Chicago; H. C. Lovis, Seabury & Johnson, New York; B. R. Lauer, Philadelphia; Wm. R. Warner & Co., R. C. Meyer, Baltimore; A. C. Meyer & Co.; J. G. Patton, Annheuser-Busch Brewing Association, St. Louis; W. D. Carpenter, Chicago; D. T. Mathers, G. G. Green, Woodbury, N. J.; Almon C. Kellogg, Garfield Tea Co., New York; S. C. Dobb, Coca-Cola Co., Atlanta, Ga.; R. V. Pierce, World's Dispensary Medical Association, Buffalo, N. Y.

NEW JERSEY PH. A. TO MEET.

The New Jersey Pharmaceutical Association will hold its thirty-fifth annual meeting at Hotel Islesworth, Atlantic City, June 14 and 15. An elaborate program is promised by the local committee, consisting of Mr. F. Ridgway, M.D.; A. D. Cuskaden, M.D.; H. H. Deakyne, M.D.; G. M. H. Doemer, and W. C. Wescott. They have secured a special rate of 3$ per day at the hotel.

The opening session, at 10 a. m., on Wednesday, June 14, will be devoted to the president's address, reception of delegates and reports of officers and committees. Further reports of committees will be received and papers will be read and discussed at 9 a. m. on Thursday. Officers will be elected at the afternoon session and installed in the evening.

WHERE TO SEND COMPLAINTS.

Secretary S. V. B. Swann, of the M. A. R. D., announces that all complaints regarding the cutting of prices on goods protected by the direct contract plan, should be sent to him at 918 Sixth avenue, for attention.

DISTRICT WORK IS SLOW.

M. A. R. D. Hears That Only Six Districts Are Organized.

CALL FOR VOLUNTEERS BRINGS OUT EIGHT MEN.—GOOD WORK BEING DONE BY KINGS COUNTY SOCIETY'S SPECIAL CANVASSERS.—HOW DO UNAUTHORIZED DEALERS GET NUMBERED GOODS?

That the work of districting New York City has not made very rapid progress thus far was brought out at the meeting of the Metropolitan Association of Retail Druggists last Wednesday evening, when this work was practically the only subject under discussion. After dozens of suggestions had been made, several men who had already organized their own districts volunteered to go out and help their weaker brethren in other parts of the city.

When President Anderson opened the meeting at 9.25 p. m. there were only forty members present, but as many more wandered in later on. Treasurer Rosenzweig said he was unable to make any report, as Mr. Duble had not yet given him an accounting. The minutes of the Executive Board, which were then read, showed that Messrs. Anderson and Rosenzweig had been delegated to go over the books with Mr. Duble and receive from him all the money which had been collected since March 28, the date when the M. A. R. D. was organized. In future all money is to be turned over to the association.

For the districting committee, Mr. Lauer stated that Kings County had been left to itself, and that Queens County and Staten Island were fully organized, each as one district. Mr. Swann, for the special committee on Prof. Chandler, reported that in a short interview Prof. Chandler had stated that his remarks as printed in the pharmaceutical journals were correct. He promised another interview with the committee, but had not notified them up to the present time. The committee was continued, although some members wanted the matter dropped.

DISTRICTS ORGANIZED.

As the General Committee was not yet properly formed, Chairman Anderson called for reports of delegates from the districts already organized. The following reported: Adolph A. Edlich, No. 13 (Murray Hill R. D. A.); John H. Morey, No. 16; Albert B. Baltzby, No. 22; S. Reinhart, No. 18; Otto Lowe, No. 14; Reuben R. Smith, No. 12. The last was not yet canvassed, having only been organized the day before. All the other districts reported good progress.

An interesting account of the work being done by the special canvassers employed by the Kings County Society was given by Oscar C. Kleine. The total number of stores visited was 492, out of which 327 signatures were obtained. The contracts signed were: Piso Co., 76; Paris Medicine Co., 121; Miles Co., 74; Wells & Richardson Co., 73; Peruna, 52. One man refused to sign anything and invited the canvasser to take the numbers of his goods, which was done. Another man had never heard of the N. A. R. D., the M. A. R. D. or the contract plan.

MORE IMPORTANT THAN DUES.

President Anderson, commenting on these reports, said that to get signatures to the contracts was more important than the collection of dues.

"One of the proprietors told me yesterday," he said, "that if the contract plan succeeds in New York it will be impossible for any proprietor to refuse to stand in line."

The district work was then taken up in earnest. Secretary Swann read a list of districts and the men assigned to organize each. Most of them were marked "Not heard from." During the discussion which followed Peter Diamond suggested that paid organizers be engaged to accelerate the work. To this Jacob Diner urged:

"We have N. A. R. D. organizers in plenty, some say to spare. Let us give them time and not expect the impossible." He told how his district was organized and suggested a call for volunteers. Mr. Duble was called on and told the members not to be discouraged. His force was now reduced to two men, who were devoting almost their entire attention to getting contract signatures. He promised to have two more men on the ground inside of a week.

Mr. Duble jumped at the suggestion to employ volunteers. Things were going at a splendid pace, he said, but he uttered once more the warning that the small fry, not the giant druggists, are the ones from whom bad faith is to be expected.

CALL FOR VOLUNTEERS.

Eight men responded to the call for volunteers. Incidentally President Anderson remarked that as all the men had paid $2.50 organization fee to the N. A. R. D. they ought to get some return for their money.

A statement by Mr. Diner that he had furnished the secretary with serial numbers taken from contract goods at cut rates prompted Mr. Duble to say that "One of the largest jobbing houses in this city is making a systematic attempt to induce certain classes of dealers to combine against the present movement."

President Anderson gave a short report on his attendance at the P. A. of A. meeting, saying he had no doubt that the contract plan was under consideration by many proprietors. Jacob Weil, of Leiffler & Weil, was given the privilege of the floor and laid most of the blame on the small dealers.

"It's a puzzle to the jobber," he said, "where and how they get the goods."

FREIGHT RATE DISCRIMINATION.

In accordance with the resolution against freight rate discrimination passed by the Manufacturing Perfumers' Association at their recent convention, the committee on freight and transportation has issued an appeal to the members urging them to send individual petitions to the Trans-Continental Freight Bureau. The petition sets forth various reasons for the removal of the "excessive rate of freight and arbitrary classification that now exists upon perfumes, as opposed to Florida waters and toilet waters shipped to Pacific coast terminal points."

DR. DIEKMAN IS CHOSEN.

WILL BE CANDIDATE OF G. A. S. FOR ELECTION TO BOARD.

GALA NIGHT FOR GERMAN APOTHECARIES.—LECTURE ON TUBERCULOSIS BY DR. ABRAHAM JACOBI.—ALL ARRANGEMENTS MADE FOR OUTING JUNE 8 ON LONG ISLAND SOUND.

Dr. George C. Diekman is to be the candidate of the German Apothecaries' Society for re-election to the Board of Pharmacy. This was decided at the meeting last Thursday, when the special committee brought in a unanimous report in his favor, thus making it almost a certainty that Dr. Diekman will be unanimously elected.

Thursday was a gala night for the G. A. S., as the announcement that Dr. Abraham Jacobi was to lecture on tuberculosis drew an unusually large attendance of members and guests, among whom were many physicians. In order that the distinguished guest might begin his address early, the routine business was quickly disposed of. The minutes of Secretary Leister were humorous, as usual. Treasurer Hirseman was absent, owing to the fact that his wife was about to undergo an operation. Jacob Diner was elected to membership.

R. S. Lehman, for the entertainment committee, reported that all necessary arrangements for the outing on June 8 had been made. The steamer Isabel, capacity 800 persons, has been chartered and leaves foot of Thirty-first street and East river at 9.30 A. M., and foot of Ninety-first street half an hour later. Arrival at Karatsonyi & Kmetz's will be about 11 a. m., when luncheon will be served. There will be prize bowling for ladies and gentlemen, as well as children's games. Music will be furnished by Lederhaus' Band. Banquet at 6 p. m., and return trip by moonlight at 9 p. m. Mr. Lehman stated that there would be another entertainment in October, details to be given later.

George Kleinau reported that the amendments to the Penal Code are now in the hands of the Governor, and were expected to become law within a week. At the suggestion of President Imhof, resolutions of sympathy were adopted in reference to Karl A. Kessler and Felix Hirseman, the former having just passed through a serious operation, while the latter's wife is about to be operated on for a similar trouble.

President Imhof then introduced the distinguished specialist on tuberculosis, Dr. Jacobi, who was received with enormous applause. He reviewed the history of the disease and the best methods of checking and preventing it, scientifically elaborated by means of statistics. It is cruel of physicians, the lecturer claimed, to advise poor patients to seek other climates when they have barely the money needed for transportation. Dr. Jacobi stated that pharmacists could be of service by sending to the Charity Organization Society, No. 105 East Twenty-second street, for free booklets relating to the prevention of tuberculosis.

At the conclusion of the lecture, which lasted an hour and a quarter, President Imhof conveyed the thanks of the society to the guest and assured him that his lecture would leave a deep impression. The society has arranged a cycle of lectures during the year, said the president, but this one should be entered in letters of gold in the annals of the society.

Dr. Jacobi replied gracefully, saying that he was pleased to come, and would probably appear again some day. A fine lunch was served, and the meeting adjourned at midnight.

A. B. C.'S EVENTFUL RUN.

One Cyclist Sees Snakes.—Another Wrecks Wheel and Dignity.

The Apothecaries' Bicycle Club's run through Newfoundland, Warwick, and Goshen on May 4 was quite an eventful affair for the participants, Messrs. Leinecker, H. G. Ramsparger, Leon Wernert, Dr. Michaels, G. P. Stolzenburg and wife, and W. E. and S. Faber. The hotel in New Foundland had not been opened for the season, so Mr. Wernert acted as commissary general, and purchased bread, cheese, sardines, crackers and ham in a country store, and this lunch was eaten at Clinton Furnace, in the Glen of the Pequanock. Mr. Leinecker took a drink of spirits of frumenti, and no sooner was the bottle removed from his lips when a ten foot snake crawled over his feet and was promptly despatched by Mr. Wernert.

Near Warwick Mr. Ramsperger's wheel was put hors de combat by a tremendous gash in the rear tire. He had to get a farmer to tote him to Warwick. A little further on Dr. Michaelis took a graceful header while coasting down a long hill with a turn at the bottom, raising a cloud of dust like a dynamite explosion. Here also a fifteen pound turtle was captured, which the finder tied on his wheel to take home, but it regained its liberty near Goshen. W. E. Faber took a bad cropper while coasting down a steep hill near Florida, wrecking the rear wheel and removing some cuticle from the arms, wrist and dignity. A buggy was put into requisition as an ambulance, and the party proceeded without further accident to Goshen, where they were rewarded by an excellent dinner at the Occidental Hotel.

The botanical booty found: Trailing arbutus in full bloom, Chimaphila umbellata, Prunus Virginianus, Symplocarpus Foetidus, Cornus Florida. Despite the drawbacks marring the run, the members enjoyed it immensely, and all felt like riding. They reached the city about 11 p. m.

MR. MITTENZWEIG WEDS.

Carl Mittenzweig, president of the Bushwick Pharmaceutical Society, was married recently to Miss Bertha Freitag at the home of the bride's parents in Brooklyn. The Bushwickers held a meeting on the night of the wedding, but adjourned early to give their president a surprise and a jolly time. The wedding tour will last about four months, and will be through Germany, Switzerland and the new Simplon Tunnel to Italy.

32D GENERAL MEETING.

American Chemical Society Convenes at Buffalo June 22 to 24.

The thirty-second general meeting of the American Chemical Society will be held at Buffalo June 22 to 24, in the rooms of the Buffalo Society of Natural Sciences. The preliminary program is as follows:

Thursday, June 22.—Forenoon, 10 a. m.—After a brief address of welcome by Mr. Herbert P. Bissell, on behalf of the Buffalo Society of Natural Sciences, and a response by President Francis P. Venable for the society, the following addresses will be given: "The Classification of Carbon Compounds," by Marston T. Bogert; "Some Recent Advances in Physiological Chemistry," by John H. Long. These addresses will be followed by selected papers of general interest. Afternoon, 2 p. m. There will be meetings of the Section of Agriculture, Sanitary and Biological Chemistry, with John H. Long as chairman; of Physical Chemistry, with W. R. Whitney as chairman, and of Organic Chemistry, with Marston T. Bogert as chairman. Afternoon, 4 p. m.—The members of the society will visit the Gratwick Laboratory. Evening, 8 p. m.—There will be an address by Francis A. J. Fitzgerald on "The Electro-chemical Industries of Niagara Falls." Immediately after the address there will be a meeting of the council of the society. Friday, June 23.—Forenoon, 9 a. m.—There will be an address by Victor Lenher. Subject, "Tellurium." This will be followed by brief reports from colleges and universities of the researches carried on during the past year. The Section of Inorganic Chemistry, with Victor Lenher as chairman, will then meet, and the Section of Industrial Chemistry, with F. A. Fitzgerald as chairman. Afternoon, 2 p. m.—Excursions will be arranged to visit industrial establishments in Buffalo. Evening, 8 p. m.—There will be a subscription dinner at Hotel Iroquois; $2 per plate. Saturday, June 24.—Forenoon, 9 a. m.—There will be brief, adjourned sessions of the sections or a general session, according to the exigencies of the program. This will be followed by an excursion to Niagara Falls.

Headquarters will be at the Hotel Iroquois. The rates are $1.50 per day and upward, European plan.

An attempt is being made to secure co-operation between the American Chemical Society, the London Chemical Society and the Society of Chemical Industry in the publication of an abstract journal which shall cover all fields of pure and applied chemistry, and which shall be sent to all members of each society. It is hoped that if co-operation is secured an abstract journal of between 3,000 and 4,000 pages per year, combining the best features of the abstracts now published in three journals, can be secured. Such a publication can not be undertaken without an increase in the dues, and on this question the members will vote at the meeting.

FIRE IN DRUG STORE.

Rome, N. Y., May 8.—A fire which destroyed the stock of F. J. Hage Sons, druggists, to the extent of $3,000, recently, is believed to have originated from spontaneous combustion. A boy had spilled oil on the floor, and to clean up the oil he threw sawdust on it and swept it up, placing it in a basket which was used for paper and other waste. The oil is believed to have heated and set fire to the sawdust. The odor of burning pine was detected before the store was closed, but a search failed to reveal the smouldering fire.

PENNSYLVANIA FOOD LAW.

Satisfactory, Says President Anderson, of the N. A. S. F. S.—Praises Retail Druggists.

Rochester, N. Y., May 9.—Relative to the new Pure Food law, recently passed in Pennsylvania, W. P. Anderson, of Rochester, president of the National Association of Soda Fountain Supplies, said to an Era correspondent last week:

"I think the Pennsylvania Pure Food law is the most satisfactory one which could be obtained under the circumstances. The provisions of the new law are entirely satisfactory to the members of the N. A. S. F. S., and no particular fault can be found."

Mr. Anderson believes that the new statute will be better for all concerned, and that it will do away with much of the wrangling which took place under the old law. He said that the old pure food measure was defective in that it was indefinite.

"Many of the manufacturers would put up goods in strict compliance with the law, as they thought, but when these same goods were passed upon by the pure food commissioners they were rejected as not coming up to the requirements of the law. The new statute does away with this in that it is clearer and broader in scope as to what can and what cannot be used in preparing and preserving goods.

Comparing the Pennsylvania law with that of New York State, Mr. Anderson gives his opinion as favoring the New York State law. His principal reason is that the New York State law prohibts injurious colors and preservatives as a class, while the Pennsylvania law specifically mentions the several things which are prohibited. This makes it open to the fault that there may be some injurious materials used, providing that they are not mentioned in the law.

Further, Mr. Anderson said: "Credit should be given to the retail druggists for their staunch stand in backing the measure, as it was in a large degree due to their firm support that the law was passed, and a word of commendation is also due the Dairy and Food Department of Pennsylvania for their stand in endorsing the matter.

STATEN ISLAND IN LINE.

The Staten Island Branch of the N. A. R. D. has been organized with the following officers: President, James Feeny; vice-president, Gustav Schwab; secretary, Leon S. Lord; financial secretary, Louis Axt; treasurer, Wm. T. Band. Committee on Schedule, George H. Roberts, Louis Grindel, Gustav Schwab, Ulrich W. Becker and Wm. T. Brand. Auditing Committee, Wm. C. Smith, Geo. Flowein and Gray B. Sullivan.

McKESSON & ROBBINS CUT OFF.

McKesson & Robbins, of this city, will hereafter not be supplied with Swamp Root, owing to alleged violation of contract with Dr. Kilmer & Co. The latter claim that goods sold by that house have been traced to unauthorized retail dealers. The Kilmer people have, therefore, notified the jobbing trade not to furnish McKesson & Robbins with any goods of their manufacture.

NEW OFFICERS AND ICE.

Rochester, N. Y., May 9. The regular monthly meeting of the Rochester Ph.A. was held on Friday of last week. The principal business transacted was the nominating of officers to be elected at the June meeting of the society. The greater part of the afternoon was devoted to making up a slate to be voted for at the June meeting. The following ticket was decided on: President, Howard Moore; vice-president, William Esterheld; secretary, William T. McBay; treasurer, William R. Hall. The standing committees for the year will be announced by the new president a few days after election.

Relative to the increased prices of ice demanded by the local ice companies, the committee appointed to investigate the matter reported that the ice men had agreed to give the pharmacists a conference upon the subject.

PASSED WESTERN BRANCH.

Buffalo, May 4.—At a meeting of the Western Branch of the New York State Board of Pharmacy, held April 26, the following licenses were granted upon examination held April 19: Pharmacists:—L. E. Bailey, Olean; C. T. Bargar, Buffalo; F. A. Dorsett, Fredonia; W. P. Maddock, Jr., Buffalo; G. M. Minckler, Buffalo; Edward W. Shinners, Buffalo; E. O. Tannhauser, Buffalo; R. A. Ward, Lockport. Druggists:—P. R. Buettner, Buffalo; Bert H. Gifford, Buffalo; J. W. Gregory, Lockport; C. G. Heise, Dunkirk; Joseph J. Ross, Buffalo. On account of the renting of its former quarters for mercantile purposes, the Board has secured rooms at 650 Main street, where the next examination will be held on Wednesday, May 17.

NEW YORK NOTES.

—Drs. A. G. Pfenniger and H. Burgin have been admitted to the Chemische Fabrik Brugg, A. G., succeeding Willy Homberger, who has retired.

—The Druggists' Exchange, conducted by Peter Diamond and Joseph Weinstein, now occupies enlarged quarters on the ninth floor of the Bennett Building.

—S. M. Moneypenny, manager of the drug department of the Schoelkopf, Hartford, and Hanna Co., is reported to be convalescing after his recent illness, and will leave soon for a short stay in Atlantic City.

—William H. Hall, a druggist, living at 45 Riverside Drive, was arrested last Sunday evening charged with operating a ponderous white touring car north on Fifth avenue at the rate of twenty-two miles an hour.

—Karl Fritzsche, junior partner of Shimmel & Co., of Miltitz, Germany, is expected here this week on the Kaiser Wilhelm II. He will remain until the end of June. This is his first visit here in seven years.

—three separate notices, one for each of his clients, Charles A. Kalish, counsel for the Manhattan Ph. A., the German Apothecaries Society and the New York Consolidated Drug Co., announces his removal from 31 Nassau to 60 Wall street, where he will continue his legal practice.

—The hearing before Referee in Bankruptcy, Seaman Miller, at No. 346 Broadway, last Thursday, for the appointment of a trustee to take charge of the affairs of the American Witch Hazel Company, which went into insolvency last January, was further adjourned until Tuesday, May 16, owing to the illness of counsel.

INDECENT "ADS." FORBIDDEN.

Boston, May 6.—The Senate this week passed a bill prohibiting indecent publications, aimed chiefly at advertisements of remedies for the cure of venereal diseases. The bill reads as follows:

"Whosoever publishes, delivers, distributes or causes to be distributed, an advertisement or notice describing the symptoms or details of a venereal disease or of a disease, infirmity or condition of the sexual organs, or an advertisement or notice calling attention to a person, or persons, office or place where such diseases, infirmities or conditions may be treated, or where advice relating thereto is or may be given, shall be punished by imprisonment for not more than six months or by fine of not less than $50 nor more than $500 or by both such fine and imprisonment: provided, however, that this statute shall not be construed to apply to didactic or scientific treatises upon the diseases, infirmities or conditions herein before mentioned, which treatises do not advertise or call attention to a person or persons, office or place where such diseases or conditions are or may be treated, or where advice is or may be given relating thereto; and, provided, further, that the prohibitions of this statute shall not be deemed to apply to labels securely attached and adhering to bottles or packages of medicine, nor to the printing and delivering in sealed packages outside of this commonwealth of books, pamphlets or circulars containing such advertisements.

CARLOADS OF SOUVENIRS.

Reid, Yeomans & Cubit, of No. 140 Nassau street, celebrated their fifth anniversary last Saturday in their usual elaborate style. From 10 a. m. to 6 p. m. the store was one mass of people, several thousand of whom made the rounds with open hands and pockets, ready to receive the carloads of souvenirs, which were handed out. Music was furnished by two string bands. The store was tastefully decorated, and in the rear was an imposing array of refreshments. Here the proprietors received the congratulations of their friends. A thriving trade was done at the soda fountain, owing to the shouted warnings of the clerks that there would be "no souvenirs without soda checks"—an innocent bit of blarney that brought many an extra nickel.

ROCHESTER, N. Y., NOTES.

—Much interest is being displayed by the Rochester pharmacists in their coming trip to Buffalo on next Friday, when a bowling match will be played by teams from the Rochester and Windy City Pharmacists.

—Papers of incorporation were filed last week with the County Clerk by the Kreuser Drug Co. The company is incorporated for $2,500 for the purpose of manufacturing and dealing in drugs and medicines. The five directors named are: Edward H. Burke, Joseph Goddard, Minnie S. Burke, Scott Cummings, and Peter J. Lutz.

STAMPS WILL BE REFUSED.

P. A. R. D. Protests Against This Method of Receiving Payment.

DRUGGISTS, ASKED BY NEWSPAPERS TO RECOGNIZE STAMPS ISSUED TO PROSPECTIVE ADVERTISERS, UNANIMOUSLY REJECTED THE PROPOSITION—AN OLD SORE REOPENED.

Philadelphia, May 8.—At the May meeting of the P. A. R. D., in the Philadelphia College of Pharmacy Friday afternoon, the question of receiving newspaper advertisements was brought up by the reading of a communication by Secretary Cozens from one of the members, calling attention to an enclosed circular letter from one of the city's largest dailies. This announced that in the future the druggists would kindly recognize stamps which the paper will issue to prospective advertisers, and which may be used by them instead of cash. With this letter were instructions showing that it was necessary for the druggist or his clerk to do more or less writing with red ink, showing the character of the advertisement received.

This was like opening an old sore. One of the matters that has been receiving the attention of the press and telephone committee is the securing of more liberal rates from the newspapers and the telephone companies. Some of the proprietors have refused to take advertisements because of the bother for the trifling returns. Hence the resolution that the members of the association refuse to receive any kind of stamps in payment for newspaper advertising was unanimously adopted.

No report was received from the press and telephone committee, but it was announced unofficially that one of the telephone companies was making a list of the drug stores that are acting as pay stations as well as the amount received for a year from each, with a view to answering the proposition of the association's committee. An effort had been made to get a uniform rate of 25 per cent. on all automatic 'phones.

As it has repeatedly been brought to the attention of the officers of the association that the prices put out by the St. Louis Club are lower in this city than elsewhere, on motion, Secretary Cozens was instructed to communicate with Chairman Pierce, of the St. Louis Club, with a view to having a conference at which the feasibility of advancing the prices on their preparations will be discussed. An early date for this conference will be requested.

Most gratifying was the report of Organizer E. C. Bottume. He turned into the treasury more than $300 dues, collected during the past eighteen days, and submitted the names of ten prospective members, who were elected. Another item of business transacted by the association was the issuing of an order for $500 in payment of the N. A. R. D. per capita tax. Owing to the fact that not enough members had sent their names to the committee on entertainment to insure the success of the proposed planked shad dinner at Washington Park, that event was dropped for the time being.

SCHEDULE IN CAMDEN, N. J.

Camden, N. J., May 9.—By a unanimous vote, the Camden County Association of Retail Druggists on Thursday evening adopted a price schedule, which, it is believed, will obviate all the misunderstandings which cropped up during the career of the previous organization. Chairman Howard Taylor presented the schedule on behalf of the Executive Committee, and, after lengthy discussion and a few minor changes, it was adopted. The new schedule will become operative just as soon as it can be printed and sent out to the members, which will be about the first of June. With the exception of certain patent medicines sold by the serial numbering plan, it is said that the prices on this class of goods will be lower than those asked by the Philadelphia druggists.

After the business session refreshments were served and good fellowship prevailed. The meeting was held at the City Hotel, and while really a special one for the purpose of agreeing on a schedule, it was attended by a majority of the members, and the interest shown indicated the continued success of the association. President William F. Weiser presided, and Secretary Charles L. Barrett, as well as all of the other officers were present and were active in discussing the many items of the schedule.

DRUG HABIT RUINS DRUGGIST.

Philadelphia, May 8.—His health, friends and money gone, John Calvin, once a prosperous druggist, was taken to the Philadelphia Hospital on Thursday in a patrol wagon. It is said he cannot recover. His fall was due to the drug habit.

According to his own story, John Calvin came to this city fifteen years ago from Virginia. At that time his check was good for fifteen or twenty thousand dollars, and he immediately opened a drug store in the central part of this city. He commenced using drugs during a long period of illness, and when he recovered it was only to find that he had contracted a more serious disease.

In vain he tried to break off the habit. He lost interest in his business and in less than a year sold out. Much of his money had been sacrificed in the meantime, and five years ago he was practically penniless. He lived in cheap lodging houses and managed to live and supply his wants by acting as clerk in these houses. Little more than a skeleton, he was found sick on the street by a policeman Thursday, and after an examination, was taken to the hospital. As the wagon crossed the river on the trip, the wretched man begged to be allowed to end his troubles by jumping into the stream.

MUST GET NEW BONDSMEN.

Detroit, May 9.—State Attorney General Bird has handed down a decision declaring that surety companies cannot be accepted as bondsmen for druggists. This decision will affect quite a number, especially in local option counties, and there is likely to be some lively scurrying for bondsmen during the next two weeks.

DRUG CLERKS SAY GOOD BYE.

Philadelphia Association Will Plan to Better Conditions in That City.

Philadelphia, May 5.—There was an unusually large attendance on Monday evening when President G. W. Geasey called the May meeting of the Drug Clerks' Association to order. Many of the clerks had made an extra effort to be present to say good bye to Secretary Robert J. Hunt, who goes to his home at O'Neill, Neb., this month, and later to a point further West, where he will engage in business. He received a vote of thanks and an informal leave-taking was accorded the popular drug clerk. He is a graduate of the Pharmaceutical Department of the Medico-Chirurgical College, and will graduate this month from the Philadelphia C. P.

A communication was received from the St. Louis Drug Clerks' Association, in which it was stated that a law had just been passed in Missouri making it illegal for drug clerks to work more than ten hours a day. The Western Association wished the young Eastern Association success in its efforts to secure better hours for its members. In this connection, President Geasey instructed the Membership Committee to get up some plan to better the condition of the drug clerk in this city. The proposition to have a lunch served at every alternate monthly meeting of the association was unanimously carried. The plan becomes operative at the June meeting. Another social feature was the instructing of the Executive Committee to arrange for a reception to Leonard G. B. Botfield, a member of the Executive Committee, upon the occasion of his marriage early next month. Seven new members were elected, and all bills paid, while the treasury was correspondingly replenished by the monthly dues. Messrs. Post, Lupin, and Chalfant were appointed a committee to audit the books. Owing to illness Treasurer George H. Grubb has been unable to attend to his duties for the past week.

PHILADELPHIA NOTES.

—Frank Rinker has opened a new store at 7201 Germantown avenue.

—Rehfuss Brothers have installed a new fountain in their store at Thirteenth street and Columbia avenue.

—The annual banquet of the Alumni Association of the Philadelphia C. P., will be held on Tuesday evening, May 16.

—Frank H. Eberly has installed a new fountain in his drug store at Twenty-fifth and Oxford street, adding fourteen feet to his dispensing counter.

—The building at 4400 Germantown avenue, occupied by Sweeney's Pharmacy, has been extensively improved and enlarged and a new soda fountain installed.

It is expected that there will be a large number of pharmacists from this city at the annual meeting of the Pennsylvania Ph. A., at Bedford Springs, on June 20, 21 and 22.

—William G. Toplis has remodelled and enlarged his drug store at 4939 Germantown avenue, and has at the same time put in a larger soda fountain to accommodate a rapidly-increasing trade.

—A. R. Laughlin, who conducts the pharmacy at Lansdowne, has purchased the property at Fifty-second and Spruce streets and will open a second store there, as soon as alterations are completed.

—Green & Sons have just installed in the pharmacy of Nelson Fry, at Nineteenth and Arch streets, an all-marble fountain, which is one of the handsomest in the city. The store is being refitted throughout with oak fixtures.

—J. C. Chisholm, of the class of '04, Philadelphia C. P., has been appointed director of the chemical and pharmaceutical laboratories, and lecturer on organic chemistry in the department of pharmacy of Baylor University, Dallas, Texas.

Fire on Friday evening threatened to destroy the plant of the Harrison Chemical Co., at Thirty-sixth street and Gray's Ferry road. It was discovered in the alum house, and the firemen succeeded in smothering the flames. The damage will not exceed $500.

—Thomas J. Thomsin has purchased the store of the late Dr. C. Z. Bahl at Nineteenth and Dauphin streets. Thomas Bright has purchased the store of D. M. Harris at Fortieth street and Girard avenue. The Smith Pharmacy at the corner of Nineteenth and Diamond streets has been purchased by B. Frank Davis.

—Among the representatives of out-of-town houses in this city, this week, were: George Weiss, of the Woodside Sterling Co., of New York; M. Pryor, of the Pryor Silver Co., of Newark, N. J.; Mr. Hall, of the Deane Plaster Co., of Yonkers, N. Y.; Mr. Rush, of the Faultless Rubber Co., of Akron, O.; George Worth, representing Fougera, of New York, and Fred Upton, of the Sloan Liniment Co., of Boston.

—Owing to the unfavorable weather conditions, the baseball game between members of the Philadelphia Drug Athletic Association, and which marks the commencement of out-door work of the association, will be played on the afternoon of Tuesday, May 2. The grounds of the Stenton Athletic Club have been secured for the season and the social feature of these weekly meetings, it is believed, will do much in bringing into closer relation those interested in any way in the drug trade.

—While a clerk in the pharmacy of George Y. Wood, at the northeast corner of Tenth and Spruce streets, was behind the prescription counter on Saturday, he noticed one of two little girls in the store, pick up several pieces of soap and pass it to her companion. The latter dropped them into a big market basket she carried. The police were notified and when the basket was searched, it was found to contain about ten dollars' worth of candy, toys, toilet articles, pocket books, stockings and other articles. The children were given into the care of the Society to Protect Children from Cruelty.

—Elmer E. Goodlin, who has been managing the drug store of Dr. J. McFarland & Son, in Saltzburg, Pa., since the death of J. R. McFarland, a year ago, has purchased the entire store. The firm name will be Elmer E. Goodlin, Ph.G.

ANOTHER SUIT FILED.

Cutter Wants Court to Compel N. A. R. D. Not to Interfere.

RETAIL DRUGGISTS ANXIOUS TO HAVE QUESTION DETERMINED UPON ITS MERITS, AND ARE NOT AVOIDING ISSUE.—SHELDON OF ST. LOUIS CLUB AND BECK OTHER DEFENDANTS.

Baltimore, May 6.—The fight of the retail druggists of this city against price demoralization had another development this week in the hope of a suit for damages directed against certain supposed leaders in the movement against the cutters. There was filed in Circuit Court No. 2 to-day by August Kach, a South Baltimore druggist, who is known as an aggressive cutter, a suit against the National Association of Retail Druggists, to compel the organization to carry out an alleged agreement not to interfere with him in the purchase of proprietary medicines, which he disposes of at cut rates.

The agreement was made July 22, 1904, in consideration of Mr. Kach waiving all right of suit because of certain action taken by the association. This, at least, is the statement contained in the bill of complaint. The bill further states that prior to the agreement, by reason of a tripartite compact between wholesale and retail druggists and the manufacturers and wholesale vendors of proprietary medicines for the purpose of controlling the retail price of the medicines, Mr. Kach had been prevented from obtaining them.

The defendants in the suit, besides the association, are Francis E. Sheldon and John G. Beck, respectively the agent and chairman of the defendants. The attorneys of the plaintiff are Thomas C. Weeks and Harry B. Wolf. Mr. Weeks, it appears, has been active for several weeks getting up alleged evidence of a combination to prevent Mr. Kach from getting goods. He is said to have sent an order to one of the distributing agencies here asking for one dozen each of various proprietary remedies, intending, apparently to use the refusal as the basis of a complaint.

As stated some time ago in The Era, the Baltimore Retail Druggists' Association and other defendants in the suits brought, profess to be anxious to have the question determined on its merits, and are not avoiding the issue. They rather welcome it as affording a chance to have decided the question whether the plaintiffs have any standing in court or whether the existing arrangements to withhold goods from price-cutters is unlawful.

PASSED PHARMACY EXAMINATION.

Baltimore, May 8.—The Maryland Board of Pharmacy met on May 4 at the Hotel Rennert to pass upon the papers submitted by candidates for registration as pharmacists and assistants filed at the examination held April 6, and announced that the following out of a class of thirty-nine stood the test:

Assistant Pharmacists.—Mary E. Buffington, Thomas Armstrong, George Alvin Strauss, William H. Clarke, F. Reynolds Thome, Benjamin Davis Benfer, and Alfred Williams.

Pharmacists.—Alfred E. Kemp, William E. Jordan, Alfred C. Trull, Herbert E. Waterman, Henry M. Harper, Frank P. Firey, Jacob A. Shulman, and Robert Cecil Todd.

Previous to passing on the examination papers the Board reorganized preliminary to the beginning of another year. William C. Powell, of Snow Hill, was elected president; Ephraim Bacon, of Roland Park, treasurer, and David R. Millard, secretary. Mr. Millard has just been reappointed for a full term of five years.

SILVER SERVICE FOR CASPARI.

Baltimore, May 8.—The gift by Baltimore pharmacists to Prof. Charles Caspari, Jr., in recognition of his services to the profession and the completion of his twenty-sixth year in the profession, will take the form of a silver service. The call for contributions has met with a very liberal response, and a large sum has been secured. The presentation will take place next Friday evening at the annual banquet of the Maryland College of Pharmacy Alumni Association in the Eutaw House, and will be made an occasion for appreciations to the honored guest.

BALTIMORE NOTES.

—W. J. Evans, of Evans Bros., druggists at Belair, Md., is reported to be very ill with pneumonia.

—The retail drug store of the late Charles M. Pue, at the northeast corner of Baltimore and Stricker streets, has been sold to H. L. Thornton.

—Mrs. E. W. Council has sold the pharmacy long conducted by her husband and afterward by her, on the southeast corner of Fulton and Lafayette avenues, to William M. Meddill, her clerk.

—De Witt Swaringen, who took a special course in pharmacy at the Maryland University, has returned home to China Grove, N. C. His wife and child were with him while he pursued his studies.

—Mr. Turlington, for years a member of the retail drug firm of Morrison & Turlington, this city, and who recently retired from the firm, has opened the Turlington Pharmacy at Wilson, N. C.

—J. Gilbert Lieber, a traveling representative of Muth Bros. & Co., who was very ill for a time with blood poisoning, and whose recovery seemed very doubtful, is out again, and is being congratulated by his many friends. Mr. Lieber lives at York, Pa.

—The committee of the Maryland Pharmaceutical Association, which has charge of the arrangements for the annual meeting at Betterton, will go there this week to look over the ground and determine on some of the details. The committee includes in its membership J. Emory Bond, James Hancock, G. G. Muth, William P. Sohl, Charles Morgan, and J. Edwin Hengst.

EXPLOSION IN DRUG STORE.

Youngstown, O., May 1.—An explosion in the drug store of J. A. White caused a disastrous fire and slightly burned Louis Ritzl, a clerk. Ritzl was drawing wood alcohol. He struck a match and the explosion followed. Windows were broken and much other damage done.

BODEMANN ON LEGISLATION.

Urges Druggists to do Nothing Unless They are United and Determined.

Chicago, April 29.—At the recent meeting of the Chicago Retail Druggists' Association, held in this city, legislative matters came up for discussion. Senator Clark's Anti-Narcotic bill receiving much attention. The druggists have promised to submit an adequate measure for the regulation of the sale of narcotic drugs at the next session of the legislature.

W. Bodemann submitted a report on legislative affairs. It follows:

To the Chicago Retail Druggists' Association:

When I came back from a ten days' trip, on account of illness in my family, and found that a committee of your association had been in conference with Senator Clarke regarding pending legislation, I was informed that the committee had left the Senator with the understanding that I was to cast the decisive vote. I do not intend to accept this responsibility, much as the honor of the offer might tempt most any man. But I do not shirk from giving you my frank and honest opinion, and then it is up to you.

If Senator Clarke and other legislators are willing to postpone action, and you don't know just what you want, then I would say, wait—have no legislation until you do know just exactly what you want. That the public welfare and the public itself are entitled to and demand more stringent anti-narcotic legislation, no one can deny. You run this risk that the demand for such legislation will be so urgent that even the City Council will attempt to legislate, if we do not enact suitable laws, and then—God help us!

I expect very little from the Illinois Pharmaceutical Association, and will give you my reasons. The presidents of the I. P. A. in 1901, 1902 and 1903, have repeatedly urged most specifically that such legislation be enacted. Walter Gale in 1901 and 1902 singled out the Pennsylvania law, regulating the sale of cocaine, opium, morphine and chloral; his recommendations were endorsed. What was done? The legislation we did not enact was brought about by a conference between your president of 1903, Mr. Engelhard, and your humble servant, in connection with Assistant State's Attorney Frank Blair. The act we obtained was an experiment; it is not broad and efficient enough to meet the situation, still we did the best we could, and it is better than nothing.

Last fall, a year ago, the Legislative Committee of the I. P. A. was specifically instructed to draft an amendment to the pharmacy act and to have such draft presented before the I. P. A. convention. Nothing was presented, not even a verbal report. Unless the C. R. D. A. puts its shoulder to the wheel and demands that the I. P. A. does act, very little can be expected, and I make this suggestion: That we request the officers of the I. P. A. to set aside a day for the discussion of this important question at the coming convention, and then insist on the discussion. Last year the Committee on Trade Interests submitted some twenty-four questions and begged and pleaded with the convention not to accept the report in silence, but to discuss the same. Not one of the twenty-four questions were discussed with *one* word!

And you should remember that after we know and make up our mind what we want, then we encounter the real difficulties. I requested the Washington, D. C., Board of Pharmacy to inform me how they fared with their much-praised law, and was informed that their law was drafted after the excellent Beal draft, approved and endorsed by the A. Ph. A., the guardian of American Pharmacy. Who balked this excellent Washington draft? J. C. Ayer Co., because their Cherry Pectoral contains more morphine than that draft permitted, and you will find the same condition here and elsewhere. The patent medicine men send their best lobbyists to defeat any law that curtails their traffic. Mr. Cheney, of Hall's Catarrh Cure fame, stated in the session of the Proprietors, etc., at Delmonico's, a few years ago, that his firm had contracts with about 15,000 papers, and this clause was inserted in all contracts:

It is hereby agreed that should your state or the U. S. Government pass any law that would interfere with or restrict the sale of proprietary medicines, this contract ceases.

The patent medicine men are as enterprising as the patent law magnates, and have a keen eye for suitable lobbyists. When the Mann bill was before the Senate Committee, Prof. Chandler, a man who was kept in his position as teacher in the New York College of Pharmacy for forty years, appeared before the Senate and denounced the pharmacists—the very men who gave him the job he held for forty years—denounced these men as robbers, for attempting to carry out the mandate of the N. A. R. D. to correct the patent law abuses.

I call attention to these things for the purpose of urging you to do nothing unless you have a solid front, and go at it with determination and prepared to meet opposition of the most aggressive syndicate that human forces ever have to deal with. Traffic in narcotic is a big thing for some proprietors. Take it away, and they will do their utmost to defeat your labors to correct the outrageous abuses that have crept into a modern pharmacy and unless crushed out by yourself will be a constant source of menace and annoyance to our profession. W. BODEMANN.

OLD FIRM OUT OF BUSINESS.

Racine, Wis., May 1.—Much surprise has been caused here by the announcement that the old drug firm of H. S. Stone & Son will retire from business. Since 1854 Horace Stone has been engaged in the drug business in this city. He is probably the oldest druggist in the State.

For years his two sons, Walter and Horace, were engaged in business with him. Walter died some time ago. Because of ill-health the father and son have been unable to attend to the business and have concluded to retire. The elder Stone is now nearly ninety-one years old. The store has been sold to the Kradell Drug Company.

—The Iowa Society of the American Chemical Society was recently organized at Grinnell, Ia. The new society has a membership of twelve.

ANTI-COCAINE LAW.

Druggists Cannot Refill Prescription for Cocaine.—Crop of Fiends to Grow Less.

St. Paul, Minn., May 5.—The anti-cocaine law, which took effect on the 1st inst., is a source of genuine pleasure to reputable druggists, although they expect to have difficulty with the physicians until the act is understood thoroughly. Until now druggists have either sold cocaine freely or have refused entirely to vend it, thus losing much revenue. Now they cannot give the drug away or sell it except upon the prescription of a licensed physician or dentist. The anticipated misunderstanding with the doctors is because the law prohibits the druggist from refilling prescriptions containing cocaine. The druggist is not allowed to give a copy of the prescription to a customer, and before filling it must write thereon the name and address of the patient. A heavy penalty is attached for giving away or prescribing cocaine, or preparation containing it, to any one addicted to the habitual use of the drug in any form.

Those druggists who do not wish to profit by the sale of the tabooed article at the moral expense of mankind expect to see the crop of cocaine fiends greatly reduced through the rigorous enforcement of the new law. As a class they are besieged and importuned by the habituals to supply them with the desired drug, and it is often hard to refuse them. With the new act behind them, it will be an easy matter to dispose of those who are slaves to the habit and who generally are praying for help to obtain emancipation from the dreadful thraldom, while imploring the dispenser to give them just a little of the narcotic.

PHI GAMMA DINES.

Chicago, May 4.—The third annual banquet of the Alpha Chapter of the Phi Gamma Fraternity, School of Pharmacy, Northwestern University, occurred upon the evening of April 15 at the Sherman House. The banquet was tendered to the graduating members, and proved a very successful and enjoyable affair. Mr. Ever Johnson presided as toast-master, the other speakers of the evening being: Theodore Whittelsey, Ph.D.; Gustave E. F. Lundell, Sc.B.; Lee R. Girton, Ph.C.; Orville Cissell, Ph.G.; Roger Rugg, Don F. Wright, R. H. Brice.

ENTERTAIN STUDENT GUESTS.

Kansas City, April 23.—The students of the school of pharmacy of the University of Kansas, at Lawrence, fifty-eight in number, visited this city, Friday, as the guests of the wholesale druggists, manufacturing chemists and druggists' supply houses. The party was in charge of Professor L. E. Sayre, dean of the pharmacy school; Eli S. Bailey, professor of chemistry, and L. D. Haverfield, and Amos Emerson, assistants in pharmacy. The wholesale houses were visited and there was a luncheon at the establishment of Parke, Davis & Co.

VOEGELIS EXPAND.

Have Formed New Incorporation to Do Increased Business.

Minneapolis, Minn., May 2.—Voegeli Bros., the well known retail druggists, have realized an ambitious plan in incorporating the Voegeli Brothers Drug Co. For many years the firm—whose head, Thomas Voegeli, is president of the N. A. R. D.—has operated one of the largest and most popular stores in the city at Hennepin and Washington avenues. Last year the Voegelis bought the Leigh drug store at Seventh street and Nicollet avenue. The expansion policy having proved successful through this experiment, the new incorporation is the result, and still greater expansion is announced. Additional store rooms have been rented at Fourth avenue S. and Twenty-second street, and at Twentieth avenue N. and Lyndale, and these will be opened about June 1. They will be handsomely equipped and operated under the same progressive methods which have won the Voegelis such notable success in this city.

PIONEER DRUGGIST DEAD.

St. Louis, May 2.—Augustus H. Weber, known in St. Louis as the oldest drug jobber in the city, died Monday afternoon, at his home, 1379 Temple place, of heart disease. He was born in Hanover, Germany, in 1835, and came to St. Louis when eleven years old. While a boy he became connected with the drug firm of Charles Blow & Co., later Peter Blow & Co., and eventually became a partner. Afterward he was the founder of the firm of Brown, Weber & Graham, and was burned out in 1873, when the firm retired from business. Mr. Weber became the western representative of The Tilden Company, and in 1895 founded the Weber Chemical Co., of 126 Olive street, this city, and retained the presidency until his death. He was quite active in church work.

He was hospital steward for Gen. Gray's regiment, the Thirteenth Missouri Volunteers, during the Civil War. He was the first secretary of the Western Commercial Travelers' Association, and a member of the Knights of Honor, and the Legion of Honor. A widow, two sons, A. H. Weber, Jr., of Portland, Ore., and W. S. B. Weber, of this city, and three daughters survive him.

BOWLERS GET PRIZES.

St. Louis, May 2.—Following the close of the bowling season, the Retail Druggists' Bowling League has made up its records, awarded the personal prizes, and elected officers. Aside from the cash prizes, there was enough merchandise to give each man two picks, in the order of his personal score. A. F. Aszmann won the big prize ($10), the "high five" with 324 to his credit. He also fared the best in the distribution of prizes. F. W. Neu took the second "high five," $7.50. A. Woerlin and H. D. Delkeskamp split the "single" money. The high scores were won by A. Enderle, A. F. Aszmann, F. W. Neu, A. Woerlin, William Schildmann and William Brenner. They will captain the next year's teams. Brenner was elected president of the league, and William Angermiller, secretary.

AMONG THE COLLEGES

WILL GRADUATE TO-NIGHT.

Brooklyn C. P. Closes Successful Year—Some Real Sheepskin.

Elaborate arrangements have been planned for the commencement exercises of the Brooklyn College of Pharmacy, to be held in the Baptist Temple, Third avenue and Schermerhorn street this (Thursday) evening. The speakers include Hon. William J. Gaynor, who will deliver the address to the graduates; Henry T. Sturz, the valedictorian; John F. Dillon, humorist, and others. Conterno's Fourteenth

THE ALCHEMIST.
From Brooklyn C. of P. Invitation.

Regiment Band will furnish the music and vocal selections will be given by Miss Madeline Burdette and the Cecilian Male Quartette.

The graduating class is a large one, and its members will receive their degrees and certificates from the hand of the dean of the faculty, Prof. Wm. C. Anderson. The presidents of the college and of the alumni associations Adrian Paradis and Edward Kleine, will award the various prizes, and the senior and junior rolls will be announced by Professor A. Percival Lohness, secretary of the faculty.

The officers of the class of 1905 are Augustus A. Reynolds, president; Henry T. Sturz, vice-president; Alice J. Kunkel, secretary; Jacob Shoben, treasurer, and Joseph P. Farrell, sergeant-at-arms.

The invitation to the commencement is sued by the class is unique, the various pages being laced together with "real" sheepskin. One of the pages bears an illustration of Hermes Trismegistus or some other unnamed alchemistic worthy, apparently engaged in the traditional search for the philosopher's stone or the so-called elixir of life. He certainly does not represent the average "grad." of 1905.

KEOKUK C. P.

Keokuk, Ia., April 26.—The Keokuk College of Pharmacy, in conjunction with the Keokuk Medical College, held its fourth annual graduating exercises in the Opera House, last Tuesday evening. The names of the pharmacy graduates were read by the secretary of the pharmacy department, Prof. G. Arthur Kiedaisch, the president of the college, Prof. George F. Jenkins conferring the pharmacy degree. The Doctorate address to the graduates was delivered by Henry E. W. Barnes. A list of the graduates follows: Henry Blender, Dallas City, Ill.; Peder J. Bursheim, Brockings, S. D.; Bernard E. Gridley, Hamilton, Ill.; Ernest C. Gwinn, Oakland, Ill.; Oscar E Grua, Roswell, S. D.; Ira B. Hough, Mt. Hamill, Ia.; James R. Irwin, Salisbury, Ill.; Oliver P. Jamison, Weldon, Ia.; Carolyn A. Loomis, Revere, Mo.; William B. Miller, Mt. Ayre, Mo.; Delbert G. Mendenhall, Des Moines, Ia.; William F. Schlicht, Stoutland, Mo.; David A. Walker, Powellton, Ill.

The Keokuk C. P. was organized five years ago, by Dr. George F. Jenkins, who placed Prof. G. Arthur Kiedaisch, a graduate of the Chicago College of Pharmacy, in charge, and he has conducted the department ever since.

MEDICO-CHIRURGICAL COLLEGE.

Philadelphia, April 29.—Final examinations were finished this week and the announcement of the results are awaited with interest. They will be made about Monday next.

Commencement exercises will be held on the evening of May 27, and on the preceding evening the annual meeting of the Alumni Association will be held. Members of the senior class will probably give a banquet at the Bellevue-Stratford Hotel, on the evening of May 24, at which the guests of honor will be the members of the faculty.

On Monday next, books will be opened for the registration of students for the term of '05 and '06.

The cabinet of the College Y. M. C. A. will hold the final meeting of the term on Monday evening next. Plans for the continuance of the work along similar lines will be discussed. The closing year has been the most successful in every way that this department of college work has ever known.

MANY UNSUCCESSFUL CANDIDATES.

Des Moines, Ia., May 8.—Only fifteen of the seventy-seven candidates who took the recent examination of the State Pharmaceutical Board succeeded in passing. The successful fifteen are: Henry H. Long, Hawkeye; Peter Sievers, West Side; Felix J. Schaul, Le Mars; Harry A. Robertson, Columbus Junction; Jesse W. McCarthy, Lewis; C. H. Morgan, Iowa City; C. P. Lorenzen, Denison; W. Klub, Early; Mart Kuhn, Algona; Frank E. Diddy, Redfield; G. G. Care, Rolfe; Elmer Greenleaf, Akron; John C. Flaherty, Fort Dodge; Jesse G. Faval, Albert City, and E. M. Bheniman, Ackley.

GERMICIDE BACILLICIDE
For Internal and External Use

GRISERIN

NON-TOXIC

SPECIFIC IN
TUBERCULOSIS, CANCER, SYPHILIS

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now.

WRITE FOR BOOKLET
We Want Every Druggist To Become Familiar With
GRISERIN

PRICE LIST

		WHOLESALE.	RETAIL.
GRISERIN Cachets each gms.	0.20	$15.75 per doz.	$1.75 per tube.
" " " "	0.30	18.00 "	2.00 "
" " " "	0.50	22.50 "	2.50 "
" Powder in pkgs. 25 gms. each		5.00	
" " " 50 " "		10.00	
GRISERIN cum TANNALBIN			
Cachets each gms.	0.20	$16.65 per doz.	$1.85 per tube.
" " "	0.30	18.90 "	2.10 "
" " "	0.50	23.40 "	2.60 "

SOLE AGENTS FOR AMERICA
AMERICAN GRISERIN WORKS
108 FULTON ST., NEW YORK

When You Want an Authentic List of

The Wholesale Druggists of the U. S. and Canada.

The Retail Druggists of the U. S., Canada, Cuba. Porto Rico, Hawaiian Islands, Mexico and South American Countries,

The Manufacturers of the U. S. who supply the drug trade,

The National Drug Associations of the U. S. and Canada,

The Local Associations of Wholesale Druggists,

The Colleges and Schools of Pharmacy in the U. S. and Canada,

The Pharmaceutical and Drug Journals in the U. S. and Canada,

The Active Associations of Retail Druggists,

The State Boards of Pharmacy,

The State Pharmaceutical Associations,

GET IT FROM

THE ERA DRUGGISTS' DIRECTORY

NEW EDITION, NINETEEN HUNDRED AND FIVE

PRICE, $5.00

Supplements showing all additions and changes are printed weekly in THE PHARMACEUTICAL ERA. Subscription price, $3.00 a year

SPECIAL

A copy of the ERA DRUGGISTS' DIRECTORY, 1905 EDITION, and THE PHARMACEUTICAL ERA for one year, including the Spring and Fall Price List Editions, all for $7.00.

YOU ARE SURE TO NEED THIS BOOK

D. O. HAYNES & CO., Publishers
90 William Street, New York

(E. P. 6)

TRADE SECTION

WEST AFRICA NEEDS DRUGGISTS.

Chance for Americans Says U. S. Consul Williams.

West Africa is not as yet a great market for the sale of pharmaceutical and medical preparations, but it is an excellent field of opportunities for American capital and enterprise in the drug trade, by reason of the absence of branch wholesale competition on the part of European dealers. There is not a branch wholesale drug establishment in this colony or on the coast, notwithstanding the need and opportunity for such is very evident. There are, however, numerous public and private dispensaries, besides other small dealers, along the seaboard. The retail drug business here is limited and its influence is circumscribed, which is largely due to the fact that it is not organized and because there is little or no effort made to advance in unison with the progressive thought and methods of the times. Such advancement, however, is hardly possible on the part of small retail druggists in the absence of wholesale depots of supplies close at hand. There are relatively few dispensing pharmacists here as compared with the general population, but each does a limited amount of prescription work.

As regards the general drug trade, it is quite clear to anyone familiar with the business that this field has not been seriously considered in commercial calculations. Regardless of the reputed unhealthfulness of the climate of West Africa, European firms engaged elsewhere in this important branch of trade, whether intentionally or otherwise, have failed to take advantage of the situation. This may have been due to the fact that other branches of trade in this country require of agents, clerks, etc., business experience only, while the drug business requires both business experience and professional training. It would be difficult under the circumstances to secure men of adequate training and experience to manage such establishments as compared with the ease and facility with which proper persons could be procured for other business concerns.

A REAL LACK OF MEDICINES

Drugs having received less attention than the other branches of trade the people have tended more toward indigenous herbs and native remedial agents in which the country is abundantly rich. In view of this preference and these tendencies some have said that the drug business can hardly be developed in this country to a large extent. This is not true, for there is nothing in the present or prospective conditions to substantiate such conclusions.

American pharmacists and chemists of sober habits and character, with capital, could do well in this country. In this connection our large business establishments in the United States might train and utilize educated Afro-American young men for commercial service in this country with profit and advantage. American pharmaceutical preparations are dispensed to some extent, and so far as they have been introduced are popular. The difficulty of procuring them direct is the chief drawback to their general use. The imports of drugs and medicines into Sierra Leone for the year 1903 were valued at $27,308, coming principally from England, the United States, Germany and France, in the order mentioned. Those from the United States are valued at $1,351, consisting mainly of pharmaceutical preparations and patent medicines, in the solid, semi-solid and liquid forms, e. g., plasters, pills, pellets, powders, extracts, tinctures, tonics, syrups, emulsions, ointments and cerates. The duty upon all drugs and medicines imported into Sierra Leone is 10 per cent. ad valorem.

FEES AND PRICES.

In 1896 an ordinance regulating the practice of pharmacy was passed by the legislative council which restricts this privilege to qualified druggists. Candidates for examination as pharmacists are required to pay $1.21 on application and $2.43 for issuance of certificate of qualification. Besides these, a license tax of $10.21 must be paid annually to carry on business.

There is practically no uniformity of prices in the retail trade: every dealer is largely a law unto himself, charging that which seems right in his own eyes. The average price of all drugs is generally much higher than in the United States, e. g., an 8-ounce bottle of the extract of malt or maltine, known as the "trial size" in the United States, sells here for 85 cents. This is illustrative of the prices of other similar preparations.

The following are the names of retail druggists located in Freetown, Sierra Leone: N. E. Browne, W. J. McLeod, P. G. V. Manley, J. S. Labor, Rowland May and S. St. B. Williams.

American merchants should pay close attention to the acquisition of the trade of populous tropical countries. The mercantile pioneering spirit should be encouraged and American branch business houses established in West Africa. These would give trading bases and ultimate commercial and banking influence, which we do not now possess, but which the English, German and French enjoy, and are extending to all parts of Africa. Not only the drug business, per se, but every other line of trade on this coast offers exceptional advantages for investments in branch establishments, which, if made now, in the formative period of the country, will lay an impregnable foundation for our future commerce with this country.

ONLY TWENTY YEARS MORE.

Chilian Nitrate Production Will Have Then Exhausted Deposits.

A recent number of the American Fertilizer quotes from the report of Francisco Valdes Vergara, collector of customs at the port of Valparaiso, Chile, who is said to be one of the most competent statisticians in the Republic, in which he makes an estimate of the probable life of the nitrate product in Chile. Senor Vergara's calculation is based upon the original estimate of the supply and the production and exportation since 1840.

The nitrate producers fixed the quota for exportation for the year ended March 31, 1904, at 32,500,000 Spanish quintals (1,529,311 tons). It is calculated that the shipments to December 31, 1903, were, in the aggregate, 31,000,000 quintals (1,426,000 tons).

Senor Vergara makes a somewhat extended statement, tending to show the probable rate of production in future years, and concludes somewhat as follows:

"At the end of twenty years, when 35,000,000 tons have been extracted, it will be seen that the exhaustion of the nitrate deposits will be near at hand. The nitrate industry contributes to-day 76.4 per cent. of our exports and its operation involves the expenditure of nearly 30,000,000 pesos ($10,950,000) for agricultural products and merchandise. It pays the government directly 48,500,000 pesos ($17,702,500) for export duties, and no less than 10,000,000 pesos ($3,560,000) indirectly in import duties. It would be useless to make any comments on the grave consequences which would result from anything that would compromise the prosperity of the nitrate industry in Chile."

FRENCH WINE AND CIDER

The French wine crop amounted to 1,750,390,484 gallons, an increase of 819,446,853 gallons over the production of 1903, according to the French Ministry of Agriculture. This crop has been surpassed only once within the past ten years. The cider crop of 1904 reached the enormous figure of 960,443,366 gallons, according to the estimate of the Ministry of Agriculture. The Department of Indirect Taxation puts the crop even higher, its estimate being 1,081,861,807 gallons. This is said to be the largest cider crop made in France since 1830.

The average yearly consumption of wines and ciders in France is stated at 1,189,000,000 gallons and 370,000,000 gallons, respectively, so there will be a large surplus of both products available for export.

Michigan's Biggest Soda Water Business

In the Shopping Center of Detroit on Woodward Avenue

The Fountain of the Central Drug Co.—A Talk by N. A. Tabor, Treasurer of the Big Four Store Combination—Tendency Toward "Plain Sight Service"—Consideration for Customer.

"To what do I attribute the soda water success of the four Central Drug Co. stores and the unparalleled success of our main establishment, doing the biggest soda water business in Michigan? First, I place the quality of our product, the best that can be bought. It is an axiom with us that people will readily pay ten cents for a ten-cent cup of coffee; far more readily, in fact, than they will pay five cents for a poorer cup. Of course, we are located in the very heart of the shopping district, nearly every car line passes the store, and certainly every car line is in easy distance. Then we make a study of the people's wants. We have what they most prefer, we serve it neatly, quickly, artistically, and when he or she goes away they are so satisfied that they call again. We have a most conveniently arranged fountain, with seats taking in the entire side of the store, and everything done that will add to the comfort of the patron."

Thus spoke N. A. Tabor, treasurer of the Central Drug Co. Continuing, he said:

HANDLING THE CUSTOMER

"Given the best ingredients, the most skilful help, and the most luxurious mixtures, our great thought is for the customer, for, after all, it is the customer that makes the soda water business. We have no question that the 'check after service' is the best and most agreeable method of payment. Our patrons, often two ladies, or maybe two couples, come in, look over our tempting signs, discuss the merits of 'egg phosphate,' 'Central Sundae,' 'Claret Punch,' 'Detroit Special' and the many others, and finally take the most pleasing. After they are served (and very often the customers 'have another'), the person or persons are given a check for the entire amount. We give only one check to a party, no matter how many people may be together it saves confusion. And the payment is made as they go out. Take the other way—purchasing checks before they sit down at the fountain: They must buy to the value of the check or else get up and get a new check, losing their seat very likely. It is inconvenient, disagreeable, and the dealer loses by it in the long run, for with a five-cent check bought a customer isn't going to bother to go get another check,

N. A. TABOR,
Treasurer Central Drug Co.

no matter how tempting the ten-cent egg drink may look to him. Of course, modern methods are all against the old way of paying over the drink counter. Time is too short.

"At our main store, 187 Woodward avenue, we serve on the average 2,500 drinks a day. We are open winter and summer, day and night, never closed. Six men are employed at the fountain all the year

A LEADING MICHIGAN FOUNTAIN.
Soda Apparatus of the Central Drug Co., Detroit, in Their Woodward Avenue Store. A Bottle System Combined With the Wall Style. Said to Enjoy the Biggest Soda Business in the State.

round, and in the busy summer season we have eight. We believe it pays to hire the best men to be had. They are faster and more satisfactory in every way. They give the best returns.

SYSTEM AT THE FOUNTAIN.

"All the trend of the times is toward the 'front service' system, with all the drinks made in plain sight of the customer on the counter. In the old way the clerk turned his back on the patron to draw his syrup, dish out the ice cream and draw the carbonated water. Now the preference is for doing everything between the customer and the clerk. It is more artistic.

"We have the best of the old system and the best of the new. Our fountain is now of the latest sort; we have been improving on a number of different lines and have converted what is really an old-time fountain into one of the completest of up-to-date soda-water bars. The modern soda water being mixed as much as possible in plain sight, there is less and less use for the complicated fountain of the past with its multitude of flavor compartments, faucets, tubes and all the rest. The fountain of the day is more like the perfectly equipped hotel bar, with mirrors, decorations, shelves for showing fruits, preserves, brandied cherries and other tempting adjuncts of the trade.

"Our fountain system, then, is the so-called 'bottle system,' combined with all the best qualities that the old style fountain possessed. Cleanliness and neatness are our aims. No one ever sees a box of squeezed lemons, a pail of eggshells or a pail of used straws being carried out from the counter. We have an innovation of some years' standing—two chutes through the floor leading to big galvanized iron cans in the basement, to which all refuse, including rubbish of all kinds, is dropped at once, leaving no litter about the fountain or under the counter. Considering our immense patronage and the speed with which the large force of men must work, our percentage of breakage is low.

"Our refrigeration is the most convenient possible—a big ice chest in the basement for reserve ice cream, preserves and fruits in syrup and so on. Alongside is an ice crusher and an ice shaver. Directly under the fountain in the basement is our own carbonator, working automatically and requiring practically no attention at all. Our fountain refrigeration combines the best qualities of compactness with efficiency, flavors, fruits, ice creams and carbonated water, mineral and aperient waters, ginger ale and all the other lines being ice cold, right at the clerks' hands.

"We make our own flavors, putting up fresh fruits in season in syrup, and making a practice of using as few flavors from the old fountain taps as possible. About the only old-time syrups we use are lemon, vanilla and orange.

THE FAVORITE DRINKS.

"The popular taste is a fickle one. Among our leaders is Burke's ginger ale, put up by ourselves. Our record for a single day is 2,000 pint bottles. Claret punch, mint freeze, egg lemonade, egg phosphate and other egg mixtures all have a great sale. Strange to say, the straight lemonade is one of the biggest sellers at all times. In summer we use as high as 300 lemons a day. One of our largest sellers is the egg chocolate, in which we use the powdered chocolate, though, personally, in chocolate drinks I prefer the chocolate syrup, believing that it lends itself to more delicate mixturing than the powdered variety.

"One favorite, now in use the country over, was originated by us and is still a great seller—'Central Sundae.' This is a dish of ice cream with a syrup poured over, consisting of equal portions of ground English walnuts and pecans put up in syrup. It is one of the most delicious and refreshing compounds we have.

"Another popular one is 'Boston deception'—a mixture of lemon juice, claret, the white of an egg and soda. Malted milk has a big sale, and the general complaint against its insolubility finds no echo among our men. They mix it readily and quickly by adding just the right amount of liquid to make a mixable paste. We have about a hundred cold drinks and some forty hot ones, many original with

W. H. BURKE.
President Central Drug Co.

ourselves. The cold weather leaders are hot lemonade, chocolate, bouillon, hot malted milk and egg nogg. The purest of everything and the best to be had are our never-failing mottoes.

"Our four stores are located as follows: Main store, 187 Woodward avenue; and at 291 Woodward avenue, 95-97 Woodward avenue, and 153-157 Grand River avenue."

W. H. Burke is president, R. L. Bailie secretary and N. A. Tabor treasurer of the Central Drug Co. We call attention to the portraits of two of them.

M. Canter, Fifth avenue and One Hundred and Thirty-third street, New York, has purchased the good will and interests of J. Lerwenan, who formerly conducted the store.

CALLING FOR ORDERS.

Details of a Route Signal System Inaugurated by S. V. B. Swann.

An ingenious trade-gaining plan has been put in operation by S. V. B. Swann, in connection with his pharmacy, 918 Sixth avenue, Manhattan. Its essential points are the regular rounds of a special messenger over a prescribed route in his district, twice a day. He watches for a prearranged signal that he is wanted and when he sees it, calls at the house to take the order. If a prescription is needed he immediately returns to the store. A special messenger then delivers the filled prescription as soon as possible, while the first returns to his route.

The signal itself is a card on which is printed a swan (the emblem of Swann's Pharmacy). It is to be placed in the window when there is a need for the messenger to obtain anything in the lines carried in the pharmacy. This card is therefore inconspicuous, although filling its purpose, and there is nothing on it to attract the undesired attention of a passing stranger, making the house an object of idle curiosity. The plan is designed especially for the benefit of servants who are often unable to leave the house, even to secure a needed article.

Mr. Swann does not claim the authorship of this scheme. He has simply adapted the idea of a western brother pharmacist to the needs of his own business.

GOOD PRACTICAL RESULTS.

So far the results have been moderately satisfactory. It is thought that as the workings of the system are better understood, those for whose benefit it is designed will more frequently use it.

To overcome the levity of some of the desired patrons, Mr. Swann issued a second circular letter, which we reproduce.

To the Maids and Butler of the House:

Last Monday we started a plan for your special benefit.

Some of you destroyed the cards, and others took the whole plan as a good joke and placing the cards in the lower window of the house, were very much surprised when our messenger called in answer, hardly believing that we meant what we said in reference to this plan being for your special benefit.

To those who have an idea that this plan was a joke, rid yourself of that idea at once—we mean business and when you become accustomed to this plan, you will be more than pleased at its working, and will quickly take advantage of it to secure many little things that you need from a drug store, even to a postage stamp.

Do you want a bottle of magnesia? Do you want a tooth brush? Do you want 5 two cent stamps? Do you want a bottle of patent medicine? Do you want a prescription compounded and cannot come out to have it compounded?

Well, you place the card in the window and see how quickly you will be served and with the same care and attention as if you were in the store yourself.

Remember that the messenger makes two (2) trips a day, leaving the store at 9.00 a. m. and 2 p. m., so if you place the card in the window after that time, the messenger will miss seeing it when passing through your street, and you will be disappointed.

SPONGE BUYING A SPECIALTY.

John N. Cobb, Agent of U. S. Fish Commission, on the Subject.

MOST BUYERS REPRESENTATIVES OF WHOLESALE HOUSES—SOME INDEPENDENT BROKERS.—PROCESS OF CLEANING, BLEACHING, BALING AND SHIPPING SPONGES.—EVILS OF ADULTERATION QUITE GENERAL.—MOVEMENTS AGAINST THE PRACTICE.

The saving of sponges gathered by the Florida fishermen has developed into a business of considerable magnitude and one quite distinct from that of the gathering of sponges.

When the sponges are landed by the fishermen they have merely been roughly cleaned of the mud and dirt adhering to them, and it is necessary, before they can be placed on the market to thoroughly clean them of the remaining dirt, see that no foreign substances are inside the sponge and trim off the rough edges to give a symmetrical appearance. This work is done by the buyers, who have large warehouses at convenient places on the coast.

For many years Key West had almost a monopoly of this business, but in 1891 serious competition began at Tarpon Springs. Owing to the favorable situation of this latter place, the business here rapidly expanded until in 1900 it amounted to almost as much as Key West. The Spanish American war was a great help to Tarpon Springs, as the Key West vessels' captains avoided going to Key West with their cargoes, for fear of being captured by Spanish war vessels, and so were constrained to sell at Tarpon Springs. During 1899 and 1900 a few sponges were sold at Lemon City, on the east coast. Some of the "key" boats from the upper part of Biscayne Bay found it more convenient to sell to the one buyer there than to make the long trip to Key West. The business did not thrive, however, as the spongers do not like to sell at a place where there is but one buyer, as they claim the lack of competition keeps the price down. None was sold at Lemon City after the spring of 1900.

REPRESENTATIVES AND INDEPENDENT BUYERS.

At Key West and Tarpon Springs all of the buyers except two—one at each place—represent New York, Philadelphia and St. Louis wholesale houses. The two independent buyers market their own catch. Each buyer has a warehouse where the sponges are dried, cleaned and baled ready for market. Some of these buildings are elaborate and costly structures, and a number of persons are employed at each in preparing the product. In 1900 the Key West establishments, which were valued at $90,400, employed sixty-seven persons, whose wages amounted to $25,973. At Tarpon Springs, in the same year, the sponge establishments were valued at $9,332, and gave employment to fifty-seven persons, whose combined wages amounted to $17,969. Property is much less valuable at Tarpon Springs than at Key West, which explains the great difference between the two places. The employees came under three classes, viz., "Clippers," who clip the sponges and sort them; the "pressmen," who bale the sponges, and the draymen and common laborers. The "clippers" are paid about $1.50 per day, the "pressmen" about $3 per day, and the draymen and laborers about $1 per day. At Key West very few buyers own drays, preferring to hire them when needed.

Burlap, which costs about 10 cents per yard, delivered, and jute rope, with diameters of one-fourth and three-eighths inch, worth about 7½ cents, delivered, are used in baling the sponges. Formerly sisal rope was employed, but as it was found that jute rope could be secured at a much lower price, and would answer the purpose, the latter is now used almost exclusively.

In baling, each kind is kept by itself. For the general trade sheepswool sponges are packed in 15, 30 and 50-pound bales. The medium-size sponges are placed in the 15 and 30 pound bales and the large ones in the 50-pound bales. The yellow sponges are packed in 30, 40 and 50-pound bales; the medium size in the 30-pound bales, and the larger sizes in the 40 and 50-pound bales. The grass sponges are generally packed in 50-pound bales, while the velvet and glove sponges are packed in 30 and 50-pound bales. The above weights represent the net weight of the sponges in each bale. The burlaps, rope and twine usually add about 2 pounds to the net weight of each bale. Bales weighing differently from the above are also put up, but only for special orders. In baling the sponges, presses very much resembling cotton compresses, are used. The screw is purchased, but the framework is erected and the screw adjusted at the warehouse.

"LOADING" SPONGES GENERAL.

The great evil in the sponge business at the present time is the loading of sponges. Sheepswool sponges are nearly all loaded, while occasionally lots of yellow and grass sponges are also adulterated in this way. The loading is done for the purpose of increasing the weight of the sponge. Rock salt, glucose, molasses, lead, gravel, sand and stones are the substances generally used. Most of the warehouses have water-tight bins, in which glucose or molasses, sand and rock salt are mixed together in water. According as more or less weight is desired, the quantity of certain of the ingredients is increased or decreased. The sponges are thoroughly soaked in this preparation and are then run through an ordinary clothes wringer, or laid on an inclined rack and allowed to drain into the bin. Some years ago the loading of sponges was quite common, and became such an evil in the trade that an agreement was made by the dealers that loading would be abandoned. This agreement was lived up to until within the last two or three years, when certain dealers resumed the practice. As the loading enabled the buyers to pay more for their sponges and still not increase the price to their customers, the buyers who had not taken it up were compelled to do so in self-defense. Most buyers would gladly abandon the loading if the agreement was made unanimous.

No sponges are bleached at the warehouses in Florida, this part of the business being done at the wholesale houses or by the jobbers in the trade. Small sheepswool sponges are quite generally bleached, as it gives them a better color. The bleaching of the yellow sponge, and the consequent great improvement in its hitherto poor color, has made it more attractive, and the increase in its value during the past year has been quite remarkable. Owing to the prevailing high prices for sheepswool, it is supplanting the latter for many purposes. In bleaching, lime and acids are used. This bleaching undoubtedly injures the sponges, and it weakens the fiber and considerably shortens the period of its usefulness. The spongers bleach a few sheepswool. They are usually washed in soapy water, and, after being covered with soapsuds, are hung up on poles on shore or on the mast of the boats. The action of the nightly dews and the sunlight in connection with the soapsuds bleaches them to a beautiful white or golden color, in one or

A SPONGE AUCTION AT ANCLOTE.

SPONGE AUCTION WHARF AT KEY WEST.

two weeks. This manner of bleaching preserves the fiber of the sponge intact, and it is as durable when bleached as before. These sponges are either given away by the spongers, or sold to the merchants in Key West, who sell them to tourists.

SOME STATISTICS.

The following figures show the condition of the sponge-buying business during 1900, and the rapid increase in the quantity of sponges bought at Tarpon Springs. In 1895 there were three buyers at this place and the total value of the sponges purchased amounted to $60,000. In 1900 there were six buyers and their combined purchases amounted to $278,550, an increase of three buyers and $218,550 in value. In 1895 Key West had nine buyers, who purchased $312,020 worth of sponges, while in 1900 there were eleven buyers, an increase of two, and the combined purchases amounted to $289,135 in value, a decrease of $31,869 in value. The decrease at Key West would undoubtedly have been greater had it not been for the exceptionally good catches on the "key grounds" during 1900. All the "key" sponges are sold at Key West and will likely continue so to be sold, as Tarpon Springs is too inaccessible for the "key" boats, but it is probable that in time, most, if not all, of the sponges from the "bay grounds" will be marketed at Tarpon Springs. Over two-thirds of them were so disposed in 1900.

The Treasury Department has granted a drawback on refined cod oil manufactured from imported crude oil, and on manufactures of cod oil manufactured from refined imported cod oil and domestic fish oil, by George H. Leonard & Co., of Boston.

NO DANGER, GOOD PROFIT.

A druggist writing to a contemporary journal, recently said:

"Never guarantee a hot-water bottle, however good. A druggist was practically ruined because a water bottle burst without any apparent cause and scalded a patient. Heavy damages were given in favor of the patient."

This is good food for thought, and is true. The best of hot-water bags are uncertain. But the difficulty and danger to customer and druggist can be avoided by handling something that will not burst in the first place, and could do not harm even if it did. Such an article is the Thermalite bag. It will not part at the seams, but if it did there would be no cause for alarm, as the contents is not hot water, but a harmless salt compound, imparting heat by the chemical process of crystallization, according to the well-known physical law of latent heat.

But the really wonderful thing about the Thermalite bag is the fact that it can be prepared for *future use*. Just boil it twenty minutes, let it cool, and then you can turn on the process of recrystallization of the liquid contents by merely removing the stopper and allowing air to come in contact with the liquid for a moment. In a couple of minutes the bag will give off heat at 136 degrees Fahrenheit and will maintain this temperature for many hours.

It is far ahead of the hot-water bag in the length of duration of the heat and in the quality of that heat, which is dryer, being of a chemical nature.

All druggists can sell the bag rapidly and can make a handsome profit, as the discounts allowed to the trade by the manufacturers from the reasonable retail prices is good. When writing to the makers, the Thermalite Company, 161-165 Elm street, New York, please mention The Era. A formal notice from this firm will be found on another page.

MAYOR PARKILL'S JOKE.

A Sunday matinee performance of "Hooligan's Troubles" was billed at the Owosso Opera House recently, and Mayor Parkill, a prominent druggist of the town, ordered warrants issued for the members of the company should they appear on the stage. Shortly before the time for opening the house the members of the company concluded that they would not go on and the Mayor and police saw an opportunity for a good joke. They let it become noised about that a free performance would be given, and the result was a house crowded to the doors within 15 minutes. When the curtain went up the crowd was amazed to see the members of the Salvation Army Corps occupying the center of the stage, and when they began to sing a grand rush was made for the exits. The officers, however, blocked the way and insisted that as they had come to see a free show they should be courteous enough to remain. So the people remained through the services, and at the close contributions reaching a total of $50 were made.

THEY ALL LOOKED ALIKE.

P. McCann—I didn't take yer medicine, docther.

Dr. Doseham—And why not?

P. McCann—Th' d'rections said, "Wan pill t'ree tolmes a day." I've been waitin' to ask ye which pill? They all luk alike sure—an' how'm I to take ut t'ree tolmes?

—Cleveland Leader

MEDICINAL PLANTS.

Professor Albert Schneider Writes On Their Cultivation.*

RESULTS OF EXPERIENCE IN THIS WORK IN CALIFORNIA CLIMATE OF THAT STATE ESPECIALLY SUITABLE FOR THE PURPOSE.—WHAT DRUGS MAY BE COLLECTED PROFITABLY.—GROWERS SHOULD GIVE ALL THEIR TIME TO THIS BUSINESS ALONE TO MAKE IT PROFITABLE.

INTRODUCTION.

The United States pays out about eighteen million dollars annually for imported drugs. Some of these are from tropical countries and cannot be grown within the bounds of our native country, but the majority of plants used in medicine which have been imported heretofore may be cultivated without any difficulty whatever. Furthermore, there is a steadily increasing shortage of such wild-growing native medicinal plants as are collected at home. Sooner or later these must be cultivated to prevent extermination or stringent paucity.

That medicinal plants may be grown profitably has been proven by the several isolated attempts in widely separate areas of the United States. The following suggestions are intended to serve as a stimulus as well as a guide to those interested in the cultivation of medicinal plants, primarily in California, also in other States.

Within recent time the pharmaceutical press has had much to say regarding the scarcity of certain native drugs, as hydrastis, senega and others. Some anxiety begins to arise concerning the future supply of cascara bark. These facts coupled with inquiries received regarding suggestions on the cultivation of medicinal plants in California have prompted these papers.

PREFATORY.

The present tendency in medical and pharmaceutical botany is toward greater simplification. The variety of plants now used medicinally is but a small percentage of those which have been used in the past, and the process of "weeding out" is still going on, as is shown by the fact that in the forthcoming United States Pharmacopœia about forty crude vegetable drugs will be excluded while only three or four new ones are to be admitted. This process of reducing the number of vegetable drugs does, however, not imply that the work of studying new and old medicinal plants is correspondingly lessened or simplified. Rather the reverse is true. Botanists, chemists, physiologists and pharmacologists must extend their investigations into fields still unknown or imperfectly understood. There is, for example, much uncertainty as to the identity, origin and physiologic action of many long-used vegetable drugs, as the sarsaparillas, the cinnamons, the rhubarbs, cacti, the cinchonas, coto barks and others. Many of the newer medicinal plants require further study, and many of the so-called poisonous plants will no doubt prove very efficacious medicinally. There are undoubtedly in existence many new and therapeutically unknown plants which future investigators will place to the use of medical practice. The medicinal use of drugs, vegetables and others is based largely upon empiricism, and no one can state definitely what the future scientific progress in medicine may develop. Recent bacteriological research has completely revolutionized certain phases in the treatment of diseases, and it is highly probable that the present use of drugs will be changed completely or even discontinued in the future. But in accordance with our knowledge of things it is an obligative duty to study vegetable drugs as thoroughly as possible, in order that the best results may follow their use in disease. The study of known and unknown medicinal plants would be greatly advanced by the establishment of experimental gardens of medicinal plants scientifically conducted. Such gardens have been in active operation for centuries in Europe, and effective efforts in this direction are now being made in varous parts of the United States. The United States Department of Agriculture is now maturing plans to establish a large experimental seed garden at Chico, California, in which are to be grown economic plants (including medicinal plants) of all kinds, and the seeds of these plants will be sent to all parts of the United States with a view to finding localities suitable for their profitable cultivation. A garden of medicinal plants has been established at Golden Gate Park, San Francisco, in which about five hundred species are now under cultivation, and further additions are to be made each year. Many medicinal plants are also grown in the University gardens at Berkeley, California. Many foreign medicinal plants have been introduced into California by private individuals, and a number of private economic and pleasure gardens are still in existence in various parts of the State. Gardens of medicinal plants are to be established at New York (New York Botanical Garden), Philadelphia and at the Indiana State University. In addition there are gardens of medicinal plants operated in connection with the following colleges of pharmacy: Scio College, Department of Pharmacy; University of Michigan, School of Pharmacy; Purdue University, School of Pharmacy; Brooklyn College of Pharmacy; St. Louis College of Pharmacy, and perhaps several others of whose existence the writer is not aware. All of these beginnings when more fully developed and in full operation, will be important factors in perfecting our knowledge of the cultivation, constituent properties and uses of the medicinal plants, native and introduced, of the United States.

FLORA AND CLIMATIC CONDITIONS OF CALIFORNIA.

California is a large, mountainous State, and has a wide latitudinal and altitudinal range. Along the entire coast the temperature is kept quite uniformly mild by the Gulf Stream. Thunder-storms and cyclones are unknown. The trade winds blow in one direction for about eight months of the year. Snow is formed on top of the mountains. There are two sharply contrasted wet and dry seasons. In and about San Francisco there are about three months of heavy rains, namely, January, February and March, with a few rains in December and April. From about the 1st of May to the close of November there is no rainfall worthy of mention. Toward the north from San Francisco the period of rainfall is increased; toward the south it is decreased. At Los Angeles and south the rainfall is much less and irrigation is necessary to insure crops. The persistent "high fogs" during the months of July and August are a peculiar feature. These fogs come in from the Pacific Ocean and cause the temperature to fall considerably, so that it is unpleasantly raw and chilly, demanding the use of a light overcoat for outdoor wear and a fire in the grate to make the interior comfortable. Some natives declare that July and August are the coldest months of the year. This is, however, not true. In January and February there are several white frosts, occasionally forming very thin ice over mud puddles and very small pools.

The climate of the interior of the State is very variable, according to locality, differing from the immediate coast belt of approximately the same latitude and altitude in that the winters are colder and the summers hotter. The rainfall is variable. There may be snow in the winter, and in many localities there are thunder-storms and electrical displays. The trade winds are not so appreciable.

Local variations in meteorological conditions are remarkable, a distance of from ten to thirty miles showing great differences in temperature, number of foggy, cloudy and cold days, annual rainfall, daily and nightly variations in temperature, etc. There may be a dense, cold fog in a given limited area while a locality half a mile distant may be very warm with the brightest sunshine. This is to be expected in consideration of the altitudinal variations, alternation of hill ranges and valleys, interrupted by higher peaks, river valleys, etc. The new arrival in the State is forcibly impressed by the browned hillsides during the summer months and the emerald verdure during the winter. Grasses and annuals generally die as soon as the dry season sets in.

Even more impressive is the flora of the State, as might well be expected from such a peculiar climate. In the middle and even in the northern portions of the State along the coast and in the valley interior the vegetation has a tropical aspect, due to the palms, cycads, yuccas, aloes, century plants, magnolias, figs, banana plants, lemons, carobs, olives, oranges, paw paw (papaya) and other plants which are not found in the open in the central, eastern and northern United States. This is surprising because of the prevailing coolness (not coldness) of the atmosphere. Wild oats, wild rye and other grasses are common and cause the prompt green coloration of hillsides within a few weeks after the first rainfalls in the autumn. Among the native trees are the incomparable giant sequoias, the tall pines and the enormous gnarled oaks. The multitude of varieties of introduced eucalypti and acacias form the striking feature of the California flora. Many remarkable foreign plants have become well established, as the gingkos, casuarinas, tree ferns, araucarias, palms,

*Reprinted from the San Francisco and Pacific Druggist.

cycads, pepper trees and others. Plants which in the East are known only as small herbs assume tree-like proportions, as the hydrangeas, fuchias, geraniums, the lemon verbenas and others. Evergreen trees predominate, though such deciduous trees as the cherry, apple, plum, poplar, maple, walnut, hickory and many others do well and are extensively cultivated. Most of the subtropical plants are from Australia, southern Europe and Mexico; many are now being introduced from the Philippines. Some are from South America, the West Indies, Italy and Spain, with stragglers from other tropical and subtropical countries. Under cultivation, with suitable soil and drainage, the vegetation grows with remarkable rapidity and luxuriance. Some plants will not thrive well because of the prevailing cool nights, as Indian corn, cotton and sugar cane.

With a flora so remarkable and varied it is reasonable to expect the presence of a comparatively large number of plants which have or may have medicinal value. This will be borne out by the list of medicinal plants reported from the State. Many of these require further careful study with regard to active constituents and physiological activity. Aromatic, fragrant and spicy fruits, trees, grasses and herbs are abundant. The medicinal uses of many have been learned through the Indians, early Spanish missionaries and settlers. Sooner or later it will become necessary to establish plantations and cultivate the more common and useful medicinal plants, as, for example, the rhamni, in order to prevent their extermination by the collectors.

CALIFORNIA DEALERS IN VEGETABLE DRUGS.

In order to ascertain certain facts with regard to the commerce in California vegetable drugs, a letter was addressed to the leading wholesale drug houses in San Francisco, asking for a list of vegetable drugs which were obtained from the State. Prompt replies were received, and with one exception the following are the drugs secured from the State and which were offered for sale at regular market value: *Cascara sagrada*, *Yerba santa*, *Yerba buena*, *Berberis aquifolium*, *Grindelia robusta*, *Angelica* root, *Absinthium*, *Marrubium* and *Eucalyptus* leaves. The one exception was the F. A. Weck Co., who gave a much longer list.

The information gained was somewhat surprising; on the one hand, because not more drugs were secured from the State, and, secondly, because the Weck Co. supplied comparatively such a large number from the State. From several interviews with Mr. F. A. Weck it was ascertained that the maintenance of such a list was uncertain for several reasons. The principal one was high American labor *versus* cheap European labor. A crude vegetable drug (with exceptions) can be imported at less cost than it can be secured at home. Mr. Weck is a very keen observer and has made a special study of the vegetable drug resources of the State and what vegetable drugs may be secured and collected with profit. His usual plan was first to find out what crude drug or drugs were wanted and then to find men who would sign a contract to collect, cure and deliver to him the desired quantity of the drug at a stipulated price. In many instances these contracts were signed with parties living in the region where the drug-yielding plants were abundant. Thus carload lots of cascara bark have been supplied through him to Eastern and foreign manufacturing houses. He encountered many difficulties with collectors. For example, one collector, in whom the commercial instinct was evidently highly developed, signed a contract to supply a certain amount of crude California vegetable at a stipulated price. Mr. Weck found out afterwards that the man had simply secured the drug (procured from Europe) from another wholesale drug house a few blocks away and made a fair profit in the remarkable transaction.

The general conclusions which may be deduced from these conversations with Mr. Weck are as follows: The wholesale dealers as well as wholesale manufacturers give little attention to the source of the drug, manner of collecting, drying, etc. They desire a clean, neat-looking article at the very lowest figure. If an English house can supply digitalis leaves, hoarhound, and mint more cheaply than a California house, then these articles will be imported, even though they may have been rendered comparatively inert through careless packing, storing, age, etc. A San Francisco house will import hoarhound from England, though that commodity is a common weed throughout the State. It appears that in order that a drug may be profitably procured in the United States there must first be a large and reliably constant demand and the drug must be collected on a large scale with the aid of suitable mechanical appliances and machinery. Collecting on a small scale is not profitable. Drying must be done in the open and the drug shipped in bulk, in boxes or barrels. To illustrate: In order to make the marketing of black and white mustard profitable, it must be grown in extensive fields, cut by means of a mowing machine before the pods are fully ripe, allowed to dry partially, like hay, raked in heaps by means of a horse and rake, and then the seeds flailed out by means of a flail or threshed out by machinery. *Eridictyon californicum* plants are cut down, dried, and the leaves removed by flailing, which accounts for their broken condition.

(To be Continued)

The Board of General Appraisers has decided that nitronaphthalin imported at New York by Hensel Bruckmann & Lorbacher, should be classified as a coal-tar preparation, not a color dye and not medicinal. Another decision was that "concrete iris de Florence extra" and "resinoide d'iris," imported by E. H. Burr, at New York, were dutiable as essential oils and were not free as enfleurage grease.

Empty cigar boxes on which the stamp has been destroyed, in the hands of dealers, may be used for display purposes, but the factory brand and caution notice must also be destroyed if the dealer wishes to sell or give such boxes away. This is the most recent announcement of the Treasury Department.

APPRAISERS' DECISIONS.

Amyl Acetate.

Eimer & Amend invoiced an importation as "fluid for Hefner-Alteneck lamp." The Board found it consisted of pure amyl acetate, and so held it dutiable as a fruit ether.

Maitrank Essence.

Maitrank essence, a fluid containing no alcohol and used as a wine flavor, and so-called "bielefelder tropfen," an alcoholic medicinal preparation, were imported by Wakem & McLaughlin, at Chicago. They were claimed to fall under the provisions for spirituous articles and the reciprocal agreement with Germany, but the Board denied the claim.

Sandalwood Chips Crude Drugs.

The Board of General Appraisers has decided that sandalwood chips, the waste product in felling the tree, which are chiefly used in the distillation of oil of sandalwood, are free of duty as a crude nonedible drug. Thirty bales of these chips had been imported by J. L. Hopkins & Co., and had been assessed at 20 per cent. ad valorem as unmanufactured wood.

Toilet Sets.

Boxes containing toilet sets composed of hair brush, powder puff, powder box, etc., which were imported by W. L. Strauss & Co., were claimed by them to be dutiable under the provision for brushes but they were overruled by the Board.

Resorcin Medicinal Preparation.

The Board has again decided that resorcin is a medicinal preparation. This time the importers were Sykes & Street, of New York.

Salts of Cinchona Bark Free.

The following articles, imported by G. W. Sheldon & Co. at New York, were held to be free of duty as salts of cinchona bark; valerianate of quinine, bromide of quinine, salicylate of quinine, quinine hypophosphoric, sulphate of quinidia, muriate of quinine, tannate of quinine, and quinine hypophosphite.

Baryta-Coated Paper.

Baryta-coated paper for photographic purposes, imported by Paul Puttmann, at New York, was held dutiable under paragraph 398 relating to paper surface coated for photographic purposes.

Surgeons' Silk, Twisted.

The Board sustained the protest of the Kny-Scheerer Company that certain twisted surgeons' silk which they had imported should be assessed for duty as "silk threads of every description."

Beveled Microscope Slides.

Some of these imported by Elmer & Amend at New York, were held by the Board to have been properly subjected to an additional duty as beveled glass.

Thermometers.

Thermometers imported at New York by Geo. Borgfeldt & Co., and claimed by them to be dutiable as manufactures of wood, glass, or metal, were held dutiable as decorated glassware.

Surgical Needles.

The Board has again decided, this time in the case of an importation by Truax, Greene & Co., at Chicago, that surgical needles are dutiable at 25 per cent. ad valorem, and are not free as hand sewing needles.

Enfleurage Grease.

In the case of the lily of the valley pomade, or mugnet pomade, imported by George Lueders & Co., at New York, the Board decided that it is a combination of essential oils and is dutiable at 25 per cent. The importers claimed it free under paragraph 626, or dutiable at only 10 or 20 per cent., under section 6. From testimony the Board decided that enfleurage pomade mugnet is not the floral product of the lily of the valley, as its name would indicate, but a combination of six different floral products with an essential oil. Indeed, a member of the protesting firm stated, "Mugnet pomade is made by a combination of four or five different odors of the different pomades, such as rose, jasmine, etc., in addition to two or three essential oils, to fortify and combine the odor." It further appears that "mugnet" is the French name for lily of the valley, and that this flower is not grown in sufficient quantities to manufacture an enfleurage pomade directly therefrom.

Pumice Stone.

The Board held certain powdered pumice stone and some in lumps, imported by Amerman & Patterson, at New York, to have been properly classified as manufactured pumice stone.

Coumarin Synthetic.

An importation of George Lueder & Co., at New York, of coumarin synthetic, was held dutiable as a coal-tar preparation, not a color or dye, and not medicinal as claimed by the importers.

Karl Schnackenberg, of 437 Amsterdam avenue, New York, has been so annoyed at the loss of small articles from the top of his show cases that he has erected a glass fence on their outer edges. It has the same oak trimmings and appears to be an integral part of the show case proper. Through it one has a clear view into the cases and of all articles exposed for sale on the top, but it is too high to admit of anyone reaching over it. Another feature in his pharmacy is the use of two small notices in picture frames hung in the telephone booth. These are short typewritten letters calling attention to special goods offered or changes of price, etc. The party awaiting the call naturally reads these.

A WELCH GRAPE JUICE WINDOW.

It requires considerable skill to trim a window, and especially a drug store window. When a window is dressed so that it attracts extraordinary attention, then there is no harm in speaking about it; at least that is what David Neer, manager of Neer's drug store at the corner of Broadway and Bridge street, Paterson, N. J., says Welch's grape juice is the subject matter, and lovers of the art of window dressing should view Neer's big Broadway window.

BUSINESS RECORD.

ALABAMA.

Birmingham.—Fifth Ave. Phcy, 2531 5th Ave., new store.

Dothan.—Brown & Hawk, succeed W. L. Brown.

ARKANSAS.

Horatio.—Frank Cooksey, succeeds N. J. Strange.

Knoxville.—Wilson Drug Co., succeeds A. B. Carey.

Little Rock.—Dashiell Bros., succeed R. M. Dashiell, 9th and Main Sts.

CALIFORNIA.

Los Angeles.—J. P. Ladd, succeeds H. C. Worland, 2133 East First St.

CONNECTICUT.

New Canaan.—Central Phcy., new store.

Wallingford.—Thos. F. Collins, succeeds R. F. Isbell.

FLORIDA.

Jacksonville.—J. W. Hahn, succeeds Leake & McNeil, W. Bay & Hogan Sts.

GEORGIA.

Arabi.—Harvard, Cribb & Royal, damaged by fire.

ILLINOIS.

Bloomington.—Harry Frye, succeeds Ripley & Strickland.

East St. Louis.—E. R. Snider Co., succeeds F. K. Dillman, 1446 N. 13th St.

INDIANA.

Anderson.—E. A. Daniels, succeeds W. B. Conner & Co.

Brazil.—N. M. Mendenhall, succeeds J. N. Sourwine.

IOWA.

Cresco.—John H. Luers Drug Co., succeeds Shuttleworth Drug Co.

Des Moines.—Carl A. Barner, succeeds Barner & Philleo.

W. C. Philleo, succeeds O. J. Barlow, 108 Walnut St.

KANSAS.

Argentine.—John Rawles, new store.

Garnett.—J. H. Craig & Co., succeed R. P. Briggs & Co.

Strong.—B. F. Emple, succeeds Emple & Stafford.

KENTUCKY.

Arlington.—Wm. Jackson, succeeds B. L. Pettit (City Drug Store).

MAINE.

Oakland.—S. J. Foster, succeeds S. S. Lightbody & Co.

Pittsfield.—Otis J. Cook, new store.

B. F. Dudley, new store.

MICHIGAN.

Bay City—Geo. C. Ray & Son, new store.

Benton Harbor.—Percy Lewis, succeeds Wenham Bros.

Kalamazoo.—M. E. Gamble, succeeds Fred'k Mesick.

L. J. Stewart, 925 East Ave., new store.

Pontiac.—Voorheis Bros., succeed F. J. Poole.

Saginaw.—Jay Smith & Son, 1301 Court St., new store.

St. Joseph.—Wm. J. Dahlke, succeeds Dahlke & Kozloski.

Andrew Kozloski, new store.

Shaeffer, Hauser & Gast, new firm.

Saline.—Dr. Chas. Woodbridge, succeeds Weinmann & Matthews.

MINNESOTA.

Thief River Falls.—E. W. Lansing, new store.

MISSOURI.

Cedar City.—D. V. Dunn, succeeds J. A. Burnett & Son.

Fulton.—Bolton-Smith Drug Co., succeed Smith & Spencer.

Joplin.—Mize & Wadleigh, succeed J. N. Watson.

Maitland.—P. L. Wyman Drug Co., succeed Arthur L. Rogers.

MONTANA.

Anaconda.—Schmidt & Abbott, succeed City Drug Co., 103 Main St.

NEBRASKA.

Holmesville.—Jas. W. Simmons, succeeds Shelley & Simmons.

NEW JERSEY.

Asbury Park.—Miller & Booze, succeed W. H. & L. J. Farley, 214 Main St.

Newark.—E. F. Kastner, succeeds Oscar J. Lache, 80 Washington Ave.

NEW YORK.

Addison.—Husted & Goff, succeed Wm. A. Stacy.

Greenville.—Avery & Austin, succeed McCabe & Co.

New York.—A. Baselow, 96th St. and Lexington Ave., new store.

B. Bloch, succeeds Sam'l Elk, 1439 5th Ave.

M. Canter, succeeds Jos. Lieberman, 2178 5th Ave.

Aloys A. Chorba, 1299 2d Ave., new store.

Leo. Dreyfus, 14th St. and 2d Ave., new store.

Kraemer & Co., 543 3d Ave., new store.

Chas. A. Marsh, moved from 2140 5th Ave., to 1806 Park Ave.

B. Mishking, succeeds Jacob Bockar, 1360 5th Ave.

Walter Nonne, succeeds B. Mishking, St. Ann's Ave. and 139th St.

Brooklyn.—Paul G. Bretschneider, succeeds H. L. Rehse, 451 Graham Ave.

H. L. Rhese, Ralph and Cypress Aves., new store.

August Wurzler, Jr., succeeds F. D. Alberts, 918 Gates Ave.

NORTH CAROLINA.

Dunn.—Hood, Grantham Co., Inc., succeed Hood & Grantham.

Maxton.—Croom, Barnes Drug Co., succeed Croom Bros.

Morgantown.—Allison Phcy., new store.

NORTH DAKOTA.

St. Thomas.—Dr. Walker, succeeds T. A. Thompson.

OHIO.

Painesville.—W. C. Austin, succeeds Moody's Phcy.

OKLAHOMA.

Blackwell.—Blackwell Drug Co., succeed D. Bergen.

Tryon.—O. L. Miles, new store.

PENNSYLVANIA.

Hazelhurst.—Brown & Masser, succeed J. H. Hindle & Co.

Lansdale.—Harlan Phcy., succeed W. A. Ridington.

Monessen.—J. G. Wolslagle, new store.

Royersford.—Geo. De Kalb, succeeds John S. Morey, Jr.

TEXAS.

Sour Lake.—S. L. Lewis & Co., burned out.

UTAH.

Salt Lake City.—Central Drug Co., n. e. cor First St. and State St., new store.

VERMONT.

Bennington.—Geo. H. Harwood, new store.

D. A. Ward, succeeds O. E. Gibson.

WASHINGTON.

Bellingham.—Harris Ave. Phcy., 11th and Harris Sts., new store.

Latah.—Dr. T. H. Briggs, burned out.

WEST VIRGINIA.

Wheeling.—McLain's Drug Store, succeeds McLain & Yahn.

WISCONSIN.

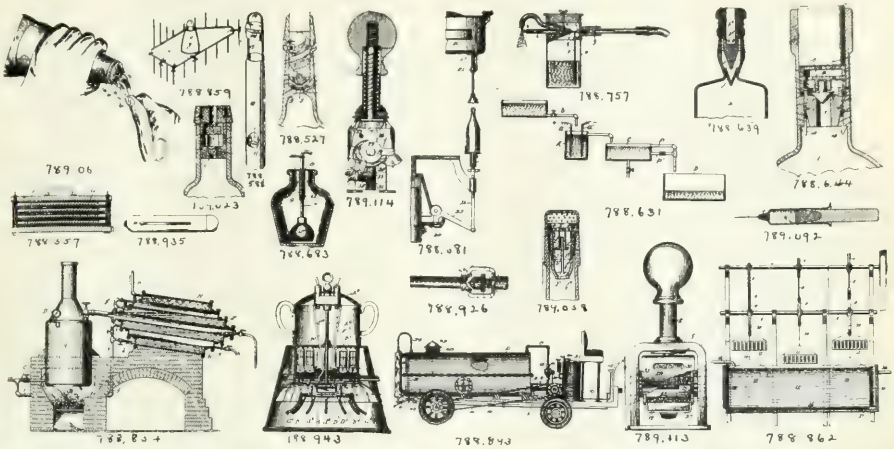
Barron.—N. J. Gillette, succeeds F. S. Noble.

A PURE ALE.

For many years the standard which has made Evans' Ale popular, not only for use in medical cases, but also for general consumption, is its purity. Its reputation in this respect has earned for it commendation from ale sellers and consumers everywhere. In the sick room it is a recognized strength giver, and one of incalculable benefit to the convalescent. The further claim is made that Evans' Ale never gets cloudy, which is in itself the strongest proof of its purity and of the care with which it is brewed. Evans' Ale and Stout have been used by the United States Public Health and Marine Hospital service for years. Elsewhere in The Era attention is called to the merits of this ale.

Ernest A. Denicke, pharmacist, corner Tenth street and Second avenue, New York, has sailed for Europe, where he expects to remain for some time. The pharmacy is left in the hands of the senior prescription clerk.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued May 2, 1905.

788,527—Homer A. Everest, Mattapoisett, Mass. Non-refillable bottle.

788,557—Carl A. Shalstrom, Ottawa, Canada. Electrical ozonizer.

788,588—John E. Miranda, Cincinnati, O. Ice-cream mold.

788,631—Marcel Couleru, Geneva, Switzerland. Manufacture of chlorates and perchlorates.

788,639—Moritz Forst and Jacob Armband, New York, N. Y. Non-refillable bottle.

788,644—John G. Hayes, Argenta, Ark. Non-refillable bottle.

788,681—Frank C. H. Strasburger, Chicago, Ill., assignor to the Bottlers' Special Machinery Co., Chicago, Ill., a corporation of Illinois. Filling-machine.

788,683—Frank C. H. Strasburger, Chicago, Ill. Dispensing-bottle.

788,757—Hiram C. J. Deeks, Paterson, N. J. Atomizer.

788,780—Otto Liebknecht, Frankfort-on-the-Main, Germany, assignor to Roessler & Hasslacher Chemical Co., New York, N. Y. Process of making perborate.

788,804—John H. Wallace, San Francisco, and James B. Speed, Berkeley, Cal. Process of evaporating liquids.

788,859—Mary W. Troy, Ithaca, N. Y. Holder for nursing-bottles.

788,862—Arthur L. Walker, New York, N. Y. Process of making copper sulphate.

788,893—Cyrille Dupuis, Fall River, Mass., assignor of one-half to Elzear Fournier, Fall River, Mass. Beverage-dispensing apparatus.

788,926—Henry F. Mielenhausen, New York, N. Y., assignor to Edwin J. Selley, Brooklyn, N. Y. Bunsen burner.

788,935—Henry C. McKinley and Albert Diegel, Detroit, Mich. Syringe.

788,943—Arthur H. Pohl, Chicago, Ill. Apparatus for the treatment of certain diseases.

789,023—Francis S. Heffernan, Springfield, Mo. Non-refillable bottle.

789,058—Alphonse Peltier, Brooklyn, N. Y. Bottle-stopper.

789,064—Pleasant T. Reed and William A. Dietzen, Anderson, Ind. Stopper extractor and protector.

789,074—Aurelius J. Swayze, Danville, N. J. Process of making potassium salts.

789,092—George A. Hulett, Ann Arbor, Mich. Syringe.

789,113—Edwin G. Bates, New York, N. Y., assignor to the Bates Machine Co., New York, N. Y., a corporation of New Jersey. Numbering-machine.

789,114—Edwin G. Bates, New York, N. Y., assignor to the Bates Machine Co., New York, N. Y., a corporation of New Jersey. Numbering-machine.

LABELS.

Registered May 2, 1905.

12,105—Title: "Kur-Ye." (For salve.) Kur-Ye Co., Jamaica, N. Y.

12,106—Title: "The Electric Salve for Man or Beast." (For salve.) C. C. Ganz, Aurora, Ill.

12,107—Title: "Blue Jay Splits." (For a medicinal beverage.) Teapho Co., Louisville, Ky.

12,108—Title: "Ta-Ri-Na." (For medicine.) Gustave E. F. Anderson, San Francisco, Cal.

12,109—Title: "Cauffman's Gingeruta." (For medicine.) Emil Cauffman, Philadelphia, Pa.

DON'T BE CAUGHT NAPPING.

The demand among retail druggists for Abbott's Saline Laxative and Abbott's Salithia is growing rapidly in every part of the United States. This increase is due not only to the persistence of the manufacturers in bringing their products before the medical press, but also to the well known merit of the goods which has so widely popularized them among the doctors. The demand for both Saline Laxative and Salithia is greatest during the summer months, as they are ideal summer remedies. No retail druggist should be without a stock, as there will surely be a large call this season.

The Abbott Alkaloidal Co., of Chicago, have recently enlarged their manufacturing facilities so that all orders may be fully and promptly supplied. Retail druggists may obtain Saline Laxative or Salithia from their jobbers.

GRISERIN.

Griserin is a new remedy imported from Germany, where it has been successfully employed in the treatment of germ diseases, notably tuberculosis, cancer and syphilis. It is claimed to be absolutely non-toxic when introduced into the human economy, and is a powerful germicide and bacillicide. It is a specific for the diseases named, and is used for internal administration or local application. The proprietors of the American rights, whose advertisement appears on another page, have great faith in the virtues of Griserin, and they express the belief that 90 per cent. of the physicians of the country will be prescribing it within a year. Griserin is being widely advertised to physicians, and retail druggists should be prepared for the demand by putting it in stock. See the advertisement of the American Griserin Works on another page for particulars.

S. Elk, 1435 Fifth avenue, New York, has sold his business to B. Block, who will continue at the same stand.

MARKET REPORT

MANY SMALL CHANGES.

BAY RUM AND MAGNESIA UP; COD LIVER OIL LOWER.

FEW FEATURES OF INTEREST. AT FIRST OF WEEK DEMAND WAS GOOD, BUT HAS NOW BECOME ONLY MODERATE AGAIN.—STAPLES HOLD, BUT ARE QUIET.—SOME EASINESS FEARED IN QUININE, BUT NO DECLINE REALLY EXPECTED.

New York, May 8.—At first hands the week has been quiet and rather featureless, the only occurrences of much interest being advances in magnesia and bay rum, and a decline in bergamot oil. But jobbing prices have undergone an unusually large number of changes, mostly readjustments to meet altered wholesale conditions previously mentioned in these reports. By far the greater number of these alterations are declines, but neither they nor the few advances registered are radical or indeed very important. These alterations are most frequent at the commencement of a month. At such a period, too, the buying of consumers is of greater volume, owing to the tendency of retailers to curtail orders toward the close of any month. Therefore, the demand was pretty good the first part of the past seven days, but has now dwindled to moderate proportions, as this accumulation of needs spent its force.

Conditions are generally healthy. No new features have developed in the bromine situation, while all the leading staples remain steady but quiet, with an easier tendency noticeable in quinine.

OPIUM.—Dullness continues in this market, and the wholesale price for cases has eased to $2.87½, because of competition and lack of demand. Foreign influences continue bullish, it being estimated in Smyrna that the crop of that region will not exceed 4,000 cases. With jobbers the situation is unaltered, a moderate movement of goods into consumption continuing. Their prices are unchanged at $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent. and $4.60@4.85 for sixteen per cent.

MORPHINE SULPHATE.—Nothing new to report. A moderate demand and unchanged jobbing prices of $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25½@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—The result of the Amsterdam auction on May 4 was a decline to a unit below the level of 6 Dutch cents for the first time in several years. The actual figure was 5.95 Dutch cents, against 6.30 realized at the previous sale. The cause was large offerings and a lack of interest on the part of buyers. Cables from London report that manufacturers have reduced prices to 11d., but as second-hands there had been underselling this figure for some time the effect generally was small. Some have looked for a decline here as the result of these influences, but both wholesale and jobbing prices remain unchanged, the latter being 21@21½c. for bulk in 100-oz. tins, 21½@22c. in 50-oz. tins, 22@22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

BAY RUM.—Prices have risen. The recent strikes in Porto Rico have interfered with production to such an extent that real scarcity has been evident. The Porto Rican market has advanced and ours follows. New jobbing prices for Porto Rican are: Barrels, gal., $2.25@2.30; less gal., $2.50@2.75.

MAGNESIA.—Manufacturers have advanced prices sharply, and jobbing prices have risen in unison. They are as follows: Calcined, light, 55@60c.; heavy, 55@60c.; carbonate, in ounces, 22@25c., in 2-oz. squares, 20@23c., 4-oz. squares 19@22c., small squares 18@20c; powdered in barrels, 15@15½c., in kegs 16@16½c., and in 1-lb. cartons 20@25c., all per pound.

ESERINE.—Following the advance announced last week by manufacturers, jobbers have raised their quotations to the following: Pure crystals in 5-gr. vials, 13@14c. per grain; sulphate in 5-gr. vials, 13@14c., and salicylate in 5-gr. vials, 15@16c. per grain.

ATROPINE.—Last week's advance of manufacturers' prices has now passed on to jobbers, whose quotations have risen to this schedule: $6.00@6.25 per ounce, $6.20@6.45 per ounce in ⅛-oz. vials; sulphate, $5.15@5.40 per ounce, and $5.35@5.50 in ⅛-oz. vials, per ounce.

OIL PEPPERMINT.—Further weakness has developed owing to the pressure of supplies offered by producers. Latest jobbing prices are down to $4.00@4.25 for distilled and H. G. H.; $3.75@4.00 for Wayne Co., and $3.65@3.90 for western.

CODLIVER OIL.—This article is quite neglected by buyers, and as the prospects for a large new production are bright, holders are willing to cut prices to move stocks. Jobbers have followed, reducing their quotations to the following for Norwegian: $33.00@34.00 per barrel, $1.50@1.60 per gallon in 5-gal. tins (containers inclusive), and $1.50@1.75 per gallon for smaller quantities (containers extra).

CALCIUM CHLORIDE.—The increased cost of production caused an advance some time ago at wholesale, and jobbing prices now also rise, the new figures being 2¼@2½c. per pound in barrels, and 4@6c. per pound in smaller quantities.

ACETONE.—Ths is very firm, the recent advance in acetate of lime making manufacturers indifferent sellers. Jobbing prices have risen to 30@35c. per pound.

CRAMP BARK.—As demand has been only moderate, jobbers have reduced prices to 25@30c. per pound.

SANTONINE.—Wholesalers have reduced the margin between crystals and powdered to 20c. instead of 40c., as formerly. The general tone of the market is, however, firm, and the effect of the recent upward movement at first hands has just affected jobbing values, which have risen to $10.00@10.25 per pound, and 75@80c. per ounce; powdered, $10.40@10.65 per pound, and 80@85c. per ounce.

BERGAMOT OIL.—A sharp decline has occurred because of lower foreign markets. Jobbers now quote $2.30@2.55 per pound; second grade, $2.10@2.30 per pound.

AMERICAN SAFFRON.—Owing to the approach of the new crop and lack of demand, values are weakening all along the line. Lower jobbing quotations are, however, unchanged.

OIL OF CLOVES.—The value of the spice in primary markets still moving upward. Jobbing prices are also up, being 88@98c. per pound.

PRICKLY ASH BARK.—Lack of demand lowers jobbing figures to 28@33c. for the whole per pound, and 33@38c. for powdered.

GINGER.—The East Indian has been raised by jobbers to 10@13c. per pound because of good demand.

GOLDEN SEAL ROOT.—The advent of the spring-dug continues to weaken values, and under more liberal offerings prices have declined, jobbers quoting $1.85@2.00 for the whole, $1.90@2.10 for ground, and $1.95@2.10 for powdered, all per pound.

SPIRITS TURPENTINE.—Following the course of the wholesale market jobbing values have dropped to 64@65c. per gallon in barrels, and 70@75c. per gallon in smaller lots.

LINSEED OIL.—Owing to the increased cost of raw material the market is higher, and jobbers now ask 51@52c. per gallon in barrels, and 60@65c. in smaller lots; boiled, 53@54c. in barrels, and 65@70c. per gallon in smaller quantity.

PENNYROYAL OIL.—Recent jobbing prices were rather too high, and so have been lowered to $1.40@1.50 per pound.

THE HYPOPHOSPHITES.—Latest jobbing quotations are as follows: Iron and manganese, $1.35@1.50, and sodium and potassium 75@80c. per pound.

SERPENTARIA ROOT.—Values have risen because of light stocks. Jobbers now quote whole, 55@60c., ground 58@62c., powdered 60@65c. per pound.

SEEDS.—Slight revisions leave jobbing prices of maw and millet 8@10c. and 2¼@2¾c. per pound, the latter in bag lots; for less quantities it is 5@7c. per pound.

JAPAN WAX. Heavy arrivals from abroad are not rapidly absorbed. Jobbers have lowered prices to 14@18c. per pound.

ESSENTIAL OILS.—Anise and lemon, have declined. The former is $1.50@1.65 per pound. Lemon is quoted by jobbers 95c.@$1.05 in 1-lb. bottles, $1.05@1.15 in 1-lb. coppers, and 95c.@$1.05 in 5-lb. coppers, all per pound. Spearmint is now up to $5.50@5.75; wormwood has advanced to $4.25@4.50 for pure, and $4.00@4.25 for ordinary, per pound.

CONCENTRATED SPIRIT OF NITRE.—Jobbers have reduced their prices to 80c. per pound, 90c. in halves, and $1.00 in quarters, all per pound.

Five business men of Ramona, Cal., have filed claims to a large deposit of sulphur in the old crater of an extinct volcano located in the desert near the line of the San Diego Eastern survey. Samples of the product are reported to assay 55 to 60 per cent. sulphur, which is so impregnated that it will take fire readily.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MAY 18, 1905. Number 20.

Entered at the New York Post Office as Second Class Matter

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS
90 WILLIAM ST. :: NEW YORK
CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN
CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Dr. Rusby's Remarks on the Manufacturer's Responsibility.—Higher Education.—The Idaho Pharmacy Law. Proprietaries in Idaho.—Two Kinds of Enemies.—The Scarcity of Good Clerks. One Formula Bill Gone.—More Limelight Threatened.—The Old and the New.—The Adulteration of Vegetable Drugs.—Growing Medicinal Plants.—Theory and Practice.—Question Box.

NEWS.—Kings County Society finds itself in Excellent Condition.—Brooklyn C. P.'s Gala Night.—M. A. R. D. Will Pay Organizer. Governor Appoints Jones. Dr. Caspari's Honorary Degree.—Maryland C. P. Alumni Meet.—After the Drug Trust.—Formula Bill Killed.——Jersey's Health Board Report on the Adulteration of Foods.—George E. Thorpe Retires.—St. Louis Retail Druggists Hold Annual Meeting.—To Honor Professor Good.—Coming Meet of N. Y. S. P. A., at Saratoga.—College News.

TRADE.—A Clerk's Side of It.—Why Some Proprietors Fail to Keep Good Clerks. A Thriving Soda Trade in Dixie.—A Novel Scheme of Arrangement For a Drug Store.—The New Fountain in the Cirkler Pharmacy, Minneapolis.—View of a Drug Store 110 Years Old.—Appraisers' Decisions.—Show Windows and Features.—Business Record.—Patents.—Market Report; Quinine and Opium Easy, Camphor Breaks Sharply.

EDITORIAL COMMENT

Dr. Rusby's Remarks.

The remarks of Dr. Rusby, before the Chemists' Club, of this city, printed in this issue of The Era, bring out forcefully some of the phases presented in the discussion of the pharmacist's responsibility for the materials he may sell. Legal enactments hold the latter responsible, but Dr. Rusby would have the producer or manufacturer assume his share in this responsibility. In such a case the common law doctrine of *"caveat emptor"* would become *"caveat venditor"* a reversal of the legal maxim, so far as the manufacturer is concerned. If it be a physical impossibility for the retail druggist to test all of the commodities supplied over his counter, then he must of necessity rely upon the manufacturer to furnish him preparations which conform to official standards. Carrying this analysis to its logical conclusion, the State, in the exercise of its police power to preserve the health of its citizens, has the right to demand of the manufacturer, as of the pharmacist, qualifications that will enable him "to warrant that he will deliver the drugs called for and purchased by his customer." Further, there are the responsibilities to be considered, and the manufacturer should not escape them. Shall he be held responsible to the pharmacist and be compelled to qualify himself or to employ those who are so qualified to attend to his business for him?

Higher Education.

In looking over college catalogues, one cannot fail to note the tendency of the times towards higher education in pharmacy. Twenty-five years ago there was almost no post-graduate study carried on in this country. To-day, it is a marked feature in a majority of the colleges, particularly in the university schools. This advancement has been gradual and the end is not yet. Pharmacists are not necessarily required to become erudite scholars, but they must be men of scientific training and mental equipment sufficient to hold their own in the race for either professional or commercial success. The advanced student need not go abroad to round out his college work in these days.

The Idaho Pharmacy Law.

The pharmacists of Idaho are to be congratulated, for they have at last succeeded in obtaining a new pharmacy law which does away with the former county commissioners, the enforcement of the law and the examination of applicants for registration being placed in the hands of an all-State board of pharmacy.

The new law became operative on the 7th inst., and, in the words of the secretary of the new board, Mr. L. W. Smith, "it is very mild in form to meet the requirements of a new State with so much mountainous country to cover." Its provisions are very liberal with those who would sell drugs in rural districts, for there are many places in the State that are from fifty to one hundred miles from a well-conducted pharmacy. Without this liberality, it is doubtful whether the pharmacists of Idaho could have secured any legislation whatsoever. But with the passage of the act a distinct advance has been made and its enforcement will be sure to bring to the surface its weak spots and also will give those back of the law an opportunity to secure further amendments such as experience shall prove are needed.

As under the former law, two grades of licentiates are provided for—pharmacists and assistant pharmacists. The former, besides possessing the necessary educational qualifications, to be determined by examination, must be not less than twenty-one years of age, and must have had four years' practical experience in pharmacy, under a licensed pharmacist. Assistants must be not less than eighteen years of age, and besides passing the required examinations, are required to have had two years' practical experience. Actual attendance at colleges up to two years is credited to the requirements for practical experience. The board is also given power to register applicants without examinations, who are registered in other States or who are graduates of reputable schools requiring not less than a three years' course. Those now

in business are permitted to register without examination and annual re-registration is made compulsory.

Proprietaries in Idaho.

One provision of the Idaho Pharmacy law which stands out rather prominently is the permission given to anyone to "sell patent or proprietary preparations which do not contain poisonous ingredients." What constitutes a "poisonous ingredient" is not specifically defined, but there are those who hold that the provisions will cover those drugs named as poisons in another part of the act, viz., arsenic, corrosive sublimate, hydrocyanic acid, opium, morphine, strychnine, cocaine, aconite or any preparations thereof. On the other hand there will be those who claim that poisons *per se* are not poisonous when administered in medicinal doses as they usually are in proprietary preparations.

These considerations are further accentuated by another paragraph in the law which states that "the Board shall have the power to examine any patent or proprietary medicine and condemn same, in case it is found to contain deleterious matter, which might produce an effect other than that claimed for such patent or proprietary medicine." To carry out fully an investigation of this sort, would require talent of a high order, and such as could be only rendered jointly by the professional chemist and physician. It is probable that the pharmacists of Idaho have no intention of starting out on an investigation of this character, but the enforcement of this part of their law will be watched with interest, not only by the pharmacists of other States, but by proprietary manufacturers generally. And who knows but that this provision of the law may help to restrict the sale of proprietary remedies to their legitimate distributer, the retail druggist.

Two Kinds of Enemies.

Dr. Wm. C. Alpers, in trying to signalize his election to the presidency of the Manhattan Pharmaceutical Association by a strong effort to drum up better attendance at meetings, makes use of a simile that may well furnish food for thought. In a circular letter to all the members, he makes this statement:

"Let me draw a comparison. In trying to reach a certain point at a given time, you are compelled to walk fast on a crowded street. You can easily dodge those that face you, you see where they go and they see you coming. But those that walk leisurely in the same direction without interest and aim, are a hindrance; they shift from one side of the walk to the other, you cannot dodge them, they are constantly in your way, they impede your progress. Thus it is in the fight for the advancement of our profession. Those that openly oppose us, we can fight or dodge. But the dull, indifferent ones, who profess to be with us, but who are by their wavering and indecision, always in our way, are the ones that hamper our progress."

Dr. Alpers might have added another class who impede progress—those who hold on to the coat tails of others and allow themselves to be dragged along, doing absolutely nothing to help themselves. If Dr. Alpers' appeal cannot stir the members of the Manhattan Association to a sense of their duty, then they are indeed in a sad condition.

The Scarcity of Good Clerks.

There has been much complaint of late concerning the scarcity of good drug clerks. Alas, like the poor, this scarcity is always with us. And under present conditions, there seems little possibility of its lessening .

Few will deny that when it comes right down to the real reason why less young men are entering clerical positions in the drug business, the reason is found to be poor pay. There are so many other lines of commercial activity open to a young man which carry larger financial rewards, that it is not very remarkable he prefers them to pharmacy, with its long apprenticeship and ever-enduring long hours. These latter features, however, would be forgotten were the dollars in his pocket Saturday night more numerous.

There seems no immediate remedy for such evils. They are the unfortunate results of the natural peculiarities of the business itself. Most pharmacists are willing to pay a good clerk just as much as they can afford. But the profits of the business do not permit large salaries. The remedy will undoubtedly be developed in the course of time along the lines of greater educational requirements, lessening competition, modern methods, and the raising of prices to a fair level of profit.

In another column a drug clerk offers some reflections on his experiences. One of his main points is that good clerks are scarce because good clerks soon become proprietors, and by so doing, not only lessen the number of good clerks, but also increase the demand for them, as they themselves at once need employes.

One Formula Bill Gone.

The bill until recently before the Wisconsin Legislature, to compel the publication of formulas on the labels of proprietaries, has departed. Word comes from that State that the bill is dead, and that there is no possibility of further attempts at similar legislation this session. While there were many druggists and manufacturers who held that the publication of the formulas could not interfere with the sale of a remedy of merit, the majority were opposed to the passage of the bill, so that its death may be generally hailed with satisfaction. It appears that one of the most effectual clubs used on the measure by the trade was the argument that there was already on the statute books of Wisconsin, a bill fallen into disuse, the provisions of which, if enforced, were ample to cover and punish prohibitively the sale of preparations which contained a dangerous amount of possibly harmful ingredients without a due notice of warning to the consumer as to their real nature.

More Limelight Threatened.

The news that another inquiry into the drug trade is threatened, this time by the United States authorities, will not cause very much alarm. Of course, the implied purpose of the investigation is to prove the existence of a "trust," similar to that shown in the case of the beef packers. But the drug trade has become so accustomed to this sort of thing that we doubt whether the latest inquisition will be taken seriously by anybody familiar with trade conditions.

As a means of securing cheap newspaper notoriety, a searching inquiry into the methods of a "drug trust," which compels the poor man to pay full prices for his medicine, will have strong attractions for rising young lawyers, looking for a "reputation." But if this latest investigation is no more successful than the recent $40,000,000 fiasco, the advocate of legitimate price-protection for the struggling retailer will have little to fear.

Good Policy.

The State Board of Pharmacy of Pennsylvania shows a commendable disposition to give ample opportunity to young men who desire to take the examination for licensed pharmacist before the new law goes into effect on January 1, 1906. When the pre-requisite law was passed in New York State, last year, the Board of Pharmacy held additional examinations, so as to work no hardship on those who might desire to come in under the old requirements.

Such a policy does no harm, as the extra number of pharmacists so licensed will be more than offset by the reduced number which is to be expected for the first two or three years. The Board of Pharmacy, in fact, is likely to be regarded with greater favor by a class of men, who, as a usual thing, consider it their sworn enemy.

Your Customer's Convenience.

There are two chords in every human make-up that can be legitimately pulled in building up a commercial enterprise, which too few Americans remember. They are the natural desire for deferential treatment and an appreciation of delicate attentions bordering on flattery. If more druggists took heed to strive to please in these seemingly trivial matters their cash returns would show increase.

In last week's Era the remarks of the head of a large retail drug business show how thoroughly he has realized the importance of such knowledge of human nature with a practical application. The particular instance in point is the manner of presenting checks for purchases at the fountain. This is part of what he says:

"After our customers are served they are very likely to have another and the person or persons are given a check for the entire amount. We give only one check to a party, no matter how many purchases may be made, it saves confusion and the payment is made after they go out. Take the other way, purchasing a check before they sit down to the fountain, they must buy to the value of the check or else get up and get a new check, losing their seat very likely. It is inconvenient, disagreeable and the dealer loses by it in the long run, for with a five-cent check bought a customer isn't going to bother to get another check, no matter how tempting a ten-cent egg drink may look to him. Of course, modern methods are all against the old way of paying over the drink counter. Time is too short."

These observations appear sensible and are worthy of consideration. Is not the system of buying checks in advance something of a reflection on the customer's honesty?

Synthetic Adrenalin.

The report that an English physician, Dr. Dakin, has discovered a mechanical process for making adrenalin from coal tar products is of great interest. This interest is not lessened by the reasonable doubt expressed by some chemists who recall other reports of previous discoveries of such a process, which turned out, on investigation, to be disappointing. Indeed, it enhances the attention with which the scientific world will await the text of Dr. Dakin's paper announcing officially and explaining his discovery.

The importance of adrenalin is well known, for in the short time since Dr. Takamine succeeded in extracting its active principle in 1901, it has come into general use in surgery, and is now recognized as one of the important discoveries in surgical chemistry of recent years. Its power of driving away blood from any living tissue to which it is applied, has simplified and perfected the surgery of the nose and throat, while it is of great service to oculists in relieving congestion of the eyes, and the general medical profession utilize it as the most powerful heart stimulant known.

If a synthetic has been extracted, it will probably materially lower the cost of production. Both medicine and pharmacy will watch with interest the confirmation or denial resulting from the report.

Buy on the Breaks.

It is an old, old principle of successful operators in speculative markets to buy at the lowest and sell at the highest. In fact, the effort to attain this consummation of bliss is responsible for most of the little marks on the tapes running tirelessly from the tickers which record the struggles in our large exchanges. It is also well known that the man who has nerve enough to buy on a declining market has a far better chance of ultimate profit than he who loads up when everyone else is doing so and prices are climbing. There is no difference between the principle of the thing in the stock market or the drug market. The retailer who watches the course of prices closely and studies governing conditions and influences should be able to so regulate his purchases of staple drugs that his books will show a sizable additional profit in consequence at the end of the year. Too few druggists realize the possibilities of their own business in this direction. It is worth study. Learn to buy when a commodity is cheap, buy in the largest possible quantities of use in your business, and do not wait until the last ounce is all but gone before you order.

Cigarettes and Druggists.

Cigarette smokers are not the only persons who are inconvenienced in Indiana by the passage of the law in that State prohibiting the sale or use of "coffin-nails." It appears that a large share of the trade in these articles was held by druggists, whose loss in this direction is not balanced by any corresponding increase in the sale of cigars, smoking tobacco and pipes.

Of course, the druggist is always one of the chief sufferers whenever an ill-wind happens along. If the widespread dissatisfaction at the new law persists, the matter will have to be tested in the courts and it is not at all certain that the objectionable measure will be upheld.

The Greater New York idea as exemplified in the M. A. R. D., is bound to succeed. It is not necessary that the various local associations in existence for years shall give up their individuality, but for commercial purposes the individual druggist will find that in the greater association's plan is embodied financial progress and growth, and the best phases of pharmaceutical development.

President Beal, of the A. Ph. A., has appointed a dozen pharmaceutical journalists members of a Committee on Publicity. They can hardly hope to follow the pace he has set in getting new members into the association. This record not only shows that the association is getting publicity, but that it is getting something quite as substantial.

Valuation of Iodoform Gauze.

A measured quantity or 5 grams of the gauze are extracted with 100 cc. of ethereal spirit, 20 cc. of this solution (representing 1 gram) being taken for the assay. The latter solution is acidulated with a few drops of fuming nitric acid and 10 cc. of N-10 silver nitrate V. S. are added, the whole being heated on the waterbath until free from ether and nitrous acid. Silver iodide is precipitated and as soon as the supernatant fluid becomes clear and cool, 100 cc. of water are added together with 1 cc. of ammonio-ferric alum, the excess of silver nitrate solution being titrated back with N-10 ammonium sulphocyanate V. S. The number of ccs. of the latter consumed are deducted from 10 and the remainder multiplied by 0.0131 which equals the amount of iodoform present. Each cc. of standardized silver nitrate solution consumed is equivalent to 0.0131 gram of iodoform.

Granulated Kola.

Granulated kola, according to Gemayel (Apoth. Ztg.), may be made by the following process: Warm 75 parts of glycerin-free extract of kola in an enameled dish with a little 60 per cent. alcohol, until perfectly fluid; transfer the latter to a mortar, and rinse out the dish twice with a little warm alcohol. Now rapidly add 1,000 parts of finely powdered sugar, but in small quantities at a time, and mix until a perfectly homogeneous mass is obtained, which is then passed through a medium coarse wire sieve. The granular mass is then exposed in layers of 2 to 3 Cm. on paper at 60° C. in a drying closet, again passed through the sieve, then completely dried, and when cold, once more sifted. The powder is to be preserved in well-closed glass bottles. In a similar manner, granular preparations of extracts of coca, calisaya, calumba, condurango, etc., may be prepared.

Light Phenomena.

A writer in Deutsche Med. Woch., gives some interesting information relating to the phenomena of light. Thus, when a new incandescent lamp, with the current turned off, is rubbed on the skin, or on wool or fur, light is generated. The light is sufficient to take the outline photograph of solid objects. The amount of light generated varies with different parts of the body and with different persons.

OUR LETTER BOX

THE OLD AND THE NEW.

Newark, N. J., May 15.

Editor The Pharmaceutical Era:

"Do not forsake the old friends for the new" is a good old adage, but is one which seldom applies in business. Latter day conditions are such that it behooves the man who would keep the sheriff at a distance, to make every penny go as far as it will, and hence he must buy where he can get the most for his money. This often means the breaking down of business connections and friendships which have been many years in forming. The brushing aside of the old and the taking up of the new.

The man who fails to adopt modern ideas cannot hope to remain at the head of the business procession. However strong his connections through friendships which have been built up as a result of years of square dealing, he will not find these enough to enable him to maintain his position, unless he is everlastingly and persistently abreast of, if not ahead of the times. He will find his rivals in business ever ready to meet the wants of customers and to shave prices, where it means the gaining of a new patron.

The new generation comes up, caring nothing about the traditions of the old, and the long-established house soon feels the effect of the competition, which can only be met in one way, and that is by always having the latest and best in stock and selling at prices which will prove an inducement to old customers to stay and new ones to come. This means an infusion of new blood and the adoption of new ideas, which seem so radical to the old timer that the change is often delayed until it is too late to accomplish any good.

This somewhat pessimistic vein of reflection was brought about by a conversation with an old pharmacist in this city. He was in his big, old-fashioned store, and there was an oppressive feeling of emptiness, a hollow, mocking reminder of the days when this was the leading drug store and many clerks were kept busy waiting on impatient customers. On the shelves were rows upon rows of neatly arranged bottles, the show cases were well-filled and the whole place was neat and clean. Perhaps there was too much precision shown in the arrangement of the bottles or the articles in the show case, a suggestion of bygone days, which made the drug store seem quaint and a bit out of place on a busy thoroughfare. But withal there was an air of respectability, and something so substantial about the place that you found it a real pleasure to buy there. Still, the place was empty, save for the white-bearded pharmacist and yourself. It was not difficult to guess where the trade had gone which had once come to this store. Across the street there was a modern store, with a great display of plate-glass front, up-to-date show cases and an attractive window display. Busy clerks were serving a big Saturday night crowd. The contrast left little for the imagination. The tale was so plain that the reading of it became easy. It was the survival of the fittest. The modern against the ancient. The new against the old.

"Once I had all that trade," said the old pharmacist, who was in a reminiscent mood. "I knew everybody in the neighborhood. They were all of the good old stock, and mine was the only drug store for blocks. around. Geyer's was the place where they bought their drugs, their toilet articles and their cigars. Now it is all changed. The children of my old friends do not know me. The young fellow across the street has come with all his new-fangled notions. He handles articles that I wouldn't have in my place. I have no rent to pay, and he does, but still he sells cheaper than I do, because I believe in a fair profit. He belongs to lodges and organizations of all kinds. He meets the young people in the neighborhood and they go to his store. I don't blame him. I am too old to change my ways now, and if I could, I wouldn't. It's only a case of history repeating itself. When this store was opened, it was modern, up-to-date, and I got the trade of an old-established house, just as the young fellow across the way has taken my trade away from me. It is only one of the natural evolutions of business life. Happily, I am so situated that I can afford the loss of trade and still keep the old store open for the sake of the days when it was the new store and my rival's place was the old store."

This is only a little pen-picture of what is happening every day in the year in many places in every city in the country. The antiquated pharmacy, however attractive its quaintness may prove to the lover of the old, is being crowded to the wall by the more utilitarian modern drug store. Unhappily, all of the old pharmacists are not so fortunately situated that they can take the philosophical view of the old fellow quoted above.

OBSERVER.

ANOTHER JEWELRY CASE.

Gladstone, Mich., May 11, 1905.

Editor The Pharmaceutical Era:

My attention was called to an article in your February number, on page 184, "Tired of Their Bargain." I have just completed the trial of case in which the Lyon-Taylor Co. were plaintiffs, and sued my client for $324 for an assortment of jewelry, I presume, on similar contracts your druggist friends have signed. My client refused to sign the notes. I defended the action on the ground of fraud, and was sustained by the court, the jury rendering a verdict for the defendant.

Yours truly,

G. R. EMPSON, Attorney at Law.

Cephalopin.

Cephalopin is an oily extract of nerve substance, containing myelin, lecithin and other oil-soluble principles of lecithin. It is administered by hypodermic injection and recommended as an antidote in strychnine poisoning and in the treatment of nervous diseases.—Rep. de Pharm.

Novargan.

A preparation containing 10 per cent. of solvent easily soluble in water is called novargan. It is employed instead of protargol in all cases in which that remedy is indicated. It may be dispensed in solutions of highly varying strength.

ADULTERATED DRUGS.*

BY PROFESSOR H. H. RUSBY, M. D.

I have been invited this evening to speak on the subject of adulterated drugs. To the newspaper reader, the mention of adulterated drugs suggests a picture of some fiendish creature with the body of a ghoul and the face of a demon, but disguised as a retail pharmacist, concocting some deadly mixture intended for the slaughter of innocent women and children.

I fancy, however, that even in the newspaper, such suggestions will occur less frequently in the future, since their editors have recently advanced several degrees along this line, and are no longer to be taken in with fictitious or grossly exaggerated stories of adulteration by the retail pharmacist.

TRUSTING MANUFACTURERS.

It is a difficult thing for one to determine, from what he hears, to what extent adulteration is practised. One of my most esteemed and trustworthy friends, engaged in the alkaloid business, assures me that there is not the slightest difficulty in getting pure alkaloids; that if one will pay a fair price, he may accept the article on trust. At the same time a member of the United States Pharmacopœia Revision Committee, at the head of the scientific department of one of our largest houses of manufacturing chemists, writes to his committee that his experiences have convinced him that there are only two manufacturers of quinine in this country who can be trusted at all, and that one of these ought to be watched. At the same association meeting, one man reads a paper to show that there is now very little adulteration of drugs, while another reads a long list of the cases which he has encountered during the preceding year.

It is evident that one must make some endeavor to decide this question from personal experience, and I shall this evening relate my own. I shall not employ the term "adulteration" in the strict sense of an intentional, fraudulent act, but in the broad sense of anything which results in the purchaser receiving something different from that which he desires, and supposes himself to be receiving.

All questions of intentional right and wrong are excluded, and I shall merely try to answer the question, "Are drugs commonly adulterated, in the sense that people do not get what they pay for?" The question will include the substitution of a different article, or a different variety of the same article, of a mixture, or, of an inferior quality, due to any cause.

ADULTERATION DOES EXIST.

In this sense I have no hesitation in saying that drug adulteration exists to an extent that is quite disgraceful to this city, and to the country. I have quite a large collection of drugs which have been offered to me, and which are not what they purported to be. A few years ago I wrote an article on "The Present Drug Supply of the City of New York," stating only what I knew to be true. On re-reading the article, I found that it bore so heavily upon those who were reprehensible, that I had not the heart to publish it, and it still lies pigeonholed. It stated a deplora-

*Address before Chemists' Club of New York. Reprinted from Druggists' Circular.

ble condition, and one, I am happy to say, that has since improved.

I wish to divide my cases of adulteration into classes, with some refinement as to detail, which you, as chemists, will appreciate.

A large number of drugs are apparently adulterated through a common belief that such adulteration makes no practical difference in the result. In some cases this opinion is correct; in others, erroneous. Is the adulteration justified in either case? Certainly not, if for no other reason than that the habit of strict accuracy should be cultivated for its own sake, no consideration of results entering in; and this view must meet the approval of chemists who know the importance of little things. But again, what right has the dealer to decide, even in plain cases, whether adulteration will make a difference in the result? There must be an authority. Should it be the man who pays the money, through his official advisers, or he from whom the purchase is made and who may be guided by self-interest?

BOTH FROM THE SAME BALE.

One day I asked for some Grindelia squarrosa, and approved the sample, which was the entire herb, two or three feet long. I then asked for G. robusta, which was shown to me cut up into inch or half-inch pieces. As I was scrutinizing it critically, the salesman said, with a wink: "We have to cut one of them up, or it will be seen that they both came out of the same bale." On another occasion, I went to one of our largest distributors for some Honduras sarsaparilla. I told the salesman not to wrap it up until I had seen it. He objected to showing it, but I insisted, and at once pronounced it Jamaican, which he hotly denied. When he at length discovered that he was "up against it," he declared petulantly that it was just exactly as good as the Honduras, and that I ought to know it, whereupon he learned a few things he never knew before. In both these cases, the substitute was doubtless just as good.

CASES OF SUBSTITUTION.

Of other such cases of substitution which I frequently encounter, I may mention the following: Larkspur seed for stavesacre; other species of Rhus for R. glabra; one angelica for another; one rumex for another; one berberis for another; spurious horehound for the genuine; laurel leaves for myrcia; one skullcap for another; scopola leaves mixed with belladonna leaves, or scopola rhizome with belladonna root; walnut for butternut, or the stem-bark for the root-bark; adulterated saffron, dried, for fresh, sweet-orange peel.

In the next class of cases, the common opinion that the substitution is of no practical importance, is almost certainly an error. Regarding the relative values of the bark of the stem and the bark of the root of the pomegranate, widely varying statements are published, but according to the best information the bark of the root is twice as active, and I would use no other; yet, so common was substitution or admixture that the Pharmacopœia abandoned its requirements, and now defines granatum as "the bark of the stem or root." Apocynum is a drug which has been very poorly understood, and so the roots of several species have been used almost indiscriminately, with the result that the drug has become discredited, and has so fallen into disuse that there was a strong demand to drop it from the official list. If an active article is employed, it is in reality little inferior to strophanthus and is a standby with any physician who has once learned to use it.

MIXTURE OF DIFFERENT SPECIES.

Because the different species of arnica resemble one another very closely, collectors hold them to be of special value, and a number of species are mixed in the commercial root, apparently with bad results. Because two or three totally different plants are called "pink-root" in our Southern States, our official spigelia is spurious or adulterated, probably to the extent of seventy-five per cent. of all sold, and the adulterant is entirely worthless. I have known the common hazel nut to be mistaken by a collector for witch hazel, merely because the names are similar. Under the name of "male-fern," quite a number of species are apparently collected instead of the two for which the Pharmacopœia calls. I believe that much less than half of the male fern sold is really genuine and this may easily account for the lack of uniformity in its action that is so loudly complained of by physicians.

ERRONEOUS IDEAS.

Other cases in which there is a frequent, but erroneous idea that substitution does not matter are the following: One species of krameria for another; peeled for unpeeled calamus; one variety of aldoes for another; one kino for another; the inner portions of the bulb of squill, instead of the outer; one kind of cinchona bark for another; Persian for Dalmatian insect-powder; spurious quebracho bark, or this bark with the rich inner portions hacked off by the alkaloid manufacturer and the trashy residue turned back into the drug market; one coco leaf for another, the two acting markedly differently; the sale of various capsicums, especially in the ground state, instead of the genuine; false chiretta ignorantly supplied, because several drugs are known by that name in the Himalayas; the use of stem bark instead of root bark, of cotton, as well as of cornus and euonymus.

Reference has already been made to the falling of a drug into disrepute, because a spurious article has been commonly supplied. This is notoriously true of matico leaves, and of winters bark, one of the most valuable of drugs, if genuine.

SERIOUS AND FATAL RESULTS.

I will finally consider a few drugs of great importance, where the results of adulteration are serious and often fatal. Some years ago I received from one of our importers a sample of so-called "French cultivated stramonium," which was claimed to be of superior quality. It proved to be in no way related to stramonium and devoid of mydriatic power. I have seen a very large importation of belladonna root distributed from this city, of which at least a quarter consisted of some inert root, apparently wild althaea, or a relative of that plant. Almost never does one see in this city a specimen of first-class henbane. It is nearly always the leaves taken from the plant in the first year of its growth. Digitalis often shows the same defect, which is in both cases, and with the best of reasons directly in opposition to the official requirement.

OTHER EXAMPLES.

In preparations, aconite leaves or herbs are frequently used instead of the required root. The same thing is true of conium leaves instead of the fruit, and all retail pharmacists know how unreliable conium preparations are considered by physicians to be. Cousso is also regarded as very uncertain in its action, and this is probably due to the substitution of the male for the female flowers. Cannabis indica is notoriously irregular in its action. So many conditions can adversely affect the value of this drug, and its selection, in which chemistry cannot assist, is so delicate a matter, that criticism should not be too severe; yet it is to be considered as a case of first-class importance.

Asafoetida of good quality should yield 75 per cent. of alcohol-soluble matter, yet this often falls to a fifth or a fourth of the amount, and so low is the average that the Pharmacopœia Revision Committee has been urged to reduce its requirement to 25 per cent. No drug is more certain or prompt in its action, or used in more urgently vital cases than strophanthus, yet more than seventy-five per cent. of that used probably is spurious. One spurious variety is nearly inert, and I could cite a number of fatal cases resulting from failure to get its action. Another variety appears to exert a toxic action out of proportion to its therapeutic effect. Jaborandi is another drug of great power, yet a majority of the drug sold is nearly inert. In each of these two last cases, I learned by accident that a large manufacturing house was habitually using the spurious article.

THE RESPONSIBILITY AND THE REMEDY.

Enough has been said of the adulteration; where rests the responsibility, and what is the remedy? Probably in the majority of cases, the fraud or error, whichever it be, begins with the collector.

Almost without exception our drugs are collected by the most ignorant class of people, frequently by savages. The collections are then bought up by general merchants, who take them in exchange, and who have no special knowledge of drugs. The importer sells them through brokers, and they at length come into the hands of wholesale drug dealers, the first place which they have reached where we are justified in looking for that expert knowledge which is required for their intelligent estimation. By these dealers, they are distributed either to the large manufacturers or to the retail pharmacists.

THE PHARMACIST'S RESPONSIBILITY.

It is supposed that the manufacturer will employ an expert, qualified to detect errors and imperfections, but neither he nor the wholesale dealer is required to do so, and in very many cases they do not. This requirement does not make its appearance until the retail pharmacist is reached. He must be licensed, and theoretically, his license guarantees his ability to detect errors in the crude or powdered drugs coming from the wholesaler, or in the preparations coming from the manufacturer. Practically, it does so in a comparatively few cases, and there is no guarantee that the ability will be used even if it is possessed.

SYSTEM ENTIRELY WRONG.

Finally, it is positively certain that it will not be employed, no matter how able and honest the pharmacist may be, because it is physically impossible for him to examine all the materials which come into his store. Recently there was a general discussion in the pharmaceutical press of the responsibility for the quality of pharmaceuticals. One of our leading journals, in summing up the arguments, declared that it was manifestly impossible for the retail pharmacist to meet such a responsibility, but as there was no other way of placing it, it seemed best to impose it upon him! How unreasonable and foolish this would be, even if the retailer could rise to the occasion. The entire system is wrong, since it begins at the wrong end.

SHOULD BEGIN WITH DISTRIBUTER.

The restrictions should be applied at the beginning, once for the entire bulk, and the effect would be continued to the final distribution. If the law requires the retail handler of a single pound to possess a professional knowledge, should it not require the wholesale distributer to employ a first-class expert, to avoid a huge multiplication of the same error that the retailer is liable to?

Each year our colleges are turning out graduates better trained than their predecessors for doing this expert work, but our wholesale houses reject them in favor of uneducated boys, who are placed, at boy's wages, in the most responsible positions relating to those drugs.

In my opinion the responsibility for this state of affairs rests upon associations like this, the Society of Chemical Industry, the American Pharmaceutical Association and the State Pharmaceutical Associations, in that they do not get together and devise a system by which this work can be done. We should strongly insist that no drugs be sold under any other than their legitimate and proper names.

I think it should also be provided that every wholesale dealer shall be required to employ some person who has a license, not as a retail pharmacist, but some special license showing that he is competent to pass on these questions. I believe that such a man should have a degree, showing that he is an expert chemist or pharmacist, qualified to detect these errors and to see that this practice of adulteration is reduced to a minimum.

Eserine Oil.

Eserin salicylate (and other eserine salts) are not only unstable, but produce much pain when their solutions are dropped into the eye. A solution of eserine salicylate in olive oil that produces a prompt and painless action has now been prepared. The solution is made as follows: Dry 0.2 grams of finely powdered eserine salicylate at 100° C.; transfer it to a small glass flask containing 40 grams of olive oil; heat to 150° C. to 158° C. (but not higher) until dissolved (about twenty minutes); cool to 30° C., during which the liquid becomes opalescent; and then rapidly to 10° C., at which a small portion of the salt is deposited in minute crystals. The opalescent oily solution is absolutely sterile, will keep indefinitely, and produces immediate and painless action upon the eye.—Pharm. Ztg., through Pharm. Jour.

(Concluded from Era, May 11, page 541.)

MEDICINAL PLANTS.

BY PROFESSOR ALBERT SCHNEIDER,

California College of Pharmacy.

From what has been said it is evident that even though a medicinal plant is very common in the United States, marketing the drug is not profitable because of expensive labor and other conditions. This condition of affairs is made clear in a circular issued by the United States Department of Agriculture on the common medicinal weeds of the United States. (Alice Henkel: Weeds Used in Medicine, Farmer's Bulletin No. 188, U. S. Dept. Agr., 1904.) In this paper the suggestion is made that the medicinal weeds mentioned might be collected by the farmer and placed on the drug market. To this end the necessary directions are given as to the time of collecting, part of plant used, curing, garbling, etc. This plan, it is hoped, would not only rid the farm of the objectionable weeds, but would at the same time be a source of revenue, slight though it might be. It does not seem a wise act to give these suggestions, for several reasons: The farmer is chiefly interested in his crops and other farm products, knows little or nothing about drugs, cannot always take the time to collect the drug at the right time, and cannot take the time to collect, garble and cure it properly. The attempt would simply result in a poor quality of drug being placed on the market. Drug marketing should be done by those who understand it and are ready to make a business of it. On studying the market value of the medicinal weeds mentioned it will be found that the average price per pound of roots and leaves is from five to seven cents, a sum entirely too small to make it worth while to collect comparatively small quantities, which would be the case on all well cared for farms. No farmer would care to permit his farm to go to weeds in order that he might sell these to a druggist.

A large number of drug-yielding plants can no doubt be grown profitably in the United States, but, as indicated, this is possible only when done on a large scale. The climate of California is peculiarly adapted to the cultivation of medicinal plants, as has been proven experimentally, and it is to be hoped that some enterprising individuals may make a beginning in establishing plantations of medicinal plants like those of England and other European countries. Attempts have been made with the poppy, and it was found that the opium obtained was of excellent quality, but on account of high labor it was impossible to compete with the Oriental market. It might be a wise plan to decide upon some other method of securing the opium. One method which has been tried was to cut the entire plants at the proper time, express the juice from the entire plant by means of a sugar-cane mill, and evaporate to the proper consistency. It was however found that the alkaloidal yield of this gum opium was very low. The statements made with regard to poppy cultivation apply also in a general way to the cultivation of the camphor tree in California.

SUGGESTIONS ON THE CULTIVATION OF MEDICINAL PLANTS IN THE STATE OF CALIFORNIA.

The plants to be cited in the second instalment of this paper are, with a few exceptions, found growing within the boundaries of the State. Many more may readily be introduced. It is, however, not intended to imply that even all of this limited number of medicinal plants may be grown profitably. Some of the difficulties in the way have already been referred to, the chief one being high-priced American labor *versus* the cheaper foreign labor. While we cannot at present adjust this difference, we may nevertheless put into operation ways and means which will make the cultivation of drug-yielding plants profitable. First of all, it will be necessary to create an interest in that kind of plant-culture. Such an interest has been created in other countries, notably in England and Germany, where certain medicinal plants are grown on an enormous scale, sufficient to supply the market of the world. Just as we compete successfully or excel in certain branches of horticulture, agriculture, arboriculture, etc., just so may we compete successfully or excel in the growing of medicinal plants. All that is necessary is for enterprising and intelligent individuals to establish the plantations in suitable localities of suitable medicinal plants, growing them on an enormous scale, and put into operation the appropriate methods of cultivating, collecting, drying, marketing, etc. Beginnings should be made with those drugs which will find a ready market. It being once demonstrated that the enterprise is financially profitable as well as otherwise successful, no difficulty will be found in successfully growing any medicinal plant adapted to soil and climate. Not only is it necessary to compete with the foreign market, but the enterprise must yield a profit equal to that from other soil-cultural pursuits. There is no plausibly apparent reason why this should not be possible. If, as the Department of Agriculture suggests, the farmer of the United States may hope to collect medicinal weeds profitably, he will find it certainly even more profitable to devote his entire time and energy to the intelligent culture of medicinal plants, whether weeds or not. All that seems to be required is for some one to take the initiative to prove to others the feasibility of the scheme. Interest is being awakened in the matter, as is shown by letters of inquiry as to what plants might be cultivated successfully. A few medicinal plants are being cultivated in the United States, as the mints in Michigan and Wisconsin. It is affirmed that African senna (*cassia acutifolia*) has been successfully grown at Corpus Christi, Texas, and at Washington, D. C.

As has been indicated elsewhere, most medicinal plants may be grown in the State of California, though it does not follow that these may all be grown profitably. The following suggestions may prove useful to those who contemplate entering upon the suggested enterprise. The familiar garden herbs and pot herbs used medicinally and for culinary purposes can certainly be grown profitably. These would include the mints, pennyroyal, sage, lettuce, yerba santa, thyme, caraway, fennel, coriander, camomile and many

others. There are numerous introduced medicinal trees, shrubs and herbs in cultivation and escaped from cultivation which might, no doubt, be grown profitably. It would seem desirable, however, to begin with a few of the more important, less common, vegetable drugs, as, for example, aconite, digitalis, rhubarb, belladonna, scopola, hyoscyamus and others. There is, however, no plausible reason why such common but nevertheless very desirable drugs as taraxacum, chicory, mallow, burdock, hoarhound, mustard, milk-weed, sambucus, stramonium, mullen, absinthium, rosemary and many others should not be very profitably cultivated on a large scale. Insect flowers, lavendula, hops and others are being grown very successfully in the State.

While the matter is in the experimental stage it would be desirable to begin with perhaps five or six different species of medicinal plants. In the course of a year and after careful consideration it will be found which plants are best suited to the particular soil, climatic condition and temperature, and finally the individual grower will in all probability limit himself to one or two or perhaps three species. It will be necessary to develop and adopt methods of cultivation, fertilization of soil, rotation of crops, collecting, garbling, drying and marketing the drugs. Each species of medicinal plant will require its special attention, just as with the different field, orchard and garden plants. For detailed and specific instructions the available literature should be consulted, and for the rest experience must be the guide.

It is advised that earnest and repeated efforts be made to introduce into the State certain medicinal plants, particularly the more hardy cinchonas. It is highly probable that African senna will prove successful. Licorice (*Glycyrrhiza glabra* and varieties) can no doubt be grown successfully. At this time the most that can be done is to offer suggestions, hoping that they may serve as a stimulus to a fuller investigation of the matter, leading to carefully planned attempts at the cultivation of medicinal plants within the State of California and in other States.

Benzinoform.

This is a carbon tetrachlorida, pure, and appears as a colorless fluid, clear as water, having a peculiar odor, somewhat similar to that of chloroform (Nat. Dr.). Its specific gravity is 1.60, while its boiling point is 77° C. (170.6° F.) It easily mixes with alcohol and ether, forming a homogeneous liquid, but will not mingle with water, being absolutely insoluble therein—a property that is taken advantage of to prevent its evaporation. When pure benzinoform should evaporate without a residue, or even an odor; it should have a neutral reaction and be free from a trace of hydrochloric acid. Its principal use is as a solvent for fats, greases, resins, oils, colors, varnishes, etc. It does not possess that bad quality of so many other solvents, of leaving borders or rings in evaporating, nor does it, if properly used, attack the fabrics on which it is used. Its greatest advantage seems to lie in its uninflammability and inexpensiveness. Its greatest use thus far has been in clothes-cleaning establishments, etc.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Artificial Orange Cider.

(H. C. X.)—We do not know of any formula for "artificial orange cider." The laws regulating the sale of pure foods and drugs would certainly rule out such products, even should the manufacturer have the courage to make them. However, many of the preparations sold under the name of "orange cider" are not really orange cider, but are varying mixtures of uncertain composition, possibly flavored with orange. The following are made by the use of oranges:

(1.)

Sugar	8 pounds
Water	2¾ gallons
Oranges	15

Dissolve the sugar in the water by the aid of a gentle heat, express the oranges, add the juice and rinds to the syrup, put the mixture into a cask, keep the whole in a warm place for three or four days, stirring frequently, then close the cask, set aside in a cool cellar and draw off the clear liquid.

(2.)

Express the juice from sweet oranges, add water equal to the volume of juice obtained, and macerate the expressed oranges with the juice and water for about twelve hours. For each gallon of juice add one pound of granulated sugar, grape sugar or glucose, put the whole into a suitable vessel, covering to exclude the dust, place in a warm location until fermentation is completed, draw off the clear liquid, and preserve in well-stoppered stout bottles in a cool place.

(3.)

Orange wine suitable for "soda purposes" may be prepared by mixing 3 fluid ounces of orange essence with 13 fluid ounces of sweet catawba or other mild wine. Some syrup may be added to this if desired.

Coataginis Oxy.; Crataeginis Oxycantha.

(W. A. S.)—"Kindly inform me of the origin of 'Coataginis oxy.,' and its English name, if it has one."

By "Coataginis oxy." we think is meant Crataegus oxycantha, or hawthorn, a member of the apple family. Britton & Brown ("Illustrated Flora") state that it is also called hathorne, hedge-thorn, May bush, May and quickset, and is found as a shrub or tree, sometimes attaining a height of forty feet and trunk diameter of one foot or more, along roadsides and in thickets, sparingly escaped from cultivation. It was introduced from Europe and is a native of Asia.

According to the American Dispensatory, the fruit and bark of this shrub, or small tree have been introduced into medicine as a heart remedy. The shrub grows abundantly in woods and thickets throughout Europe, central and northern Asia. In England it is cultivated for hedging purposes, and is familiarly known as "hawthorn." The fresh bark of the young branches contains a bitter crystallizable principle, soluble in water, insoluble in ether, little soluble in alcohol. Claims are made for this drug as a curative remedy for organic and functional heart disorders, including cardiac hypertrophy, angina pectoris, etc.

Clearing Oil of Birch.

(J. P.)—Three methods are said to be employed for "clearing" crude oil of birch, viz., by decolorization, filtration and redistillation. The easiest method is that of decolorization, which is usually accomplished by adding a few crystals of citric acid.

Another popular and cheap method of clarifying the oil is as follows: The oil in its crude state is poured upon a woolen blanket, which is then laid upon the top of the brush in a tank. The covers are "plastered" down and the water set a boiling. The steam passes through the blanket, which absorbs the particles of copper and iron the oil may contain, and the oil drops into the receptacle at the bottom of the worm of a shade that is a very light green or like the essence of lemon.

No single book will give you complete information of this sort. Matters regarding the details of the manufacture of oil of birch are somewhat in the nature of trade secrets and manufacturers are reticent about giving them out. We think, however, that the hints given are enough to suggest a little experimenting on your own account.

Cider Preservative.

(H. C. X.)—The quantity of salicylic acid usually recommended for preserving cider is one ounce for each barrel of thirty-two gallons. The preservative is added as follows: Place the acid in some suitable container and pour upon it a sufficient quantity of cider and thoroughly mix before adding it to the contents of the barrel. If the acid be added directly to the cider in the barrel, it is very likely to float upon the top and not be dissolved. It should be dissolved in a little alcohol and added to the barrel. The time when this addition should be made depends on individual taste and circumstances, generally when the first fermentation is completed. As the cider runs from the press, pass it through a hair sieve into a large open vessel. In a day or less, the pomace will rise to the top, and in a short time become very thick. When little white bubbles break through it, draw off the cider through a spigot placed about three inches from the bottom. At this stage the acid may be added.

The addition of bismuth subnitrate has been recommended to retard the formation

of free acid (souring) in cider. Some interesting details of experiments along this line are given in this journal of February 3, 1898, page 173.

Artificial Essences.

(H. C. X.)

CIDER ESSENCE.

Chloroform	1 fl. dram
Acetic aldehyde	2 fl. drams
Acetic ether	2 fl. drams
Amyl valerianate	10 fl. drams
Alcohol, deodorized, enough to make	16 fl. ounces

Add this to a mixture of sugar and water, acidify with tartaric acid, and color with caramel.

CHAMPAGNE CIDER EXTRACT.

Apple essence	5 fl. ounces
Pear essence	5 fl. ounces
Lemon essence	5 fl. ounces
Solution of citric acid	1 fl. ounce

As is sometimes prepared, other extracts, such as vanilla, strawberry, tonka, etc., may enter into the composition.

APPLE ESSENCE.

Amyl acetate	1 ounce
Ammonium valerianate	60 grains
Diluted alcohol	16 fl. ounces

Recognition of New York License.

(B. S.)—So far as we know no State board of pharmacy will grant registration without examination to an applicant who submits a certificate of registration or license of the New York State Board of Pharmacy as evidence of his qualifications to practice pharmacy. The matter is wholly one of reciprocity, and as the New York Board does not accord this privilege to licensees of other boards, the members of other boards can hardly be expected to favor licenses of the New York board. Of course, the pharmacy laws in many States do not allow the boards to grant such recognition, no matter how willing the individual members of the boards may be in favor of it. You are one of those who should work for interstate registration on the basis of the plan proposed by the Nation Association of Boards of Pharmacy. See The Era of April 27, 1905, page 174, for particulars.

Tincture of Avena Sativa.

(H. L. S.)—Tincture of avena sativa may be made by percolating 4 troy ounces of ground oatmeal with 1 pint of diluted alcohol, reserving the first 5½ fl. ounces, and evaporating the remainder down to half a fluid ounce and adding to the reserved portion.

A formula credited to a homeopathic author directs:

Oats, unhusked	8 ounces
Potassium carbonate	q. s.
Water	q. s.
Alcohol	q. s.

Grind the oats to a moderately fine powder, moisten with a 5 per cent. aqueous solution of potassium carbonate, first warmed to 113° F., macerate for three hours, pack in a percolator and add alcohol until 16 fl. ounces of product are obtained.

Mineral Water.

(J. C. B.) Hiss ("Manual of Beverages") is authority for the following formula for "artificial deep rock water:"

Sodium chloride	8¾ ounces
Sodium bicarbonate	5½ ounces
Potassium chloride	4½ ounces
Calcium chloride	140 grains
Magnesium chloride	15 grains
Water, enough to make	10 gallons

Mix and charge in the usual manner.

A formula from another authority calls for: Sodium chloride, 1,504.8 grains; potassium chloride, 1,490.8 grains; sodium silicate, 1,458 grains; sodium carbonate, 521.1 grains; magnesium chloride, 102.5 grains; calcium chloride, 202 grains; hydrochloric acid, 257.4 grains. The quantities given are sufficient for ten gallons of water.

Moxocolo Syrup.

(H. L. S.)—Bonham gives this formula for the employment of moxocolo extract, the formula for which was published in the Era, April 27, 1905, page 474:

Moxocolo extract	12 ounces
Foam extract	2 ounces
Simple syrup	1 gallon

Another formula in which moxocolo syrup enters is also given by the same author. It is:

Moxocolo syrup	1 pint
Kola wine	6 ounces
Coca wine	6 ounces
Foam extract	1 ounce
Caramel	1 dram
Simple syrup	1 gallon

Violet Color.

(H. L. S.)—You can use one of several pigments to give violet water a violet tint. Any of the more common anilin violet dyes will answer, as methyl violet, or pyoktanin blue, Hofmann's violet, etc. A tincture of litmus, made as follows, may also be used:

Litmus powder	2½ ounces
Boiling water	16 fl. ounces
Alcohol	3 fl. ounces

Pour the water upon the litmus, stir well, allow to stand for about an hour, stirring occasionally, filter, and to the filtrate add the alcohol.

THEORY AND PRACTICE

Bactericidal Property of Serums.

There are two theories which concern the ability of the body to destroy bacteria (Journ. A. M. A.). One of these is the phagoctic theory of Metchnikoff, according to which micro-organism cannot be destroyed without the direct or indirect participation of the phagocytic cells; this is the cellular theory. The second, the humoral theory, supposes that the power resides in the fluids of the body alone; in its improved form it now holds that antibacterial immunity should be considered cellulo-humoral, and that whatever bactericidal power the body fluids have is derived primarily from the body cells. Many who appreciate the action of the serum, however, also believe that phagocytic cells may take up, and, in certain instances, destroy micro-organisms; this combined view seems best to fit the facts as known at present.

Glycerophosphates of Piperazine.

Acid glycerophosphate of piperazine is prepared by evaporating a solution of 2 mols. of glycerophosphoric acid and 1 mol. of piperazine. It is an uncrystallizable viscous mass soluble in water in all proportions; the solutions are precipitated by lead acetate, picric acid, etc., but not by barium chloride, silver nitrate and other precipitants of phosphates. This body has a composition corresponding to the formula $(H_2PO_3.OC_3H_5(OH)_2)_2.C_4H_{10}N_2H_2O$. It is neutral to methyl orange, but acid to phenolphthalein. In presence of the latter, it is neutralized by three equivalents of alkali, and is split up into $NaHPO_3.OC_3H_5(OH_2).C_4H_{10}N_2$, and sodium glycerophosphate.

Piperazine glycerophosphate $H_2PO_3.OC_3H_5(OH)_2.C_4H_{10}N_2$ is prepared from a mixture of equimolecular proportion of glycerophosphoric acid and piperazine, preferably in alcoholic solutions, from which it separates in crystalline form, melting about 155° C. with decomposition. It is acid to phenolphthalein and alkaline to methyl orange, being neutralized by one equivalent of alkali or acid, respectively. (Journ. Soc. Chem. Ind.)

Placing the Ointment Slab.

There is one disadvantage about imbedding an ointment slab permanently in a slide in the prescription bench; when the operator draws out the slide to use the tile, finding it convenient to stand with the tile directly in front of him, he is likely to more or less inconvenience those who must move about him; especially is this the case if the prescription department be shaped like a narrow hall. The objection to the tile being imbedded in a slide might easily be obviated, however; let the slide pull entirely out; along the outer edge nail a narrow strip of wood, projecting one-half inch below the slide, which will rest against the edge of the prescription bench when the slide is laid on it, keeping the slide from slipping back, in the same manner as the cleat on the front of a pill machine; a wire nail driven through the cleat from the front to project about three-eighths inch in back might engage with a hole in the edge of the prescription bench and prevent lateral slipping of the tile.—West. Dr.

Formaldehyde in Alcohol.

The most certain method for the detection of formaldehyde in denatured spirit is that of Trillet, but as a preliminary test, indet (Bul. Assoc. Chim. Sucr. et Dist.) prefers the following modifications: 10 cc. of the spirits are placed in a test glass and a pinch of dry casein is introduced. A few drops of a dilute solution of ferric chloride are added; then 10 cc. of syrupy phosphoric acid and finally 10 to 15 cc. of sulphuric acid. If formaldehyde is present, a violet color appears at once, while in the absence of formaldehyde, the coloration is brown. The test is said to be capable of showing one part of formaldehyde in .03 parts of spirit. Acetaldehyde gives no coloration, but if the proportion be large, the mixture turns black. Certain higher aldehydes, such as butyric and valeric, appear to yield the violet color, but these are never present in the substances used for denaturing.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

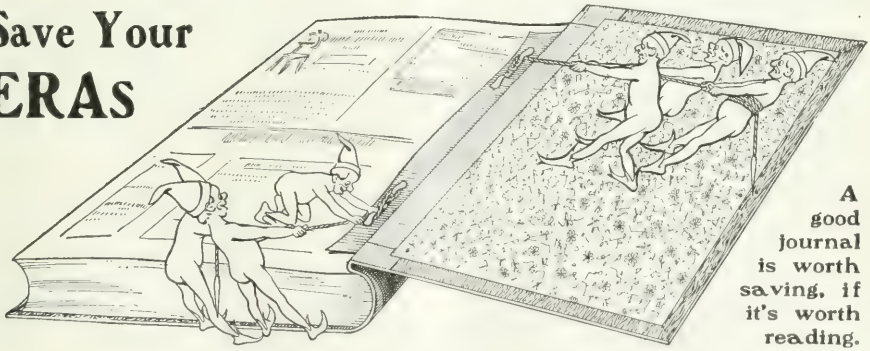
Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

LAXATIVE BROMO QUININE

ON THE

DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles — the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO** QUININE.

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per Cent, **LAXATIVE BROMO** QUININE has been placed on the DIRECT CONTRACT SERIAL NUMBERING PLAN, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract, are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO** QUININE should take such action immediately.

If a supply of **LAXATIVE BROMO** QUININE is needed or if the stock on hand will permit it, the extraordinary DATING OFFER now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO** QUININE, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

LAXATIVE BROMO QUININE

Price $1.75 per dozen.

6 dozen lots,	1 dozen free,	. . . . .	Cost	$10.50 or	$1.50	per dozen
12 dozen lots,	2 dozen free,	5% trade discount,	"	$19.95 or	$1.43	" "
36 dozen lots,	6 dozen free,	8% trade discount,	"	$57.96 or	$1.38	" "
60 dozen lots,	10 dozen free,	10% trade discount,	"	$94.50 or	$1.35	" "

All Wholesale Druggists will accept orders under this DATING OFFER.

PARIS MEDICINE COMPANY,

Saint Louis and London.

(S. P. 4.)

News Section

A PROSPEROUS YEAR.

Kings County Society Finds Itself in Excellent Condition.

HARMONY AT ANNUAL MEETING.—OFFICERS ELECTED UNANIMOUSLY.—THE SOCIETY PRESENTED WITH A PORTRAIT OF THE LATE LITHGOW T. PERKINS, TO WHOSE MEMORY DR. ANDERSON PAYS A GLOWING TRIBUTE.

Perfect harmony prevailed at the annual meeting of the Kings County Pharmaceutical Society, last Tuesday afternoon, attended by over fifty members. Officers were elected unanimously and without the slightest friction. The reports of the officers and committees showed the society to be in a flourishing condition.

In his annual report, President Adrian Paradis commented on the generous balance in the treasury and the fact that the past year had been one of prosperity from both a scientific and commercial standpoint. The leading movement was in regard to the direct contract and serial numbering plan. "This is now on trial," said President Paradis," and let us hope it will prove the true remedy for price demoralization."

Next in importance was the establishment of prizes for scientific papers to be read at the meetings. While only three such papers had been secured thus far, the results were already apparent in the increased attendance and in the healthy discussion produced. In commending the work of the Legislative Committee, the president said that in Dr. Muir the society had "the right man in the right place, who was always there at the right time." Vociferous applause.

The efficient work of the Trade Matters Committee was touched on by President Paradis, especially as regards the pushing of national Formulary preparations among physicians. He hoped that physicians would soon "return to scientific materia medica and give high-priced nostrums the cold shoulder." He congratulated the society on the success of its college, which this year had the largest classes in its history—80 seniors, 130 juniors. A debt of $7,000 was paid off, only $17,000 now remaining.

The report was heartily applauded and accepted, with the thanks and appreciation of the society.

Treasurer Ray reported annual receipts of $10.512, disbursements, $9,734.10, leaving a balance of $777.90. The balance in the college is $2,365.98. Secretary Hegeman reported a present membership of 468.

Dr. Muir gave a brief outline of the legislative work during the year. The Cotton bill, providing for the exemption of the college property from taxation, has passed the Legislature and is now in the hands of the Governor. Similar success has attended the Hill bill, to reconcile the differences between the Pharmacy Law and Penal Code in relation to the sale of poisons. The Matthews bill, prohibiting the use of methyl alcohol in adulterating beverages, is now a law.

Probably the bill which created the most interest was that introduced by Assemblyman Whitney, at the suggestion of the Department of Excise. This bill repeals the special stamp privilege that druggists have enjoyed for the past two years. As the bill was originally introduced the penalty for its violation was not only the absolute revocation and cancellation of the liquor tax certificate issued to a licensed pharmacist or druggist, but also included the revocation and forfeiture of his license as a pharmacist or druggist. This drastic proposition the Committee was instrumental in having modified so that the law as passed provides that a licensed druggist or pharmacist who is found guilty of a violation of the Liquor Tax Law under the $7.50 license shall be suspended from all rights and privileges as a pharmacist for a period of one year.

The Grady bill, against the "adulteration or misbranding of drugs," was killed in committee. A similar fate, after a hard fight, befell the Platt formula bill and the Yale wood-alcohol bill. The anti-cocaine measure was not reached in the Assembly. The committee commended the loyalty of Senators Hill and Cooper and Assemblymen Cotton and Cox.

John G. Wischerth, chairman of the Trade Interests Committee, reported that slot 'phones on a 10 per cent. basis had been secured from the telephone company, and that in addition one other 'phone may be placed anywhere in the store, on a 20 per cent. basis.

Oscar C. Kleine reported on the district work carried on in Brooklyn by the society and at the suggestion of Dr. Anderson, the committee was continued until a complete canvass is made. Dr. Muir asked whether the society wished to oppose the repeal of the stamp tax. He was instructed to ask the Governor for a hearing on the bill. Other local associations are invited to join.

A feature of the afternoon was the presentation to the society by Wm. L. Perkins, of a handsomely-framed portrait of his father, Lithgow T. Perkins, a founder of the society, and one of its first presidents. The society asked for this portrait some time ago.

Dr. Anderson, being requested by President Paradis to reply to Mr. Perkins, paid an eloquent and touching tribute to his former friend and preceptor. In a voice trembling with emotion, he told of the assistance given him as a boy by the the late Mr. Perkins, whose advice he had always cherished, to seek "honesty, sobriety and fraternity with his fellow-men."

All of the following officers were elected unanimously: President, Adrian Paradis; first vice-president, Joseph H. Rehfuss; second vice-president, Clarence O. Douden; third vice-president, William F. Maass; secretary, Andrew E. Hegeman; treasurer, Peter W. Ray; trustees to serve three years, William Muir, Benjamin Rosenzweig, William H. Bussenschutt; censors, William P. Wuest (chairman); E. J. Huels, John G. Wischerth; librarian, Joseph L. Mayer; counsel, William L. Perkins.

Delegates were elected as follows: To American Pharmaceutical Association, William C. Anderson, Walter Bryan, F. P. Tuthill, T. J. Keenan, H. W. Schimpf; New York State Ph. A., Adrian Paradis, J. H. Droge, Charles Gesell; New Jersey Ph. A., A. E. Marsland, F. P. Tuthill, Joseph Kahn. At the suggestion of Dr. Muir, the society elected three delegates to the N. A. R. D. They were: Messrs. Anderson, Muir and Rosenzweig. These are entitled to select additional delegates should the society become entitled to them.

W. F. MUCHMORE DEAD.

East Hampton, N. Y., May 13.—After a long illness, W. F. Muchmore, a prominent resident and pharmacist of this place, died last week. Mr. Muchmore was not only a good druggist, but he was also an excellent citizen. He had been in the drug business for forty-six years, having established the first drug store in Madison, N. J. He was a member of the New York and New Jersey Pharmaceutical Associations and of the Empire State Drug Association. Mr. Muchmore had been in business in East Hampton since 1891, and had one of the largest and best drug stores on Long Island.

Mr. Muchmore was a Mason of high degree. He was raised to the degree of Master Mason in 1868, and was exalted in Boonton Chapter, No. 21, in 1871. He received his Templar degrees in 1871. He became eminent commander of Odo de St. Amand Commandery, of Morristown, N. J., in 1885, and grand warden in 1886. He was also grand commander of the State of New Jersey. He was a Thirty-third degree Mason and a member of the Mecca Temple, Noble Order of the Mystic Shrine. He was also a member of the Royal Arcanum.

Mr. Muchmore is survived by a widow and three sons. Funeral services were held in the Presbyterian Church, and the body was buried at Morristown, with Masonic rites.

HOWARTH-BALLARD LOSS.

Utica, May 11.—Among the sufferers by the fire which destroyed the Carton Block and other buildings in this city, are the Howarth-Ballard Drug Co. Their loss is now estimated at $12,000. They carried on their entire stock an insurance of about $18,000. There is no explanation of the origin of the fire, although many improbable suggestions have been made. The fire spread so rapidly that many shoppers and clerks had to be rescued by the firemen. The Howarth-Ballard Co. is preparing to resume business without delay in temporary quarters.

BROOKLYN'S GALA NIGHT.

Successful Commencement of the College of Pharmacy.

BANQUET TENDERED TO THE GRADUATES BY THE ALUMNI ASSOCIATION—CROWDS FILL BAPTIST TEMPLE.—STAGE BANKED HIGH WITH FLOWERS.—JUDGE GAYNOR GIVES GRADUATES A PLAIN TALK.

By common consent, the fourteenth annual commencement of the Brooklyn College of Pharmacy, held last Thursday night, in the Baptist Temple, was adjudged the most successful in its history. After the exercises the members of the graduating class were the guests of the Alumni Association at a banquet, given at the Imperial. This was the first occasion of its kind, and it served as a suitable climax to a brilliant evening.

Seventy-five young men and women were graduated. After prayer by the Rev. Edward Niles, the following degrees were conferred by Prof. Wm. C. Anderson, dean of the faculty:

Graduates in Pharmacy—Peter V. Ahlborn, Harris S. Bloome, David Bluvstein, Tobias Breitzer, Abraham Brodsky, William Burkard, John J. Cizmowski, Frank Cohn, Michael Condello, Joseph Cooperstone, Elizabeth Croll, David Dolinsky, Charles P. A. Dowling, Gustav H. O. Fabian, Joseph P. Farrell, Clark H. Fitch, Alexander Friedenberg, Charles H. A. Gassaway, Berthold Gerson, Conrad G. Gmelch, Edward Gorodetsky, Frances Grant, Frederick H. Haubenreich, Edwin Hesse, Morris Hessel, August C. Hillmann, Isidore Hirsch, Albert Huels, John B. Hueser, Isidore Juliber, Bella Junger, Isaac Kassel, Joseph Katz, Charles Lehmann, Charles Liss, Max Matlin, Joseph A. McGarr, James E. McNamara, Solomon Miller, Jacob Mirsky, Julius Muller, Abraham Parodney, May J. Pignol, Clifford Sadler, Fred A. Sandmann, Morris Schwarz, Isidore Sender, Jacob Shoben, Frank Smith, Gustav H. Tafel, Antonio Virdone, Abraham Weisenthal, Maximilian Wohlgemuth, Irvin S. Zeluff.

The following graduates, who have not fulfilled the requirements of age or experience were granted certificates of proficiency, to be exchanged later for diplomas: John B. Adatte, Edwin Bensen, Morris E. Berkowitz, Simon Berkowitz, Isidore Broadman, William H. Clinton, Aaron Cohen, Raymond D. Cullen, Viva Dahlberg, John H. Gerken, Samuel Goodman, Morris I. Horney, Isaac Kaufman, Alice J. Kunkel, Henry G. Lammers, Charles Minarcik, Jr., Edward Roesch, George F. Ruffrage, Abraham Schweitzer, Henry T. Sturz, William R. Wilkens.

The degree of Doctor of Pharmacy was conferred on Walter J. N. Brandenberg, Frances Grant, James E. McNamara, James I. Maggio, Thomas F. Raymow, with a certificate of qualification to William Levine.

Henry T. Sturz was the valedictorian. Music was furnished by Conterno's Fourteenth Regiment Band and by the Cecilian Male Quartette, who were encored so frequently that Dr. Anderson threatened to raise the price of admission. Miss Madeline Burdette sang soprano solos and John F. Dillon, humorist, furnished entertainment.

Hon. William J. Gaynor gave the graduates a plain talk about their duty to themselves and to the community, urging them not to rest content with the technical knowledge they had acquired. He said:

"Your success, my friends, depends not on what you know; it depends on character, honesty, high motives and a true loyalty to the principles instilled into you by your college life and your home. Without these, no matter how much technical knowledge you may have, you will never attain success."

Judge Gaynor said that pharmacy was now a learned profession.

"Not so long ago, anybody could set up an apothecary's shop. But now it is necessary that a man be an educated gentleman from the schools; he must have four years' practical experience and must be a graduate of a college of pharmacy. Certainly the public is to be congratulated on these safeguards.

"Read good books," concluded Judge Gaynor. "Read the Bible, the history of peoples and the progress of the human race. Read Shakespeare and all good literature and philosophy. Get the habit of philosophic thought. It will make of you good citizens and a benefit to the community." Judge Gaynor's address made a profound impression and he was enthusiastically applauded.

In awarding the trustees' prizes, President Paradis announced the unusual event of a tie between two students for the gold medal. Being unable to arrive at a satisfactory decision, the trustees decided to award a gold medal to each of the students, H. P. Sturz and Charles Minarcik, Jr. The silver medal went to Bella Junger, and the bronze medal to Albert Huels; the junior silver medal to Benjamin Eviosowitz. The special prize offered annually by Dr. Anderson was awarded to Edward Roesch. Edward Kleine, acting president of the Alumni Association, announced the award of the alumni prize, a microscope, to Morris Hessel.

Prof. A. Percival Lohness, secretary of the faculty, announced the following honor rolls:

Senior—Joseph P. Farrell, Clark H. Fitch, John H. Gerken, Edward Gorodetzky, Morris Hessel, Albert Huels, Bella Junger, Joseph Katz, Alice J. Kunkel, Jacob Mirsky, Charles Minarcik, Jr., May W. Pignal, Edward Roesch, Jacob Shoben, Henry T. Sturz, Gustave H. Tafel.

Junior—Morris Behm, Max Brandes, David Cohen, Max Corn, James Dawson, Benj. Elysowitz, Hyman Feider, Isaac Feldberg, Solomon Gaer, Mandel Greenberg, Joseph Grubman, Charles Hecht, Joseph Ingoglia, Samuel Katz, Louis Bailey, Barnet Landon, Robert Levine, Theodore Margulis, Frank Martin, Frank Meyer, John Neumann, Matthew Newstead, Adrian F. Paradis, Perry Pick, Leopold Rein, Max M. Rosenberg, Joseph Rosenthal, Jacob Saltman, Israel Sasmorsky, Frank Saxton, Arthur Schwenke, Morris Schubert, Abraham Silverman, Rose Sookne, Bertha Squire, Millie Toscano.

Following the exercises, over 200 persons, graduates, alumni and friends, journeyed to the Imperial. After an excellent menu had been discussed, William Weygandt, the toastmaster, called on Edward Kleine to respond to "Our Alumni Association." Toasts were made by Jacob Shoben, for the class of 1905, and Adrian Paradis, Jr., for the class of 1906. Dr. Anderson, being called on, was cheered for several minutes. He urged the graduates to remember the counsel of Judge Gaynor and to strive for nobility in character, honor and conscience.

CLASS SECRETARY.

Miss Alice J. Kunkel, secretary of the graduating class of the Brooklyn College of Pharmacy, is the daughter of Charles A. Kunkel, a prominent Brooklyn pharmacist, and a former president of the Bushwick Ph. A. Miss Kunkel is an excellent singer, and besides being a good pharmacist, is otherwise accomplished.

TO GET TO SARATOGA.

For the special benefit of New Yorkers, S. V. B. Swann, secretary of the New York State Ph. A., announces the details of transportation to Saratoga for the meeting June 27, 28, 29, 30. The first route available is by boat, from New York to Albany, thence by train to Saratoga. People's Line steamers leave pier 32, North river, at 6 p. m., due in Albany at 6 a. m.; excursion ticket, $3, berths from $1 to $2. Train from Albany to Saratoga at 7 a. m.; fare one way, $1.17. Day Line steamers leave Desbrosses street at 8.40 a. m.; West Forty-second street at 9 a. m.; West One Hundred and Twenty-ninth street at 9.20 a. m.; due in Albany at 6 p. m.; train to Saratoga at 7.05 p. m., due in Saratoga at 8.20 p. m. Fare on boat, one way, $2; excursion, $3; to Saratoga, $1.17.

The all-rail route is via the New York Central and Hudson River Railroad, trains leaving at 12.10 (night); 8.45, 10.10 a. m.; 3.30 and 7 p. m. Round trip tickets at trunk line rates, $5.60. Sleeper $1.50 extra, parlor car $1 extra.

In every case where a train is taken, members are urged to make certain that a certificate (not a receipt) is secured, so as to get the trunk line rate, which is a fare and one-third. It is absolutely necessary, in order to have this rate granted to the members of the N. Y. S. P. A., to have on the day of cancellation (Thursday, June 29) not less than one hundred certificates.

GEORGE N. WILLIAMSON DEAD.

George Norman Williamson, of the firm of D. D. Williamson & Co., manufacturing chemists, of New York, died in Rome, Italy, recently. His home was in Englewood, N. J. Mr. Williamson was born in Bound Brook, N. J., in 1853. He was a graduate of Columbia College, class of '73, and of Columbia Law School. He had also studied in Scotland, France and Germany. He was a member of the New York bar. He was interested in silver mining, and in 1880 he erected crushing mills in Colorado. Later he returned to New York and became interested in the chemical works of his father.

CAMPAIGN FOR PURE DRUGS.

New Jersey Board of Health Already Has $5,500 in Fines.

Considerable progress has been made in New Jersey regarding the enforcement of the pure food and drug law, which was passed in 1901. The Board of Health has been active in running down offenders, and $5,500 in fines has been turned over to the State.

The work is in charge of a separate department, with a chief inspector and four assistants. The work of testing is done by the State, and a few years ago an analytical laboratory was fitted up in Trenton. According to the last printed report of the State Board of Health the number of specimens examined in the laboratory for the year was 3,526, and the percentage of adulteration was found to be, in the case of foods, other than milk and its products, 36.9, and in the case of drugs, the percentage of adulteration was 43.7. The articles selected for examination were those most frequently adulterated.

Regarding the use of adulterants, which in the majority of cases are said to be harmless, R. B. Fitz-Randolph, director of the State laboratory, says:

"There are some important exceptions to this statement. Chemists and physiologists are not yet all of one mind regarding the use of preservatives to prevent decomposition, although the weight of authority seems to incline toward the view that, inasmuch as modern methods of sterilization have become so efficient and economical, that manufacturers have no difficulty in putting up goods which will keep in closed containers without the addition of any preservative, the use of these substances should either be prohibited altogether or permitted only in certain substances and with careful restrictions as to quantity."

The following table gives the number and kind of samples of drugs examined during the year:

	Above standard.	Below standard.	Total.
Acetanilid	1		7
Acid, boric	7	—	7
Acid, salicylic	8	—	8
Acid, tannic	9	1	10
Borax	7	—	7
Camph. Tr. Opium	4	4	8
Cold Cream	1	1	2
Comp. spts. ether	..	1	1
Creosote	6	1	7
Ether, sulphuric	3	..	3
Glycerin	4	3	7
Powdered opium	1	..	1
Oil of sweet almonds	21	8	29
Castor oil	11	..	11
Linseed oil	1	..	1
Pepsin, scale	7	..	7
Potassium chlorate	16	..	16
Sodium phosphate	5	2	7
Spt. camphor	11	2	13
Sweet spts. nitre	..	1	1
Tincture ginger	8	4	12
Tincture iodine	30	56	83
Tincture nux vomica	2	4	6
Tincture opium	12	48	56
Distilled water	1	..	1
Sodium chloride	2	..	2
Whisky	..	3	3
Totals	179	139	318

Percentage of adulteration, 43.7.

WILL PAY ORGANIZERS.

M. A. R. D. Executive Committee Decides to Hire Its Own Men.

ALL MONEY WILL HEREAFTER BE TURNED IN TO THE TREASURER OF THE ASSOCIATION.—N. A. R. D. NOT TO GET DUES UNTIL M. A. R. D. DUES ARE PAID IN FULL.—THE BRONX ORGANIZED.

At a meeting of the Executive Committee of the M. A. R. D., last Friday evening, the following important resolution was adopted:

"Resolved, That we engage four men to organize the districts, to collect the dues from the members at $8, and to remit this amount to the treasurer of the Metropolitan Association; that the secretary be hereby authorized to engage men to canvass and complete the formation of district organizations and that the compensation for such men be $2.50 per member, providing that the $8 dues are paid in full; that the work of organizing Greater New York by the Executive Committee be done in conjunction with the organizers of the N. A. R. D."

This action was taken after J. B. Duble, who was present by invitation, had stated that the twenty-four organizers employed by the N. A. R. D. were so distributed over the country that it would be impossible to send any additional men to New York.

The committee delegated to go over the books with Mr. Duble, among other things made the following recommendation, which was adopted:

"We also recommend that all sums collected after this date, May 12, 1905, be placed in the hands of our treasurer, and all persons making such collection shall report same with the name and address of the party from whom collection is made, at least once a week, and in case any person makes part payment to an N. A. R. D. organizer, in a sum sufficient to pay the $1 for the treasury of the Metropolitan Association and the $2.50 organization fee of the N. A. R. D., the said $2.50 shall be forwarded to the N. A. R. D. and the dues of such applicant to the N. A. R. D. be paid when he has paid his dues in full to to the Metropolitan Association."

The Bronx was organized, last Tuesday, with the following officers: President, A. H. Bischoff; vice-president, B. McKane; secretary, Mr. Minckler; treasurer, A. J. Silverman; trustees, John Goldwater, T. J. Schaaf, A. A. Jackson. About seventy-five members joined and paid up their dues.

CHEMISTS' LAST MEETING.

The last meeting of the session of the Society of Chemical Industry, New York Section, will be held at Chemists' Club, 108 West Fifty-fifth street, to-morrow evening, May 19. The following papers will be read: D. Wesson and N. J. Lane, "The Quantitative Analysis of Lard"; J. Merritt Matthews, "Influences of Various Scouring Processes on the Strength and Elasticity of Wool"; Walter S. Williams, "Valuation of Tannic Acid from the Point of the Dyer and Calico Printer"; Martin Schwitter, "Tin in Alaska."

CHEMISTS' BIG MEETING.

Annual Convention in London Will be a Brilliant One.

The provisional programme for the annual general meeting of the Society of Chemical Industry in London, July 10-16, inclusive, has been announced by the special committee of arrangements, and promises a convention of unusual brilliancy. The hospitality of the city of London will be offered by the Lord Mayor of London, in a special reception.

An exceptional event and rare privilege will be the holding of the annual dinner in the ancient Goldsmith's Hall, which takes place on July 12. There will be dining accommodations for only 170, but American visitors will receive first choice. An overflow dinner will be held at the historic hall of the Merchant Tailors' Company.

Among the places to be visited are the Royal Arsenal, Westminster Abbey, St. Paul's Cathedral, Tower of London, the Royal Mint, Warwick Castle, etc. The mayors of all the cities will offer their hospitality to the guests. Headquarters of the convention will be at Hotel Russell, and the business meeting will be held at the University College, London.

A. B. C. IN THE PALISADES.

The May 11th run of the Apothecaries' Bicycle Club was from Edgewater along the Palisades on the Alpine road to Palisades and to Sparkill where dinner was served. From there to Blauvelt, Orangeburgh to West Nyack, returning by way of Nyack and Piermont. The side of the road along the Palisades was completely lined with spring blossoms, violets in profusion, strawberry blossoms, Jack in the Pulpit, etc., while gardens along the Piermont-Nyack boulevard fairly teemed with white and pink lilacs and magnolias. The scenery was grand and thoroughly enjoyed, despite the drawbacks caused by several punctures, which minor accidents only served to lend additional zest. The members who participated in the run were Mr. and Mrs. G. Stolzenburg, Messrs. Geo. Leinecker, H. G. Ramsperger, Leon Wernert, W. F. Traeger, S. Faber and H. C. Jenkins.

The next outing will be May 18, to City Island. May 25, 26, 27 and 28 the club will make a four days' tour through eastern Pennsylvania; the route will be from Elizabeth to Easton, Allentown, Hamburg, Reading, Pottstown, Phoenixville, Valley Forge and Norristown, entering Philadelphia via the beautiful Wissahickon drive from the Andorra nurseries. June 15, 16 and 17 will be devoted to a tour to Lakes Mohonk and Minnewaska.

GASOLINE AFIRE IN STORE.

Syracuse, N. Y., May 16.—A clerk in the drug store of Cummings & Ferles, in James street, discovered a two-quart can of gasoline shooting flames in the basement. Mr. Cummings dashed several pails of water without putting out the fire. The alarm was turned in and when the firemen arrived, the cellar was so filled with smoke that the work was difficult. A gas jet nearby was turned on and also helped the flames. It is thought that the loss to the stock will be about $1,000 and to the building, about $50.

OPPOSE LIQUOR SELLING.

Manhattan Ph. A. is Satisfied to Have Stamp Tax Repealed.

BUT REVOCATION OF PHARMACISTS' LICENSE IS CONDEMNED ON PRINCIPLE. PRESIDENT ALPERS HAS STRONG VIEWS ON BOARDS OF PHARMACY AND HEALTH.—ANOTHER "HONOR ROLL" FOR DRUGGISTS.

Liquor-selling is not considered "clean pharmacy" by the Manhattan Pharmaceutical Association. Its members failed to join with the Kings County Society in asking the Governor to veto the Raines bill taking away the stamp privilege. This was after the association had already voted its support under a misapprehension as to the nature of the bill.

Secretary Swann brought up the matter, placing the blame for the repeal of the tax on the Central New York druggists. He said that the bill now before Governor Higgins not only does away with the stamp tax, but also provides that violation of the law shall be punished by forfeiture of the liquor license and revocation of the pharmacist's license for one year.

Discussion showed all the members to be opposed to liquor-selling and in favor of the bill. But the provision revoking the pharmacist's license was strongly condemned. On this objectionable feature alone it was thought advisable to oppose the bill. Felix Hirseman moved that the legislative committee be instructed to cooperate with the Kings County Society to defeat the bill. Another motion passed requesting the Eastern Branch of the Board of Pharmacy to ask the Governor not to sign the bill.

As the Board was then in session in the building, a recess of five minutes was declared. At the end of this time Secretary Swann returned from the Board room with the news that the bill before the Governor provided only for the repeal of the stamp tax, the objectionable provision as to revocation of license being part of another bill. The members looked blankly at each other, then solemnly reconsidered the motions, withdrew them and passed on to other business.

There was a fairly good attendance when President Alpers called the meeting to order. He announced the following committees: Legislative—A. C. Searles, Joseph Weinstein, C. V. Daggett; Finance—E. J. Emelin, A. Bakst, A. Baltzly; Trade Interests—H. H. Blomeier, C. H. Lowe, F. J. Congleton; Grievances—Chas. S. Erb, Chas. Grube, J. M. Pringle, Jr.; Membership—W. Falkiner, F. Wichelns, H. Avignone; Press—Thos. Latham, H. Spriggs, C. L. Nason; Entertainment—Fred Borggreve, R. Timmerman, W. H. Ebbitt.

Dr. Alpers then proceeded to read an interesting address on the conditions and requirements of the association. Touching on the formation of the M. A. R. D., he commended the greater activity of the N. A. R. D. in questions of national character. He said:

It is my firm belief that before many years have passed, the legislation regulating medicine and pharmacy will be vested in a national body, be it that a national department of health will be created, or that one of the existing departments will take charge of it. For this reason I believe that national associations should look ahead and be ready for action when this time arrives. The interest that the national associations took in the "Mann Bill" was one of the most hopeful signs of this foresight, and although our efforts were not crowned with success, we may be gratified at the fact that work of this magnitude and broadness was undertaken.

On the recent treatment that the druggists have received at the hands of the New York press, Dr. Alpers said: "It should be known to the press and to the public that our association upholds in the strictest way the purity of drugs and chemicals and that we are ready to do everything in our power to eradicate adulteration and substitution." On two important questions President Alpers spoke in part as follows:

It has long been the opinion of careful observers that the present Board of Pharmacy, created in an anomalous way and by different methods in different parts of the state, cannot fully serve its purpose, and however interested and devoted its members may be elements of dissension must necessarily arise. What we want in our Board are men of broad ideas, thorough knowledge, good practical experience, sound common sense, and above all, warm hearts and clean interests in the advancement of our profession. The election and nomination of these men should be uniform throughout the state. It should be in the hands of an organized central body, the New York State Pharmaceutical Association, and none but members of this association should have the right to elect. Every registered pharmacist in good standing should, by simply paying his dues, be entitled to membership in this organization, and none but registered pharmacists should form its membership.

A central organization thus constituted is much more apt to select the right man for the Board than local organizations or an unorganized crowd. Members of the Board thus selected should be pharmacists in active business, and none but such, and it would matter little from what part of the state they came. In thus delineating the method of electing members of the Board from a central organization, I do not wish to criticize in the least the existing conditions or the present members of our Board, who, I think, are all men of high character. The object is rather to put before you a definite programme, so that when the time for action arrives our minds are clear on this important subject.

The second question is that of representation on the Board of Health in the City of New York. It is the custom, as far as I remember, to appoint a Doctor of Medicine as the Commissioner of Health, and I believe this is done justly. But it is equally true that the health of this community is to a great extent dependent on the faithful service of the pharmacists. It almost appears to me like an imperative duty that the authorities in power should look to a prominent pharmacist as one of the members of this Board. We should ask this recognition from the authorities not as a privilege or favor, but as a right that they must give us by merit of our education and our position in the community. Let us therefore never lose sight of this one fact, that to gain recognition generally, to raise our profession, to elevate pharmacy, we must make education and knowledge the basis of all arguments.

Dr. Alpers was enthusiastically applauded. Treasurer Hitchcock reported a balance on hand of $45.85. An important matter brought up by Mr. Swann was the scheme of a certain company to print a list of druggists dealing in pure drugs in a forthcoming business telephone directory. For such a card a "nominal sum" is charged, which Mr. Swann said is $12. This was denounced as a hold-up scheme similar to that of a daily newspaper last fall. On motion of Mr. Diner the association decided "to put it's foot down hard," and instructed its Trade Interests Committee to show the company the error of its ways.

The question of having lectures by prominent men at the monthly meetings came up and was favorably received. On motion of A. Bakst, Dr. Geo. C. Diekman was unanimously endorsed as candidate for the Board of Pharmacy.

DRUGGISTS ORGANIZE.

Wheeling, W. Va., May 15.—The Wheeling Druggists' Association has been formed in this city. A board of directors has been elected, and the charter recently granted has been formally accepted. The association is capitalized at $10,000, and has a charter membership of forty. Following is the board of directors: John Coleman, Chatham Sinclair, W. C. Gordon, John Klariand, C. Bruce Dawson.

The directors will hold a meeting at an early date for the election of officers. The directorate includes the oldest and most experienced druggists of the city. The druggists here have been organized for many years, but the new association is far more reaching and influential.

FIRE DESTROYS DRUGS.

Boston, Mass., May 10.—About $10,000 worth of drugs went up in smoke early this morning in the wholesale drug establishment of Hoagland & Mansfield, 98 Canal street, which was destroyed by fire resulting from spontaneous combustion.

Jersey City, N. J., May 12.—The Bergen Point Sulphur Works, at Constable Hook Bayonne, were damaged $1,000 by fire. The blaze started in the millroom, and was due to the leak in one of the chambers of a sulphur vat.

Cambridge, Mass., May 15.—There was a slight fire in the castor oil works of C. F. Snitzer, 8 Thorndyke street, caused by an explosion.

NEW YORK NOTES.

—Henry Merz, of the Heller & Merz Co., New York, is dead at his home in Newark, N. J. He was formerly active in the chemical trade.

—Wm. L. Simmons has sold his drug store at 1102 First avenue, to A. Ackerman, formerly a clerk for Mr. Weber at Lexington avenue and Sixty-fifth street.

—George W. James, druggist, at One Hundred and Fifty-ninth street and Amsterdam avenue, has filed a petition in bankruptcy, with liabilities of $5,171, and assets of $4,677.

—James Van Antwerp, son of Garrett Van Antwerp, of the firm of G. Van Antwerp & Sons, Mobile, was in town last week with his two sisters and an elder brother. James has just graduated from the Philadelphia C. P., and will soon enter the firm.

—In the Schiller "Kommers," the centenary of the great German poet's death which was observed by the Association of Old German Students in America at Arion Hall on May 6, one of the greatest tributes was paid by Dr. Wm. C. Alpers. He gave interesting personal reminiscences of the centenary of the poet's birth in 1859, which was celebrated throughout Germany. During the Franco-Prussian war his companions on the battlefield would cheer their spirits by reciting Schiller's ballads.

GEO. E. THORPE RETIRES.

Has Served Syracuse R. D. A. For Five Years.

Syracuse, N. Y., May 15.—At a large and enthusiastic meeting of the Syracuse Druggists' Association, held Friday afternoon, Wayne B. Bissell was elected president, E. S. Dawson, Jr., vice-president, and Mrs. Marietta Harmon Greenland, secretary-treasurer. The Executive Committee will consist of L. F. Barker, George E. Thorpe and a third, to be chosen. The meeting marked the retirement of George E. Thorpe, who has been president of the association for the past five years. Mr. Thorpe last year accepted the office again only on condition that a new president be elected this year.

Mr. Bissell, who has served as vice-president of the association for several years, said:

"I am in favor of anything that will raise the profession in the eyes of the public and emphasize the fact that it is a profession. In this day of commercialism the professional side is too often lost sight of. We should remember that pharmacy is a profession."

During the five years of Mr. Thorpe's administration, the price of proprietaries has advanced, the department stores have fallen in line and everything they sell in the line of medicines or toilet articles brings the same price as that obtained by the druggists. It took a strong fight before they would live up to the schedule, but they finally came to time. It was during the presidency of Mr. Thorpe that the famous cut-rate war was waged, in which the Syracuse druggists were successful. Another important accomplishment was the organization of the drug and general stores in the surrounding country. All have finally joined the procession and jealousies have practically disappeared.

At the meeting Friday, Dr. Curtis, of Kirkville, and Mr. Culver, of Warners, were present, and urged the association to continue the work of interesting the country druggists and storekeepers.

A hard problem to solve is being considered by the association. A prominent manufacturer in the city has been sending out cards stating that the recipient, by taking the card to one of the stores in town, can get a bottle of the medicine at 48 cents. The regular price of the medicine is 90 cents. While the cut is made temporarily, for advertising purposes, the other druggists think it is unfair to them to have one druggist sell for 48 cents what they are obliged to ask 90 cents for. A committee will investigate and look into the situation.

SYRACUSE NOTES.

—John Binning, the Syracuse druggist who recently went into bankruptcy, has taken a position at Watertown.

—Stolz Bros. have redecorated and refitted their new drug store in the Bastable block. A door has been cut through, leading into the Bastable Theatre.

—George E. Thorpe, former president of the Syracuse D. A., has sent out letters to the druggists in central New York, urging them to join the State Pharmaceutical Association.

—The Syracuse Chemical Society has elected the following officers: President, J. D. Pennock; vice-president, Prof. E. N. Patte; secretary, Prof. H. Monmouth Smith; treasurer, Dr. John A. Matthews; counsellor, W. M. Booth.

—Asked about the proposed investigation by the State, of syrups used in the making of soda water, Geo. E. Thorpe, former president of the Syracuse Druggists Association, said that nothing but genuine fruit juice has been used by Syracuse druggists for many years and no chemicals are used.

—Harry L. May, of this city, has brought suit against William A. Goodin, a well-known druggist, to recover $1,000. He alleges that he asked for spirits of nitre for his wife, and what was given him turned out to be nitric acid. He says her throat was severely burned and he was put to great expense for medical treatment.

OUT AFTER DOCTORS.

Italian Ph. A. Would Stop Illegal Prescription Compounding.

The Italian Pharmaceutical Association decided at its meeting, Friday night, to push vigorously the campaign against physicians who have prescriptions compounded by unregistered pharmacists and without a drug store license. To this end additional letters of protest were sent to the Board of Pharmacy and the County Medical Society and letters were also sent to the local associations, asking for their co-operation.

"The state of affairs to-day is simply outrageous," said President Frank Avignone to an Era reporter, and our association has the evidence to put a stop to it, if the Board will help us. Not only do these doctors put up prescriptions without a license, but they charge extortionate prices. Frequently the bottles are not labeled, not even when they contain poison. These swindlers will charge a woman 75 cents for an eye-medicine and send her to a druggist to buy the dropper! It is intolerable. We can do much if the other local associations will co-operate."

The association endorsed the candidacy of Dr. Diekman for the State Board of Pharmacy.

DEATH OF DR. HENOTTE.

Lowell, Mass., May 15.—Dr. Constant Henotte, a well-known physician and druggist of this city, died here last week. He had been ill for several years. Dr. Henotte came to this city from Canada, thirty-seven years ago, and had made his home here ever since. He opened a drug store at Merrimack and Cabot streets, twenty-two years ago. He built up a prosperous business and some of the best known French pharmacists in the State have been in his employ during the past twenty years. During the first ten years of his residence in this city, Dr. Henotte was in active practice. His charity was wide. He never refused his services to the poor.

Dr. Henotte was born in 1844 in Cesaire, Que. He was educated at the College of St. Marie de Monnoir and at the Montreal School of Surgery. Dr. Henotte was a member of many well-known French societies. The funeral was held last Monday, from the St. Jean Baptiste Church.

MEDICO-CHIRURGICAL COLLEGE.

Philadelphia, May 13.—Examinations have been finished in every department of the college, and the graduates will next assemble at the meeting of the Alumni Association, on May 25. On the following day there will be a rehearsal of the graduates at the Academy of Music, in the morning, followed by Class Day exercises in the afternoon and the alumni banquet in the evening. Commencement will be held on May 27, at noon.

Samuel R. Ewing, of the class of '04, has been appointed an apothecary for the government at Panama, and has started for Colon to commence his duties.

The last action of the College Branch of the Y. M. C. A., will be to appoint delegates to the student conference at Northfield, Mass., in July next.

Harvey E. Kendig, adjunct professor of theory and practice of pharmacy, graduated with honors in the department of medicine, this year.

AIDS YOUNG PHARMACISTS.

Harrisburg, Pa., May 15.—The Pennsylvania State Board of Pharmacy announces three additional dates for examination for the certificate of licensed pharmacist. This is on account of the new pre-requisite law which goes into effect January 1, 1906. The Board wishes to make it possible and convenient for all persons who will be affected by this law to have an opportunity for examination and registration. The dates chosen are: At Williamsport, Wednesday, July 12; at Philadelphia, Saturday, October 14 and Saturday, December 30. Applications should be made to Charles T. George, secretary, at least ten days before the date of examination.

DELAWARE CO. DRUGGISTS' SCHEDULE.

Chester, Pa., May 12.—Believing that they were getting prices far below those asked by druggists in other cities and towns, the druggists of Delaware county have just adopted a revised price schedule, which covers the prices of prescriptions as well as patent medicines.

PENNSYLVANIA NOTES.

—H. L. Taylor & Co., who recently sold out their pharmacy at Scalp Level, have purchased a new store at Windber.

—A. A. Gartland, of Steelton, has removed his pharmacy to larger quarters across the street from the old stand.

—Owing to the increase in their soda business, Harvey & McDonald, of Kennett Square, have found it necessary to instal a new Green polar system fountain.

—The handsome new store of W. S. Young, at Coatesville, will be ready for occupancy by the latter part of May. He has been located in temporary quarters for several months.

—I. I. Peiffer has purchased the drug store of Addison Bower, one of the oldest in Myerstown or vicinity, and has made many improvements in the establishment. Mr. Bower will retire from active business.

—W. J. Sturgeon, Kittanning, Pa., has just moved into a new room and has put in a complete set of new mahogany fixtures and a new soda fountain, making one of the handsomest stores in western Pennsylvania.

MARYLAND C. P. ALUMNI.

Hold Annual Banquet, Listen to Addresses and Elect Officers.

Baltimore, May 13.—In accordance with established custom, the Maryland College of Pharmacy Alumni Association held its annual banquet and election of officers, last evening, the day before the annual commencement. One of the dining rooms of the Eutaw House had been handsomely decorated for the occasion and an elegant menu was served. John A. Davis, a druggist of this city, presided, and J. Emory Bond, connected with the Baltimore branch of Parke, Davis & Co., acted as toastmaster. Acting Mayor George R. Gaither, president of the Second Branch of the City Council; Councilman George Stewart Brown, and Prof. H. M. Whelpley, of the St. Louis College of Pharmacy, were the guests of honor, and delivered brief addresses, which were happily introduced by Toastmaster Bond. Among the diners were the following:

Profs. Charles Caspari, Jr., Henry P. Hynson, R. Dorsey Coale, D. M. R. Culbreth, William Simon and Daniel Base; Dr. A. R. L. Dohme, John A. Davis, Ernest E. Quandt, C. C. Neal, Fuller Nance, Franz Naylor, Joel J. Barnett, C. H. Wolf, Ephraim Bacon, Louis Schulze, Dr. A. F. Ries, Dr. Charles A. Brack, W. E. Brown, H. A. Brown Dunning, G. Woltereck, Dr. A. J. Corning, Dr. John Neff, David R. Millard, Leroy Oldham, Eugene DeReeves, C. L. Wich, Dr. H. McGlannan, M. F. Woll, John F. Hancock, J. W. Westcott, F. C. McCartney, Dr. W. F. Rehberger, H. L. Troxell, C. V. Emich, John C. Muth, John S. Muth, Charles H. Ware, W. C. Parkhurst, Dr. John T. King, J. H. Farrow, Dr. Mercer Brown.

A feature of the proceedings at the banquet was the humorous recitations of Leroy Oldham, who is connected with the H. B. Gilpin Company. At the business meeting, the following officers were elected: President, Franz Naylor; vice-presidents, Ephraim Bacon, C. M. Hornbrook; secretary, H. L. Troxell; treasurer, J. W. Westcott.

THOMAS & THOMPSON MOVE.

Baltimore, May 11.—Thomas & Thompson, the retail druggists, who since the great fire have been at the southwest corner of Charles and Mulberry streets, the old stand occupied by the late Adam Gosman, last Monday resumed business at their old place on the southeast corner of Baltimore and Light streets, in the magnificent six-story building erected for them. As stated in The Era, the furniture and fixtures are all of mahogany, with brass trimmings, in the Empire style, while the shelves and show cases are of plate glass. To the left of the entrance is the beautiful large soda water fountain of onyx, with its silver-plated trimmings and other features that appeal to the eye. The fountain is one of the largest in the city and highly artistic. The members of the firm received numerous congratulations and various floral tributes, among them a big horseshoe, on getting back to the burnt district. Baltimore street is rapidly resuming its old-time appearance of activity.

BALTIMORE NOTES.

—George Way is to open a retail drug store at North avenue and Washington street.

—John J. Rose, of Westminster, Md., and John Donald, of Sykesville, were among the out-of-town druggists on a visit here last week.

—Druggist Fred Ulman, of Druid Hill avenue and Biddle street, has gone on a visit to his old home in Salisbury, Md., and will be absent about one week.

—The pharmacy of J. L. Mayer, Pennsylvania avenue and Wilson street, was disposed of at auction, last week, the stock and fixtures being sold in lots.

—Among the visiting druggists here last week was D. L. Miller, of Waynesboro, Pa., who is enlarging his pharmacy by building an addition 20 by 80 feet, which will make the establishment one of the most spacious, as well as attractive, in the town.

—A. M. Hance, of Hance Bros. & White, Philadelphia, last Saturday reopened his country place, near Centreville, on the eastern shore of Maryland. From now on until the fall he will pay frequent visits to the farm, enjoying there fishing and other diversions.

—Thomas & Thompson expect to move into their spacious, handsome new store at the southeast corner of Light and Baltimore streets, on Saturday of this week. All the fixtures and furniture have been installed. The firm will be ready for business in the new location on the following Monday morning.

—Among the visiting druggists last week were: Mr. Smith, of the Union Drug Company, of Union, S. C.; C. S. Henry, Cambridge, Md.; Mr. Nalle, of Raccoon Ford, Va.; C. P. Kemp, of Stevensville, Md.; Frank Henry, of the Williams Manufacturing Company, Cleveland, O., and E. A. Zeitler, Havre De Grace.

—Baltimore will be represented in the contests of the National Drug Trade League in New York, by Messrs. L. W. Davis, George Armour, G. R. Coulston, W. Smuck, H. Smuck, George Wickham, Henry Brauer, Mr. Jahries and Henry Kornmann. Among this delegation are the best bowlers in the local organization, and they are confidently expected to give a good account of themselves.

—George L. Muth, senior member of the wholesale drug firm of Muth Bros. & Co., who was taken suddenly ill at the firm's establishment, last Saturday, one week ago, has almost entirely recovered. The attack, however, kept him away from business all the week, and he is still prevented from being at his desk regularly and continuously. It is probable that he will take a short trip to hurry entire convalescence.

DRUGGIST SHOT AT BURGLAR.

Boston, Mass., May 10.—William H. Weed, proprietor of the Gibson Pharmacy, at the corner of Parkman street and Dorchester avenue, discovered a burglar trying to enter his premises early to-day, and fired a revolver shot at him. The intruder fled, and as he did not leave any trace of blood, the inference is that the druggist's aim was bad. The burglar was evidently a professional, as he left behind an extensive outfit of tools.

NOW A DOCTOR.

Prof. Caspari Receives Silver Service and an Honorary Degree.

Baltimore, May 13.—Honors were showered upon Prof. Chas. Caspari, Jr., dean of the faculty of pharmacy and for twenty-five years connected with the Maryland College of Pharmacy, this week. Last evening his friends and well-wishers took occasion, at the annual banquet of the Maryland College of Pharmacy Alumni Association, to present to him, in commemoration of his twenty-sixth anniversary, a handsome silver service of eight pieces. The presentation and banquet took place at the Eutaw House, where the college alumni had gathered to the number of about seventy-five, and the recipient was taken completely by surprise, which feeling was heightened by the unexpected presence of his son, Prof. Charles E. Caspari, who occupies the chair of chemistry at the St. Louis College of Pharmacy. The son's coming had been kept from the father, so that he did not know of the young man's arrival until he was escorted into the banquet hall and assigned to a seat at the head of the table. Not until then did he begin to suspect that something unusual was contemplated, and he plainly showed the emotion he felt. Prof. William Simon made the presentation address, congratulating his former colleague on the college faculty warmly on his long service to the institution. Professor Caspari replied briefly. On the tray of the service is the inscription: "Presented to Professor Charles A. Caspari, by the Alumni and Members of the Maryland College of Pharmacy, May 12, 1905."

At the commencement of the University of Maryland, Department of Pharmacy, and the Medical School, this evening, in the Lyceum Theatre, the honorary degree of doctor of pharmacy was conferred upon Professor Caspari, by the provost of the university, Bernard Carter, in the name of the regents. Mr. Carter, who is one of the foremost lawyers of the city, said: "It is not the custom of the Maryland University to confer degrees honoris causa, but owing to the eminence which Dr. Caspari has achieved in his profession, the regents have deemed it wise to confer upon him, honoris causa, the degree of doctor of pharmacy."

TENNESSEE PH. A. TO MEET.

Nashville, Tenn., May 15.—The twentieth annual meeting of the Tennessee Pharmaceutical Association, will be held at Bon Aqua Springs, July 19, 20 and 21. The rate of $1.50 per day each, for two persons in a room, has been granted by the hotel management. The Entertainment Committee has outlined an elaborate programme and it is expected that this will be the biggest and best meeting in the history of the association. It is expected that the usual railroad rate of one and a third on the certificate plan will be granted.

KILLED BY MORPHINE.

Clarksburg, W. Va., May 12.—George Jackson Criss, a Pike street druggist, died in the Kessler Hospital here, from an overdose of morphine.

"99" IS ONLY 33 SODA.

So Saloonkeepers Want Liquor Laws Enforced Against Druggists.

Indianapolis, May 15. Saloonkeepers at Muncie, Indiana, have effected an organization, the purpose of which is to see to it that the liquor laws which operate against them shall be made effective against certain druggists of that city, whom they charge with selling intoxicating liquors at soda fountains at all hours, and having a particularly large sale on Sunday, the day when saloons are kept fast closed. The saloonkeepers say that a drink which bears the local name of "99" has become so popular in one of the leading drug stores of the place, that for the past three or four Sundays thirsty crowds fought for places at the soda fountain. This drink is said to be nothing more than a high-ball with soda water as the "fizz." Veteran drinkers have discovered that it is a great improvement over the ordinary commercial high-ball dispensed at the saloons. Saloonkeepers say that under the present strict enforcement of the law, and the popularity of the soda fountain high-balls, their receipts have fallen off at least 20 per cent.

HIT BY CIGARETTE LAW.

Druggists Lose Trade on Restricted Sale of "Coffin Nails."

Indianapolis, May 15. The Indiana anti-cigarette law has practically stopped the sale of "coffin nails" in this State. In towns and villages and in most the cities this trade was in the hands of druggists, and the loss of these sales under this law has in many cases been considerable, nor has this loss been made up by any corresponding increase in the sales of cigars, smoking tobaccos and pipes. Strenuous efforts are being made in Indianapolis and other cities to bring test cases before the courts. It is believed that the final court will decide the law unconstitutional.

INDIANA NOTES.

—Harry Maddox, a well-known druggist at Hartford City, Indiana, was terribly burned while dissolving a quantity of carbolic acid in a can, and may lost his sight. The lid came off and the fiery liquid was thrown over his face. His neck, shoulders and arms were also burned.

—Footpads have been unusually active in Indianapolis during the past three weeks and the latest victim is Clyde Bowers, a drug clerk in Schaller's Pharmacy, in Brightwood, an Indianapolis suburb. He gave up $6.75 in cash, but saved a valuable diamond ring by vigorous yelling, while the footpads were trying to pull it off his finger.

CANCER KILLS DRUGGIST.

Homer, Ill., May 14.—F. M. Smith, a well-known druggist of this city, is dead of cancer of the stomach. He is survived by a son and daughter.

Mr. Smith was one of the oldest residents of Homer. After living here for several years, he went to Danville in 1863, but returned in 1877 and bought the drug store run by H. C. Shaw and W. Miller.

AFTER THE "DRUG TRUST."

Another Inquiry to be Set on Foot by Federal Authorities.

Chicago, May 15. It is reported here that the Federal authorities have determined on an investigation of the drug trade, after the completion of the present inquiry into the packing industry. Attorney-General Moody, it is asserted, has practically outlined the course of the prosecution and secret service men are getting evidence.

ALLAIRE, WOODWARD & CO.'S FIRE.

Chicago, Ill., May 12.—Fire completely gutted a four-story warehouse belonging to Allaire, Woodward & Co., manufacturing chemists, of Peoria. It is estimated that the loss on building and stock is about $25,000, and is fully covered by insurance. The contents of the warehouse were crude drugs and finished products, many of the packages burned being rare drugs from the Philippines and other far-Eastern islands.

H. J. Woodward, vice-president of the company, said that he had no idea how the fire originated, and that he did not anticipate any delay in the company's ability to fill orders. New supplies of stock were ordered by telegraph while the fire was still raging.

SOCIAL DRUG CLUB BOUTS.

Chicago, May 10.—The Social Drug Club was presented, at its last meeting, with a gavel made from a pestle and mortar and emblematic of the profession, by William Bodemann, acting as spokesman for the Veteran Druggists' Association. On May 5, the club held a smoker in the club rooms of the Sherman House, nearly two hundred guests being present. The programme included a vaudeville entertainment and two boxing bouts, the first of which, according to Secretary Schaper, was described as an "opener." The other bout closed the "affair." One of the participants in the latter was John Krone, a retail druggist, who weighs about three hundred pounds. The contest was not decided. An outing is being planned to take place some time in June.

The officers of the club are Iver L. Quales, president; W. W. Klore, F. E. Falkenberg and George W. Mathison, vice-presidents; Jos. F. MacDonald, treasurer, and Henry F. Schaper, secretary.

CHICAGO NOTES.

The druggists' association known as the Hyde Park Club, is for a schedule of prices. The officers of the club are W. Bodemann, president; F. J. Schulte, secretary, and Jos. Grubb, treasurer.

Frank I. E. Gauss, formerly secretary and sales manager of Searle & Hereth Co., manufacturing pharmacists of this city, has been appointed manager of the western sales department for Eli Lilly & Co., Indianapolis. He entered upon his new duties May 1.

—S. B. Hartman, of the Peruna Drug Mfg. Co., has filed a bill in the United States Circuit Court, in which he seeks to restrain the Public Drug Co. from selling his goods or mutilating the wrappers or labels on the bottles. He claims the company violates a contract and sells goods at reduced prices.

John Parsons, for many years a druggist at 194 Thirty-first street, this city, is dead from heart failure, aged seventy-five years. Mr. Parsons was one of the druggists who was burned out in the great fire of 1871. He was a member of the Ellsworth Zouaves and of the first Chicago Board of Trade. His remains were taken East for burial. The store he owned for so many years has been purchased by W. K. Forsyth.

FORMULA BILL KILLED.

Retail Trade Wins Its Fight Against So-Called Noble Bill.

Madison, Wis., May 13.—Wisconsin has escaped a formula law for at least two years. This is the result of the action of the State Senate in finally killing the so-called Noble bill, which provided that the formula of all patent and proprietary medicines, containing certain specified ingredients, should be printed on the outside wrapper. The bill was fathered by a physician, and had the support of the physicians of the State, as well as that of the State Board of Pharmacy. Some members of the Board, however, are interested in a manufacturing concern that puts the formula on all its preparations by choice. The retail trade was unanimous against the bill and was heartily supported by the large manufacturers and the newspapers. When the bill came up in the Senate the opposition was so strong that it was not allowed to go to a third reading.

SPENCE-M'CORD CO.'S FIRE.

La Crosse, Wis., May 10.—The Spence-McCord Drug Co. lost its stock by fire May 4. The stock was $140,000, and there will be little salvage. The company carried insurance of $67,000, and will continue in business, and probably on the same site as soon as the building can be restored. The building was owned by the Hixon estate, and was worth $17,000.

The fire was caused by the sparking of imperfectly insulated electric wires. An electrical storm is believed to have been the primary cause.

The Spence-McCord Co. was recently formed by the combining of the McCord Drug Co. with T. C. Spence Drug Co. The McCord Co. was one of the oldest wholesale houses in the Northwest, and the consolidation made the house one of the strongest.

DRUGGIST'S SWIFT CAREER.

Grand Rapids, Mich., May 13. Wm. J. Retans, formerly in the drug business at South Haven, is now in jail at Paw Paw, awaiting trial. His career runs as follows: Once convicted of violation of local option law, again arrested on charge of two similar violations of law, arraigned in Circuit Court, plead "not guilty," bonds furnished, jumped his bail, bondsman proved worthless, apprehended in Chicago and brought back for trial.

OLD DRUGGIST DEAD.

Streator, Ill., May 14.—Robert S. Grier, for many years a druggist in this city, is dead. He died at Red Bluff, Cal., where he had gone to recuperate. He came here from Lexington, Ill.

NO CONVICTION.

Case Tried Three Times at Instigation of Board of Pharmacy.

St. Paul, Minn., May 15. B. W. Moore, of the Cash Supply store at Stewartsville, was arrested as the man responsible for the illegal sale of two bottles of strychnine by his two women clerks, and for which one of the latter was tried and acquitted, while the case against the other was dismissed. The trial of Moore took place before the City Justice at Rochester, the county seat of Olmsted County, in which Stewartsville is located. The jury took the case at 9:45 p. m., was out sixteen hours and disagreed. Then came another trial with a new jury, the State getting five more witnesses. In less than two hours a verdict of acquittal was reached. The jury's conclusion was that Mr. Moore was not the head of the firm, and as he did not make the sales or order them made, he was not responsible. This is the third blackeye (not meaning to imply that it is Argus-eyed) the State Board of Pharmacy has received in the Stewartsville case.

CLERKS DISCUSS JOURNAL.

St. Paul, Minn., May 12. The Minnesota Drug Clerks' Association held a meeting at the Windsor Hotel, this city, recently. The principle business disposed of was the matter of the annual picnic and the question of establishing a monthly paper. A committee was appointed to arrange for the picnic, which will be an elaborate affair, and take place in June or July. It was decided to publish a monthly devoted to the interests of the association. The first number will appear Sept. 1. The choice of an editor has not yet been made, nor has the printing yet been arranged for.

MINNESOTA MENTION.

—Martin Larson has left E. Peterson and has bought the J. Hanson drug stock, of Superior, Wis., which he will remove to Duluth.

—Frank Yost has become night man for the Dillin Drug Co., Minneapolis. He was formerly in business at Twenty-second street and Hennepin avenue.

—John P. Davidson, George W. Bruner and Katharine Davidson, of Minneapolis, have incorporated the Red Cross Chemical Co., the capital stock being $50,000.

—The St. Paul R. D. A., at its April meeting, considered the matter of imposing a minimum charge of ten cents for ice cream sodas this season. Most of the members favor the increase and the change will take effect immediately, if the trade generally favors it.

—Julian Noyes Kirby, member of the wholesale drug house of Noyes Bros. and Cutler, St. Paul, was thrown from a horse at Western and Dayton avenues, a few evenings ago. The steed became unmanageable at Chatsworth street shortly after Mr. Kirby had left the Town and Country Club grounds, and after running over a mile, threw his rider off. Mr. Kirby received a scalp wound and was taken home after his injury had been dressed. He was not seriously hurt.

—The Mansur Drug Co. has at last opened its new store at Seventh and Robert streets, St. Paul, and the claim that it would beat anything of the kind in the Northwest, is borne out by the event. The store has the advantage, too, of occupying one of the busiest corners in the city. Robert Mansur, the proprietor, has hitherto been in business in Minneapolis, but has now centered all his interests in St. Paul. He offered prizes for the first customers, for the first gentleman, a $5 box of cigars, and for the first lady, a $10 bottle of perfume.

—Thomas Voegeli, president of the N. A. R. D., is a victim of labor differences. The remodeling work of the Nicollet avenue store of Voegeli Bros. Drug Co., in Minneapolis, has been delayed by the hanging up of plumbing work through friction between plumbers and their employers. The new fixtures for the store are being manufactured, and it is hoped to have things in shape for their prompt instalment by the time they are finished. The Washington avenue store of this company is also being transformed. Like the other store, it will have a new fountain of elaborate design and an entire new complement of fixtures. There will be an individual department devoted to candies.

TO HONOR PROF. GOOD.

St Louis, May 15. The preparations for the testimonial for Prof. Q. M. Good, May 18, the thirtieth anniversary of his election as a member of the St. Louis C. P., are about completed. Many former students of the college will gather for the event, which is under the management of the A. A. Appropriate presents will be given Prof. Good, and a memorial in the form of a portrait will be presented the college. The plan originated with the members of the class of '75.

WANT CHEAPER LIQUOR BLANKS.

Winfield, Kas., May 15.—The Cowley County Commissioners have been asked by the local representatives of the National Association of Retail Druggists to have the price of the application books for selling liquor reduced. It was until recently $1, but a change was made to seventy-five cents, after a committee waited on the county clerk. The law fixes the cost at just what the book costs the clerk with a fee for his affidavit.

GOT THE GOODS ANYHOW.

Kansas City, May 12.—A man went to Edward W. Shepherd's pharmacy, No. 405 Montgall avenue, yesterday and asked the clerk to sell him a bottle of whiskey. The clerk refused.

"Well, I'll get it, anyway," said the man, as he left the store.

This morning the police were notified that a window in the rear of the store had been broken, and that three bottles of whiskey had been stolen.

COCAINE VENDOR FINED.

Kansas City, May 15.—Dr. E. K. Fort, a druggist at Fifth avenue and Central street, was fined $50 in Police Court for selling cocaine without a prescription. A witness testified that he had purchased the drug regularly at his store.

BIG MEETING EXPECTED.

Annual Dues Pouring in on St. Louis R. D. A.—Sunday Closing Question.

St. Louis, May 15.—Officers of the St. Louis R. D. A., are expecting the meeting to be held this week to be the best in the history of the association. It is the end of the fiscal year, and the annual reports will be read, the Sunday closing situation discussed, and several other matters of local interest taken up. The manner in which annual dues for next year have been coming in, has been a surprise to even the warmest advocates of the $12 a year proposition, and it seems that the dinner proposition is going to be a winner.

The threat of the police commissioners to close the drug stores has worried many of the merchants, since they have seen how completely the saloons have been closed, but those who are close to the throne believe the threat will never be carried into execution.

Secretary Koch's annual report will include mention of the two schedules, the increased collection of dues under the new organization plan and will show the association to have paid $200 on its current year dues to the N. A. R. D., and to have nearly $400 in the treasury.

MISSOURI PH. A. MEETING.

St. Louis, May 12.—The Missouri Pharmaceutical Association will hold its twenty-seventh annual meeting at Pertle Springs (Warrensburg), beginning Tuesday, June 13, and closing Friday, June 16. The Missouri Pacific Railway, on which the meeting place is located, has made a rate of one fare to Warrensburg, plus fifty cents for the round trip to Pertle Springs. Tickets are on sale beginning Monday, and are good returning as late as Saturday. The fare for the round trip from St. Louis will be $7.01. The rate at the hotel is $2 per day. J. V. Murray is local secretary.

L. A. Seitz, chairman of the Committee on Entertainment, promises that the programme will be "the best yet." The Missouri Pharmaceutical Travelers' Association will meet on Thursday, and the chairman of their Entertainment Committee, H. J. Stolle, is working with the M. Ph. A. chairman.

Ex-President Charles L. Wright will bring up the problem of pharmacy legislation in Missouri and candidates will be nominated for the Missouri Board of Pharmacy. Monday, at 9 a. m., the Board will hold an examination at Pertle Springs. The secretary is G. W. Carmack, of Plattsburg.

Griserin Price List.

In the advertisement of the American Griserin Works, on another page, is given a complete price list, of Griserin cachets, Griserin cum Tannalbin cachets and Griserin powder. The American Griserin Works, 108 Fulton street, this city, are the sole agents for America, and they say that druggists will have many prescriptions for Griserin, as it is being brought to the attention of the medical profession all over the country. They want every druggist to become familiar with Griserin and ask you to write to them for booklet.

AMONG THE COLLEGES

BUFFALO'S DAY.

Graduates Received Diplomas and Advice, and are Banquetted.

Buffalo, May 10.—Thirty six graduates of the Buffalo College of Pharmacy received the degree of bachelor in pharmacy at the commencement exercises held in the Teck Theatre last Thursday morning. Degrees were also conferred upon the graduates in medicine and dentistry, of the University of Buffalo, of which the College of Pharmacy is a department.

The candidates were presented by Dr. John R. Gray, secretary of the school, to the Vice-Chancellor, Prof. Charles P. Norton, who conferred the degrees. Dean W. G. Gregory announced that Ray V. Agrelius, an honor man, had won the W. H. Peabody prize of $50. The other names on the senior honor roll were: M. Frank, H. Kenny, Edgar H. Lincoln, William G. Overocker and Wm. D. Hulse. Junior honor roll: L. R. Dunfee, Hattie M. Seeley, Roselle W. Blackney, Moses H. Goodwin and Pierre B. Merrill. Following is a list of the graduates: Ray Vincent Agrelius, William Adsit Bryant, John Buettner, Joseph Henry Callahan, Joseph T. Wesley Coble, Wilber Ray Davis, Arthur G. Drake, Bert Henry Gifford, James Bernard Harrington, Max Himelfarb, George Daniel Hull, William Dikeman Hulse, Charles William Janke, Mary Evangeline Kelly, M. Frank H. Kenny, Ernest Lambert, John Leffler, Edgar Howard Lincoln, Charles Theodore Mann, Hubbard J. Meyers, Benjamin Francis Miles, Gates Markham Minckler, William G. Overocker, Eugene Ashley Putney, Walter Scott Redfield, Harald F. Rising, William Andrew Robison, Edward P. Ryan, Frank Whitney Shaw, J. Lee Sherlock, Edward W. Shinners, Howard A. Stover, Otto Ernest Tannhauser, Thomas Elba Tefft, Theodore Floyd Young, Elmer E. Zacher.

The diplomas of Messrs. Agrelius, Buettner, Janke, Miles, Hulse and Redfield, were withheld on account of the candidates being under age. The degree of Phar. M. was conferred upon Homer E. Dyke, of Port Angeles, Wash. The address to the classes was made by Rev. Richard Earle Locke, of this city.

In the afternoon the Alumni Association held its seventeenth annual meeting. Dr. Henry G. Benz presided and welcomed the graduating class to membership. Albert P. Sy, an inspector of ammunition in the U. S. Army, gave a short lecture on smokeless powder, illustrated by several interesting experiments. He was followed by Prof. Herbert M. Hill, who addressed the meeting on the "Adulteration of Food and Drugs." The result of the election of officers was: President, E. B. Walker, '92; Vice-Presidents, R. C. Miller, '01; J. T. W. Coble, '05; Miss Mary E. Kelly, '05; Secretary, William E. Lemon, '99; Treasurer, Charles H. Gauger, '90; Historian, M. L. Allbright, '00; Executive Committee—William C. Achilles, '01; John C. Peterson, '99, and H. J. Meyers, '05.

In the evening a banquet was held in the Niagara. The program included the following toasts (Dr. Henry G. Bentz acting as toastmaster): "The University," John B. Olmsted, "The Value of Preliminary Education," Arthur Detmers; reading, Mrs. Burton S. Fletcher; "The Lost Art of Prescribing," Dr. Wm. C. Krauss; "An Outsider's View of Pharmacy," (response in verse), Frank Hyatt Smith; reading, Mrs. Burton S. Fletcher; "Class of '05," Edgar H. Lincoln, and "Following the Gleam," Rev. Richard E. Locke.

CLEVELAND'S COMMENCEMENT.

Cleveland, O., May 12.—In conferring degrees at the graduation exercises of the Cleveland School of Pharmacy, last Friday evening, President L. C. Hopp, for the board of trustees and faculty, bestowed upon Eugene R. Seizer, the honorary degree of pharmaceutical chemist. Mr. Seizer, now vice-president of the school, was the first student to be enrolled at its organization, twenty-three years ago, and on graduation he was awarded a certificate of proficiency, which was then given instead of a diploma.

The exercises took place in the Assembly Hall of the Hollenden Hotel. The programme included an address of welcome by President L. C. Hopp, presentation of graduates by Joseph Feil, conferring the degrees by president, awarding of prizes, and the graduation address by Rev. Dr. Harris R. Cooley, director of charities of Cleveland. Six students out of a class of twenty-one who entered three years ago, received the degree of Ph. C. These were George L. Bader, N. F. Dwyer, B. E. Hunt, E. M. Mandel, N. D. McDonald and Otto E. Muhlhan.

The prizes awarded were two membership privileges in the A. Ph. A., Otto Muhlhan receiving one for the best record in practical pharmacy, and N. D. McDonald the other, for the best final examination in materia medica. Mr. Muhlhan was also awarded the prize membership in the Cleveland School of Pharmacy for the best record in materia medica specimens, and Mr. McDonald the Eugene R. Seizer microscope for the best general average in materia medica and microscopy.

At the close of the commencement exercises, a banquet was tendered to the graduates by the board of trustees, members of the faculty, and alumni.

UNIVERSITY OF MICHIGAN.

Ann Arbor, Mich., May 10.—Benjamin L. Murray, B. S., '97, accompanied the remains of his mother, who died in Florida, to Ypsilanti, Mich., where interment took place. On his return to New York, he called upon his former teachers and other friends at Ann Arbor. Mr. Murray is chemist and bacteriologist for Merck & Co.

Fred J. Frueh, Ph.C., '03, is chemist with Walter K. Schmidt Co., analytical chemists, Grand Rapids, Mich.

Dr. J. O. Schlotterbeck has promised the student making the best record in pharmacognosy a membership in the A. Ph. A.

F. I. Hard, Ph.C., '02, is a member of the firm of B. O. Randall & Co., Clinton, Mich.

F. J. Klocke, Ph.C., '03, is senior prescriptionist with A. B. Collins & Co., Charlotte, Mich.

Rafael del Valle, Ph.C.,'01, of San Juan, Porto Rico, is the author of an article on "The Preliminary Comparative Study of the Chemical Composition of Milk." The article appears as Bulletin No. 5, and is issued by the Office of Health, Charities and Corrections of Porto Rico.

R. J. Nisbet, '96, formerly manager for the R. A. Shaw Drug Co., San Marcial, New Mexico, is now manager of the sick-room and medical supplies department of the Central Drug Co., Detroit.

R. J. Colgrove, B. S., '03, is division superintendent of the International Correspondence School, of Scranton, Pa. His permanent address is London, Ont.

A very practical lecture was given on May 3, upon "Organization," by Charles F. Mann, of Detroit. Mr. Mann is an ex-president of the Michigan State Ph. A., and served as secretary for the same body for several years. He is at present treasurer of the N. A. R. D.

Walter H. Blome, Ph. C., '98, B. S., '02, who is supplying the place of Prof. A. B. Stevens during the latter's absence in Europe, will receive his Master's degree, at the annual commencement in June.

NINETEEN GRADUATES.

Maryland C. P.'s Fifty-Third Annual Commencement.—The Prize Winners.

Baltimore, May 13.—At the commencement of the Maryland College of Pharmacy, which was a dual event participated in by the departments of Medicine and Pharmacy, at the Lyceum Theatre, nineteen young men graduates received their diplomas. The exercises, which were largely attended, marked the ninety-eighth commencement of the School of Medicine, and the fifty-third of the School of Pharmacy. The address to the graduates was delivered by Rev. Dr. T. DeWitt M. Benham, of Central Presbyterian Church. Rev. Henry Nice, of the Methodist Episcopal Church, offered prayer and gave the benediction. The mandate for the awarding of the degrees was read by the dean of the School of Medicine, Dr. R. Dorsey Coale. The list of pharmacy graduates was as follows:

Maryland—Frank Oliver Barrett, James Aiken Black, J. Howard Cassell, William H. Clarke, Frank Paul Firey, Stephen C. Hess, Alfred Eccleston Kemp, James Carlton Wolf.

South Carolina—William Everett Jordan, John Rayford Power, Robert Cecil Todd.

West Virginia—Clay Carlisle Chidester, Charles Maitland Hornbrook, Charles Edgar Phipps.

Russia—Ichel Folick, Harry Lewisson.

North Carolina—Robert Franklin Moody.

Texas—Herbert Edwin Waterman.

Porto Rico—Rafael Janer.

The prize-winners in the department of pharmacy included the following: First general prize and special practical pharmacy prize, Charles Maitland Hornbrook, of West Virginia; second general prize and special alumni prize in plant histology, James Carlton Wolf, of Maryland; third general prize and special Simon prize in practical chemistry, Frank Paul Firey, of Maryland; honorable mention, Robert Cecil Todd, of South Carolina; J. Rayford Power, of South Carolina; William H. Clarke, of Maryland; A. Eccleston Kemp, of Maryland, and Rafael Janer, of Porto Rico.

BOOK REVIEWS

CLINICAL TREATISE ON THE PATHOLOGY AND THERAPY OF DISORDERS of Metabolism and Nutrition. By Prof. Carl Von Noorden, Physician-in-Chief to the City Hospital, Frankfort-a-M., Authorized American edition. Translated under the direction of Boardman Reed, M.D., Professor of Diseases of the Gastro-Intestinal Tract, Hygiene and Climatology, Department of Medicine, Temple College; Physician to the Samaritan Hospital, Philadelphia. Part IV., by Prof. Von Noorden and Dr. Mohr, the Acid Autointoxications. Part V., by Prof. Von Noorden and Dr. Carl Dapper, Concerning the effects of saline waters (Kissingen, Homburg) on metabolism. 12mo, cloth. Part IV., 80 pages. 50 cts. Part V., 92 pages. 75 cts. New York: E. B. Treat & Co.

These two books are a continuation of the series reviewed by us a year ago. Part IV deals with autointoxication with acid products of metabolism, how autointoxication occurs and acetonuria, a subdivision of acid autointoxication; the sources of the acetone bodies; pathological non-diabetic acetonurias and diabetic acidosis, and while these are more of interest to the physician, the pharmacist will find a chapter of interest in the remedies suggested and open up ideas which the American editor says "are in a field which has hitherto been little explored." Part V deals principally with the influence of saline waters on (1) gastric secretion (with cases), (2) on the metabolism of proteids, (3) the excretion of uric acid, and the effect of saline mineral waters on the absorption of food and digestion of fats. The decided opinions expressed by the author on mooted questions regarding the influence of the sodium chloride waters on the digestion in conditions of disturbed gastric secretion and diseases of nutrition are certainly interesting, and the numerous experiments mentioned upon which the author's conclusions are based will possibly suggest new ideas to the enterprising pharmacist.

THE DETECTION OF POISONS AND STRONG DRUGS, Including the Quantitative Estimation of Medicinal Principles in certain Crude Materials. By Dr. William Autenrieth, Professor in the University of Freiburg. Authorized translation from the third enlarged German edition by William H. Warren, Ph.D., Professor of Chemistry, Medical Department of Washington University, St. Louis, Mo. 8vo, 228 pages, cloth. Price, $1.50 net. Philadelphia: P. Blakiston's Son & Co.

The high standing of the author of this work in the scientific world is well known. There are five chapters in his book, the first of which deals with volatile poisons, with a synopsis of the group; the second with non-volatile, organic substances, with subdivisions and appendix as well as a synopsis of the group; the third with metallic poisons with a synopsis of the group, biological detection of arsenic, and fate, distribution, and elimination of metals; the fourth with poisons not in the three main groups, as well as carbon monoxide in blood, blood stains and the biological detection of human blood; and the fifth with a quantitative estimation of alkaloids and other drugs in crude matters, while there is an appendix dealing with the preparation of reagents.

The book is intended "to provide students of medicine and pharmacy with a concise guide to toxicological analysis," as well as to familiarize students of medicine and pharmacy with other common organic drugs which are strong therapeutic agents rather than poisons, substances like quinine, phenacetine, salicylic acid, sulphonal, etc. The translator, who has done his work clearly, was in doubt whether to mention the methods based upon the German Pharmacopœia, as given in the book, or to make these conform to the U. S. Pharmacopœia, but thought readers would wish to compare both methods, so that the passages dealing with them remain unchanged. The book is cleverly written and adds considerably to the literature of a very interesting subject. It is well fitted, not only to be the companion of the student of pharmacy, but to aid the practicing physician, pharmacist and lawyer, who will find not only new tests for poisons, but an able chapter on the detection of human blood.

THE INTERNATIONAL MEDICAL ANNUAL.—A Year-Book of Treatment and Practitioners' Index. 1905. 8vo, 644 pages, cloth. $3. New York: E. B. Treat & Co.

Another volume of this interesting annual has been issued, and its editors "have found it necessary to bow to the inevitable and adopt a larger page, in order that height and width should be more proportionate." It treats largely of therapeutics, medicine, surgery, and sanitary science in 1904, and while, as one editor pertinently observes, that "Medicine, like Nature, rarely makes leaps," and hence "it is difficult from year to year to point to any definite step forward, even, although, steady progress may continue to be made all along the line. The past year has been no exception to the rule, in that it furnishes no striking example of the triumph of science over disease," but the well-written articles on new matters and well-nigh 500 pages of new treatment are somewhat at variance with his modest statement. Among a series of thoroughly interesting facts that will appeal to the physician are those on tropical diseases, piroplasmosis, hominis, massage of the heart in cases of chloroform poisoning, nasal accessory sinuses, phthisis, traumatic asphyxia, and pneumonia, as well as the numerous stereograms used in illustrating the diseases of the eye. The pharmacist will derive much practical benefit from the "Dictionary of Materia Medica and Therapeutics" incorporated in the "Annual," nearly one hundred pages being devoted to the subject of the new remedies introduced during the period under review. We congratulate the editors on producing a book in which there is not a dull page and which will be invaluable in every branch of the profession.

PROCEEDINGS OF THE AMERICAN PHARMACEUTICAL ASSOCIATION at the Fifty-second Annual Meeting held at Kansas City, Mo., September, 1904. 8vo, 1024 pages, cloth. Baltimore: The American Pharmaceutical Association.

The Proceedings of the American Pharmaceutical Association for the year 1904, which constitutes volume 52 of the series, has been issued. The first thing that will strike an observer is the omission, in an effort to keep down the bulk of the volume, of the table of contents and the inclusion of the names of all the members into one list, instead of two, as heretofore. The volume contains as frontispiece a portrait of Ezekiel Herbert Sargent, who died at Chicago, Ill., April 24, 1904, and who was president of the Association in 1869-1870. Besides the minutes of the meeting, there are the papers of the section on practical pharmacy and dispensing, and the section on scientific papers, and nearly 600 pages under the title "Report on the Progress of Pharmacy." This part of the volume, contributed by Professor C. Lewis Diehl, for many years official reporter of the Association, is, as has often been remarked, the most valuable portion of the book to the pharmacist, because it represents the advances made in pharmacy and allied sciences for the period under review, and also contains much useful and practical information.

Even if members did not attend a single meeting, the possession of this volume would more than repay them the cost of their membership subscription.

A TREATISE ON PHARMACAL JURISPRUDENCE, with a Thesis on the Law in General. By Harley R. Wiley, A.B., LL.B., Lecturer on Pharmacal Jurisprudence, University of California. 8vo, 256 pages, buckram. $2.50. San Francisco, Cal.: The Hicks-Judd Company.

While quite a third of this admirable little book is taken up with the thesis mentioned, the author may be pardoned on account of his clear and intelligent style, and it will do the reader no harm to know the history of English and Roman law which is given so correctly, and from which most of our common law is derived, even if the writer's purpose may have been to get down to the exact definition of Pharmacal Jurisprudence. It might have been better if he had given more detail to legal questions of interest than to too long quotations of judges' opinions, i. e., problems which puzzle, such as: Would a man who handed over a doctor's prescription to a friend suffering from the same complaint be prescribing or violating the law? While the book is not the first of its kind, it should prove of value to every pharmacist, proprietary, wholesale or retail, both on account of its lucidity and its quotations of case law. With regard to the latter point, however, the author may lay some claim in pharmacy to being "a pioneer in its peculiar field." We would recommend Mr. Wiley to try another venture by giving us clearly the different laws, both case and statute, of the different States.

PHARMACOLOGY OF THE FLUID EXTRACTS IN COMMON USE. A Brief Account of the Derivation, the Most Important Constituents and the Chief Physiological effects Produced by the Drugs Employed in Their Preparation, with Incidental Mention of Their Therapeutic Uses. By John S. Wright. 225 pages, leather. Price, 50 cents. Indianapolis, Ind.: Eli Lilly & Company.

This well written and concise pocket-book is worthy of the close and careful attention of all pharmacists, coming, as it does, from a man of high scientific attainments in the botanical field. It is, as the author claims, "a concise account of the latest and most authoritative statements concerning the origin, the active principles, and the physiological effects of the drugs commonly administered as fluid extracts." Where drugs have not been investigated thoroughly their empirical uses are indicated, and even if the writer had not touched upon the subject of new remedies, his research and opinion regarding other remedies would alone entitle the book to the consideration of the pharmacist.

GERMICIDE BACILLICIDE
For Internal and External Use

GRISERIN

NON-TOXIC

SPECIFIC IN
TUBERCULOSIS, CANCER, SYPHILIS

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now.

WRITE FOR BOOKLET
We Want Every Druggist To Become Familiar With
GRISERIN

PRICE LIST

		WHOLESALE.	RETAIL.
Griserin Cachets each Grammes	0.20	$16.00 per doz.	$1.75 per tube
" " " "	0.30	18.00 "	2.00 "
" " " "	0.50	23.00 "	2.50 "
Griserin cum Tannalbin Cachets each Grammes	0.20	16.00 "	1.75 "
" " " " " "	0.30	18.00 "	2.00 "
" " " " " "	0.50	23.00 "	2.50 "
Griserin Powder Grammes	25	$5.00 per package	
" " "	50	10.00 "	
" " "	100	20.00 "	
" " "	250	50.00 "	
" " "	500	100.00 "	
" " "	1000	200.00 "	

SOLE AGENTS FOR AMERICA
AMERICAN GRISERIN WORKS
108 FULTON ST., NEW YORK

The first thing a druggist wants is a *pure* article. Next he wants a pure article that *SELLS.*

20-Mule-Team Borax

is it. Folks are beginning to wake up to the fact that BORAX is about the most necessary thing to have in the house. It's being extensively advertised everywhere.

PACIFIC COAST BORAX COMPANY,

New York **Chicago** **San Francisco**

MORPHINE

Our trade-mark, "M. C. W.", is sufficient guarantee for the purity and reliability of our Morphine. If you are not already handling the "M. C. W." brand, kindly specify it on your next order to your jobber. Our Morphine may be had in either "Flake" or "Cube" form; it is exceedingly white and bulky in appearance, and absolutely pure.

SPECIFY "M. C. W."

Mallinckrodt Chemical Works

(A. P. 6)

TRADE SECTION

A CLERK'S SIDE OF THE CASE.

He Writes That the Proprietors are Frequently to Blame.

GOOD CLERKS SCARCE BECAUSE THEY SOON BECOME PROPRIETORS. THEIR AMBITION LAUDABLE AND SHOULD NOT BE DISCOURAGED.—SOME "DON'TS" FOR PROPRIETORS.—HOW THEY MAY OBTAIN THE RESPECT OF THEIR MEN.—THEY SHOULD ENCOURAGE ORIGINALITY.

Just now there is a good deal of complaint of the scarcity of good drug clerks, and there is much discussion of the causes and remedies of this ever-present evil. It has occurred to me that a presentation of a clerk's side of the question may be of interest and that a few "don'ts" for proprietors, with examples of some common faults of bosses might throw some light on the situation.

Some professional pharmacists seem to think a remedy can be found by Germanizing our American ways in the drug business; that is, to legislate clerks into a class distinct from pharmacists-proprietors. But this strikes me as simply amusing. As sensible would be the suggestion to create an automaton clerk with just enough ambition to serve well and not enough to try to become a proprietor.

What incentive is there for a clerk to strive to do his work well unless it is the desire to gain experience and knowledge enough to help make him a successful proprietor some day? Certainly the very best positions financially, open to clerks, do not bring a large enough monetary return to make them contented to remain clerks all their days. It is only because they regard it as a stepping stone to better things that they are willing to go through the apprentice stage.

GOOD CLERKS SOON PROPRIETORS.

A man who is considered competent to dispense prescriptions and virtually run another man's drug store, ought to be able to run one for himself. Good clerks are scarce because good clerks soon become proprietors themselves.

I was employed for three years in a store, which, in that time, had by actual count, forty-two clerks, and disregarding the personal equation, it seems to me that the clerks were not always in fault. The rule in that store was to have two good men in charge, one in the prescription department, the other outside, and then hire jetsam and flotsam as fillers-in. Clerks who have stood alongside of me at the prescription counter have admitted, when taxed with it, that they had absolutely no past experience, being certified by a friend or relative.

We have read much about the good clerk and "don'ts" for him. Now let us rub up the proprietor a little in the mortar of criticism. The pestle will be used directly, as otherwise it might rebound when the writer himself becomes a proprietor, as he hopes to do.

KNOWLEDGE BRINGS RESPECT.

In the first place, the boss should know his business, to hold the respect of his employes, and he should always be able to decide questions bearing on the professional side of the business with understanding and dispatch.

To be sure, there are many examples of men with only a smattering of the broad science of pharmacy, who have made wonderful successes of their business, but not because of their lack of knowledge, but in spite of it. Every one of these men had some really competent man as a manager or head clerk, and many absolutely avoided the prescription department; at least the dispensing part of it. One proprietor, who has several stores, would not dispense a prescription himself, except when a great rush is on. He reasons: "With discounts and credits and the management of my business I am not competent to exercise the dispenser's cool judgment." Yet this man was an A1 prescription clerk in his time. Now, for twenty dollars a week he has a man in each store, able and willing to take responsibilities and whose word is law. This proprietor says: "The man on the dispensing counter must be accurate, but he must also be quick, not only in dispensing himself, but in deciding the hundred and one questions bound to arise weekly in a prescription business. I dislike the holding of prescriptions for judgment and decision, when the writer is obscure or in error, and cannot be reached, and I allow my men to make 'snap' judgments, and I stand by them afterwards."

IMPROVEMENTS TO BE WELCOMED.

A clerk of long experience once remarked that pharmacy is the application of horse-sense to a serious proposition which even the best men know little about. I have thought about that definition a lot, especially after an experience with a head dispenser who insisted upon my filtering the familiar zinc sulphate, sugar of lead and tincture of opium injection. In that case I protested, but the boss O. K.'d the "snap" judgment, deciding against me.

I suggest some "don'ts" for bosses. Don't forget that to have your men respect you, you must respect them. Don't crush originality in the manufacturing department. Too many proprietors cut short with: "That's not my way of doing it." I have in mind a man, who, when a manufacturing chemist, as a subordinate, thought out a simple expedient for saving time and labor and turning out a better finished product, but he was waived aside, and the result was that he found people who were not prejudiced and who were appreciative. To-day that man is one of the largest manufacturers of an improved cold cream on the market. Another, and a necessary injunction for some bosses, is: Be dignified and orderly; don't storm around the store, always looking for trouble; and don't "holler" at your men.

THE GOLDEN RULE.

Don't size your employes up as thieves and liars until you have had proof that such is the case; give them their constitutional rights. I have known several at first absolutely straight men, but of weak moral fiber, who have become tired of a too severe espionage and have eventually stolen, because, as they said, "they might as well have the game as the name."

Don't forget above all that the Golden Rule should apply in your treatment of clerks. Don't play favorites, for it awakens jealousy, but don't be afraid to commend good work publicly. It is a good incentive for a large force and you are commending the results, not the man. "I like the way this is put up" carries more weight with a man, than "I like the way you put things up," provided always that you let your men know that you know what is going on, and who does the work.

Don't put a clerk down as a loafer because you see him apparently idle when you come in suddenly, and who continues so after your arrival. He is less to be distrusted than he who under similar circumstances makes a sudden burst of speed. The first may have finished an arduous piece of work; the second may be bluffing.

BETWEEN CUSTOMERS AND CLERKS.

Don't always prejudge a clerk wrong if a customer complains about him. Of course, on kicks between customers and clerks, it is always well to seemingly side with the former, but do it tactfully and without loss of prestige to the clerk. If you have to settle many disputes between customers and any particular clerk, fire him, and keep your customers, by all means. But never listen to but one side of the story. The best plan I ever saw in operation was one where the proprietor, after listening to a complaint, would say: "I thank you for reporting this to me, and I will look into the matter at once, and advise you, later." Then he would have a heart to heart talk with the alleged offender. If the man was actually in the wrong, he received a quiet dressing down. This proprietor owns several stores and his mail is frequently heavy with anonymous complaints, ranging from a kick about a fly in a soda glass, to the use of profane language. These are all consigned to the waste basket. One signed complaint which amused and yet pricked, was from a woman who had been refused change for a twenty dollar bill and her description of the man "who was positively insulting," just fitted the boss. His remembrance of the circumstances was perfect, and the evident unjust fault-finding customers, who are not patrons was brought home to him. It served to show clearly one instance where claims that a man was not a good clerk were groundless.

In another column will be found a picture of a pharmacy 110 years old. Such a veteran is worth notice.

Soda Business North and South

The New Fountain Installed by C. H. Cirkler, Minneapolis

A Fountain in North Carolina—The Former is a Large Apparatus, Notable for Its Beauty of Decoration—Space Over the Fountain Utilized by a Balcony—Mr. Cirkler Believes a Fountain Should be Its Own Best Advertisement.

As in every other line, the great Northwest is right up to the times in the soda business. A number of leading drug stores in the large cities of that region have recently been equipped with beautiful and expensive fountains, possessing the latest improvements. Among these is the establishment of C. H. Cirkler, in Minneapolis, at Sixth and Nicollet avenues, which has installed a new Twentieth Century fountain, manufactured by the L. A. Becker Company, of Chicago. In view of the short summer season in Minneapolis, which is only three or four months, Mr. Cirkler at first doubted the wisdom of purchasing a large fountain, but since the new apparatus has been at work, he states that his only regret is that the fountain is not twice as big.

This is because soda consumption has to a great extent already become independent of climatical conditions. Nowadays, people drink cold soda in winter almost as much as they do in summer, and, indeed the beverage is fast becoming our national drink all over the country.

A BALCONY OVER THE FOUNTAIN.

The Cirkler fountain possesses several unusual features, as may be seen by examining the illustration. Its ensemble was designed for especial adaptation to its location, the amount of space, and general utility. It is thirty feet in length and is surmounted by a balcony over its entire extent, the space above the fountain being utilized for glass-covered shelves which contain proprietary medicines and other stocks. Thus, no room is lost. At the same time this arrangement greatly enhances the decorative effect, the base of the balcony slanting back to the wall at an angle of about forty-five degrees. This is inset with panels of Tiffany illuminated art glass, which is very rich and effective. Then there are three art glass cabinets for storage purposes, one at either end of the apparatus and one in the middle. These are supported by gold-capped Predrara onyx columns, which constitute a highly ornamental feature of the design. The two draught boxes at the back of the fountain are likewise of delicately-veined Predrara onyx, inlaid in artistically contrasting colors.

ATTRACTIVE FIXTURES.

The counter, which runs a full thirty feet, is of crotch-cut mahogany, highly-finished and surmounted by a white marble

A NEW MINNEAPOLIS FOUNTAIN IN C. H. CIRKLER'S ESTABLISHMENT, SIXTH AND NICOLLET AVENUES.—A BECKER TWENTIETH CENTURY.—AN UNUSUAL FEATURE IS THE BALCONY OVER THE APPARATUS.

top, provided with a silver-plated guard-rail. There are ten draught arms on the boxes in the rear, and all the usual modern devices are in place in conjunction with the German silver work-board, which runs the whole length of the counter. Mr. Cirkler provides neat soda stools for his patrons and these may be seen in a long row in the illustration.

The lighting scheme is very complete, producing a brilliant effect at night. There are eight large ground glass electric globes on the fountain proper with numerous other smaller lights around the mirrors and the Tiffany glass base of the gallery. Mr. Cirkler believes in display advertising and regards his fountain as its own best advertisement, and for this reason much thought was expended on the illuminations.

As to the bottle-counter system of dispensing, Mr. Cirkler expresses himself as highly pleased, holding that the syrup-insight idea is a great drawing card with the public, and that the system, besides its other advantages, is more expeditious in use than other methods.

FINANCIAL RETURNS.

"My fountain," says he, "is thoroughly practical, economical, and easy to operate. It has frequently been said that the crucial test of a soda fountain is its earning capacity. It will interest you to know that my soda business has increased from $17,000 a year, with my old fountain, to $28,000 a year with the new, and that my drug and general business has also been benefited. This increase all around is handled without a penny of extra cost."

The whole process of installation was so important and delicate that Mr. L. A. Becker himself gave much of the work his personal supervision.

In the basement are the usual appliances, an automatic carbonator and steel tanks, and a well-appointed department for the preparation of syrups and crushed fruits.

YOUR ATTENTION CALLED TO MERIT.

Those druggists who have not taken up as yet the Thermalite bag, would do well to investigate its merits and to stock it. They certainly will do the latter, if they do the former. The Thermalite Company is to be commended on its intention of marketing the bag through the regular channels of the retail drug trade and druggists should support them in this method. Extensive advertising to the public is rapidly creating a large demand, so druggists should prepare themselves to meet it. In every case the consumer is told to get the bag from his local druggist. Moreover, the reasonable retail price insures a ready sale and the liberal discounts allowed the trade give a good profit. The bag is a really good article and has the added charm of novelty. Many dealers are advertising it extensively at their own expense, as a leading drawing card. Better get in line and reap some of the harvest yourself. When writing to the Thermalite Company, 161 165 Elm street, New York, please mention The Era. Their advertisement will be found on another page.

SODA IN DIXIE.

The Fine Business Built Up By Cornelison & Cook.

LOCATED IN SALISBURY, NORTH CAROLINA. PART OF THE TRADE COMES FROM SURROUNDING COUNTRY IN A RADIUS OF TWENTY-FIVE MILES. RIGHT TOWN-TO DATE — SODA TRADE IN THE SOUTH GROWING.

While perhaps not as well established in the South as in the North, the soda water business as a feature of the up-to-date drug store, below the Mason-Dixon line has recently been advancing with such rapidity that everywhere pharmacists are doing away with the old fountains that had been doing service as long as twenty years, and replacing them with the modern apparatus that the business demands.

Perhaps no better illustration of the wisdom of keeping abreast of the times is shown than in the store of Cornelison & Cook, in Salisbury, N. C. While not the oldest drug store firm in this section, in the three years that the firm has been located here, it has built up for itself a most enviable reputation, particularly in the soda business. It is conceded by members of the firm that the popularity of the beverages dispensed over the counters there, both in summer and in winter, has not only made the store most popular with residents of Salisbury, but also with the country people for a radius of twenty-five miles. The visit to town is not complete until it has included a call at the well-known pharmacy for a glass of soda.

The management of the soda business has devolved entirely upon Mr. W. M. Cook, and by a combination of energy, tact and perception, with development of idea and experience acquired in the North, he has surpassed many of those who have had the same opportunities, but failed to grasp them.

The fountain itself is one of the handsomest in the South, and was made by Robert M. Green & Sons, of Philadelphia. It is of their "Polar" construction of syrup tanks, which slide out like a drawer, for replenishing with syrups. Beside the chairs along the fountain, Mr. Cook has made his store popular among the ladies by placing numerous small tables along the side of the store, opposite the fountain, where congenial groups or couples may be seen. Then, too, there are special tables for the children and young people and after school hours it is quite the thing for the youngsters to hurry in for a glass of Coca-Cola.

This is one of the popular drinks at present. Another is grape juice, while the "sundae," so popular in the biggest drug stores in the North, has just as many patrons, in proportion, in Salisbury. Crushed fruit flavors are also popular, while many fancy the "Madeira cream," which, as the hot weather approaches, is becoming more and more in demand. Ice cream is the popular ingredient in this, while the addition of various juices and flavors makes it as pleasing to the eye as to the palate. Another favorite is "Pepsi-Cola." There are very few calls for ginger ale and similar beverages, either imported or domestic. It is the same in regard to mineral waters, and vichy is practically the only one sold.

Mr. Cook, as might be expected, is a strong advocate of neatness and cleanliness in the appointments of his fountain and the attendants. The glasses used, as well as the linen and silverware, are all of the best quality, while equal attention is paid the decorations, which are generally fruits and flowers.

A POPULAR NORTH CAROLINA FOUNTAIN.

In the Store of Cornelison & Cook, Salisbury, N. C. A Polar, manufactured by Robert M. Green & Sons, Philadelphia. Its Patronage Comes From Many Miles Around the Town. Mr. W. M. Cook is Seen Behind the Counter

SODA IN MILWAUKEE.

Soda water and mineral waters never were in such demand in Milwaukee as at present. There is a famine in table waters that have heretofore been more or less neglected by the average citizen. There has been a rush to the soda water fountains that is unprecedented. Downtown drug stores have had to add to their forces of employes. In fact, there is a midsummer rush while the temperature is still down below the woolen underwear line. All of this because of a little bug that scientists say has got into the good old water of Lake Michigan, on which the denizens of this town are wont to feed at such odd times as they are surfeited of beer.

In brief, there is an epidemic of typhoid fever in Milwaukee. Health officers said it was the water and advised that it be boiled. An expert made an investigation and reported that a leak in a sewer contaminated the city's drinking water. Then bacteriologists made tests and failed to find enough organic matter in the water to account for the 110 cases of known typhoid fever and a score of deaths within a week or so.

But that report did not make the water any more inviting than it had been when the expert had found the sewer leak. The people refused to drink it. Unanimously they so decided. There was a stampede to the offices of the spring water dealers. Bottlers rushed in the product of their famous springs by the car load, and still the people's tongues hung out.

And still they are hanging out, without much chance of relief. Downtown drug stores and department stores that have soda fountains are reaping the reward. The wholesale houses, however, have exhausted their supply of fancy waters and unless the freights move faster, the city will be compelled to rely almost wholly on the stuff that made it famous.

NEW COLORADO FOUNTAIN.

The Robinson Drug Company has installed a $5,000 Lippincott soda fountain in its drug store on the corner of Tejon street and Pike's Peak avenue, Colorado Springs, Colo., which ranks among the most elaborate fountains in the West. The fountain is of Italian marble, with bases of Mexican onyx and a hand-carved, solid mahogany top and base, with triple plate mirrors and a silver work-board. The carbonator is run automatically by city water power, charged to 175 pounds.

RIDGEFIELD PHARMACY OPENS.

Invitations are out for the opening of the Ridgefield Pharmacy. They run: "The honor of your presence is desired, May 13 and 15, at the opening of the Ridgefield Pharmacy, under the management of Howard D. Smith, Ridgefield, Conn." The simplicity and good taste of this is pleasing and far more creative of attention than an elaborate production. Much of its strength lies in its brevity. The mechanical work is of the same high order, the type being of a gothic description, well chosen and arranged, while the material is a heavy linen paper of a delicate mauve tint. This folds across in the middle, permitting mailing in a medium-sized mauve envelope. Even the printer's ink is mauve. The whole idea is effective.

A PHARMACY 110 YEARS OLD.

The drug store of William L. DuBois, at Catskill, Greene Co., New York, has been continuously in use as a pharmacy since 1795, making it 110 years old. It stands on the main street of the town, which is in the heart of a region rich in historic associations. The village is the traditional home of Rip Van Winkle and has been immortalized by Washington Irving as the Village of Falling Waters.

The store was established by Dr. Thomas O. Croswel, in 1795. The present proprietor, Mr. DuBois, purchased the business in 1863, and has continuously managed it ever since. Before that time he

had been in the employ of Schieffelin & Co., for a number of years. Mr. DuBois has been a familiar figure at State pharmaceutical meetings for a long time.

One of the unique features of the store which, unfortunately, the photograph does not bring out, is the deeply-worn top step of sandstone. The feet of generations have cut a deep depression in it, until now it is both of historical interest and a powerful advertisement. Notice, too, the old weather-beaten sign, with its consequent message of permanency and reliability. The middle figure in the picture is Mr. DuBois himself, while his son, Mr. Mortimer DuBois, also a pharmacist and associate in the business, stands on the right.

PACKAGE TOBACCO WARNING.

The Bureau of Internal Revenue has issued the following warning: The present law and regulations require that all smoking tobacco shall be put up in packages containing 1, 1½, 2, 2½, 3, 3½, 4, 8 and 16 ounces, and in no other manner, and that each such package shall be properly labeled and stamped before removal from the factory. Such statutory packages cannot legally be subdivided into parcels of tobacco inclosed in envelopes or other wrappers to be distributed gratuitously as samples, nor can the tobacco be taken from such statutory packages after removal from the factory and be repacked in envelopes or other inclosures and then be sold or given away.

FITTINGS OF BOTTLES.

Assessed for Duty as Part of Their Value.

An interesting case has just been decided adversely to Francis H. Leggett & Co., of New York, in the United States Circuit Court. The firm has now appealed to the Circuit Court of Appeals.

The controversy between the firm and the government arose over the importation of bottles containing olive oil.

The oil was assessed with duty at the specific rate provided for olive oil in bottles, and the bottles at the rate of 40 per cent. ad valorem, under paragraph 99, relating to "bottles filled or unfilled, not otherwise specially provided for, and whether their contents be dutiable or free."

The bottles were fitted with corks, caps, tin-foil capsules covering the top, and labels pasted on the side. They were also wired, the wiring being of a very light character, running over the cork, down the sides and across the bottom, the last knot in the wire being officially sealed. The office of this wiring and sealing is to prevent opening of the bottles and substitution of inferior contents before the consumer is reached.

The collector treated the corks, caps, capsules, labels and wire as parts of the bottles, and included their cost as part of the value of the bottles on which the duty of 40 per cent. ad valorem should be assessed. He also distributed between the bottles and their contents, according to the value of each, the invoice charges for the wooden cases containing the merchandise, and took for this purpose the dutiable value of the bottles found as stated above, and not their value without the fittings.

The importers contend that these invoice items for the fittings and cases "properly and legally pertain to the value of the imported merchandise which was the contents of the bottles"; that "the bottles, like the corks, labels and all other charges, were mere adjuncts of said contents, and had no value, save as a means to the importation of the latter"; and that "so far as the contents were dutiable at other than ad valorem rates, the value of all the adjunct items referred to save only the bottles was duty free."

WILL RAISE INDIGENOUS DRUGS.

From Springfield, Ill., comes the news that a resident of that town intends to systematically cultivate medicinal plants for the market. He intends to raise gingseng, golden seal, snakeroot, boneset and burdock. After much study of the question, he has decided that he can make the business pay, and so has bought a small farm, intends to dam up a small stream and thus secure water for irrigation. He says that he does not expect to make much profit at first and that he would not advise anyone to take up the business who had to pay for high-priced labor.

The Italian wine crop of 1904 is roughly estimated at 43,000,000 hectoliters (1,135,931,000 gallons), against 35,100,000 hectoliters (927,236,700 gallons) in 1903.

Novel Ideas in Drug Store Fittings

How An Old Brooklyn Pharmacy Was Remodelled

Everything White Except Show Cases—A Gallery on Each Side—A Double-Decked Arrangement in Rear; Lower Portion, Prescription Department; Upper, Office—These Fronted with Glass and Open to View—Fireproof Floor and Ceiling—Many Powerful Lights.

A firm of enterprising Brooklyn pharmacists have recently remodeled an old drug store so thoroughly that it is now practically new. Their efforts were considerable, but the result fully justified them. Indeed, there are so many new and useful features embodied in their plans that they are of general interest and a description may furnish others with useful suggestions.

The firm is Tripp & Braswell, 139 Broadway, Brooklyn. They succeeded the Vincent Pharmacy, of the same address, which had been under a continuously successful management for thirty-five years, never having changed ownership or location in all that time. The new concern, after completing the extensive alterations, began business on February 17, last, and on April 6 and 7, held a formal opening, at which every visitor received a present and every purchaser of goods to the amount of fifty cents or upwards was given a useful souvenir.

Our photograph gives a very good idea of the refitted store and a casual glance will at once show several striking features.

BEAUTIFULLY WHITE EVERYWHERE.

First of all, everything except the showcases is white, the shelves and other fittings, the gallery, the prescription booth, the soda counter and the ceiling. The balcony runs down each side and through the double-decked prescription department, which can be seen at the end of the store, the upper portion really being part of the balcony. This arrangement possesses a great decorative value and is also exceedingly practical, allowing easy access to the stock shelves at the top all 'round the store.

The prescription department is five-sided, with the back, of course, open. It is mostly glass, which permits a complete view of the compounding of prescriptions and thus guarantees perfect cleanliness and order in plain sight in this important branch of the business. All this work is done in the section on the ground floor. That above, similar in appearance, is used as an office and from it the proprietor can secure a complete view of the whole store and all that is going on, at the same time being sufficiently removed from routine calls to quietly handle the usual office work. Taken together, these two floors remind one strongly in appearance of a pilot house on some large river steamer.

FIREPROOF AND CLEANLY.

The ceiling is metal, painted white, and the floor mosaic, set in concrete cement, thus insuring that they are fireproof. Moreover, the white everywhere is pleasing to the eye and makes the store remarkably light and cheerful.

The show cases are the modern glass, symmetrical type, of the silent salesman style. There are a great many of them running over thirty feet in length, altogether. Glass doors screen the shelves on the right of the store, as may be seen in the illustration, which are used for patent and proprietary medicines. On the other side are the regulation stock bottles on open shelves. The soda fountain is at the right front, as is usual, and is of the wall type. A new marble dispensing counter has been put in.

The lighting scheme is singularly complete, there being a great many electric globes, some of unusual candle power. At night this produces a brilliant illumination, attractive in itself, but in conjunction with the white background everywhere, it is a decided feature. There are four groups of ceiling lights of three lamps each, which are of twenty-five-candle power. On each side of the store are twenty-eight lights projecting from the base of the balcony. Besides these, there are two twenty-five-candle power lights in the prescription department. In the two

A WELL DESIGNED DRUG STORE—THAT OF TRIPP & BRASWELL, BROOKLYN.

line show windows are twelve lights at the top with four lights on each side.

CLOCK, MIRROR, TELEPHONE.

In the front of the store, near the door, are a mirror and a clock. These touches show real genius. Every woman customer is glad of a mirror to see about her hat, hair and veil, and most men want to know the time without taking out their watches.

In the left rear is the sound-proof telephone booth. Its location shows thought. Its users must pass through the whole length of the store and are just so much the more likely to see and buy goods.

Those salts and other substances which should be kept from the light, are ranged in the prescription department, symmetrically in black cardboard boxes, numbered and indexed. It is a good and practical idea.

The dimensions of the store are 56 by 18 feet, and the view from the door gives the impression of even greater length, because of the perspective and the white decorations.

The members of this new enterprising firm are Edwin F. Tripp and LeRoy Braswell. In the photograph the latter is seen in the center and the former on the right. Mr. Braswell hails originally from Mississippi, but since being graduated from the New York College of Pharmacy in 1902, has been three years in business at the store of Morris D. Cadman, in Brooklyn.

THE INDIGO CROP OF INDIA.

From the Final General Memorandum on the indigo crop for the season 1904, prepared in the Statistical Department of the Government of India, the following information is obtained:

The area sown this year in Bengal is estimated at 223,100 acres, against 249,700 acres sown last year. The yield for the province is estimated at about 33,040 maunds. Last year the official estimate was 41,560 factory maunds, while the actual production was found to be 47,630 factory maunds. [A factory maund is two-thirds of a hundred weight.]

In the United Provinces the total indigo area this year amounts to 74,200 acres, compared with 140,800 acres, the ascertained area of 1903, and is the lowest since the decline of this crop began. The total outturn of indigo is estimated at 12,000 factory maunds—37 per cent. below the last year's estimate.

In the Punjab the area under indigo continues to decline, and has fallen from 74,200 to 53,000 acres. The outturn of seed is estimated at 1,673,800 sers (28,021 hundred-weight), and of dye at 589,700 sers (9,872 hundred-weight).

In Madras the total area sown in indigo in the raiwatyari villages up to the end of November, 1904, is given at 99,800 acres, less than the area of the corresponding period of the preceding year by 49 per cent. Including a forecast of the late sowings, the total area in Madras is estimated at 123,500 acres, and the yield 16,260 hundred-weight.

Paradis Pharmacy, Myrtle and Washington avenues, Brooklyn, pushed the sale of seasonable sulphur candles by having a straight line of them on the outer edge, the whole length of the long show cases.

SHOW WINDOWS AND FEATURES.

Many Druggists Do Not Realize Value of Window Displays.

SURPRISING DEARTH OF GOOD DESIGNS PROVES THIS.—A GOOD WINDOW SHOWING HOW SPONGES GROW AND EDUCATING THE LAITY ON THEIR NATURE. A DOG WINDOW OF GOOD VALUE.—NOVEL MOTH BALL DISPLAY.—CANDIES, WRITING PAPER, INSECT EXTERMINATORS AND GRAPE JUICE DISPLAYS VERY FREQUENT.

The lack of really good, artistic, or original windows this week is quite noticeable. Those pharmacies which have made special efforts devote most of their window space to toilet soaps, sponges and insect exterminators. Reed, Yeomans & Cubit, Nassau street, are quoting lower prices than even they usually do, and are thus attracting attention to a large miscellaneous assortment of goods in their window. The occasion is their annual anniversary sale and celebration.

Kalish Pharmacy, Twenty-third street and Fourth avenue, New York, are pushing the sale of sponges by a nature study. A large aquarium occupies nearly the whole window. In it are displayed unbleached sponges, simulating their natural state of growing to the ocean bottom or to coral. Various shells from tropical waters enhance this display, while gold and silver fish sport themselves in and out and around these animal plants. The rear of the window is hung with immense red and tan Turkish towels. A neatly hand-lettered card lying nearly in the front of this large tank tells the laity this story:

A LESSON IN NATURAL HISTORY.

"Sponges inhabit the bottom of the sea, where they are affixed to the rocks or other solid bodies and are most abundant within the tropics. They are collected chiefly in the Mediterranean and Red seas, and also in the East and West Indies."

Each side next to the tank stand cards reading: "Bath sponges, 15c." and "Bath mitts, 15c." Filling in the unused ends of the window are boxes of large sponges, while in front of these are heaped very small ones bearing cards, stating, "5c. ea." Between the story of the sponge and the window pane are displayed bath straps at 29c.

Emil Agatston, One Hundred and Sixteenth street and Fifth avenue, New York, besides his large show windows, has one small one, about six by nine, in which he features a well-known brand of chocolates. This window has a depth of about two feet. The sides are hung with deep purple crepe paper. A show bottle occupies each corner, and thus leaves but little room for the daintily piled packages which occupy the center, but the strong attraction, especially to the little children, is a large paper lady, who, with a raised crepe parasol over her head, stands guard over the "sweets." Upon the top of the pile of candies is an uncovered cake. A card in the corner states: "High as the Alps in quality."

A DOG WINDOW.

B. Block, 1439 Fifth avenue, is featuring a soap. A large frame holds the center of the stage. This frame is pure white, upon which are fastened enlarged facsimiles of the labels of the different brands, all manufactured by the same company. There are seven labels to each side of the firm and one in the middle. This features a dog soap with a picture of a doghouse, in the door of which stands the animal himself. In one case it is a collie and in another a water-spaniel. At the top of the frame is a view of a canine family group "a la natural." On the bottom of the frame is a picture of a large porcelain bathtub, over the top of which appear the heads of the same dogs. Before and after, obviously. A card says the soap disposes of fleas. All along the base of the window are photographs of handsome dogs of different breeds.

Charles E. Froatz, Fifth avenue, corner One Hundred and Thirty-fourth street, is featuring moth balls in two ways. The floor of the window is heaped high with these snow-white globes, but the uniquely attractive idea is the covering of the large front glass pane with chalk-drawn balls. The center of this shower of balls contains a circular yellow price card, upon which a very large "five" is printed in black, followed by a smaller "cents per lb." It is a curious fact that some of the children in Harlem are assisting the sale of moth balls, by using them for marbles.

All the windows on Sixth avenue, with two exceptions, are displaying sponges. One of the best is that of H. T. Galpin, 1014 Sixth avenue, which attracts attention especially because of a large, curious sponge, which is suspended in the center of the window. A card announces a special sponge sale for the week.

AN ATTRACTIVE WINDOW.

Wm. Wynn & Company, of 44 Flatbush avenue, Brooklyn, are pushing the sale of Schieffelin & Company's Insect Powder by a neat window display. This very large show window has circular ends; thus the main part of the window extends into the street. One bend contains sulphur candles in bulk, with the cover off the case. In front of this, strewn carelessly, but resting one slightly upon the other, are some six or seven of the single candles. The other half-circle contains large bottles of "Lightning Annihilator" lying on their sides. At the base of the span of each curve, a red show-bottle stands. The center of the main part of the window holds a curved stand made of six cans of insect powder, enough apart to allow four cans to bridge the openings. On the top edge of this row is a card, worded: "Spring Necessities." To the front, on the floor of the window, which is covered with white crepe paper, are grouped more of the goods. All are wrapped in white labels with red lettering. Flanking the main and central column are two immense cartons of red with black lettering, reading: "Schieffelin & Company, Pure Insect Powder."

Here and there are the small bellows for blowing the powder into the smallest crevices. An attractive and forcible window.

PRODUCING BROMINE.

The Saginaw Salt Co.'s plant, at St. Charles, Mich., is turning out about 250 pounds of bromine per day, in connection with its output of salt.

APPRAISERS' DECISIONS.

Oil of Orris an Essential Oil.

The Board of General Appraisers held oil of orris, imported by Ungerer & Co., at New York, to be properly classified as an essential oil.

Enfleurage Grease.

The protest of F. Paturel & Co. has been sustained by the Board and merchandise imported by them at New York has been declared free of duty as enfleurage grease.

Oxide of Iron—Paint.

The Prince Manufacturing Company imported merchandise at Plattsburg, which they invoiced as crude sienna earth, unground. This was classified by the customs collector as dutiable as paint. The importers protested it was really dutiable at a lower rate as either crude sienna earth or hematite iron ore. On consideration, the Board of General Appraisers brought out the following facts, overruling the protest.

On behalf of the protesting company, the agent of the shippers, who has sold all of the product in the United States and Canada, testified, and from his testimony it appears that the merchandise in question is procured originally in the Champlain district below Three Rivers, Quebec, Canada; that it is obtained at depths ranging from a few inches to 20 feet below the surface, and that in its crude state it is of a "dirty yellowish color." After being removed from the earth it is exposed so that as much as possible of the water contained in it may run off, and then it is placed in furnaces and all impurities burnt out of it. One of the results of the burning process is to change the color to a brownish red, and it is to this latter condition that the merchandise comes before us.

It was shown that about nine-tenths of the importations of this merchandise into the United States was sold to the protestant, and in his testimony the secretary of that company states that the merchandise is an iron ore or crude sienna, but his experience was not shown to be such as to entitle an expression of his opinion as to whether or not the merchandise is iron ore to much weight.

There was offered in evidence what was testified to by this witness to be a certificate of analysis of a sample of the merchandise, made by Ricketts & Banks, analytical chemists, which represents it as containing metallic iron, 63.79 per cent.—equivalent to ferric oxide (sesquioxide), 91.14 per cent. Counsel for the government also offered a certificate of the official chemist in the United States appraiser's office at the port of New York (Exhibit 2), showing the analysis of a sample of each of the four lots covered by the invoices in detail, which differed considerably from the analysis offered by the importers.

On behalf of the government, two witnesses were produced and testified. Each of them was shown to have had extended experience in handling dry colors, including oxides of iron, umbers, siennas and ochers. From the testimony of these witnesses it was shown that paints made from siennas are adapted to special uses—that made from raw sienna to be applied on soft wood to make the surface imitations of ash and oak, and that made from burnt sienna to make surface imitations of cherry, mahogany, and rosewood—and that paints made from siennas are specially fitted for such uses because of the transparency natural in sienna.

One of these witnesses, after mixing a sample of the merchandise, being asked what it was, answered: "It is a brown oxide of iron." This witness also testified that such oxides of iron are used for making paints, and that such paints are generally used as preservative coatings for either iron or wood when exposed to the weather. In every essential detail the testimony of the other government witness was in harmony with and corroborative of that of the first witness.

The Board held: "On the record before us protestant has failed to sustain either of the claims set forth in the protest for classification different from that made by the collector, while on the other hand we think it has been clearly established that the merchandise is a crude paint."

Ground Emery.

This was invoiced by the Canada Atlantic Transit Company as corundum ore concentrates, when imported at Chicago, but the Board held it properly classified as ground emery.

Sandalwood Chips Crude Drugs.

The Board sustained the protest of R. Hillier's Son Company against the assessment of duty by the collector of customs at New York. The goods consisted of sandalwood chips taken from the surface of the tree after the bark had been removed, being chipped off to prepare the tree itself for sale to sandalwood oil makers. After being ground or powdered, they are used by manufacturing pharmacists in making extracts. The Board sustained the importer's contention that they should have been classified as crude drugs.

Powdered Pumice Stone.

This importation of Charles D. Stone & Co., at Chicago, was held to have been properly classified as manufactures of pumice stone.

Galmei—Oxide of Zinc.

The Fox & Carhart Specialty Company imported at Indianapolis, merchandise which they invoiced as "mineral-galmei gemahlen," which they claimed was free of duty as "calamine." It was assessed for duty, however, under the classification of colors and after consideration the Board upheld the collector.

The Board summed up as follows: The protest is submitted for decision on the record, letters from protestants elaborating their claim, and an official sample of the merchandise. This sample was submitted to the chemist in the appraiser's office at the port of New York, and that officer reports that it "consists of zinc oxide which is more or less tinted with mineral color. This article is comparatively free from silica, yielding but .40 per cent. insoluble residue on analysis." He reports further that—

Calamine is a hydrous silicate of zinc. Prior to 1803 the native carbonate (smithsonite) and the hydrous silicate (calamine) were known as calamine, as no attempt had been made to prove them different minerals. Smithson in that year analyzed them, and they became mineralogically separated, the hydrous silicate retaining the name calamine and to the carbonate was given the name smithsonite.

The term "calamine' is also metallurgically applied to native carbonate of zinc, which, on being roasted, yields an article similar to the merchandise under consideration. Such product is no longer calamine, as it is neither carbonate nor hydrous silicate of zinc.

Protestants entered the merchandise as "dry oxide of zinc," and that designation would seem to be in harmony with said analysis. Oxide of zinc is specifically provided for in paragraph 57 of the tariff act of 1897, but as protestants make no claim under that paragraph, we refrain from making any direct finding on the imperfect record before us as to whether the merchandise should have been classified thereunder.

We find that the merchandise is not calamine, and the protest is therefore overruled without affirming the action of the collector.

DRUG TRADE JOTTINGS.

The sale of pharmacies in Harlem is as active as real estate.

C. A. Marsh, 2140 Fifth avenue, New York, has moved his store to 1806 Park avenue.

Henry Glassman, 813 Third avenue, New York, has succeeded Carl Koeler, of the same place.

Prune Wafers give a good subject for a window display. They are the output of the Irving Mfg. Co., Philadelphia, Pa.

Leo Dreyfus, of 69 Sixth avenue, New York, has opened a branch store at corner of Fourteenth street and Second avenue.

A certain class of chemists will not depart from the custom of filling one window with a case of sponges and the other with show bottles.

Milhaus, 183 Broadway, New York, recently had a large sign in the center of the show window, stating: "New York Journal American coupons redeemed here."

Morris Dlugasch, Tenth street and Avenue B, recently opened another pharmacy at Second avenue and Eighth street. He also contemplates one at Third street and First avenue.

A Third avenue, New York, druggist has taken out his old soda fountain and is very undecided if in his block a new one would pay, there being seven liquor stores on his side of the street alone.

Mr. Harry W. Foeller, for fifteen years manager for W. S. Rockey's store, Eighth avenue and Thirty-fourth street, Manhattan, has joined the Benedicts, and is away on a wedding tour to Washington, D. C.

An advertising sample of a new combination corn file and salve sent to a party, brought out this from our country friend: "The little match scratcher and sample of corn salve received. Who sent it?"

Koehler & Wood, 2225 Eighth avenue, New York, not only carry a fine line of face powders, but have a screened mirror to aid ladies in applying them.

The Knickerbocker Drug Company, 648 Broadway, states that the new store with its light basement, will give 18,000 feet of floor space.

A substitute has been discovered for cocaine, says the Chemist and Druggist. It is called stovaine, and is a synthetic product. Its form in prescription is a syrup. Its uses are both internal and external, alleviating affections of the stomach, and neuralgia.

A peculiar feature of the trade of a druggist in a certain Brooklyn locality, is that there is no call for anything for young children, there being none in his territory. It is evident the president's theories have little weight in that neighborhood.

A. A. Thompson, Halifax, N. S., publishes a bright little drug store paper called Agricola Whispers, a copy of which has reached us. This is a good example of a retailer making a success of his own paper, a very profitable advertising idea utilized by hundreds of pharmacists.

The Treasury Department has announced its acquiescence in the recent decision of the Board of General Appraisers that soap pencils used for cleaning spectacles and eyeglasses, are dutiable only to the extent of 20 per cent., as unenumerated manufactured articles. No further action will be taken.

S. Palitz, formerly of 1400 Fifth avenue, New York, has moved his business to 100 Lenox avenue, and it will henceforth be conducted under the firm title of Palitz & Kassel. The new store is run as an all-night pharmacy. The building is new and the firm are enjoying all the conveniences of modern fixtures. The formal opening occurred on May 1, when souvenirs were distributed with a lavish hand. Some of these were cigar and coffee trays, Easter eggs filled with candy, painted china placques, and clinical thermometers.

The Sun frequently hits things off well. It recently published the following:

"No matter how badly a man is hurt, if he can work or can get someone to help him along, the drug store is his haven of refuge," said a drug clerk. "He may pass a hospital or two, but he would no more think of going there than he would of flying.

"A man came in to me recently with a deep gash in his head.

"'Fix it up, doctor,' said he, 'and I'll pay you for it.'

"'That's a bad cut,' I answered. 'You ought to go to a hospital and have it stitched.'

"'Wot,' he cried, 'me go to a hospital? Not on your natural. They cut you up over there, and if you kick you get the black bottle.'

"Then I put some cotton on the wound and persuaded the man to go to a physician."

BUSINESS RECORD.

ARKANSAS.
Black Oak.—A. T. Reeves & Co., new firm.

CALIFORNIA.
Los Angeles.—John Roddar, succeeds P.W. Barritt.
Napa.—J. H. Mitchell, succeeds F. N. Hitchcock.

DELAWARE.
Wilmington.—F. P. Harris, dead.

FLORIDA.
Plant City.—W. B. Herring, succeeds S. C. Wells & Co.

GEORGIA.
Augusta.—Oabaniss Drug Co., succeeds T. G. Howard, 738 Broad St.

IDAHO.
Weiser, M. E. Harmston, succeeds Churchill Drug Co.

ILLINOIS.
Chicago.—Busse & Shinnier, succeed J. E. Voigt, 156 Centre St.
Jos. S. Mattas, succeeds B. Leenheer, 871 W. 22d St.
Joliet.—Palace Phcy., 104 N. Ottawa St. (S. F. Schick, Prop'r.), new store.
Willisville.—Central Drug Co., new store.

INDIAN TERRITORY.
Holdenville.—Red Cross Drug Co., succeed Lowe Drug Co.

IOWA.
Des Moines.—Ralph W. Stewart, succeeds A. L. Miner, E. 30th and Logan Sts.
Massena.—S. R. Shultz, burned out.
Odebolt.—Perkins, Stansbury Drug Co. succeed R. E. Stansbury & Co.
Vinton.—Thompson, Plumb & Co., succeed Hoffman & Thompson.
Washburn.—E. F. Witt & Co., burned out.
West Liberty.—G. B. Embree, succeeds G. A. Moore.

KANSAS.
Burr Oak.—R. F. Lyon & Co., succeed J.E. Hawley.
Dunlap.—Mark Price, succeeds Mrs. M. E. Elwood.
Jetmore.—C. W. Patchen, new store.
Scott.—Boyer & Sams (City Drug Store), succeed C. E. Timmerman.
Stockton.—Stockton Drug Co., succeed Cooper Bros.

MAINE.
Pittsfield.—B. F. Dudley, burned out.

MASSACHUSETTS.
Fitchburg.—Geo. B. Dormin, succeeds P. F. Shea & Co.
Newton Center.—S. M. Moore, succeeds F. L. Gardner & Co.

MICHIGAN.
Lake City.—Roche & Doudna, succeed B. F. Scott.
Linden.—C. C. Chapin, succeeds Chapin & Pollery.

MISSOURI.
Bolckow.—Wm. Dougan, succeeds David J. Snider.
DeWitt.—Dr. W. Spencer, succeeds Minnis Griffith.
Franklin.—M. P. Bruce, damaged by fire.
Triplett.—Crawford Drug Co., new store.
Winston.—Dee Sage, succeeds G. E. Davis.

NEBRASKA.
Humphrey, C. W. Ferguson, succeeds John Dunkel

NEW HAMPSHIRE.
Plymouth, Wm. R. Coffey, succeeds Geo. F. Sanborn.

NEW YORK.
Albany.—Schechter & Cohen, succeed Mrs. Sarah M. Elmendorf.
New York City.—Brandt's Phcy., succeed M. G. Kantrowitz, 1614 Park Ave.
Geo. Freygang, succeeds O. W. Toennies.
Ogdensburg.—A. J. Sears & Son, succeed Sears & Forrest.
Rochester.—Kreuser Drug Co., succeed Chas. Kreuser, 599 Clinton Ave.
Rome.—F. J. Hager & Son, 110 W. Dominick St., damaged by fire.

NORTH CAROLINA.
Charlotte.—L. C. Griffin, succeeds Blair Bros. & Co., 22 W. Trode St.

NORTH DAKOTA.
Fargo.—J. P. Lowthian, succeeds C. G. Nickells.
Harvey, Gamble & Malroy, succeed Mrs. Dora Bruhn.
Louis A. Lew, new store.

OHIO.
Canton.—C. A. Gardner, damaged by fire.
Dayton.—Reuben Schendler, succeeds Chas. C. Francisco, 1263 W. 3d St.
Niles.—C. F. Mascher, succeeds B. F. Griffith.
Springfield, John Morrow, succeeds Albert C. Miller, High and Limestone Sts.
Tiffin.—Fred. J. Curtis, succeeds Fought & Co.
Toledo.—L. A. Kidney & Co., Monroe and 19th Sts., new store.
Youngstown.—Stahl & Mentzer, succeed Karl Rudolph.

ONTARIO.
Cobourg.—W. H. Semples, succeeds Richard Wilson.

PENNSYLVANIA.
Reading.—J. L. L. Miller, 10th and Green, new store.

SOUTH CAROLINA.
Heath Spring.—S. J. Henson, dead.
Honea Path.—Harper Drug Co., succeeds Benson's Phcy.
Summerton.—Capers' Drug Co., Inc., succeed Capers & Co.

SOUTH DAKOTA.
Watertown.—Englesby & Eggleston, succeed Munger & Englesby.

TENNESSEE.
Petros.—John Moore, succeeds Petros Drug Co.

TEXAS.
Carmine.—W. G. Neese, succeeds Chas. Wagner.
Cedar Hill.—D. O. F. Andrews, succeeds Andrews & Moore.
Eagle Pass.—Eagle Pass Drug Co., succeed Eagle Pass Phcy.

WASHINGTON.
Auburn.—Fowler & Mason, succeed V. R. Bissell & Co.

WEST VIRGINIA.
Charleston.—Capitol Drug Store, succeed O. O. Older.
Clendenin.—P. J. Robertson, succeeds E.E. Edgell.
McMechen.—Carroll & Williamson, succeed Evans & Dowler.

WISCONSIN.
Independence.—Independence Drug Co. (Runkel & Son, Prop'r.), succeed Vassan & Staples.
Plum City.—Geo. Moser, new store.
Welcome.—M. C. Kutchin, new store.

WYOMING.
Rock Spring.—McDougall & Swartwood, succeed A. A. Bassett.

TO EXAMINE IMPORTED GRASS SEED.

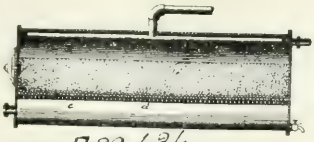
The Treasury Department has issued instructions at the instance of the Secretary of Agriculture, that commencing July 1, and continuing for one year, 2-ounce samples of all importations of 100 pounds or more of grass, clover, and forage-plant seeds be prepared at the earliest practicable date after entry, and forwarded to the Seed Laboratory, Department of Agriculture, labeled with names and addresses of consignors and consignees, name of seed as given in the invoice, and quantity of consignment.

CARTER'S PILLS IN ENGLAND.

The Carter Medicine Company have placed their product on the Proprietary Articles Trade Association basis in Great Britain, with a minimum retail price of 1s. Adopting the conditions of the P. A. T. A. involves the reduction in the wholesale price of Carter's little liver pills equivalent to 50£ upon every 1,000£ sales.

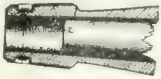
A pharmacist wishes The Era to warn the trade for him never to locate near a church, park or school, because, he says, a druggist so situated will not do much business, as the number of residents in a block is lessened materially by such public institutions.

PATENTS, TRADE MARKS, ETC.

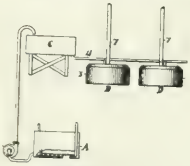


789,634.

789,137

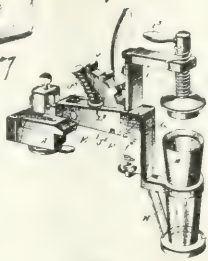


789,279.

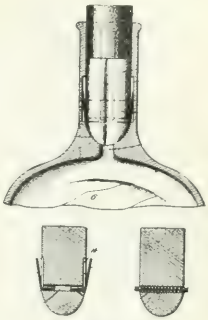


789,478.

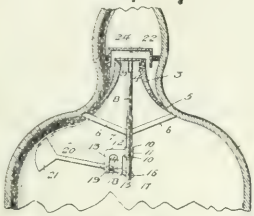
789,590.



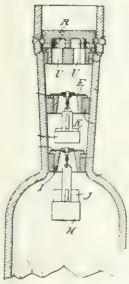
789,623.



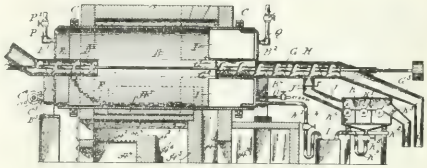
789,213.



789,638.



789,320.



789,691.

PATENTS.

Issued May 9, 1905.

789,137—Harris W. Beers, New Orleans, La. Carrier or holder for bottles.

789,176—Frederic J. Smith, Elizabeth, N. J., assignor to American Agricultural Chemical Company, New York, N. Y. Insecticide and method of dehydrating moist materials.

789,213—Looney N. Everett, Hornbeck, La., assignor of one-half to B. H. Lyons, Leesville, La. Non-refillable bottle.

789,269—Carleton Ellis, Boston, Mass. Process of producing tartaric acid and its salts.

789,279—William Holiner, St. Louis, Mo. Bottle-seal.

789,320—Samuel E. George and Joseph R. Norris, New York, N. Y. Bottle.

789,478—Henry P. Baldwin, Puunene, Hawaii. Method of cleaning impure and viscous solutions.

789,590—Harvey Coale and Lewis S. Greensfelder, Baltimore, Md. Cork-retainer.

789,623—Peter McGrath, Hibbing, Minn. Lemon-squeezer.

789,634—Max Schroeder, Berlin, Germany, assignor to New Jersey Zinc Company, New York, a corporation of New Jersey. Process of recovering sulfuric anhydrid and sulfuric-acid vapors from gases.

789,638—Benjamin Somerville, New York, N. Y. Non-refillable bottle.

789,647—Richard Arens, Marxloh, Germany. Process of making dibasic calcium phosphate.

789,671—Julius A. Reich, Vienna, Austria-Hungary. Process of making alkaline fluosilicates.

789,691—Walter B. Harper, Lake Charles, La. Distilling apparatus.

TRADE MARKS.

Published May 9, 1905.

Ser. No. 97—Tonic beverage and syrup for soda water. Frank Pitzer, Washington, D. C. The word symbol "Speedball" and the representation of a baseball.

Ser. No. 187—Laxatives. F. August Luyties, St. Louis, Mo. The hyphenated word "Manolax."

Ser. No. 190—Antiseptic preparations. F. August Luyties, St. Louis, Mo. The word "Pyrotoxide."

Ser. No. 316—Hair brushes, nail brushes, flesh brushes and tooth brushes. Florence Manufacturing Co., Northampton, Mass. The word "Prophylactic."

Ser. No. 360—Blood tonic. The Maltine Company, Brooklyn, N. Y. The word "Neoferrum."

Ser. No. 382—Headache cure. Algosine Manufacturing Co., Reading, Pa. The word "Algosine."

Ser. No. 413—Preparation for treatment of the hair and scalp. Chauncey F. York, Warriors' Mark, Pa. The fanciful title "ZoKoz," and the representation of a bow and arrow.

Ser. No. 451—Medical preparation possessing curative properties and being a curative remedy for injuries and acute and chronic inflammatory affections. The Denver Chemical Mfg. Co., Denver, Colo. The word "Antiphlogistine."

Ser. No. 519—Medical preparation for uterine diseases. Dios Chemical Co., St. Louis, Mo. The word "Dioviburnin."

Ser. No. 520—Certain named proprietary medical preparation. Dios Chemical Co., St. Louis, Mo. The word "Neurosine."

Ser. No. 588—Nerve tonic. E. C. DeWitt & Co., Chicago, Ill. The word "Kodol."

Ser. No. 591—Headache remedy. E. C. DeWitt & Co., Chicago, Ill. The words "Kennedy Headache Tablets," arranged in three horizontal lines, the word "Headache," being preceded by the representation of a woman with her hand raised to her head and the word "Tablets" being followed by the representation of a man with his hand raised to his head.

MARKET REPORT

CAMPHOR LOWER AGAIN.

Quinine Weaker at Wholesale, Jobbers Not Yet Following.

AGENTS OF FOREIGN MANUFACTURERS CUT PRICES ONE PER CENT.—AMERICAN SAFFRON, ASAFETIDA, CODLIVER OIL, SEVERAL ESSENTIAL OILS AND A NUMBER OF ROOTS LOWER. — ALCOHOL HIGHER. — MARKET GENERALLY STEADY AND DEMAND NORMAL.—OUTLOOK FOR CONTINUANCE OF HEALTHY CONDITIONS.

New York, May 15. The unexpected has happened again. Camphor and quinine have declined. In neither case was there evident any sign of the coming of such a movement, although quinine had been disappointingly dull for some time and foreign statistics had been bearish. It was this latter factor that broke the market, the local agents of a German concern being the first to announce the decline of one cent. Camphor has gone off three cents. Opium is also easier at first hands, although jobbers have not announced a change. Indeed, the important reductions have influenced the whole market so that the general tone is easy. The advances this week are few and unimportant, that of greatest interest being the rise in alcohol.

As for the volume of trade, it is perhaps a trifle better, the declines stimulating demand somewhat. Jobbers report normally healthy business, but do not complain of being overworked. Little speculative interest is evident.

OPIUM.—Poor demand and competition have resulted in further easiness at first hands, cases declining to $2.85. On the other hand, the foreign situation is somewhat firmer, as high test is cabled higher. Reports from growing regions confirm the serious extent of damage to the new crop, but large stocks are depressing. Jobbing prices remain unaltered, being $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent., and $4.00@4.85 for sixteen per cent.

MORPHINE SULPHATE.—The situation is unchanged, the demand continuing normal, but without feature. Jobbers still quote $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25½@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—On the 13th the Roessler & Hasslacher Chemical Co. announced that they had been instructed by cable to reduce the price of sulphate one cent. This brings it down to 20c. at wholesale for 100-ounce tins. This move was unexpected, and domestic manufacturers displayed reluctance in following their lead, but finally did so. The causes are the lack of demand, competition, and easier foreign advices. At the Batavia sale of Java quinine, last week, the unit realized was 16.20 florins, again 16½ at the previous sale. The next sale of interest to the trade will be held in London, to-morrow, May 16, but the result arouses little attention. The market is rather easy still. Jobbers have not yet had time to announce whether they will follow the reduction or not. They probably will, but their old quotations at present still prevail. These are: 21@21½c. for bulk in 100-oz. tins, 21½@22c. in 50-oz. tins, 22@22½c. in 25-oz. tins, 23@23½c. in 15 or 10-oz. tins, and 28@29½c. in ounce vials, according to brand and amount.

CAMPHOR.—The market has once more declined, refiners announcing a cut of 3 cents this time. The keen competition prevailing is responsible and it is said that the Japanese article is still underselling the domestic a trifle. The new lower jobbing schedule is as follows: Barrels, 68@68½c., and less, 70@75c.; 4-oz. blocks in cases, 68½@79c., and less 71@75c.; 1-oz. cakes in cases, 70@70½c., and less, 76@82c.; 24s in cases 72@72½c., and less, 78@82c., all per pound. Ounce cakes and 24s in 1-lb. boxes, 1c. per pound additional. Jobbers are quoting Japanese, 68c. per pound, for ounces in cases, and less, 70@75c. per pound.

ALCOHOL.—Western producers have advanced grain five cents and jobbing prices rise accordingly to $2.50@2.51 per gallon, for barrels; $2.60@2.65 in ten-gallon cans, and $2.65@2.75 for smaller quantities, per gallon.

AMERICAN SAFFRON.—Heavier arrivals of the new crop and lack of demand have induced holders to again cut prices. Some offerings from Mexico have been made. The tone remains weak. Jobbers have also reduced their quotations, which now are $1.25@1.35 per pound, and powdered, $1.35@1.45 per pound.

COCA LEAVES.—Huanuco are higher because of scarcity, fair demand and advancing foreign markets. They are up 3 cents here, and local jobbers have raised their figures to 45@50c. per pound. Other varieties unchanged.

ASAFETIDA.—A decline of 3 cents results from a lack of business and sellers' desire to move stocks. Lower jobbing values are 20@25c. for good fair, and 30@35c. for select, per pound.

MASTIC.—This is again higher abroad, because of the practical failure of the last crop. An advance of 2 cents puts jobbing prices here at 62@67c. for tears, and 67@72c. for powdered, per pound.

BERBER'S AQUIFOLIUM.—The expectation of the arrival of the new crop on the market weakens prices, and jobbers have lowered their figures to 28@33c. per pound.

SASSAFRAS OIL, NATURAL.—The true oil is lower, as is natural at this season. Jobbers have reduced to 65@75c. per pound.

ERGOT.—As this has been dull, prices have dropped, jobbers lowering their quotations for Russian to 43@48c. per pound and 53@58c. for powdered, per pound.

LADIES' SLIPPER.—Spot stocks are practically out of the market. It is said that one holder controls all available, asking 50c. at wholesale. Jobbers have advanced prices to 60@65c. per pound.

GOLDEN SEAL ROOT.—Lower offerings, especially from the West, weaken the market. The fear of the spring-dug root is prevalent among holders. Jobbing quotations drop the $1.70@1.80 per pound and $1.80@1.90 for powdered per pound.

BAYBERRY WAX.—This commodity has taken a sharp tumble. It was too high anyway, being forced up by the artificial influence of manipulation. Freer country offerings have unexpectedly developed. Buyers are still holding off. Jobbers have lowered prices to 55@ 60c. per pound.

SIMARUBA BARK.—Supplies are plentiful and demand slow. Lower jobbing quotations of 38@43c. and 48@53c. for powdered per pound.

THE BROMIDES.—Jobbers have at last openly quoted prices commensurate to wholesale values. This makes them all lower. New rates are: Ammonium, 29@32c.; potassium, 22@25c., and sodium, 27@ 30c. per pound.

SENEGA ROOT.—With the approach of summer, easiness prevails and jobbers have reduced their prices to 84@89c., and powdered, 99c.@$1.09 per pound.

SERPENTARIA ROOT.—Like many other roots, this is easy at this season. Lower jobbing values are 50@55c. per pound.

BAY RUM.—The market for Porto Rican at wholesale, shows further strength, because of labor troubles in Porto Rico. But jobbing prices remain unaltered at $2.25@2.30 per gallon, in barrels, and $2.50@2.75 for less per gallon.

CULVER'S ROOT.—Another root easy to move stocks. Jobbers now quote 16@21c. per pound.

ALOES.—The Curacao show strength because of diminishing stocks and a fair demand. Producing regions report a short crop. No change in the jobbing prices of 10@12c. per pound and 14@16c. for powdered.

CAJUPUT OIL.—During the week this has been easy, through unsatisfactory demand. Lower jobbing prices are 83@98c. per pound.

CITRONELLA OIL.—Scarcity abroad continues with firmness. A few cheap lots, available here have been absorbed by a strong holder and the market has advanced. The consumptive demand is increasing and prices have risen. Jobbers are now asking 62@77c. per pound.

CASSIA BUDS.—Some weakness has developed through lack of demand and jobbers are now quoting 25@30c. per pound.

SANGUINARIA.—The new crop is coming and values are declining. Jobbers reduce to 19@24c. per pound.

RUSSIAN MUSK ROOT.—This also is easier, new jobbing prices being 19@24c. per pound and 24@29c. for powdered per pound.

CODLIVER OIL.—Demand continues to fall off and prices to ease as befits the season. Little interest is shown anywhere. New jobbing prices for barrels may be given as $31.00@32.00, while gallon prices still range $1.50@1.75.

A TESTIMONIAL.

A Benton Harbor man writes the following testimonial to a well-known patent medicine company: "It gives me extreme pain to recommend your medicine. Before my wife began taking your tonic she was so weak that she could scarcely stand on the floor, but after taking one bottle of it she has had the floor all the time and can throw a flatiron with all of the accuracy of the best shotputters of the university. Please send me six bottles for personal use and self defense."—Transverse Record.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, MAY 25, 1905. Number 21.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, . $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. = NEW YORK

CABLE ADDRESS, "ERA" NEW YORK

TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.

TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Combination Ownership. Common Sense Health Laws.—Illegal Dispensing.—Another Honor Roll.—Whiskers Unsanitary.—Causes of Failure in Clerks.—A Question of Exports.—Dr. Noel in New York.—Drug Plants in Texas.—Bulk Perfume Trade.—Childless Flats.—Veterinary Practice.—Notes on Formulas.—Theory and Practice.—Question Box.—Book Reviews.

NEWS. — House Organs. — Harmony Restored.—War on Impure Drugs.—Combine Plan Fails.—D. C. C. Elects Officers.—Charged With Selling Cocaine.—One Cent Telephones.—Apprentice Registration.—Progress of the Dow Suit.—Cut-Rate Druggists May Combine.—St. Louis R. D. A.'s Annual Ball.—Prof. J. M. Gould Honored.—A. B C. at City Island.—Among the Colleges.

TRADE.—Some Interesting Remarks on Vermont Arnica.—Only Fifty Pounds Pure Arnica in United States?—Mr. Knoebel's Ethical Ideas as to the Management of a Pharmacy.—The Way They do it at Stoever's Soda Fountain in the Broad Street Station, Philadelphia.—Drug Trade Jottings.—Show Windows and Features.—Appraiser's Decisions.—Business Record.—Patents.—Market Report; Quinine Now Reduced by Jobbers, Turpentine Advanced.

EDITORIAL COMMENT

Combination Ownership.

An interesting phenomenon of the last decade has been the combination ownership of drug stores, one or more of such combinations operating in nearly every large city in the country. Some of these companies have been successful, some have not. The question now arises, has the pendulum of combination and centralization, so far as it relates to the management of retail drug stores swung forward as far as it will, or is it on the return movement?

In our news columns this week is related the experiences of a San Francisco company which began business two years ago with eight stores under its management. Recently two of these stores were sold, and now, it is reported, the company is confronted with the problem of maintaining two of the stores without the attraction of their original owners' personality. These two stores are for sale for the reason, according to the statement of an official of the company, "that where clerks have been placed in charge, business does not keep up."

This experience, and it has been duplicated in other cities, would seem to indicate that combination ownership does not always work well when applied to retail pharmacy. The personality of the druggist is and always will be an important factor in the business equation. In a degree his professional fame is one of his chief assets, and he can make friends for business in a manner that cannot be accomplished by the agent or clerk of an impersonal ownership. The druggist becomes familiar with his customers' idiosyncrasies, and they seek his advice and trust to his judgment. Outside of those stores which have a large transient trade a large part of the community, if it patronizes the store at all, prefers to do business with the proprietor.

This phase of the subject is one of the drawbacks to combination ownership. A plurality of business offices has always worked to the disadvantage of the physician for the reason that the number of these has caused an uncertainty to arise in the minds of the people as to where the physician might be found. In a less degree the ownership of many pharmacies by a single druggist or company of druggists may not always be a trade winning proposition. It does not appear to have been so in San Francisco.

Common-Sense Health Laws.

The latest report of the New Jersey State Board of Health shows that much can be accomplished in the matter of preventing food and drug adulteration by judicious, business-like methods, and without resort to stringent measures, which in many instances result in working a positive injustice.

This Board of Health has been active in running down offenders, and $5,500 has been turned over in fines to the State. The number of specimens examined in the laboratory for the year was 3,526. All of this was done without a flare of trumpets and a beating of drums, and without making an enemy of a single pharmacist whose friendship was worth having.

From time to time common-sense statutes have been added to the laws of the State, for the guidance of those whose duty it is to see that drugs and food are not adulterated, and that if the laws are broken, the offenders are promptly and properly punished. Radical changes in the laws have been attempted. Behind these attempts have been agitators who have managed to gain the ear and support of the sensational press. Most of these measures have died aborning, wise legislators and vigilant pharmacists seeing that they were put down with a firm hand.

The result is that the Health Board, which operates under the pure food and drug law of 1901, has not been hampered by unwise legislation and forced to assume an attitude which would place the members in a position of antagonism and apparent unfriendliness to those druggists who are strongly in favor of all reasonable measures that will tend to prevent the sale of deleterious drugs or food. There is a resultant feeling of friendliness and a desire on the part of every honest druggist to assist in the searching out and punishment of those who are guilty of fraudulent practices.

By the exercise of good judgment and with the assistance of common-

sense laws, this one board of health has at least partly eliminated features of the drug trade in New Jersey which had a tendency to reflect on the honest and dishonest alike. This has been done without an over-strenuous effort to see that the laws were too strictly enforced, both in the spirit and the letter. The members of the legislatures of other States, where there is an outcry for pure drugs and a tendency to agitate for more stringent statutes, might profit by reading the report of the New Jersey State Board of Health.

Another Honor Roll.

Once more the druggists of New York City have been invited to have their names published as dealers in strictly pure drugs. For the modest sum of $12 a pharmacist may secure a place on this "honor roll," printed in a business telephone directory. Physicians also, have been invited to have their names printed in this book, in a list restricted to practitioners of the highest character and ability. In other words anybody may become a "somebody" by the payment of a merely nominal sum.

This is a repetition of the scheme launched last fall by a daily newspaper but which was suppressed through the combined efforts of the local associations. The present scheme, however, has all the evils of its predecessor in an aggravated form, for a telephone directory is more or less a fixture in every store, office, public building and private dwelling. Hence any druggist who failed to get his name on the "honor roll" would be condemned as a substitutor and a seller of impure drugs until the next issue of the directory.

The situation is one that calls for heroic treatment and the Press Committee of the Manhattan Association should lose no time in bringing home to the proper persons the sentiment of the trade on this subject.

Illegal Dispensing.

The Italian Pharmaceutical Association of this city, as told in our news columns last week, has begun a vigorous campaign against doctors who sell their patients medicines compounded by non-registered pharmacists in their employ. It is claimed by the members of the association that they have plenty of evidence with which to secure convictions and put a stop to this practice. This is a matter worthy the careful attention of the Board of Pharmacy. If the evil is indeed as widespread as we are asked to believe, then it is high time that measures were taken to put a stop to it, both for the welfare of the druggist and for the honor of the medical profession.

We are aware that the pharmacy law of this State gives physicians the right to supply their patients with medicines compounded by themselves. The point which the Italian Association makes, however, is that this branch of the doctors' practice has grown to such an extent that he is no longer able to handle it himself, and is therefore compelled to hire a man whose sole duty it is to put up his prescriptions. These employes are not licensed druggists nor do they make any pretence of knowing anything about pharmacy. Their work consist chiefly in transferring from a large bottle to a small one varying quantities of the preparations that the doctor orders.

Under these conditions it is extremely difficult to obtain evidence of violation of the law. If the Italian Pharmaceutical Association has such evidence as it claims to have, it will render distinct service to the drug trade by turning this evidence over to the Board of Pharmacy. The Board will no doubt do all in its power to remedy the evil.

Dr. Noel in New York.

The fact that the head of the organization department of the N. A. R. D. deemed the situation in New York sufficiently serious to demand his presence here for a short time, seems to indicate that at last the Chicago office has begun to realize that New York is not yet won beyond the shadow of a doubt. Evidently headquarters did not fully understand the situation, and was ignorant of the friction existing in the Eastern office of the N. A. R. D.

It is utterly useless, even were it expedient, to attempt to conceal the fact that in the past month the breach has been steadily widening between the national representatives on the one hand and the representatives of the New York druggists on the other. The beginning of the trouble may be traced as far back as January, when the retailers were suddenly informed that they must pay an organization fee of $2.50 to the N. A. R. D. Some discontent resulted, but was soon smoothed over.

Since then the druggists have been wondering what they were getting for their money. The matter came to a head last week, when the Executive Committee of the N. A. R. D. concluded to hire its own men and pay them with the organization fee, instead of turning it over to the N. A. R. D. That this decision has now been reconsidered, with the understanding that the N. A. R. D. is to put ten men in the city by the first of June, seems to indicate that Dr. Noel's trip has been not without profit, both to the national and the local association.

Professor Good Honored.

In studying the development of pharmacy, of intellectual advancement, of literature, it is not difficult to trace many an impulse that has been imparted or received from intelligent workers in the past. Any advance, any improvement has been the result of good honest work. This thought, as some one has sagely remarked, gives interest to the man who stands back of the work, and it forms a bond of comradeship among those who have toiled in the past and those who are toiling now in the common field. The thought puts us of the present in touch with kindred spirits all along the line.

There are reasons ample and abundant enough that should recommend Prof. James M. Good to the consideration of the Alumni and friends of the St. Louis College of Pharmacy. Beginning his work at a time when technical instruction was not what it is to-day, he has lived and labored to upbuild the institution with which he has been connected; but in a greater degree he has shown what the practical workaday pharmacist may do for his calling. In this respect Professor Good has had the opportunity of dealing with the everyday affairs of active pharmaceutical practice, and consequently has had the chance to see things at a closer range than many others. But while representing the toiling druggist he has never lost sight of the goal.

Thirty years is not so long a period when measured by the lifetime of the nation, but Professor Good has witnessed more important changes bearing on the practice of pharmacy, in this country at least, than all of his predecessors combined. Educational methods as we now understand them, pharmaceutical legislation, general interest in trade matters, organizations, the commercial spirit, are all of recent growth. Through it all he has toiled with the toilers, and it is fitting that the St. Louis College of Pharmacy should honor the son who has contributed so loyally and faithfully to the upbuilding of his Alma Mater.

Fundamental Principles Recognized.

The latest development in the fight to maintain prices in Baltimore is a movement among cut-rate druggists to combine for their common interest. Is the campaign of education and organization beginning to bear fruit so soon? When the besieged has to adopt the tactics of the opposition it is manifest that the importance of fundamental principles is recognized. It is also evidence that the intrenching lines are being tightly drawn. A graceful surrender would be a pleasing conclusion.

Whiskers Unsanitary?

From Des Moines, Ia., comes the announcement that the State Board of Health has declared war on whiskers. The president of the board says that in several countries physicians are required to discard their whiskers, they being regarded as not only unprofessional, but a menace to the families visited by the doctor. The Iowa State Board of Health will hereafter regard the be-whiskered doctor as an unsanitary person, and will "have the law on him" unless he makes frequent and regular trips to the barber, whose razors and brushes have been sterilized and who uses only antiseptic soap. Thus another blow is dealt to the elusive microbe.

No longer can beardless be applied to the young doctor as a term of ridicule, suggesting that a lack of whiskers indicates a lack of experience. If other boards of health should follow the example of the Iowa body, the young man with the down upon his lip will be *au fait*, while he of the hirsute appendages, those adornments of the face which were once his pride and glory, will hie himself to the solitude of his chamber, there to wrestle with a dull razor and wire-like beard, while he indulges in some bitter reflections on the idiosyncrasies of boards of health.

To the medical man who perforce must be divested of his beard, history presents an enigma. An absence of beard was a mark of rank in ancient Egypt, while in Turkey only slaves were shaved, as a token of their servility. But Turkey never stood very high in the sanitary percentage column. When the erstwhile symbol of dignity and wisdom is put in the scales against a sanitary suggestion, with a board of health holding the balances, it is a foregone conclusion as to which way they will tilt.

Philosophers have affected the full-grown beard, it being esteemed by them as an evidence of a sage mind. The practice of wearing the beard has been advocated by many physicians for hygienic reasons, as protecting the throat from damp. Now the philosopher is to be stamped as a fool and the man of medicine hoisted on his own petard.

It may be that this board of health has been reading of Peter the Great. That worthy issued an edict toward the "compulsory civilization of his people," which had reference to the beard. He taxed this appendage and afterwards ordered all those found bearded were to have the hair plucked out with pincers or to be shaven with a dull razor. The Iowa doctors may find a grain of comfort in the reflection that they were not subjects of Peter.

The ban has not yet been placed on the whiskers of the druggist, but doubtless he will become an object of suspicion by the over-zealous members of this board of health, unless they can be convinced that he has the means of disinfection so close at hand that the germ will not venture into such forbidding territory.

Causes of Failure in Clerks.

A Chicago newspaper has been offering a weekly prize for the best explanation as to why a job had been lost. Many frank answers were received in which the unfortunates freely admitted that their own shortcomings had caused their separation from good positions. In one week eighty-one competitors sent in letters, and it is noteworthy that of these only eight blamed their employers. Drink was the chief cause of discharge, next, loafing with bad company and carousing breaking even for third place.

This is what might be expected. But some of the reasons given were certainly unique. "Because the beer froze," "Gave the boss wrong tip on the race," "Kidded the boss," "Offered to box with a priest," "Wanted to marry boss' sister," and "Forty-year-old stenographer wanted to marry him" are certainly most extraordinary explanations.

If true the dismissals seem hardly fair in most of these instances. But the real moral to be drawn is that drink, loafing, and bad company are the usual causes of business downfall. They are so for both the clerk and the boss, and indeed, the latter is subjected to two more evils, speculation and lack of capital. But the lesson is the same for all in every line of work, the drug business included.

A Question of Exports.

The annual meeting of the National Association of Manufacturers in Atlanta, has been the occasion of some reflections by the daily press which seem well founded. It is urged that an organization which represents such important interests, producing $15,000,000,000 worth of merchandise annually should possess a larger membership than three thousand when their class numbers several hundred thousands. More, that an attendance at the meeting of but three hundred of these members is regretable.

On the surface it would seem as if there was some good reason for this and it is found in the present methods of the organization as illustrated by the subjects considered at the meeting. These were industrial evils, socialism, reciprocity or other generalities of economic or political significance. It is suggested that a more fitting object would be the consideration of practical means to expand our exports, by live business methods, not by the pursuit of subsidies, bounties, or other paternal aid from the government. First of all the association should try to aid in discovering where and how this country can sell more goods. An application of this to the drug trade is obvious when the size of imports of drugs and chemicals from Germany are considered.

Among the members of the Manufacturers' Association there are probably some pharmaceutical houses represented.

Objectionable Show Windows.

The truth that nothing is neutral, that everything must have some influence, deleterious or beneficial, on its surroundings, or, as it is frequently phrased, must either progress or decline, is well illustrated by the treatment of a show window. A window is always exerting some influence. If it does not arouse interest or admiration it repels. If a window is habitually neglected or is decorated in bad taste it not only fails to draw the new trade which belongs of right to the pharmacy from its position but it even drives business away. Even if nothing worse results customers are bound to consider the place behind the times and so will drift elsewhere.

But if neglect causes loss, how much worse is the active abuse of a show window. Perhaps the worst form of this shortsightedness in policy is the use of objectionable or suggestive goods as fillers. There may be nothing really immoral or disgusting about such lines. They have a necessary place in every stock, and they perform a useful service, but they do not belong in the show window. Let them be kept in the stock-boxes and drawers within the store. To some sensitive, refined people such displays are positively disgusting and nauseating, to the prudishly inclined they are immoral or suggestive, in any event they offend many and please no one. They never attract trade. It is a mistake to feature such goods.

Drug Plants in Texas.

From Sherman, Texas, it is reported that a citizen of that town recently collected in adjacent fields fine specimens of twenty-one species of valuable drug plants. Among these were burdock, catnip, larkspur, tansy, lemon balm, rue wormseed, opium poppy, wormwood, yarrow, balmony, spear mint and starwort. It is believed that over a hundred species of drug plants could be cultivated profitably in that section. It is said that the Government is considering establishing an experimental farm in Grayson county to undertake experiments of this character.

OUR LETTER BOX

BULK PERFUME TRADE.

Rochester, May 17, 1905.

Editor Pharmaceutical Era:

The remarks of Mr. Green, published in your esteemed journal (Feb. 9, Era, page 165), have, in a measure, attracted attention. Being somewhat conversant upon the subject, it is hoped that you will see fit to present your readers a few facts and figures herewith, which can be easily verified. His assertion that "more bulk goods than ever are sold to-day" is not denied, but is he not in error in saying the American perfumers do not profit thereby? The following figures are tabulated from the records:

Total amount of imports of perfumery, toilet preparations, etc., for the fiscal year ending June 30, 1903, $824,040; for the year ending June 30, 1904, $844,621.

Total imports of strictly alcoholic perfumes for 1903, $510,642; for 1904, $508,536; decrease for 1904 over 1903, $2,106; increase for 1903 over 1902, $68,474 (or 15 per cent. or over). The statistics for 1904 show a total increase of $20,581 (2½ per cent.).

Thus it would appear with the shown increase of only $20,851 in actual values of merchandise, instead of an increase of $119,000 in "duties," as stated by Mr. Green, that he must have been beguiled into the land of unattested figures.

Regarding the age of fine American perfumes, I believe that this particular feature receives far better attention than is given by foreign manufacturers, else American perfumers would be wofully slow indeed.

The gentleman further remarks that many druggists are making their own perfumes, by what he terms a simple process, viz.: "Concentrated floral oils." It is feared he has not pursued the subject far enough to become convinced that wherever that experiment has been tried, a re-order is unknown and loss of trade is inevitable. If the profession of *parfumeur* had nothing more to it than that, this or any other communication upon the subject would be entirely superfluous. And again, don't you smile, Mr. Editor, when, according to Green, the American perfumer has not "advanced." If this be true, it is the only one thing in which the American has not advanced, and the writer hereof, representing the third generation of odor-makers from the Maritime Alps, with due reverence to ancestry, insists that "advance" is the war cry upon its banners as a constantly increasing trade verifies, yet "advance" is still the slogan. Thus again we presume to give denial to that "non-progressive idea," we live and still strive in the expectation of outdoing the past. And still again, isn't there an unwarranted injustice done by saying that the up-to-date American perfumers merely issue old odors under new names? This calls for actual proof—else it is slanderous. Mr. Green states producers pay "too much attention to special odors." I would request knowledge as to what class of odors the French, to whom he so often refers, devote their attention, to say nothing of high prices. American goods do not simply carry the price on account of the pace set by French competitors. To make a perfect perfume it is necessary to use goods of no small value.'

The writer has a personal acquaintance with Mr. Green, who is esteemed highly, and it is a pleasure to reply to his communication, for, during March, 1901, I had a very pleasant conversation with him relative to perfumes. Modesty alone prevents repeating assertions made relative to at least one American perfumer. French goods are not the best, and French perfumers do not excel American perfumers. This can be practically demonstrated beyond the doubts of Mr. Green. He says truly, if the department stores control the sale of perfumes it is only because of their display and push, but I cannot see how Mr. Green can encourage a druggist to make his own perfumes. It is a case of "Shoemaker stick to your last." A pharmacist can compound drugs, but when he tries to make his own perfumes I will guarantee that within one year his sales will show a decided decrease in this department. When department stores make their own perfumes they do not employ a druggist, nor employ the use of "Concentrated Floral Oils," but they engage an educated perfumer and the perfumer is one of a profession of its own kind.

I wish to correct another statement, which is somewhat misleading, relative to the French perfumes being sold without advertising. Mr. Green must know that at least one large French house spends a fortune advertising yearly. Moreover, every department store in the United States handling imported perfumes, advertise them incessantly in the local newspapers. Mr. Green furthermore knows that there are but three or four houses in the United States who manufacture strictly high grade perfumes, and he further knows that it is the policy of these manufacturers to sell to no other trade than the retail druggists. Were these manufacturers to sell department stores the imports of perfumery would naturally show a marked decrease. The trouble with the retail druggist who does not do a profitable business in perfumes, is simply due to the fact that he does not devote sufficient attention to his perfume trade, which can be made one of the best-paying departments in his store. Too many druggists take it for granted that the big department stores are taking the business in this particular line. Inasmuch as these same stores retail patent medicines and compound prescriptions, there is no better argument to employ than that if you present a nice display of perfumes and use discretion in the choice of odors, etc., profitable results are sure to follow. I can refer you to many druggists friendly with the writer, who are successfully following suggestions on these lines. The perfume and toilet article trade belongs to the retail druggist and it will remain with him if he will devote the required attention to this feature.

In conclusion, permit me to state that it is the "American perfumer" who has reproduced the natural odor of the flower, but the French perfumes embrace no science or art, merely a conglomeration of heavy odors which become obnoxious to the average person. An artist, in painting a picture, imitates the colorings of nature as closely as possible; the American perfumer, in making an odor, reproduces the natural scent of the flower as given by nature as a criterion.

Very truly yours,

OSCAR B. SPIEHLER.

THOSE CHILDLESS FLATS.

New York, May 19, 1905.

Editor Pharmaceutical Era:

There was a little paragraph in the last edition of The Era to the effect that "a peculiar feature of the trade of a druggist in a certain Brooklyn locality is that there is no call for anything for young children, there being none in his territory. It is evident the President's theories have little weight in that neighborhood."

Nay, nay, Mr. Editor. Hardly evident that the good people in that benighted neighborhood are not in accord with the President's views on race suicide. All good people love little children, but there are lots of landlords who do not come under the appellation, "good people." To many such the cost of a broken window-light overshadows all the sunshine and happiness that might be brought to a home by the pattering of little fingers on the window pane. I venture the guess that this druggist is in a neighborhood where the flint-hearted landlord inserts in the lease, along with the clause barring dogs, one which also says children are not allowed.

GOWANUS.

Bacteria in Water.

German papers state that pure and clear water can contain disease germs for a long time in a living and poisonous state. It has been presumed that disease-causing bacteria could not increase in pure water and, therefore, soon died, due to the effect of light, low temperature, current of the water, other harmless germs, and lack of suitable nutrition. It has been demonstrated that the typhus bacillus requires at least 67 milligrams of nitrogenous matter in 1 quart of water and the sewer germ over 400 milligrams. The typhus bacillus is said to be able to live only seven days in common waterworks water, and the cholera bacillus only three days. It would appear that these researches were made somewhat superficially, as, according to Konradi, water is suited to many disease germs which in time overcome harmless bacteria instead of succumbing to them. The experiments of Konradi with the bacillus Milzbrand, which causes inflammation of the spleen, and the typhus bacillus, have demonstrated that the harmless bacteria in the water increased largely for some time, but died subsequently, so that, finally, the water kept in ordinary room temperatures contained only the disease bacteria in full malignancy. The "spleen" bacillus remained alive from 264 to 816 days, and displaced the other bacteria within three to four weeks. The pus bacillus overcame the other bacilli after three months, and lived 508 days, while the typhus bacillus became dominant only after more than four months, but lived 499 days. The "spleen" bacilli thrive even in sterilized water.—Consul General Guenther in Consular Reports.

VETERINARY PRACTICE.

BY EDMUND F. L. JENNER.

Among the many "side lines" open to the retail druggist, and more especially to the druggist who practices in the smaller towns, or large villages, is veterinary medicine. In all large towns, there are regular veterinary surgeons, who have qualified themselves, and is is only right that they should be protected in the exercise of their profession, to the exclusion of the unqualified and unregistered. In my own case, the nearest qualified D.V.S. lives seventy miles away. There are a number of "horse doctors," who castrate colts and prescribe for the different ailments of horses, cattle and dogs; they are fairly proficient with the knife, but they are abysmally ignorant of therapeutics, they known nothing of compounding and less of toxicology.

The druggist, assuming that he is up-to date, should have a full knowledge of both these most important subjects. It is only by careful study, and much reading that he will gain an insight into the different diseases, and become a good diagnostician. In my own practice, I use both the homeopathic and allopathic remedies. I use the former when I am first in the field, the latter when some truckman has been called in first, and has filled the sick animal with medicine of his own devising.

One great objection to the homeopathic veterinary treatment, is the extreme difficulty of persuading the public to abide by the directions. It is not until a man has actually witnessed the effect of a minute dose of colic remedy, frequently administered, that he will believe that a few teaspoonfuls of medicine, given at the proper interval, are more than the equivalent of a quart of mixed carminatives, opiates and stimulants, given at one dose.

The following is an example of a "colic" prescription I have often filled: "Take of laudanum, tincture of cardamon, compound tincture of ginger, of each, one ounce; tincture of capsicum, ½ ounce; alcohol, 6 ounces; water to make one pint. Give at once. Sometimes asafetida is added, and it is a good remedy. The prescription I have outlined above is a fair one for colic, but should the disease be inflammation of the bowels—and it is a difficult matter to distinguish inflammation from colic in the early stage—it is very much the reverse.

The reader has doubtless encountered that infernal nuisance, the family "doctor book," in his dealings with people. In veterinary practice, the same thing exists, but in a far more marked degree. The average farmer who owns a work on veterinary medicine, published in the forties, or fifties, and probably "written to sell" in the bargain, will treat a case of colic, inflammation, or milk fever, until the animal is almost dead. Then, as a last resort, the veterinary surgeon or druggist is called in. Under such circumstances I only accept the case under protest. Frequently I find that the diagnosis of the case is utterly incorrect, or else, that the treatment is obsolete. Drastic purgatives, huge doses of calomel and profuse blood letting are practically things of the past in human treatment. It is to be hoped that they will become so in modern and humane veterinary practice.

Under ordinary conditions the druggist carries in his usual stock nearly all the drugs he is likely to require for veterinary work. For internal use the medicine used on valuable animals should be the best procurable. For external use a line of liniments and tinctures manufactured from deodorized wood alcohol may be made, and kept in stock. The Era and Standard Formularies are most valuable works of reference; so is Humphrey's Homeopathic Veterinary Book. Ashmont's work on dogs is another invaluable book. I have a strong prediliction for homeopathic treatment, but where alopathic treatment is desired, no better work can be had.

Incidentally, the treatment of sick dogs is one of the most lucrative branches of the veterinary business. As a rule the "patient" is brought to the store, and no time is wasted making visits. A man who will grudge a dollar for medicine for his horse, will pay twice that sum for treatment for a favorite dog, and the intelligence of the creatures make them more amenable to treatment than horses, or cattle. In the great majority of cases there is no need of violence in administering medicine. The huge bolus of aloes and areca nut which used to be rammed down the dog's throat, has been supplanted by the minute dose of santonine, calomel and aloin, enclosed in a gelatin capsule, and wrapped in a shaving of raw, or cooked meat. Now I advocated the use of wood alcohol in veterinary liniments earlier in this article. My reason for doing so is the fact that the surfaces to be covered are frequently large. The price of grain spirit is high, and judging by my experience of twenty years, the danger of ill effects through absorption is almost nil. It should never be used internally, however. It is a deadly poison to animals, as well as to men.

In prescribing remedies for animals, it must be borne in mind that the weight of the animal bears a distinct ratio to the dose. That is to say, that where the dose for an ordinary man is one grain, the dose for an animal will be in proportion to its weight. Arsenic and antimony are two exceptions to this rule. A horse can, under certain conditions, tolerate an enormous dose of arsenic, and animals can take with impunity, what would be a lethal dose of antimony for a man. I know of a case where a farmer had some condition powders prepared in my store. He mixed them thoroughly with a barrel of corn meal, and directed his man to feed the usual rations to his cows. In the course of a few days a negro broke into the stable, and stole half a bushel of meal. Two of his children died from antimonial poisoning, and the remainder of the family were saved with the greatest difficulty.

The condition powder is a branch of veterinary medicine with a chance for the retail druggist to make money. Many of the "patent" powders are excellent, but they are sold at cut-rate prices. Often they are sold to the retail trade at absurdly enhanced rates. It is by no means difficult to prepare a good condition powder, and it is still easier to get one put up by some reliable house. The net profit on condition powder should be one hundred per cent. Only the best ingredients should be used, and no extravagant claims should be made on the wrapper, or in the advertising matter. The difference in profit between the sale of a package of veterinary liniment prepared by the retail druggist from some well-known formulas, and a "patent" handed down from the shelf, is very considerable. The price to the consumer is about the same. The result to the "patient" is usually in favor of the homemade medicament, assuming that the druggist makes use of good materials. Blisters, liniments for spavin, ringbone and lameness are in constant demand. They are not at all difficult to prepare. Dogs are frequently affected with mange, or troubled with fleas, or other parasites. The possession of a good formulary, the use of a spatula and ointment slab, and the exercise of a little common sense, will enable the druggist to make many a dollar, where he is at present only making a "quarter."

I do not for one moment insinuate that the druggist should usurp the place of the veterinary surgeon, when a duly qualified "vet" can be procured. In another issue, I propose to give a few formulas I have found efficacious in different cases I have had.

NOTES ON FORMULAS.*

BY FRED W. FLEET.

Syrup of Wild Cherry, B. P.

Improved Method.

The advantage of the syrup made after the following manner, in my experience, is, that there is no loss to the pharmacist in this climate as a result of fermentation. The syrup itself is of a bright, rich color, characteristic flavor, full aroma and answers all the requirements of the pharmacopœia. For 20 ounces of syrup proceed as follows:

Virginian prime bark in No. 20 powder	3	ounces
Refined sugar	15	ounces
Glycerin	1¼	fl. ounces
Distilled water, a sufficient quantity.		

Mix the glycerin, 1¼ fl. ounces, with 9 fl. ounces of distilled water, as a menstruum, and having moistened the powder sufficiently, let it stand in a closed vessel for 12 hours, then pack it firmly in a percolator and add enough menstruum to saturate the powder and leave a stratum above it; when the liquid begins to drop, close the lower orifice, and having closely covered the percolator, macerate for 12 hours. Then allow the percolation to proceed slowly—gradually adding menstruum (in like proportions of glycerin and water) until 10¼ fl. ounces of percolate be obtained. In this dissolve the sugar by cold percolation, and pass sufficient distilled water through the percolator to produce 20 fl. ounces of finished syrup.

Elixir Aurantii Sine Saccharum.

Simple Elixir Without Sugar.

Tincture of fresh sweet orange peel	6	fl. ounces
Alcohol	20	fl. ounces
Glycerin	25	fl. ounces
Distilled water—a sufficient quantity.		

Mix the tincture of orange, alcohol and glycerin together, add 49 fl. ounces of water in several portions, shaking after each addition. Pass through filtering paper sprinkled with precipitated phosphate of calcium, returning the filtrate until clear, and finally pass sufficient

*Presented at the April meeting of the Toronto Drug Section (Canadian Ph. Jour.).

water through the filter to make 100 fl. ounces of finished elixir.

Elixir Glycerophosphatum Compositus.

Compound Elixir of Glycerophosphates.

Calcium glycerophosphate	160 grains
Sodium glycerophosphate	80 grains
Potassium glycerophosphate	80 grains
Magnesium glycerophosphate	80 grains
Iron glycerophosphate (scale)	40 grains
Quinine hydrochloride	10 grains
Strychnine hydrochloride	2 grains
Citric acid	30 grains
Gluside	10 grains
Tincture sweet orange peel	1 fl. ounce
Alcohol (95 per cent.)	1 fl. ounce
Glycerin	5 fl. ounces
Distilled water, a sufficient quantity.	

Dissolve the glycerophosphates of calcium, sodium, potassium, magnesium, iron, the quinine and strychnine hydrochlorides and citric acid in 10 fluid ounces of boiling distilled water, and when solution is effected add the glycerin. Dissolve the gluside in the tincture of orange and alcohol and add to former solution when cold. Filter through paper sprinkled with talcum and pass sufficient water through the filter to make the finished elixir measure 20 fluid ounces.

Dose: One to two fluid drams.

Each fluid ounce contains 8 grains calcium glycerophosphate; 4 grains each of the glycerophosphates of sodium, potassium and magnesium; 4 grains of glycerophosphate of iron, and ½ grain of quinine, and 1-10 grain strychnine.

Paraffinum Liquididum Compositum.

Oil of pinus sylvestris	100 minims
Oil of wintergreen	40 minims
Oil of eucalyptus	40 minims
Thymol	40 grains
Menthol	40 grains
Liquid paraffin, to	20 fl. ounces

Mix. Each fluid ounce contains 5 minims oil of pinus sylvestris, 2 minims each of the oils of wintergreen and eucalyptus, 1 grain menthol and ½ grain thymol.

THEORY AND PRACTICE

Removal of Tattoo Marks.

There is no entirely satisfactory method of removing tattoo marks and other marks due to the deposit of insoluble color substances in the skin (Journ. Am. Med. Assoc.). The principle of almost all of the methods for removing these marks is to cause their destruction either by mechanical means or by the production of an inflammatory process which causes a superficial eschar. Small marks can be removed by excision or by electrolysis. In removing them by electrolysis, the needle attached to the negative pole is inserted parallel to the surface of the skin into the mark, and a current of from 5 to 8 milliamperes (5 to 10 small bichromate cells) is passed through the needle. Several such punctures are made parallel to each other until the surface is blanched. Usually it is not necessary to allow the current to pass more than 20 to 30 seconds for each puncture. In this way a superficial eschar is formed which will drop off in the course of a week, and will leave a white superficial scar. Of course, neither this treatment nor excision is satisfactory for large marks. For all but the smallest marks the method of treatment is to produce a violent inflammatory reaction and a superficial eschar by the use of a chemical. Various methods of doing this have been suggested. Perhaps the best of these is Variot's, which is as follows: First place on the tattoo mark a strong solution of tannin, and tattoo this into the surface. Then the surface is rubbed vigorously with a nitrate of silver stick until the area becomes black from the foundation of a silver tannate in and on the skin. In the course of the next few days there is a moderate inflammatory process and a close adherent crust forms. Ordinarily there is not much pain and after the third or fourth day this almost disappears, except on motion of the parts, unless secondary infection should occur. After about two weeks the crust comes away, leaving a superficial pink cicatrix, which gradually becomes of normal color. After about two months the scar is hardly noticeable. It may be necessary to repeat the treatment when it has not been vigorous enough.

Detection of Wine Adulteration.

A discovery that adulteration of wine with water, other liquids, and with solids can be detected by the aid of the telephone, is reported by the American consul-general at Frankfort. Two glasses, one filled with the wine to be tested, and the other with a like quantity of wine known to be pure, are placed upon an apparatus resembling a scale and a telephone connected with both liquids. If both wines are pure, no sound is heard in the receiver, but if one contains water a noise is produced until a pointer is moved to a given place on the dial plate, whose movement renders the conductivity of the liquids uniform. The gradation on the dial where the pointer stops shows the quantity of extraneous matter in the wine. The discovery is credited to Maneuvrier, a chemist of Paris.

Sterilizing Water.

Calcium peroxide is recommended by Freyssinge and Roche for sterilizing water (Bull. des Sci Pharm.). The calcium peroxide, 30 to 50 ctgms., is added, and allowed to remain in contact with 1 liter of water for two or three hours. The water is then filtered through manganese binoxide. The use of the peroxide is also recommended for keeping water sterile. It is added to the water and allowed to remain in it until the water is wanted for use; it is then filtered through manganese dioxide.

Fibrolysin.

The pain caused by the subcutaneous injection of alcoholic solutions of thiosinamine has led F. Mendel (Pharm. Zig.) to prepare a substance that can be administered in aqueous solution. This substance is fibrolysin, a compound of one molecule of thiosinamine and half a molecule sodium salicylate. Fibrolysin is described as a white, crystalline powder soluble in water, both hot and cold. The solutions are not stable, however, hence, are marketed ready for use in sealed tubes holding 2.3 cc. of a solution of 1.5 parts fibrolysin in 8.5 parts of water, and sterilized at 115° C., each tube representing the activity afforded by 0.2 gram thiosinamine. Fibrolysin is said to possess a resolvent action on tissue, and has been successfully used in lupus, chronic glandular tumors, scleroderma, etc.

Conium Ointment.

Hyrous woolfats of commerce, when triturated with even small quantities of water, or a substance of the consistency of a soft extract, as in the preparation of conium ointment, give out more liquid than they will take up; and even with such a drug as ichthyol, it is almost impossible to turn out a satisfactory ointment. Lenten, who makes these observations (Pharm. Journ.), has found the following method to prove satisfactory: Conium juice, 2 fl. ounces; anhydrous woolfat, ½ ounce. Evaporate the conium juice to ½ ounce by weight, and incorporate with the woolfat in a slightly warmed mortar. The resulting ointment is of a nice consistency and the process is less troublesome than that of the B. P., for the conium juice is subjected to heat for a much shorter period.

Preservation of Cider.

A patent has been granted in France on a process for preserving the sparkle in cider. The cider is placed in the cask with isinglass and allowed to remain for eight days, when it is racked off into new casks, where it remains for a similar period. It is then bottled and allowed to remain in the bottles, which are furnished with conical corks that are readily removed, bottom-up for a period of from twelve to fifteen days. When the bottle is restored to its usual position, a crust formation will be found upon the cork, which, with the deposit, is thrown away. The cider is then ready for the last treatment, which is effected by decanting into patent stoppered bottles, which are thereafter stored in an upright position.

Sodium Perborate.

Sodium perborate is now made use of to obtain extemporaneous solutions of peroxide of hydrogen. The following formulas are submitted by a writer in L'Union Pharm.: Solution 10-12 volumes: Sodium perborate, 170 grams; powdered citric acid, 60 grams; water, 1 liter. Solution 18-20 volumes: Sodium perborate, 210 grams; powdered citric acid, 105 grams; water, 700 grams. Filter if necessary. Tartaric instead of citric acid may be used, if desired.

Milk Powder.

A process has recently been patented in Canada for the manufacture of milk powder, which consists of mixing with milk a sufficient quantity of milk salts to render the albumen soluble, such as 1 per cent. of nitrate of calcium and phosphate of potassium. The milk is then evaporated and noncrystalline sugar is added in a proportion of about 1 to 2 per cent. of the weight of the milk in order to prevent decomposition.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Medical Certificates to Pharmacists.

(H. D. P.)—"Should not, in your judgment, a licensed pharmacist be entitled to a medical student's certificate? If such was the case, would it be of benefit to either profession?"

It depends altogether on one's point of view. As a general proposition, however, there is probably nothing at the present time to be gained by granting licensed pharmacists medical students' certificates; at least, that is the way most legislators view the question. In this State, to obtain a medical student's certificate, the matriculate must secure forty-eight academic counts, or present satisfactory evidence of the completion of high school work, after eight years of pre-academic work, as an equivalent to be determined by the board of regents (three years of such work is accepted if the work is completed before August 1, 1896). At the present time applicants for registration as pharmacists must present qualifications of pharmacy students—twelve counts—besides diplomas of graduation from colleges before they can appear before the board for examination.

The question may then be asked, "Does the pharmacist's college training make up for the difference in the required standards of the two professions?" An answer in the negative is found in the law governing the registration of both physician and pharmacist. The pharmacist may not qualify as a medical student unless he presents qualifications of an academic character. To be sure, his studies as a pharmacist have carried him into subjects essentially medical, but he has approached them as a student of pharmacy, not as a student of medicine. No, we do not think that licensed pharmacists should be entitled to a medical student's certificate any more than we think a physician should be allowed to present his diploma as the equivalent of a college of pharmacy diploma in the qualifications demanded by law for registration before the board of pharmacy.

Compounding an Ointment.

(W. D.)—"Your reply in the January 12, 1905, Era (page 41), to my question 'what is the correct way to arrive at the amount of vaseline required in compounding a prescription where the last ingredient reads: "Vaseline q. s.℥j"; should the ointment jar be delivered full, or should the ingredients all be weighed, regardless of whether the finished ointment fills the jar or not?' is in accordance with my expectations and my practice, but I cannot help but think that to make it up by volume would give more uniform results.

"Probably I am encroaching on the old percentage controversy, but as the 'dose' of an ointment is measured by volume, the amount of active ingredient applied will vary with the density of the ointment, a condition of uncertainty not allowed for by the writer of the prescription. In one prescription a dram or two of the finished ointment must be thrown away (and a portion of the active ingredient with it); in the other (calling for the same number of grains of active ingredient to the ounce) the jar is only half full, the patient receiving double the dose of active ingredient or twice as much as he would from the first prescription, for the amount applied remains practically the same."

We do not think there is any argument in favor of measuring the volume of vaseline required to complete the ointment by assuming that the container will hold just one ounce of finished product and no more. Some so-called "ounce" ointment jars hold less than an ounce, some hold more, and the only way absolute accuracy can be obtained is by weighing all of the solid ingredients, the vehicle included. It is taken for granted that the prescriber knows what he is prescribing and it remains for the patient to apply the ointment according to directions. If these be closely followed and the ointment has been carefully made, the patient will nearly always apply about the same quantity, even though he should be given another kind of an ointment jar in case the prescription is refilled. The capacity of the ointment jar should not enter the problem of compounding. The only consideration that should be given to the jar may be found in the answer to the question, "Will it hold the finished ointment?"

Essence of Lemon.

(D. C. O.)—"Kindly give me two good formulas for making extract of lemon, one using lemon peel, the other being made from the essential oil alone."

For the first formula we would recommend that given by the U. S. Pharmacopœia, which is the standard, according to the laws of the various States. For a formula of the second type the following is taken from a manufacturer's note book: Oil of lemon, 8 ounces; cologne spirit, 95 per cent., 96 ounces; water, 24 ounces. Dissolve the oil in the spirit, shake well, slowly add the water, and filter. Tincture of turmeric may be used to color.

Another formula which differs from either of the above is the following:

Oil of lemon	4 fl. drams
Alcohol, deodorized	16 fl. ounces
Tincture of turmeric sufficient to color, or	
Oil of lemon	1 fl. ounce
Pumice, powder	1 av. ounce
Glycerin, alcohol, deodorized, water, of each, sufficient.	

Mix the oil with 3 fluid ounces of alcohol and 4 fluid ounces of glycerin in a quart bottle, add the pumice, previously well washed with water, incorporate the whole thoroughly by agitation, and place in a water bath for several hours, shaking frequently. Then add 8 fluid ounces of water in portion of 2 fluid ounces, shaking thoroughly after each addition. Keep the mixture in a warm place for twenty-four hours more, finally filter, and add enough of a mixture of alcohol, glycerin and water in the above proportions to make 16 fluid ounces. Color yellow if desired.

Instead of using oil of lemon alone in making this extract, the oil may be mixed with citral, which is the odorous constituent of the oil. If the oil be mixed with citral in the proportion of 288 grains of the latter to 8 fluid ounces of the former and to the mixture be added 8 fluid ounces of alcohol, the product will be equal in flavoring strength to ordinary oil of lemon. The advantage of using such a mixture is that it is soluble in weak alcohol, and does not so speedily acquire a terebinthinate flavor.

Antiseptic Solution.

(L. P.)—We cannot give the formulas for the proprietary articles. For antiseptic solution, we suggest that you try the following, from the report of the Committee on National Formulary, published in the 1902 Proceedings of the A. Ph. A.:

Thymol	1 gram
Menthol	1 gram
Eucalyptol	1 Cc.
Oil of wintergreen	1 Cc.
Fluid extract of wild indigo	8 Cc.
Natural benzoic acid	8 grams
Powdered orris root	10 grams
Boric acid	24 grams
Alcohol	375 Cc.
Water	625 Cc.

Dissolve the thymol, menthol, eucalyptol, oil, benzoic acid and fluid extract in the alcohol and add the powdered orris. Macerate seven days with frequent shaking. Dissolve the boric acid in the water and add to the alcoholic solution. Shake frequently during fourteen days, then filter.

Prof. W. L. Scoville is the author of this formula for alkaline antiseptic solution:

Potassium bicarbonate	40 grams
Borax	10 grams
Salicylic acid	6 grams
Benzoic acid	6 grams
Eucalyptol	0.1 Cc.
Thymol	0.1 gram
Menthol	0.2 gram
Oil of wintergreen	0.4 Cc.
Solution of carmine	1 Cc.
Tincture of cudbear	15 Cc.
Glycerine	259 Cc.
Water, a sufficient quantity to make	1000 Cc.

Dissolve the potassium bicarbonate and borax in 650 Cc. of water. Dissolve the acids, menthol, thymol, eucalyptol and oil of wintergreen in the alcohol and mix with the glycerine. Then mix the two solutions, add the carmine solution and tincture and finally enough water to make 1,000 Cc. Allow to stand a few days and filter.

A formula for a clay poultice was published in April 14th Era, of last year, page 358.

Label Varnish.

(C. G.)—The following are from The Era Formulary.

(1.)

White lac	1 ounce
Lead carbonate	4 drams
Ether	½ pint

Place the white shellac in a mortar and

reduce to a moderately fine powder; then transfer to a bottle containing the ether and set aside, shaking the bottle occasionally until the powder resolves itself into a uniform solution; then add the lead in fine powder; shake well and filter through paper, returning the first portions of the filtrate two or three times until it becomes perfectly clear. Ordinary shellac may be used, but it imparts a brownish color to the labels. Paste the label upon the bottle smooth as usual (it is not necessary to wait until it is dry), then apply the varnish with a soft brush.

(2.)

Sandarac (in coarse powder)	100 parts
Mastic	40 parts
Copaiba	15 parts
Venice turpentine	30 parts
Oil of turpentine	40 parts
Alcohol	90 parts
Absolute alcohol	90 parts

Macerate until solution is effected.

Destroying Roaches.

(P. B.)—A good plan is to render the place which the roaches frequent perfectly dry, and then coat the boards or shelves with a strong concoction of quassia. When this has become thoroughly dry, cover the boards, etc., with clean paper. Other bitter substance may be used in place of quassia. In places where articles of food, drink, clothing are not likely to be placed, some poisonous substances, such as corrosive sublimate, may be employed. But great care should be taken that it be not applied in such manner that it can eventually be brushed off in dust. A good plan is to dissolve a little shellac in solution of borax, to add a very small quantity of bichloride, and to paint the solution into the cracks and corners. If water or dampness is kept away from the shelves or closets, the roaches will leave the place of their own accord.

For a liquid preparation to destroy roaches, Hager directs the use of petroleum, the fluid being injected into the cracks of the floors.

The Era Formulary gives this one:

Thymol	2 parts
Salicylic acid	2 parts
Alcohol	200 parts
Oil of lemon	1 part

This preparation makes no stain, and is said to kill roaches and vermin immediately. The odor is not unpleasant and is quickly removed by airing the room.

Here are three formulas for roach powders:

(1.)

Borax, in fine powder	30 parts
Sugar, powdered	8 parts
Cacao powder	3-4 parts

Mix. Sprinkle in places frequented by the roaches. Starch may be used in place of sugar, or a mixture of the two substances will answer.

(2.)

Pyrethrum insect powder	1 pound
Tartar emetic powdered	2½ drams

A similar mixture with sodium fluorid and insect powder has been suggested.

(3.)

Colocynth seed, pyrethrum flowers, borax, of each, equal parts. Reduce each ingredient to a fine powder, and mix.

Toothache Gum.

(A. E. L.)—The following are from The Era Formulary:

(1.)

Paraffin	94 grains
Burgundy pitch	800 grains
Oil of cloves	½ fl. dram
Creosote	½ fl. dram

Melt the first two ingredients; when nearly cool, add the rest, stirring well. May be made into small pills, or sent out in form of small cones or cylinders.

(2)

Melt white wax or spermaceti, two parts; when melted, add carbolic acid crystals, one part, and chloral hydrate crystals, two parts; stir well until dissolved. While still liquid, immerse thin layers of carbolized absorbent cotton wool and allow them to dry. When required for use a small piece may be snipped off and slightly warmed, when it can be inserted into the hollow tooth, where it will solidify.

(3.)

Griffiths gives this one:

Beeswax or hard paraffin	2 ounces
Lard	½ ounce
Oil of cloves	1 ounce
Creosote	1 ounce
Powdered sugar	1 dram

Melt the beeswax and lard; when cool, add the oil of cloves and creosote; pick absorbent cotton into fine threads, and thoroughly saturate it with the above mixture; sprinkle with sugar, then roll into pipes; wrap with waxed paper and place in vials.

(4.)

Oil of cloves	2 drams
Carbolic acid, crystals	6 ounces
Yellow beeswax	1 ounce

While still liquid, immerse thin layers of absorbent cotton, and when sufficiently cool, roll them into the shape of rods.

China and Porcelain Cement.

(J. A. E.)—Try the following:

Isinglass	1 ounce
Water	4 ounces
Alcohol	4 ounces
Mastic in tears (Dissolved in 4 ounces of alcohol.)	½ ounce
Gum ammoniac	¼ ounce

Soak the isinglass in the water for a few hours and stand in a warm place, so as to hasten the solution; then heat up, to evaporate all unabsorbed water. Keep the isinglass mucilage hot, so that it will not set solid. Separately dissolve the mastic resin in the other 4 ounces of alcohol, to which add the gum ammoniac. When these two preparations are ready, add 4 ounces alcohol to the hot isinglass mucilage, and mix that with the mastic varnish, and heat the whole until it liquefies, standing the vessel in a water bath. For use, it is re-melted over a water bath and used hot.

Information Wanted.

(H. B. M.) wants "a formula for making 'wafers' for fish food; also to be informed if he will need a machine for their manufacture. If so, where can the machine be bought?" Can some reader supply the information?

BOOK REVIEWS

PROCEEDINGS OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES, AT THE ELEVENTH ANNUAL MEETING.

We have received from Secretary Frank B. Marsh, a copy of the volume of the proceedings of the eleventh annual meeting of the Manufacturing Perfumers' Association of the United States, held in New York, February 1 and 2, 1905. For the first time in many years the name of James E. Davis, the former secretary, is not on the title page, as the compiler and editor of the report. In an editor's note, Mr. Marsh thanks Mr. Davis for his assistance in preparing the report. He says: "The secretary is glad to avail himself of this opportunity to acknowledge his great indebtedness to Mr. James E. Davis, of Detroit, the former secretary of the association, whose painstaking care and assistance in preparing this report for the press have hastened the appearance of this volume, and to an important degree lightened the labors of the secretary."

The "List of Trade Names Used by Manufacturing Perfumers," which has heretofore been such a conspicuous feature of the report, is omitted from the latest number, in accordance with an order of the association. The omission is a most noticeable one. The secretary's report shows that the association now has a membership of 125, of which 55 are active and 70 are associate members. The report covers a number of details regarding matters of great interest to the association, is most complete and is exceptionally handsome typographically.

PROCEEDINGS OF THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION. Thirteenth Annual Meeting at New Orleans, Nov. 15 to 19, 1904.

The proceedings of the thirteenth annual convention of the National Wholesale Druggists' Association have been published in a handsome cloth-bound book of some 500 pages. The reports of the president and other officers are printed in full, as are the addresses of President Shoemaker, Mayor Paul Capdevielle and others. The president's report shows there was a gratifying increase in membership as a result of the districting of the country. Communications from the National Board of Trade and the executive committee of the Inter State Commerce Law Convention and other bodies, take up much space in the volume.

The secretary's report places the present membership at 229 active members and 187 associates. Thirty-two active and seventeen associate members were elected during the convention. A feature of the book is the memorials to the members who have died within the year, with their pictures. Of the many committee reports, that on adulterations will be found especially interesting. The treasurer's report shows the association to be in a thriving condition.

The value of chemicals, drugs and dyes imported by the United States from Germany in 1904, was $16,227,443.

PUSH STAPLES

They constitute the bulk of your business.

Your capital is invested in them.

Get it back and turn it over again and again.

Keep the public going in and out of your store.

Humphreys' Specifics will do this for you.

A Humphreys' Cabinet DRAWS Humphreys' patrons.

There are hundreds of thousands of them.

Ask for terms.

Humphreys' Medicine Company

Corner William and John Streets :: :: NEW YORK

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size).....	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes).....	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

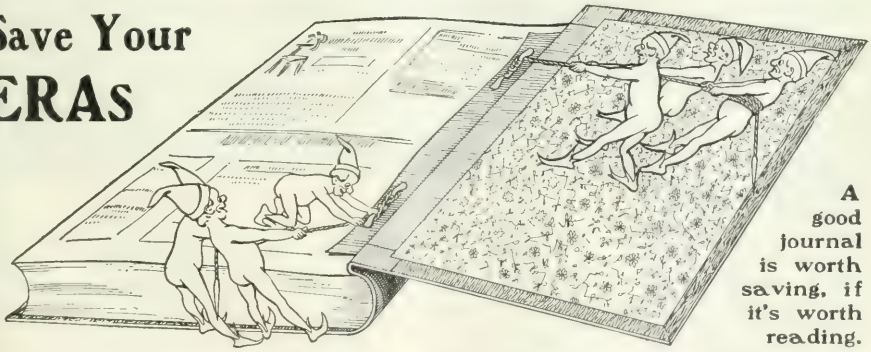
Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

TAKA-DIASTASE

THREE-FOURTHS of all cases of dyspepsia, it is said, are due to indigestion of starchy foods. *Taka-Diastase* is

THE PHYSICIAN'S MAINSTAY

in this class of ailments. It is the most powerful and reliable starch-digestant known.

Now is a good time to

LOOK TO YOUR STOCK

as we are advertising *Taka-Diastase* in every medical journal of note in this country.

CONSULT OUR PRICE LIST

(pages 150-151) for information as to our full line of *Taka-Diastase* preparations.

PEPSIN CORDIAL

STOCK THIS

FINE PEPSIN PRODUCT.

In the treatment of intestinal disorders of infants and children it is a prime favorite with physicians.

You will have frequent specifications for it

when your medical patrons know that you can supply it.

Pepsin Cordial is pepsin in its most agreeable form, being acceptable even to very sensitive palates.

NET PRICES TO THE TRADE.

8-ounce bottles, per doz., $5.50; 5-pint bottles, per bot., $3.75; gallon bottles, per gal., $5.25

PARKE, DAVIS & CO.

(S. P. 4.)

News Section

HOUSE ORGANS.

Representative Men of the Trade Express Their Ideas.

"FOR UNBIASED OPINIONS AN INDEPENDENT JOURNAL MUST BE READ."—LET DRUG FIRMS ATTEND TO THEIR BUSINESS AND LEAVE PUBLICATION OF JOURNALS TO OUTSIDERS."—SAMPLE COPIES.

From Cincinnati.

"The Era's editorial hit the nail on the head," said Wm. Henry Gansz, president of the alumni of the Cincinnati College of Pharmacy. "An independent drug press would be a godsend to the trade, providing, of course, it was influential. To my notion the best way to bring this desired result about would be for the manufacturers to quit publishing their own journals. I am sure the majority of druggists everywhere would be more than anxious to subscribe to any paper that might be a power."

"An independent press is what we are clamoring for, and The Era is to be congratulated for its stand," said George Eger. "Every day we receive journals put out by drug firms, and as they come in countless numbers, naturally we do not place much weight in their opinions."

"About the only interesting matter in these drug house journals is the price list of the issuing firm," said Henry Heberle. "For unbiased articles the independent press must be read. May their weaknesses be rectified.

"Both classes of publications should be read," said Louis Heister. "Of course, strength could be secured by concentration in a few papers."

"Conditions are such that an independent press is needed," said Balthasar Fries. "A publication gotten out by a drug firm is bound to be more or less colored in its ideas."

"An independent drug press, providing it is conducted on proper lines, would be the real thing," said F. W. Kisker.

"Let the drug firms attend to their own business and leave the publication of journals to outsiders. Better results would be obtained," said G. A. Fieber.

From St. Louis.

C. P. Walbridge, speaking for the J. S. Merrell Drug Co., of which he is president: "The absence of a standard drug journal to which we can look as the voice of the trade, is, and has been keenly felt by all interested in the drug trade. Without reflection on any journal, we can readily understand that the dissipation of journalistic talents in the trade among so many journals, and the consequent dissipation of patronage is responsible for this.

"The Era editorial on trade journals was noted on arrival of that publication, and passed around among the members of this firm to be thoroughly digested. We heartily approve of it. The broad view of the situation makes elimination necessary."

From Baltimore.

Fuller Nance, Ph.G.: "I have read the article on drug journals in The Pharmaceutical Era, and I heartily endorse every word that is there said. I am a graduate of the Maryland College of Pharmacy, served my apprenticeship with two of the best druggists in the city, and during my five years in the business The Era has been a warm friend of mine and I have secured from it many valuable helps that I would have never gotten otherwise."

From Detroit.

Frederick Stearns & Co.: "We certainly agree with you as regards the need of a strong independent drug journal, which shall represent as much in our line as does the Iron Age, for example, in its line. Not that we have not several good journals already, but there is none that is what it ought to be, considering the high average intelligence of the drug trade—and might be, we believe. If we can be of assistance in carrying out your plans it will give us pleasure to co-operate with you.

"We doubt, however, whether the druggists as a class care very much whether the journal they read is a house organ or not—in fact, numbers of them doubtless prefer house organs, as they cost nothing, or next to nothing. When a dollar-a-year journal sends a free sample copy in March or April with an offer to continue it for the rest of the calendar year for "two-bits," and furnishes a pretty good readable journal into the bargain, it is easy to see where some of the large circulations come from. The proposition that The Era and other independent journals are up against, as we see it, is to publish a journal that is so much better that druggists will willingly pay the difference in price to get it.

"The Era can slash into the house organs as hard as it wants to, so far as we are concerned. The New Idea is a house organ, but there is not disguise about it and nothing The Era has said so far against them would apply to it anyway. The Era calls on druggists to quit reading "house organs" even, and while this might seem prejudicial to our interests, as far as The New Idea goes, we believe that they will quit reading it only when it ceases to be readable—a condition that we shall labor strenuously to prevent coming to pass."

D. C. C. ELECTS OFFICERS.

At a meeting of the Drug Clerk's Circle, held last Thursday, Chairman W. Karlin, presiding, new officers were elected as follows: President, P. Levy; vice-president, W. Karlin; secretary, H. W. Dulberger; treasurer, S. Norman; financial secretary, H. Harkavy; sergeant-at-arms, J. Klein; trustees, Messrs. Lewin and Mishkin; editor, Joseph Kahn.

HARMONY RESTORED!

M. A. R. D. NOT TO HIRE MEN.

But Chief Organizer Noel Promises Ten Men by June 1.

FOUR ALREADY HERE AND FIVE MORE SENT FOR.—DECISION REACHED AFTER MEETING LASTING ALL MORNING.—LOCAL ASSOCIATION WILL GET AT LEAST ONE DOLLAR FROM ALL DUES COLLECTED.

All misunderstandings between the N. A. R. D. and M. A. R. D. were cleared away at the meeting of the Executive Committee of the latter body, on Monday morning, in Colonel Duble's office. Harmony was established, but only after a meeting lasting three and one-half hours, which is reported to have been one of the most exciting ever held in this city since the advent of the N. A. R. D.

Ten members of the Executive Committee were present, as were also Colonel Duble and Dr. Noel, head of the organization department. The conclusions reached after the morning's deliberations were:

MONEY TO GO TO M. A. R. D.

First, the treasurer of the M. A. R. D. is to receive all money collected in the future, and whenever $7 or more is received from any member the treasurer is to remit $6 to the N. A. R. D., retaining the balance for the local association. Thus the latter will get at least $1 and may obtain $2 whenever the $8 dues are paid in full.

Second, the Executive Committee set aside all intention of employing its own organizers, on the promise of Dr. Noel to have nine men here by June 1. S. V. B. Swann is to be a tenth man, and for necessary expenses he is to receive $100 per month from the N. A. R. D. This compensation is merely to be for his work as an organizer and has nothing to do with his position as secretary of the M. A. R. D. Mr. Swann has thus far refused to accept any salary from the M. A. R. D., preferring to wait until the association is on its feet financially.

Third, the N. A. R. D. is to return to the M. A. R. D. $1 for each member from whom dues were collected since March 28, the date when the local association was organized.

BEST WISHES TO N. A. R. D.

A resolution of good will and best wishes towards the N. A. R. D. was adopted, to be conveyed through Chief Organizer Noel.

Although all these arrangements must be approved by the Executive Committee of the N. A. R. D., no difficulty is anticipated in that direction. To an Era re

porter, Dr. Noel, on Monday afternoon, said:

READY TO LEAVE NEW YORK.

"I came here for the purpose of harmonizing things, to work for the interest of the M. A. R. D and the N. A. R. D. We were prepared to pull out of New York if necessary, simply for the sake of peace and harmony, but I am glad to say that we have succeeded in reaching an understanding.

"There are now four men on the ground and I have just telegraphed to Chicago for four more and to New England for another, making nine which will be here by the first of June. It is rather a difficult job to collect nine men scattered over different parts of the country, but we shall spare no pains to have the work here done quickly and thoroughly. New York has already cost the N. A. R. D. $600 over and above what we have collected in dues and organization fees. These ten men will be used in organization work and in getting contracts signed, as the local Executive Committee may see fit.

"The number of men who have paid dues in full is now 561, while about 590 have paid the organization fee. Whenever money is collected in instalments, it is credited first to the organization fee."

"What is your opinion of the action of the Executive Committee in deciding to hire its own men?" Dr. Noel was asked.

DOESN'T BLAME EXECUTIVE COMMITTEE.

"I don't blame them a bit," he replied. "I can understand just how they felt and I would probably have done the same thing in similar circumstances."

Dr. Noel arrived in this city last Thursday and immediately proceeded to visit all the members of the Executive Committee and the various district leaders. He went through all the districts on both sides of the city, attending meetings of the district organizations and getting full information in regard to the situation. He left for Chicago on Tuesday.

GINSENG TRADE FLOURISHES.

Syracuse, N. Y., May 16. The reports from New York that the bottom of the ginseng market had dropped out is not credited by growers of the root in this section. A large share of all the ginseng grown in the State is grown in Onondaga county. The acreage is showing a constant increase. One of the prominent growers has this to say:

"The attempt to hammer the ginseng market will not amount to anything. China is taking a large amount of the root every month and it is not true that the traders in the Chinese market prefer the wild root to the cultivated. The prices obtained prove this assertion. Pretty soon the American demand will exceed that of China and the American product will be used at home. It is being used largely already by certain drug houses for certain compounds. There is good money in ginseng and it cannot be labelled a craze."

CITY PHARMACIST RESIGNS.

Lawrence, Mass., May 8.—Edward L. Barnett has resigned as city pharmacist to engage in business. He had held the office since it was created, in 1902.

THEY BOWLED FOR PRIZES.

Friday Club Ends 34th Year With Fine Banquet—Thursday Club, Too.

The West Side or Friday Bowling Club celebrated the completion of its thirty-fourth year of existence, at Terrace Garden, last Friday, with prize bowling and a banquet, at which all the members were present. There was plenty of wine and song, each man being required to take his turn at some humorous ditty or recitation. Frequently these were original compositions set to old German melodies, or student songs of their university days. A feature of the evening was the singing of Dr. A. Herzfeld's original composition introducing the names of all the members.

There were three different kinds of games—head-pin, battle-game and strikes and spares. As usual, Carl Schnackenberg had the highest average in all three and therefore took first prize. Henry Ihlefeld came second, and George Rieffiin third. The prizes were cash, the sum of $170, which had accumulated during the season, being divided among all the members. Hence, each member received something, there being a variation of only fifteen cents between each prize. A handsome painting, the work of Henry Ihlefeld, was offered for the best score in the battle-game and went to Carl Schnackenberg.

The other members present were Charles W. Roux, F. W. Bruckmann, Dr. August Drescher, Robert Hasselbach, Hugo Kantrowitz, Herman Reaske and Carl Schmidt.

The Thursday Club, which held its prize bowling on the previous day, had $160 to divide among its fifteen members. The only absentee was Carl Kessler, who had undergone an operation at the hospital. For his benefit each member rolled a "blind," as the result of which Mr. Kessler won third prize. The first prize went to E. H. Plumb, and the second to Albert Hatscher. At the banquet which followed, a large and handsome stein was presented to Treasurer Otto Lenc for his services during the past year. An uproarious time was reported. Not the least important incident was the initiation of S. V. B. Swann as a "dutz bruder," in which ceremony the new brother locks arms and drinks a glass of wine with every other individual member.

A. B. C. AT CITY ISLAND.

The A. B. C. run to City Island, on May 18, was thoroughly enjoyed by six members. Up Boston road to the back entrance of Bronx Park led the road, where a family of buffaloes viewed the wheelmen with mild astonishment. One old fellow, rolling over and over in the dust, prompted Mr. Wernert to make the remark: "He flees his fleas." Weather conditions and roads were excellent. A brief call was made in City Island on Commodore Louis F. W. Selfert, who was the picture of health and brown as a berry, and who did not regret getting out of the drug business.

There were no casualties, except that a cracked tube put Mr. Stolzenburg's wheel temporarily out of commission, but as Mrs. S. was present, he had to bottle up his wrath and no doubt did a lot of thinking about poor bicycle frame construction and what he was going to write to the manufacturer. An early return was made to the city, in order to give Messrs. Wernert and Stolzenburg, who are members of the Thursday Bowling Club, an opportunity to compete in the prize bowling. All the members are busy this week, giving their wheels a thorough overhauling and putting them in trim for the grand Pennsylvania tour, May 25, 26, 27 and 28, and are looking forward to having a good time, Jupiter Pluvius permitting. The schedule of runs as arranged for the remainder of the season is as follows, giving time, destination and hour a. m., at which start is made:

May 25, 26, 27, 28, Pennsylvania tour, Pennsylvania ferry, 8.15; June 1, Goshen, Montgomery, Newburgh, Erie ferry, 9.00; June 8, Glenwood, L. I., College Point ferry, 8.45; June 15, 16, 17, Lakes Mohonk and Minnewaska, New York Central depot, 7.45; June 22, Fishkill, down the Hudson, New York Central depot, 7.45; June 29, Boonton, via Montclair, Erie ferry, 8.30; July 6, Coney Island, East Forty-second street ferry, 9.00; July 13, Tuxedo, via Pompton, Pennsylvania ferry, 8.15; July 20, Lakewood, Pennsylvania ferry, 8.40; July 27, Elizabeth, Plainfield, New Brunswick, Penn ferry, 8.20; August 3, 4, 5, Long Island tour, East Twenty-fourth street ferry, 8.00; August 10, Paterson, Pompton, Ringwood, Erie ferry, 8.20; August 17, Rockaway Beach, E. Thirty-fourth street ferry, 8.30; August 24, Morristown, Gallia, Erie ferry, 8.20; August 31, Roton Point, Conn., Central Depot, 8.40; Sept. 7, Spring Valley, Fort Lee ferry, 8.30; Sept. 14, 15, 16, Kingston-Port Jervis, Central Depot, 7.45; September 21, Passaic Valley via W. Orange, Erie ferry, 8.20; September 28, Kensico, One Hundred and Tenth street and Fifth avenue, 8.30; October 5, 6, 7, Catskill Mountains, Central Depot, 7.45; October 12, Cornwall-Tuxedo, Suffern, West Forty-second street ferry, 8.10; October 19, New Foundland-Goshen, Pennsylvania ferry, 8.15; October 26, Pompton-Ringwood, Pennsylvania ferry, 8.15; November 3, Orange Mountains, Erie ferry, 8.30; November 10, Staten Island, Pennsylvania ferry, 8.30; November 17, Hempstead, L. I., College Point ferry, 8.45; November 24, Yonkers-White Plains, One Hundred and Tenth street and Fifth avenue, 8.30; November 31, Coney Island, East Forty-second street ferry, 9.00. Also Sunday runs by special notice.

HOWARTH & BALLARD'S PLANS.

Utica, May 20. Howarth & Ballard, whose stock was badly damaged by fire recently, have moved their office into the old library building on Main street, until their store is repaired. The firm will serve its customers from a stock which will be kept in the library building.

An inventory of the burned stock is being taken, preparatory to presenting the claim to the insurance adjusters. Examination of the stock has revealed much more damage than was at first announced. Drugs were damaged by the water, and surgical instruments suffered from the water and acids.

—Peter Beyer, a druggist of Harvard, Kent. Co., Mich., was found dead in his chair at the store. Heart failure.

—Wm. Z. Bangs, formerly in the drug business at Holland, Mich., is dead of spinal meningitis at his home in Rochester, N. Y.

COCAINE IN POWDERS.

Catarrh Snuffs Show Varying Percentages of the Poison.

BOARD OF PHARMACY NOTIFIES MANUFACTURERS THAT EVERY PACKAGE MUST BEAR A POISON LABEL, PRINTED IN RED INK. FOUR SAMPLES ANALYZED BY STATE BOARD, FIVE BY EASTERN BRANCH.

The results of the investigation into catarrh powders sold in this State, which was decided on by the Board of Pharmacy at its last meeting in January, have just been given out. Five samples of powders were analyzed, last month, by the Eastern Branch independently of the work done by the general board, and these samples contained the following proportions of cocaine hydrochlorate:

	Per Cent.
Gray's Catarrh Powder	0.98
Crown Catarrh Powder	2.699
Coryzon Catarrh Powder	0.96
Dr. Cole's Catarrh Cure	3.76
Dr. Birney's Catarrhal Powder	1.982

Four samples were analyzed by the general board. To each of the four manufacturers, viz., C. N. Crittenton & Co., N. Y. (Birney's), Anglo-American Medicine Co., Toronto (Agnew's), Crown Pharmacal Co., N. Y. (Crown), and Gray Medicine Co. (Gray's), Secretary Warren L. Bradt sent the following letter:

"Your attention is hereby directed to Section 198 of the Pharmacy Law, which requires all poisons to be labeled upon the exterior of every package, the word 'poison' distinctly shown in red ink.

"A sample of Catarrh Powder, manufactured by your firm, has been examined by the chemist for this Board, and is found to contain cocaine. Your attention is also called to Section 201 of the same law, which provides penalties for non-compliance with this act."

The results obtained by the Eastern Branch will be laid before the general body, at the meeting in June, when similar notices, it is likely, will be sent to the manufacturers of the powders examined by the Eastern Branch.

Specimen labels, printed in red ink, have already been submitted by some of the manufacturers. Joseph Weinstein, secretary of the Eastern Branch, expressed the opinion that many people would be deterred by the word "poison" from beginning the use of a catarrh powder. He did not believe it would have any effect on hardened victims of the habit.

RED CROSS CASE COMPLETED.

Trenton, N. J., May 20.—In the case of Johnson & Johnson, of New Brunswick, vs. Seabury & Johnson, of New York, all the evidence is now in and a decision is awaited. Vice-Chancellor Bergen heard the case, which has been pending in the New Jersey courts for the past four years.

Johnson & Johnson claim the exclusive right to the use of the red cross as a trade mark on pharmaceutical and medicinal preparations. The defense of Seabury & Johnson is that Johnson was formerly a member of their concern and originated the red cross as a trade mark, hence they claim they are entitled to use it as such.

WAR ON IMPURE DRUGS.

Edward Thimme Says Druggists Use "Home Made Essence of Pepsin."

The Anti-Adulteration Society, which was organized two weeks ago, for the purpose of warring on impure foods and drugs, is endeavoring to arouse public sentiment by distributing "public endorsement" blanks. Edward Thimme is president of the organization and at a meeting of the Executive Committee, last week, he is reported to have spoken in part as follows:

"Adulterated water is easily detected, if you get it as water. But it is the height of criminal greed to taint it with 2 per cent of sulphuric and sulphurous acids, give it a high sounding, scientific name and then sell it as a cure-all at forty cents per bottle, when it costs five cents to make it. This fraud ought to be stopped, and stopped quickly.

"Essence of pepsin is very much used in physicians' prescriptions, but a standard essence is prescribed. This, of course, is chemically pure and very effective. To save a few cents the dishonest compounder betrays the physicians' trust and the public's confidence by using a home-made stuff in place of the standard essence prescribed.

"To secure effective action, let me suggest that you invest your executive officer with full authority to select the particular object to be singled out for attack, as well as the necessary method to be pursued in obtaining lasting results."

Thimme achieved considerable notoriety five years ago by championing a bill intended to shorten the hours of the downtrodden, hard-working drug clerks. He did not appear at that time as a very fervid friend of the drug trade.

PROTEST AGAINST CENSUS.

Strong protests against the variety of information demanded by the Census Bureau, were made by representatives of manufacturing houses at the monthly meeting of the Drug Trade Section of the Board of Trade and Transportation, last Thursday afternoon. A letter received from one prominent manufacturer declared that he had refused to comply with the requirements until the Section had taken some action, and questioning whether the Act of Congress was constitutional. The following resolution was endorsed and referred to the General Board:

"WHEREAS, The Bureau of the Census of the Department of Commerce and Labor, operating under provisions of the laws of March 6, 1903 and March 3, 1899, has prepared a schedule of interrogatories for census purposes calling for statistical details, the compilation of which would be of no public advantage, but which would entail exposure of the private affairs of manufacturers to an extent that is not justified by the avowed purpose of such a census, therefore, be it

"*Resolved*, That the New York Board of Trade and Transportation protests against the form of interrogatories prepared by the Bureau as calling for information more comprehensive than it is in the power of the government to exact, and that a special committee of three be appointed to present such protest to the proper officers of the government and endeavor to secure a modification of the schedules, or failing in this, to bring the matter before Congress at its next session, and if possible secure legislation of like purpose."

AMERICAN MEDICAL ASS'N.

Arrangements have been made for a special overland limited train to the meeting of the American Medical Association, which will be held at Portland, Ore., on July 11, 12 13 and 14. It is hoped by providing for an expeditious trip that the largest possible number of physicians and surgeons will be induced to make the trip. A special party is being organized to leave Chicago over the Chicago Union Pacific and Northwestern line, on July 6. The round trip rate from Chicago to Portland will be $56.50, and proportionate low rates from other points will be in effect. The sleeping car rate from Chicago to Portland for double berth, in special train, will be $14, and for a drawing room car, $53. The meeting will be held in Portland while the Lewis and Clark Exposition is in full swing. Dr. K. A. J. Mackenzie, of Portland, is chairman of the committee of arrangements.

ELECTION OF OFFICERS.

Albany, May 22.—The Columbia County Druggists' Association has elected the following officers: President, George McKinstry, Hudson; vice-president, the Rev. Seymour, Chatham; secretary, H. A. Branion, Chatham; treasurer, N. L. Waltermire, Philmont; trustees, A. J. Fellows, of Chatham; A. W. Rice and Harold Wardie, of Hudson.

HILL BILL BECOMES LAW.

Albany, May 23.—Governor Higgins has signed the Hill bill, amending the Penal Code with regard to the sale of poisons, so as to conform to the provisions of the Pharmacy Law. The new law is now part of Chapter 442, laws of 1905.

NEW KENTUCKY PHARMACISTS

At the meeting of the Kentucky Board of Pharmacy, held in Louisville, April 11, the following out of a class of fifty-nine successfully passed: L. A. Bentler, Louisville; Elmer Coats, Hopkinsville; D. C. Donan, Jr., Three Springs; G. S. Du Bois, Paducah; H. F. Emerson, Patroit, Ind.; O. H. Falk, New Albany, Ind.; W. H. Fitzpatrick, Paducah; S. L. Gill, Paducah; L. H. Goemmer, Louisville; C. G. Hambo, Bellevue; C. V. Hocker, Leitchfield; J. A. Hoffman, Greenup; T. J. Keaney, Louisville; F. F. Langenfeldt, Louisville; R. C. Pryse, Beattyville; C. W. Rader, Wellston, O.; L. B. Robinson, Morton's Gap; L. T. Schroff, Frankfort; L. B. Severs, Cloverport; A. L. Suter, Louisville; H. A. Taylor, Louisville; T. J. Winder, Cottageville; F. L. Zoeller, Louisville; J. Ambrosius, Louisville; Bruce Keith, Upton; W. H. Gardner, Jr., Elizabethtown; C. A. Luckert, Louisville; Miss Ida Lambert, Louisville; Harry Plock, Louisville.

The next examination will be held at Dawson Springs, July 11. Applications should reach the secretary, J. W. Gayle, Frankfort, Ky., at least ten days before that time.

GOVERNOR APPOINTS JONES.

Member of New Jersey B. P. to Succeed Ryerson.—Successful Applicants.

Trenton, May 23.—Edward B. Jones, of Mt. Holly, has been appointed by the Governor a member of the New Jersey Board of Pharmacy, for the full term of five years, to succeed Henry O. Ryerson, of Newton, whose term of office expires. Secretary Jorden has just made public the list of successful candidates who took the April examination. Their names follow:

Registered Pharmacists.—Starr H. Ambler, Red Bank; Benedict B. Alt, Jr., Town of Union; Carl F. W. Baum, New York City; Anna I. Branower, New York City; David Bergman, Newark; Henry Balson, Newark; Geo. M. Beringer, Jr., Camden; Frank Cohn, Newark, N. Y.; Giuseppe D'Amico, Newark; Wm. J. Doherty, Atlantic City; Emma P. Egge, Newark; Benjamin R. Faunce, Philadelphia, Pa.; Samuel W. Flood, Jersey City; Wm. Nathan Frankel, Newark; Henry J. Goeckel, New York City; Francis C. Handwork, Palmyra, N. J.; John W. Harrigan, Philadelphia, Pa.; Ernest Hassinger, New York City; Samuel Jacobs, Paterson; C. Herbert Johnson, Wildwood; Philip M. H. Le Noir, Beverly; Jacob Lesser, Newark; Michael Joseph Moore, Trenton; James Alexander Orr, Atlantic City; Robert K. Pentland, Philadelphia, Pa.; May W. Pignol, Brooklyn, N. Y.; Gennaro Romanelli, Orange; Ferdinand A. Sieker, Hoboken; Frederick Daniel Sterk, Paterson; Gaetano Schillaci, Passaic; Hugo Albert Silsby, Union Hill; Henry Silk, New York City; William Schmidt, Whitaker; Jacob Steinhardt, Newark; Maud Sollenberger, Mahoney City, Pa.

Registered Assistants.—Elliot Daniel Cook, Trenton; George Covell Davy, Coatesville, Pa.; Joseph M. H. Hain, Newark; Miyer Olshin, Newark; Bronislaw Prebol, Passaic; Charles O. Riede, Newark; Seth Solomon Sawtelle, Elmer; Frank Henry Scholz, Newark; Bernard Simon, Newark; Edwin Elmer Wilkins, Burlington.

The next examination will be held on July 20 and 21, in this city.

MONEY IN GINSENG.

Syracuse, May 22.—An interesting story is that of Miss L. Melina Smith, of St. Johnsville, this State, who is a successful ginseng grower. In three years she has sold roots, seeds and berries amounting to $2,533. In the fall of 1903 she sold young roots to the amount of $973. This she invested in germinated seed, the same fall paying $125 a pound for the seed. In the fall of 1904 she picked fifty quarts of berries from her garden. She sold twenty quarts for $15 per quart and the balance of the seed she put in to germinate. Besides what she sold during the three years, she has stock in her garden valued at $7,000 to $8,000. She takes the entire care of the bed herself. She is a member of the New York State Ginseng Association.

ATTEMPTING ORRIS CULTURE.

Syracuse, May 22.—Some of the up-to-date gardeners in this vicinity are carrying on experiments in the culture of orris root, which is used in perfumed powders.

COMPANY WAS INSOLVENT.

Ex-President of Witch Hazel Co. Gives Interesting Testimony.

A hearing for the appointment of a trustee to take charge of the affairs of the American Witch Hazel Company, which failed in January, was held before Seaman Miller, referee in bankruptcy, last week. Charles C. Dickinson, ex-president of the company, told of having been appointed on the Executive Committee without his knowledge. He asked to have his name withdrawn and then a committee was appointed, which reported that the company was grossly insolvent.

"The stock that was issued," said Mr. Dickinson, "none of the directors would accept with a ten-foot pole. I never qualified as an officer in the corporation."

An attempt at reorganization failed and then the officers were threatened with indictment for false statements. This was obviated by buying up the stock. Mr. Dickinson was asked to reorganize the company, but refused to touch it under $100,000. This was agreed to and the Witch Hazel Company was incorporated in New York.

"A bond and mortgage of the company to the amount of $10,000 had been sold for what I heard to be $100 on the Bourse at Philadelphia," said Mr. Dickinson.

It is claimed that Dickinson has lost $20,000 through the company, but is ready to meet his obligations if the others interested do likewise.

HEARING ON RAINES BILL.

The information that a hearing on the Raines bill would be given by Governor Higgins, this afternoon (May 25), at 4.30 o'clock, was received last week, by Dr. William C. Anderson, president of the New York State Ph. A., and Dr. William Muir, chairman of the Legislative Committee of the Kings County Pharmaceutical Society. All the members of the two Legislative Committees have been notified of the hearing, and a good representation is expected to be on hand to urge the governor not to sanction the abolishment of the stamp tax.

NEW YORK NOTES.

—F. Ad. Richter & Co., 215 Pearl street, announce that the former manager of their New York house, B. E. Lorenz, has resigned, owing to ill health. He is succeeded by A. Paul Fricke.

—Henry S. Clark, treasurer of Schieffelin & Co., is spending an enjoyable vacation at Caughwanaugha Club, in the Adirondacks. Chas. M. Mersereau, of the same company, has also gone up the State for a holiday.

—Seen downtown: W. B. Van Vliet, of Johnstown, N. Y.; D. A. Greenless, representing Schieffelin & Co., at Sydney, New South Wales; Walter Fox, Alexandria Bay, N. Y.; Daniel Dutcher, St. Albans, Vt.; J. C. Prote, Bridgeport, Conn.

—Samuel Harry Ellison, of 315 West Ninety-fourth street, formerly a member of the firm of Van Horn & Ellison, druggists, who dissolved in May, 1896, with no assets, has filed a petition in bankruptcy, with liabilities of $29,379, and no assets.

DEMONSTRATING IN WINDOWS.

Should Patent Medicine Man Use Druggist's Store to Distribute His Wares?

Milwaukee, May 22.—Should a druggist allow a "patent medicine man" to make use of his place of business to distribute his wares? is a question that has occupied the minds of some Milwaukee druggists recently. The "patent medicine man" is not a physician, not even an advertising physician, against whom the regular medical profession has so much to say. He is merely a man with money enough to advertise and push a line of goods. He sometimes hires a practicing physician, where he can find one willing to endanger his practice (if he has any) by accepting the work of "demonstrating" the value of the particular line of curealls the "patent medicine man" carries.

Whether it is legitimate for a druggist to lend the aid of his name to such a man has been discussed here lately, owing to the presence of a Mr. Cooper at the store of the A. Spiegel Company, at Grand avenue and East Water street. Leaving out the question of the quality and value of the goods the "patent medicine man" has to sell there are some druggists who declare it is outside the sphere of the legitimate pharmacist to permit the use of his place of business and the guarantee that the public infer from the use of the name. On the other hand, it is argued that these men are jealous and would be pleased to have the successful "patent medicine man" come their way.

In the case referred to the itinerant has certainly made good if getting the people interested is making good. He has drawn crowds to the Spiegel store and has caused the sales to increase in other lines of stock. But the wholesalers say it has all been done at the expense of other lines that would have been sold any way; that the only man to profit in the long run is the itinerant and that he profits at the expense of the old established manufacturers, who are the best friends of the retailer, and who are entitled to better treatment.

SODA DRINKS "SPIKED."

Chattanooga, May 20.—A special revenue officer has been making an investigation of the charges that soda fountain drinks served in this city were "spiked," and he says the charges have been sustained. It is charged that the fountain people serve what they call "soft" drinks, but which have been shown to contain intoxicants. Upon the statement of one dealer that he had been serving such drinks for six years, he was compelled to pay the usual federal license fee.

Special Gauger Smith has made an inspection of "soft" drinks which have turned out to be intoxicants. It is understood that the government will not prosecute the offenders, owing to the fact that the drinks were sold ignorantly. Dealers have been informed that if they want to continue in business they will have to pay the regular saloon license fee.

COMMENCEMENT WEEK.

Philadelphia C. P. Confers Degrees Upon its Graduates.

YOUNG WOMEN IN THE CLASS.—STUDENTS FROM MANY STATES.—THE PRIZE WINNERS AND HONOR MEN.—THE PROGRAMME.—ALUMNI ASSOCIATION ELECTS OFFICERS.—EXHIBITION OF SPECIMENS.

Philadelphia, May 19. Before an audience that filled the Academy of Music, 126 young men and five young women last evening received their diplomas as graduates of the Philadelphia College of Pharmacy. Among the friends and relatives of the graduates were representatives from nearly every State in the Union. The exercises were begun with several selections by a large orchestra, after which, to music, the graduates, clad in cap and gown, marched to their seats. On the stage were seated President Howard B. French, Dean Joseph P. Remington, members of the faculty, also in cap and gown, and trustees and invited guests.

After prayer by Rev. John R. Davies, D.D., the degrees were conferred, the recipients marching up the aisles to the stage. Then came the announcement by Dean Remington, in which he complimented the class for their faithful efforts and referred briefly to the pre-requisite law, which becomes effective on January 1 next. This law, he said, was a matter which most directly concerned the public, for it will be now necessary for the applicant for a certificate of registration to be a graduate of a college of pharmacy before he can take the Board examination to receive such a certificate and be qualified to dispense drugs.

Hon. Alexander K. McClure, the veteran editor and journalist, in a short stirring address, reviewed the progress of teaching and education that had been made in his lifetime. He remarked that it was frequently said that the youth of to-day did not have the opportunities of those of a generation ago. This, Mr. McClure declared, was false. Never before, he stated, was there so much demand for bright, capable, well-educated men and women. He urged his hearers not to wait until opportunities came to them, but to start out and by hard work and perseverance, gain the prizes that were to be had on every hand.

Then came the announcement of honors and the awarding of prizes. The distinguished students were: George M. Beringer, Jr., Frederick W. McNess, Lloyd P. Palmer and Ralph McD. Reahard; meritorious students, Irvin M. Anspach, Joseph H. Fekula, George W. Miller, Edwin R. Mohler, Richard H. Ottman, Joseph P. Remington, John R. Rippetoe, John S. Saurman, Miss Maude Sollenberger, Miss Nellie J. Stevenson and Edward E. Woodland. Prizes were awarded as follows: Proctor prize, gold medal and certificate, for the highest general average in the branches of committee, operative pharmacy and specimens, John S. Saurman; chemistry prize, twenty-five dollars, offered by Prof. Samuel P. Sadtler, Joseph P. Remington; materia medica prize, twenty-five dollars, offered by Prof. Clement B. Lowe, Joseph P. Remington; pharmacognosy prize, a Zentmayer microscope, offered by Prof. Henry Kraemer, John Ross Rippetoe; analytical chemistry prize, twenty-five dollars, offered by Prof. Frank X. Moerk, Ralph McD. Reahard; operative pharmacy prize, twenty dollars in gold, offered by Prof. Joseph P. Remington, Maude Sollenger; Maisch prize, twenty dollars in gold, offered by Jacob H. Redsecker, of Lebanon, Pa., John R. Rippetoe; theoretical pharmacy prize, a Troemner agate prescription balance, offered by Mahlon N. Kline, George M. Beringer, Jr.; commercial training prize, twenty dollars in gold, offered by Prof. Joseph P. Remington, Clarence LaRue Bonta; instructor's prize, twenty dollars, George M. Beringer, Jr.; pharmacy quiz prize, year's membership in the American Pharmaceutical Association, offered by Prof. Charles LaWall, George M. Beringer, Jr.; Kappi Psi Fraternity prize, twenty dollars in gold, offered by the Eta Chapter for the highest general average during the three years' course at the college, Lloyd Preston Palmer.

The names of the graduates and the States in which they reside are as follows:

Pennsylvania: Raymond Albanus Acuff, Joseph Landis Althouse, Irvin Milton Anspach, Clyde Kreider Baer, Walter Westbrook Bauder, Raymond Clyde Becker, Lewis Edmund Boesser, John Edward Bonner, Karl Leander Bosch, Benjamin Franklin Bowersox, Walter Taggart Butler, Clarence Cathers Carhart, Arthur Cohen, William Jasper Cott, Miss Katie Minerva Davidowitch, George Bertram Davies, Charles Marclay Diller, Chester Arthur Duncan, Harry Wilson Dundore, Joshua Evans Eckman, William King Ehrenfeld, Harry Eisenhardt, Francis Theodore Elliot, Charles Palm Eves, Joseph Harry Fekula, Leslie Steckle Freeman, Charles Dunning French, Frank M. Garton, John Isaac Gerhardt, Ray Dill Gilliland, William Andrew Glenn, Frank Ellwood Goulden, John Henry Gross, Landis R. Hain, Powell Hampton, David Morris Hassman, Lewis Henry Hausmann, Jr., Miss Mary Margaretta Hodge, Frank Herman Halzschuh, Joseph Howard Houk, Leonard Houghes, Walter Hamilton Joerg, Harry Clifford Karns, William Kennedy, Samuel Benjamin Kern, John Phaon Krause, LeRoy William Kurtzmann, John Christopher Lehman, Harry D. McEntire, Charles Henry McLaughlin, Gilbert March, George Washington Miller, Edwin Royer Mohler, George Lohman Nevins, Samuel Snyder Newcomer, John Bayer Oellig, David Owens, William J. Phillips, Joseph Percy Remington, Clarence Hull Renfrew, Wilmer Beaver Rhoads, Hervey Taylor Richards, Patrick Aloyslus Roan, Frederick William Schimpf, Henry Joseph Schlitzer, George Ralph Schrader, Walter Edward Scott, Samuel Arthur Shiffer, William Styres Shugars, Miss Hannah Wilson Slifer, Stanley Gloninger Smith, Frederick Maurice Snyder, Miss Maude Sollenberger, Andrew Eaton Spalding, Franklin Pierce States, Jr., Miss Nellie Jane Stevenson, John Edward Sweeney, Howard George Sylvester, Joseph Louis Wade, Canby Paul Warnick, Clinton Robert Weiser, Louis Joseph Frederick Welch, Eugene James Wipf, Paul DeLancey Witmer, Nelson Lewis Yeakel.

New Jersey: George Mahlon Beringer, Jr., William Dubois Buzby, Frank William Cast, Horace Ware Given, Joseph Anthony Glenn, Frank Hohmeier, Charles Herbert Johnson, Philip, Marion Hutchins, Charles Maier, William Mathis, Edwin Leigh Newcomb, John Francis Sweeney.

Ohio: Frederick William McNess, Harry Freeman Plum, Ralph McDonnell Reahard, Carl Emil Schmidt, Clement Jerome Siblia, Seth Arden Bardwell.

Maine: Eugene Ricker Littlefield, Harry Nason Whitney.

Massachusetts: Edwin Cowel Hathaway, John Shelley Saurman.

Texas: Jesse Connor Chisholm, Edward Elias Woodland.

Alabama: Jane Callahan Van Antwerp.
Indiana: Clarence LaRue Bonta.
Maryland: Howell Guy Crothers.
Kentucky: William Howard Dodds.
California: Harry Frederick Eckhardt.
Mexico: Juan Diego Fernandez.
Delaware: Thomas Lawrence Gravell.
Oklahoma Territory: Wilson Hand.
Illinois: Eugene Mark Holroyd.
Nebraska: Robert Joseph Hunt.
South Dakota: Richard Henry Ottman.
Georgia: Lloyd Preston Palmer.
Washington: George Henry Retzer.
Virginia: John Ross Rippetoe.
Arkansas: Jay Fisk Smith.
Montana: Bertram Kahnweiler.
New York: Dean Burton Crawford.

Commencement week exercises began on Sunday, with the preaching of the baccalaureate sermon. Clad in cap and gown, the members of the class and faculty marched from the college to the Church of St. Luke and the Epiphany, where the rector, Rev. David M. Steele, preached a strong sermon.

On Monday afternoon the annual meeting of the Alumni Association was largely attended and the election of officers resulted as follows: President, Freeman P. Stroup; vice-presidents, John D. Burg and Charles H. LaWall; recording secretary, Joseph W. England; treasurer, C. Carroll Meyer; corresponding secretary, E. Fullerton Cook; directors for three years, William H. Gano, David J. Reese, Jacob M. Baer, William E. Ridenour.

In the evening the annual reception to the graduating class was held in the college auditorium. Walter A. Rumsey, the retiring president, made a few introductory remarks and was followed by Secretary England, who called the roll of the members elected during 1904 and 1905. The address of welcome to the class of '05 was made by Dr. Henry Beates, president of the State Board of Medical Examiners. Then came the presentation of prizes and honor certificates as follows: Gold medal for the best general average of the class, Lloyd Preston Palmer; prize certificates for the best examination in the following branches: Pharmacy, George M. Beringer, Jr.; chemistry, Richard H. Ottman; materia medica, Joseph P. Remington; general pharmacy, George M. Beringer, Jr.; operative pharmacy, Miss Maude Sollenberger; analytical chemistry, Irvin Milton Anspach; specimens, Lloyd Preston Palmer; silver medal for the best general average in the first year examination, Nino Berta Whaland; bronze medal for the best general average in the first year examination, Eli Lilly. The class oration was delivered by Clarence LaRue Bonta; Clement J. Sibla read a poem dedicated to the class of '05; Edwin R. Mohler read the class history and William J. Phillips, the class

horoscope. Joseph P. Remington presented each member of the class with some little trifle which had some humorous connection with the recipient's college life, or with some marked trait in his character or his habits. Dancing followed the reception.

On Tuesday many of the graduates attended the Alumni Association banquet and reception at Lulu Temple. Professor Remington presided. Outside of the representation from the last class, the class of '84 had the largest number of representatives present. On Wednesday the faculty banquet was held at the college.

A feature of commencement week was the exhibition of drug specimens, botanical specimens and specimens of bacteriological, pathological and all-'round microscopic work, arranged under the direction of Professor Henry Kramer. The display attracted a great deal of attention from visiting pharmacists and friends of the graduates, many of whom had assisted in collecting and arranging the specimens.

TO WIND UP DRUG BUSINESS.

McKeesport, Pa., May 8.—The stockholders of the Dr. Lang Drug and Manufacturing Co. have agreed to wind up the affairs of the corporation. Dr. Lang left the city recently, and took with him the formulas of the medicines manufactured.

PHILADELPHIA NOTES.

—The timely discovery of a fire at the pharmacy of E. C. Swineford, at 540 South Fifty-second street, prevented a disastrous conflagration. The origin was spontaneous combustion and the loss $100.

—Among the representatives of out-of-town houses who were seen in this city this week, were H. S. Ferry, of the Ferry Manufacturing Co., of New York, and H. W. Thomas, of F. R. Arnold & Co., of New York.

—Magistrate C. H. Howell, of Phoenixville, near here, on Friday held ten dealers under $200 bail each for their appearance at court on the charge of selling a decoction labeled "Jamaica ginger" which had been adulterated, producing the same effect as the cheapest whiskey on those who drink it. The prosecution was brought by Robert M. Simmers and M. K. Ely, agents of the State Pure Food Department.

CHAS. FLEISHNER APPOINTED.

Hartford, Conn., May 19.—Charles Fleishner has been appointed a member of the State Pharmacy Commission of Connecticut by Governor Roberts, succeeding Willis L. Mix. Mr. Fleishner has been prominent in organization work and was formerly a member of the Executive Committee of the N. A. R. D.

PASSED IN RHODE ISLAND.

Providence, May 23.—At the last monthly meeting of the Rhode Island State Board of Pharmacy, seven candidates were examined, of whom the following passed successfully: Henry A. Kalkman, Newport; George H. Adams, Boston; Jesse L. Hanscom, New Hampshire.

MASSACHUSETTS C. P.

Class Day and Commencement Well Attended—25 Graduates.

Boston, May 20—Of more than usual interest were the exercises planned for class day and commencement at the Massachusetts College of Pharmacy in this city, this week. They took place on May 18 in the afternoon, followed by the annual banquet of the alumni association in the evening.

There was a large attendance at the college building in St. Botolph street for the class day observance. The programme opened with a musical selection by an orchestra, which throughout the afternoon played acceptably to intersperse the other numbers on the programme. The customary address of welcome was given by Theodore P. Babbitt and then the "Class History" was reviewed by Lamert Oulton, followed by the "Class Oration," delivered by Louis E. Phaneuf. William G. Fuller was responsible for the usual "Class Poem," which he recited, and the "Class Prophecy" was rendered by Arthur O. Austin. The farewell address to the class was given by Edward P. Bigelow.

After a brief intermission, the commencement exercises began, the president of the college, William D. Wheeler, Ph.G., presiding. Following a musical selection, an address was given by Rev. J. Stanley Durkee, a Roxbury clergyman. This embodied sound advice to the graduates and helpful hints for their future careers. After the roll call had been read by the secretary, George E. Coleman, Ph. G., of the board of trustees, degrees were conferred upon the students by President Wheeler. There were twenty-five to receive the degree of Doctor of Pharmacy, as follows: Arthur H. Ainslie, Arthur O. Austin, Theodore P. Babbitt, Frank D. Beane, Eugene W. Benjamin, Fred W. Bennett, Edward P. Bigelow, Charles H. Brooks, David L. Burdo, Walter J. Burke, Peter G. Chagaruly, Michael F. Donnelly, Elmer D. Full, Willis St. Leger Furbush, Thomas P. Grimes, George B. Gunn, Jacob Harris, Clinton H. Hart, James A. McCoy, Charles E. McMurray, Kenneth J. Mitchell, Lamert Oulton, Louis E. Phaneuf, John J. Ryan and Chester E. Tracy.

The degree of Pharmaceutical Chemist was conferred upon seven students, Hyman Alkon, Bernard C. Burdette, William G. Fuller, Carl J. Harris, Louis E. Phaneuf, Harry L. Scott and Raymond P. Young. The class officers are: President, Michael F. Donnelly; vice-president, Clinton H. Hart; treasurer, Hyman Alkon.

The thirty-fifth annual banquet and reception of the Alumni Association of the Massachusetts C. of P. took place at Young's Hotel, in the evening, the reception beginning at half-past six o'clock and the dinner coming soon afterward. The attendance was exceptionally large and the occasion of more than ordinary interest. It was enlivened by specially good music by the Salem Cadet Orchestra. The president of the association, Frank Piper, M.D., class of '89, presided, and gave the introductory address. Among the speakers were President Wheeler, of the college, class of '90; William C. Durkee, '75; William W. Bartlett, '73, who is now a practising lawyer and who at the State House looks after matters of legislation affecting the drug trade. A woman member of the association, Agnes Wilbur, '92, also made an interesting address. Following the usual custom, the association invited President Donnelly, of the graduating class, to be its guest, and he also was one of the speakers. Readings by Dr. Stiles added variety to the evening's programme, as did selections by a vocal quartette.

"JOBBERS' NIGHT" IN BOSTON.

Retailers Receive Assurance of Loyal Support of Wholesalers.

Boston, May 15.—The meeting of the Boston A. R. D., on May 10, was "jobbers' night," representatives of the wholesale trade having accepted the invitation of the association to be present. Fred Carter, of Carter, Carter & Meigs; Chas. A. West, of the Eastern Drug Co., and J. A. Gilman, of Gilman Bros., all assured the retailers of the hearty support of their firms. Mr. Carter spoke of the benefits of organization, while Mr. Gilman declared that a great deal of trouble would be saved to the wholesalers, were the retailers to sign at once all the contracts on protected goods.

Mr. Gilman's announcement that a prominent manufacturer would soon adopt a system of price protection under which the goods would be sold only at full prices, created loud applause. A rising vote of thanks was extended to the wholesale representatives for their attendance at the meeting and for their loyal expressions of support. Additional evidence of the thorough way in which the jobbers are helping the price protection movement in Boston was given by Secretary Tobin. Mr. Gilman suggested that the filling of orders on contract goods would be facilitated if the retailers, immediately on signing the contracts were to notify their jobbers of such action.

In reply to a question, the wholesalers stated that they had disposed of all their unnumbered goods, and that all the stock which they have on hand at present is serially numbered.

President Canning announced that the invitation of the association to hold the next national convention here had been accepted by the Executive Committee of the N. A. R. D. The president then named the following convention committee: F. F. Ernst, chairman; William D. Wheeler, C. P. Flynn, S. V. Rintels and H. O. Nute.

DRUG STORE RAIDED.

Lowell, Mass., May 22.—The police have raided the drug store of Brousseau & Coman, at the corner of Cabot and Merrimack streets. A large quantity of liquor was found in the cellar.

It is charged that one of the proprietors was making a sale of gin when the raid took place. A United States revenue license for the months of May and June was found in the cellar, but there was no druggist's license to sell liquors.

MALDEN DRUGGIST DEAD.

Malden, Mass., May 20.—William L. McGarr, one of the best-known druggists of this city, is dead. He was only forty-seven years old and had been ill a long time.

PROGRESS IN WASHINGTON.

Many Improvements Made in Capital City Drug Stores.

Washington, May 18.—The spirit of progress seems to have taken a firm hold upon the druggists of this city, and a number of stores have been improved of late, the fixtures and additions being usually of an expensive character. Thus, Edward F. Albert, who recently bought out J. W. Hodges, Second and Pennsylvania avenues, has made extensive repairs, putting in a new floor of improved material, installing fixtures of an artistic style and otherwise modernizing the establishment.

Mrs. H. M. Proctor, who succeeded C. F. Keim at 1818 Fourteenth street, N. W., has also had the place in the hands of artisans. These latter have almost transformed it and have made the interior very pleasing to the eye. Mrs. Proctor is a graduate in pharmacy and one of the most successful druggists in Washington.

F. R. Richardson & Co. have purchased the store at Pennsylvania avenue and Third street, where improvements of a thorough character have been made. The fixtures, shelving, counters and show cases are new and all the furnishings conform to the very latest ideas in the arrangements of drug stores.

The many customers of Druggist James O'Donnell, who has opened a pharmacy at 904 F street, are strongly impressed with his artistic sense and his enterprise. He has beautified the store, the fixtures and furniture being mahogany and gilt, and the shelving and show cases of glass. The spacious interior glitters with newness, and countless things that appeal strongly to the eye are to be found there.

William P. Herbst, 2500 Pennsylvania avenue, is having put down a new tile floor, and is also installing a new soda water apparatus of the latest design.

Druggist P. J. Afflex, who has been very successful on Pennsylvania avenue, near Fifteenth street, is putting in a new soda water fountain of the most advanced design, besides doing other things to render the place more attractive.

John P. Sullivan has opened at Seventh and D streets, S. W., and expresses himself as well satisfied with the results so far attained. He was formerly located one square away.

The pharmacy at Fourteenth and L streets, formerly conducted by E. M. McComas, has passed by purchase into the possession of H. T. Dodge & Co., who have made a number of improvements and adopted progressive business methods.

Charles E. Gross, Fourteenth and Park streets, N. W., has recently remodeled his pharmacy, installing oak fixtures and brightening up the place greatly. His pharmacy is now up-to-date in every respect.

George H. Hurlebaus, Fourteenth and V streets, has had put in a new soda water apparatus and made a number of other improvements.

Lloyd T. Tayloe has secured control of Sack's Drug Store, at Ninth and P streets, and has made various improvements.

Morris W. Waters, a Georgetown, D. C., druggist, has made several purchases of real estate of late, and this is taken as an indication that the drug business can still be made profitable.

THEY MAY COMBINE.

Baltimore Cut-Rate Druggists Considering the Proposition.

SOME OF THE DIFFICULTIES.—JOBBERS COMPLAIN THAT THEY ARE SUBJECTED TO UNFAIR DISCRIMINATION AND THAT MANUFACTURERS PROMISCUOUSLY SELL GOODS NOT IN THE SEVERAL AGREEMENTS.

Baltimore, May 20.—The latest development in the fight for the maintenance of prices here is a movement among the recognized cut-rate druggists to combine by forming a company which is to purchase goods at wholesale prices and in large quantities, and distribute them among the members of the organization. The matter has not so far, it appears, gone beyond an informal discussion, but the various cutters have been approached on the subject and have been asked to indicate their intentions if the move is actually gotten under way.

In case the object is realized, it is not the intention to incorporate, because this might in some of its effects prove inconvenient, for equity would seem to require that if a combination to cut prices is legal, one to maintain prices would have not less justification. In any event, however, there are obvious difficulties in the way. Thus, if the proposed organization succeeds in getting goods not included in the tri-partite agreement and distributes them to be sold at cut prices, justice would appear to require that the jobbers, instead of being bound, as now, to shut off cutters on all goods, be permitted to sell to anyone who can pay for all articles not on the list. The wholesalers complain that they are being subjected to unfair discrimination, and that the manufacturers sell promiscuously goods not in the several agreements, while the wholesalers are held up to a rigid observance of contract arrangements that affect few articles, yet are made to apply generally.

The jobbers contend that if the cutters are supplied with goods they ought to have the same privilege as to selling which the manufacturers reserve to themselves, and should not be ground between the upper mill-stone of the manufacturer, who disregards the status of the purchaser, whether he be a cutter or not, and the lower mill-stone of the druggists' associations, which are either unable to stop such sales to cutters or maintain an attitude of indifference, and yet undertake to hold the recognized wholesaler up to a rigid compliance with the tri-partite and other agreements which are given a sweeping application.

As far as the movement among the Baltimore cutters is concerned, there appears to be every prospect that it will attain some tangible shape before long, though it must also be said that some feeling of distrust prevails among the cutters, whose business methods naturally dispose them to the finding of loop-holes wherever possible.

FIRE IN M'CORMICK'S PLANT.

Baltimore, May 20.—Fire of unknown origin broke out, yesterday morning, in the establishment of McCormick & Co., manufacturing chemists and drug millers, of this city. Three large mills and a thirty-horse power electric motor were more or less damaged. The blaze was confined to building No. 1, used as a spice mill, the other two being cut off by fire-doors, which are closed every night. The loss is covered by insurance. Business was not interrupted. An alarm was turned in by the engineer of the plant, and the flames were soon extinguished.

NEW CHEMICAL CO.

Baltimore, May 20—A new chemical company was incorporated on Thursday last, under the name of the Cameo Chemical Company, by Thomas E. Jenkins, B. Howard Richards, Robert E. Lee Williamson, Daniel Cloud, Jr., and Harry T. Poor. The authorized capital stock is $25,000, divided into shares of $10 each. The company will manufacture drugs and proprietary medicines. Mr. Williamson is of the drug firm of Williamson & Watts, and well known in the drug trade.

BALTIMORE NOTES.

—Druggist J. L. Meyer, whose pharmacy at Pennsylvania avenue and Wilson street, was sold at public auction, has accepted a position as clerk for John M. Wiesel, 1101 Madison avenue.

—Among the visiting druggists in Baltimore, last week, were J. H. Johnson, Ellicott City, Md.; A. T. G. Bodnutt, York, Pa.; Mr. Higgins, of Higgins & Bell, Laytonsville, Md., and Mr. Powell, representing Brown's Iron Bitters.

—A. Fehler & Co., Madison avenue and Biddle street, have installed a handsome soda water fountain in their store. The apparatus is one of the latest style, sparkling with silver plating and being composed of onyx and other costly materials.

—J. H. B. Hurst has bought out H. G. Wilson, at Frederick road and Gilmor street. The new owner has made a number of improvements, including the installation of new fixtures and a general renovation, so that the pharmacy is now very attractive.

—All gossip as to the possibility of a drug store being located at the southwest corner of Fayette and Charles streets, has been set at rest by the leasing of the building to a lunch room proprietor. Several druggists negotiated at different times for the place, but the rental was too high for them. It is said that the lessee agreed to pay $15,000 a year. He will, however, have four upper floors to sub-let.

GASOLENE CAUSES FIRE.

Pittsfield, May 20.—Gasolene fumes were ignited by a gas stove in the Engstrom Pharmacy, and the flames did $1,000 damage.

A clerk went to the cellar to draw gasolene from a tank. Above the tank was a lighted gas jet, and the flames ignited the fumes from the gasolene and soon all the gasolene in the cellar was burning. Near the gasolene tank was a barrel of whiskey. This caught fire and added to the flames and smoke. The other drugs and chemicals caught and the cellar became like a furnace. Water was poured into the cellar a half hour before the flames were extinguished.

AWAIT AN OFFICIAL OPINION.

Ohio Board Asks Attorney-General if Certificates May be Revoked.

Cincinnati, O., May 23.—The State Board of Pharmacy met in Columbus, last week, at the request of Member Julius Greyer and a number of physicians and druggists of this city, and discussed its right to assist in putting fiends out of business as well as druggists who sell the drug in violation of the law. The law specifies a fine of from $50 to $500 for selling the poison without a prescription from a reputable physician in actual practice. The law is not at all ambiguous, but plainly makes this a police regulation. The attorney-general's department notified the Board that regulation was not within their province, and if the drug was sold against the law, this was due to neglect on the part of the police.

Attorney-General Wade Ellis was asked by the Board whether certificates of druggists who violated the law could be revoked. Mr. Ellis' staff held that the Board had that right, but Mr. Ellis himself was not entirely convinced, and will look further into the authorities before approving the opinion. The statute regulating the Board of Pharmacy gives it the privilege of taking away certificates of druggists who are found guilty of immoral conduct.

The Cincinnati police department had several men last week touring the districts in which cocaine is said to be illegally sold. They declare they have secured much valuable evidence and that as soon as the attorney-general gives his opinion on the question before him, a number of arrests will be ordered. In one store recently a fiend tried to secure some of the poison without a prescription, and when refused, almost killed the clerk. Several police characters have told the officials the methods used in purchasing the cocaine, which in some places is alleged to be prepared in five, ten and fifteen cent packages.

ONE CENT TELEPHONES.

Cincinnati, O., May 23.—One cent telephones for Cincinnati is the latest proposition in the independent telephone situation. Phillip Fitzimmons, president of the Fitzimmons Co., has held conferences with out-of-town capitalists, and with officers of a local bank to arrange for the formation of a new company to operate on the Fitzimmons franchise in Cincinnati. The new company is to be capitalized at $8,000,000. The service is to be placed on the basis that the subscriber shall pay only for what he gets. In drug stores and other public places the 'phones will be installed for use at one cent a call. It is said that the deal to finance the scheme has been closed and that work on the system will be arranged for shortly.

PROGRESS OF DOW SUIT.

Cincinnati, O., May 23.—A special meeting of the members of the Ohio Valley D. A. has been called for the first week in June. It is believed that plans for fighting the $50,000 damage suit of Miss Cora Dow against the association, will be prepared. The case has not been set for trial, but will hardly be held before late summer.

OHIO DRUGGISTS MEET.

The twenty-seventh annual convention of the Ohio State Ph. A., will take place at the new theatre auditorium, Cedar Point, on Lake Erie, Ohio, on June 20, 21, 22 and 23, with headquarters at the Breakers Hotel. Special low rates on the certificate plan have been secured from Columbus, Cincinnati and Cleveland, and other low rates are issued from Toledo, Portsmouth, Lima, Steubenville and Mansfield. Boats will meet all trains and leave Cedar Point dock, in Sandusky, for the resort.

In the invitation issued, the members claim that the association is again honored by the A. Ph. A., in selecting an Ohio man for its highest office, and that the workers who started the serial numbering plan and contract plan for marketing patent medicines, and now put into execution by the N. A. R. D., are members, as also are those who operate the cheapest fire insurance company in the world. A good working programme has been planned, including one forenoon's rest on the advice and under the ban of the traveling man. There will also be amusements galore, including theatre party, ball and reception, pleasure trip on the lake, dancing, roller skating, polite vaudeville, bathing, rowing, sailing, fishing, shell hunts, excursions and continuous polite amusement devices, etc. Theo. D. Wetterstroem, 3935 Spring Grove avenue, Cincinnati, is the secretary.

DRUG BOWLERS TO MEET.

Cincinnati, O., May 23.—During the meeting of the O. S. Ph. A., at Cedar Point, June 20-23, the first tournament of the Ohio Drug Bowling Association will be held. Prizes will be distributed among five men teams, two men teams and individuals, and also to the best lady bowler. The following cities have teams entered, in charge of their respective captains: Cincinnati, Edward Kipp; Cleveland, Joseph Albrecht; Columbus, Carl F. Beck; Toledo, C. G. Neipp; Dayton, George W. Martin; Lima, Henry L. Vortkamp; Zanesville, Fred W. Conrade; Canton, E. J. Schlabach; Sandusky, L. A. Biehl; Portsmouth, Frank Amann; Marion, M. L. Dumble; Springfield, Adam Schmidt.

SODA BUSINESS LIGHT.

Cincinnati, May 23.—The weather for the last two weeks has been unseasonably cool and a number of druggists who store their soda fountains at the end of summer, have not disturbed them. In stores where the fountains are running, business has been small.

GETS SURPRISE AND A WATCH.

Detroit, May 22.—Frank Treporten, of Bay City, last October was repairing the roof of his barn when he was precipitated to the ground. In the shuffle he lost his $65 gold watch. He hunted high and low but could get no trace of it. Last week he had occasion to remove a board from the building on which he had been working at the time of the accident, and was surprised to find his time piece lying on a joist. Although it had been exposed to the weather all winter, when wound up it ran as well as ever.

APPRENTICE REGISTRATION.

Illinois Board Says it is on the Increase.—New Rules for Examinations.

Springfield, Ill., May 19.—At the meeting of the Illinois Board of Pharmacy in this city, May 16-17, eighteen out of a class of twenty-nine passed successful examinations for registered pharmacist, ten of the seventeen applicants for assistant pharmacist were successful, and two of the six candidates for "locality certificates" under section 5 of the law, made the required grades. The names of the successful applicants follow:

Registered Pharmacists—Wm. A. Balcke, Cropsey; W. K. Barthell, Peoria; Harry Brent, Decatur; Ray M. Brown, Elgin; E. R. Chase, E. St. Louis; R. C. Ettlinger, Chicago; C. T. Evans, Bloomington; C. C. Garber, Springfield; G. Knewitz, E. St. Louis; L. A. Kravick, Springfield; E. A. Lukasek, Chicago; A. W. Nimmer, Chicago; J. C. Patterson, Chicago; F. D. Pratz, Moweaqua; W. D. Richardson, Centralia; C. Romano, Chicago; F. A. Schneider, Chicago; Jerome Sivia, Springfield.

Assistant Pharmacists—H. G. Carlson, Moline; L. J. Ehlert, Springfield; A. P. Eniow, Bloomington; Wm. L. Cott, Mt. Carmel; Jas. M. Honsik, Chicago; R. C. Luly, Alton; C. D. V. McKinley, Mason City; T. H. Pomeroy, Chicago; Rolf Reite, Chicago; Edw. A. Schaub, Alton.

Registered Pharmacists, Time Service—M. F. Taass, Frankfort Station; Nathan Hertzman, Chicago.

The next meeting of the Board will be held in Chicago, in July. On Tuesday, July 11, an examination will be held for all applicants who have not heretofore passed the preliminary test required by the Board. On Wednesday, July 12, the examination will be for those who have heretofore made the required grade in preliminary. Applications for this examination should be on file in the Springfield office not later than July 6.

The rule recently adopted, whereby applicants for apprentice registration may take the examination before a reputable druggist in the county seats of their home counties and the vigorous campaign which is being waged by the Board to get all young men to make application for apprentice registration when they enter the drug business, has resulted in a remarkable increase in the number of apprentice applications received by the Board. As compared with the first five months of 1904, there is an increase of over 33⅓ per cent. in the number of applications.

As a further inducement to these young men the Board will hereafter conduct monthly examinations and but a few days will intervene between the filing of an application and the receipt of an official certificate by those who are successful in their examinations.

OFFICERS ELECTED.

Wheeling, W. Va., May 22.—The board of directors of the Wheeling Drug Company has elected the following officers: John Coleman, president; Chatham Sinclair, vice-president; W. C. Gordon, secretary; Bruce Dawson, recording secretary; John Klari, treasurer.

PROF. GOOD HONORED.

St. Louis C. P. Alumni Celebrates His Thirtieth Anniversary.

St. Louis, May 23.—It is not recorded that Prof. J. M. Good dodged Thursday night, but it would have been little use if he had. Bouquets were coming his way too thick and fast for even a long practiced dodger to escape them. And then, be it said to his credit, Professor Good, in his thirty years' experience in the St. Louis College of Pharmacy, has never dodged responsibility or work; in his longer experience as a citizen of St. Louis and a druggist he has never dodged the responsibility of public duties, and in the matter of organization, he has sought the thickest of the fray for the benefit of the profession.

All these things came home to roost May 18, when Professor Good, for one night was the sole guest of honor of the St. Louis C. P. Alumni Association and the drug trade of St. Louis and was honored and banqueted to the queen's taste.

The plan originated with the C. P. class of '75, at its annual reunion in March, and was turned over to the Alumni Association. All plans were laid and the entire programme mapped out before the event was announced to the public, and Professor Good made aware that he was to be so honored on the thirtieth anniversary of his election to the chair of pharmacy of the college, of which he has served as dean of the faculty and has undertaken various duties that seemed best for the school.

The guests of the evening gathered at the college building at 8 o'clock, where Charles H. J. A. Hahn, president of the A. A., presided over a meeting at which Dr. Henry Schwarz presented a portrait of Professor Good to the college, and Professor Francis A. Hemm presented a similar portrait to the Good family. Dr. Otto Claus responded for the college, and Professor Good for his family. Then the company adjourned to the Jefferson Hotel, where an elegant banquet was served.

William C. Bolm was toastmaster, and Prof. O. A. Huegel responded to "Our Professor and the Day We Celebrate"; William H. Lamont, the general manager of the festivities of the evening, to "Our Guest and His Relation to Pharmacy"; Henry T. Rolfing to "College Education"; Charles E. Caspari to "The Life of a Professor"; Orval J. Cloughly to "Life of a Student"; C. P. Walbridge to "Commercial Pharmacy." Thirty minutes, a minute for each year, was allowed Professor Good for "Self Defense," and he exceeded the time.

The entire affair was as pleasant and well managed as any event that has concerned the druggists of St. Louis for many a day and Professor Good's record was dwelt upon with considerable freedom.

Professor Good's store is at Jefferson avenue and Olive street, which has recently become almost the equal of the downtown district for activity.

LINDELL PHARMACY CLOSES.

St. Louis, May 22.—When the Lindell Hotel Pharmacy closed its doors at midnight, Sunday night, simultaneously with the closing of that famous hostelry to make room for the largest department store in the West, the career of one of the best known drug stores in the country was closed. The store has long been familiar to the traveling public as a downtown store. Late it had figured in several poisoning episodes and gained some notoriety that was, it seems, unavoidable under the circumstances. Before closing the store, one of the most sensational sales in sundries this city has witnessed, was on and some real bargain prices were made. Johnson Bros., of Franklin avenue and Broadway, bought what stock remained in the city.

ST. LOUIS NOTES.

—Dr. A. Enderle is having the front of his downtown store at Market street and Broadway, remodeled in the most modern style.

—The anti-cocaine law goes into effect June 1 and it is predicted that after that date some of the Market street stores will see a time of hard sledding.

—Milk chocolate and Mackintosh toffee demonstrators have been assisting local druggists to interest customers in the candy trade.

—Local druggists who handled the Male preparations are up in arms over the recent cut price advertisements appearing from a local department store. The goods are not scheduled, however.

HOLDS ANNUAL ELECTION.

Secretary Reports Gain in Membership and Money in Treasury.

St. Louis, May 23.—President F. V. Johnson and Secretary Charles J. Koch, under whose administration the St. Louis R. D. A. has seen its most prosperous season, were re-elected at the annual meeting at the Southern Hotel, May 16. At that meeting the members decided to carry their social sessions on a step further and have their wives and sweethearts present at the June meeting.

The other officers elected were: E. A. Sennewald, first vice-president; C. B. Seidlitz, second vice-president; C. W. Stockhausen, treasurer; trustees, John Raboteau, E. H. Wolff, E. M. Pirner, Theodore Hagenow and Charles Pirner.

The attendance was something of a disappointment, but otherwise the meeting was a decided success. Only seventy-five were seated in the dining room. Collections were excellent, over $400 in dues being paid. Secretary Koch's report showed that during the last year, more than 300 members had been enrolled, a gain of 151 per cent. in two years. The treasurer's report showed that the association had no unpaid claims and about $400 in the treasury.

For the first three months of President Johnson's administration, he was unable to give any time to the business of the association because of illness, but since he has been able to take the helm, things have moved forward apace.

WORKHOUSE DRUG WARD.

Kansas City, Mo., May 22.—Dr. St. Elmo Sanders, the city physician, will make an effort to institute a ward for drug "fiends," at the city workhouse. Many of these ask to be sent to the workhouse for terms long enough to allow them to overcome the habit. Without the drug the victims suffer greatly. The ward is to be instituted to alleviate this suffering.

COMBINE PLAN FAILS.

Does Not Work Well When Applied to Drug Houses in San Francisco.

San Francisco, May 20.—That personality is an important factor in the drug trade has been proven in this city, where the combine plan, when applied to drug stores, has proved unsuccessful. The Union Drug Company's plan in connection with the drug business is a failure. After an experience of a little more than two years the company finds itself confronted with the problem of maintaining two of its stores without the attraction of the personality of the original owners, coupled with the admitted fact that the same stores are not satisfactory from a financial standpoint when conducted by clerks. As a result the company now has under consideration the sale of these two stores.

The company recently disposed of two stores for the reasons which now apply to those which are for sale. The corporation began with eight stores, several of which were among the most popular in the city. Rosy views were held out of the possibilities of combination in the drug business, which, however, did not materialize in the face of the sharp competition in the trade. Still, business was conducted in the stores at a profit, until the death of Mr. Gove, whose store at California and Fillmore streets, had been taken into the combine. This store had a large trade which a clerk and a stranger in the store failed to hold. George Dahlbende and C. L. Barrington came into the combine with their stores. They thought they could reach out for business, so they started stores in San Jose, at Stanford University, and at Palo Alto. They gave their attention to these stores, with the result that their business in the city suffered under the management of clerks. So Gove's and Dahlbender's stores were sold within the last couple of weeks.

John H. Dawson has had to go to a hospital, where he had a foot amputated. He was popular in his district and enjoyed a good business; now his old store and that of Barrington are in strange hands, and the results are unsatisfactory.

F. C. Smith, secretary of the corporation, said: "We do not want the impression spread that the sales of these stores means that we are going out of business or are in difficulties. The fact is, we find that where clerks have been placed in charge of stores, the business has not kept up. The company has four good stores and will continue them."

JERMAN GOES TO MINNEAPOLIS.

Milwaukee, May 22.—Charles A. Jerman, who recently sold his interest in the Jerman, Pflueger & Kuehmsted Co., wholesale druggists of this city, has re-engaged in the same business at Minneapolis. For years he has been general manager of the J., P. & K. Company, and left it about three months ago. Previously he had been quite ill, and after closing out with the company, he went to California for a long rest. He returned here about May 1 and disposed of his residence property.

—Dr. J. W. Kirtland is dead at Lakeview, Mich., aged fifty-eight years. He was president of the Kirtland Drug Co., which has stores at Lakeview, Mecost and Remus.

Photo by Russell & Wylie, Brooklyn.

MEMBERS OF THE GRADUATING CLASS BROOKLYN COLLEGE OF PHARMACY, THE CLOSING EXERCISES OF WHICH WERE DESCRIBED IN LAST WEEK'S ERA.

AMONG THE COLLEGES

UNIVERSITY OF MICHIGAN.

Ann Arbor, May 19. At the meeting of the board of regents on Saturday, May 13, Prof. J. O. Schlotterbeck, Ph.C., '87, Ph.D., '96, was appointed dean of the school of pharmacy, to succeed the late Dr. A. B. Prescott. Dr. Schlotterbeck began his work in this school as assistant in pharmacy and pharmacognosy in '88, and with the exception of one year, '95-'96, spent in study abroad, has been connected with his institution ever since.

Prof. A. B. Stevens writes from Bern, Switzerland, that he is enjoying his work with Prof. Tschirch, and that he will return to this country with his family during the summer. With the opening of the university, this fall, he will resume his old position as professor of pharmacy. During his absence his place has been supplied by W. H. Blome, Ph.C., '98, B.S., '02.

Wm. H. Burke, '84, president of the Central Drug Co., Detroit, has leased a large four-story building in Grand Rapids, in which he will open one of the largest retail pharmacies in the Middle West.

E. C. Worden, '90, is engaged in business for himself as manufacturer of organic chemicals. His factory is located at Milburn, N. J.

R. S. Tidrick, a member of the class of '91, who has been in California for some time, is now engaged in the general merchandise and drug business at Bringhurst, Ind.

Darius P. Schuler, '87, paid the school a short visit a few days ago. He is located in Detroit as analytical chemist with a large manufacturing house.

Charles R. Eckler, '02, for some time past with the Conneaut Drug Co., Conneaut, O., is now engaged in the manufacturing department with E. R. Squibb & Son, Brooklyn, N. Y.

Wm. C. Kirchgessner, '89, for many years with Peck Brothers, Grand Rapids, is doing detail work for F. Stearns & Co., Detroit.

Northwestern Alumni.

Chicago, May 18.—At the regular meeting of the Alumni Association of Northwestern University School of Pharmacy, the following officers were re-elected: President, Thos. V. Wooten; secretary, Judson W. Hoover; treasurer, M. A. Miner. The other officers elected were: Vice-presidents, H. F. Schaper, J. F. Fischnar and B. M. Meyer; trustees, A. F. Kasper, B. M. Tyler, W. H. Harrison.

The Association is trying to make its organization one of the leaders in the West, and to carry out this effort the present officers were unanimously re-elected in recognition of the work they did last year. H. F. Schaper presented one of the most interesting papers ever read before the association. His subject was "The Best Method of Increasing and Maintaining a Good Prescription Business."

MILWAUKEE C. P.

Milwaukee, May 15. The Milwaukee Medical College, School of Pharmacy, will hold its commencement exercises in the Alhambra Theatre this afternoon. The class roll of 1905 contains the names of Anna J. Fetzer, president; Percival V. E. Atkinson, vice-president and valedictorian; Harris Coleman, secretary; Frank O. Stratton, treasurer; Matt Glohisy, George A. Miller, Philip J. Naber, Wm. G. Schroeder and Donald L. Seerb.

FERRIS INSTITUTE.

Big Rapids, Mich., May 20.—The regular school year in the pharmacy department of the Ferris Institute ended May 18, after three days of examinations. Most of the students were successful, although a few fell by the roadside. Five students were declared competent to graduate. They are Harry Bennett, Claud Owen, Albert McGeorge, Lyman Pinney and J. Bullock.

Work in the pharmacy department will continue twelve weeks for review work. Twenty students expect to take the State Board examination, to be held at Star Island, the last of this month. They are working hard and have resorted to a novel scheme to make them more proficient. They give regular weekly examinations on every Saturday morning. The examination questions are made out and papers looked over by them, and they follow as closely as possible the programme of the regular State examinations. This gives them an opportunity to see how others express themselves, and a chance to review points that have been troublesome.

The regular fall term begins on September 4. A good attendance is expected. The department is in better condition than ever before, and the course will be materially strengthened during the coming year.

WISCONSIN'S SILVER JUBILEE.

Milwaukee, May 22.—The Wisconsin Pharmaceutical Association will hold its annual State convention at Madison, June 11 to 14. This will be the silver jubilee of the association and it is expected that it will be made a memorable occasion. A souvenir programme is being prepared by Prof. Edward Kremers, of the school of pharmacy at the State University, and Edward Williams, local secretary, at Madison.

A SPECIFIC IN

Tuberculosis Cancer Syphilis

GRISERIN

NON-TOXIC

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now. Tell your doctors about it.

PRICE LIST

GRISERIN-ALPHA: FOR EXTERNAL USE ONLY!

1. For dusting on wounds and suppurating ulcerations.

2. For use in the GRISERIN Insufflator—in NOSE and THROAT AFFECTIONS for RHINITIS or DIPHTHERIA.

GRISERIN-ALPHA:

In Packages of	25	gramm	$2.00
"	50	"	4.00
"	100	"	7.50
"	250	"	18.00
"	500	"	34.00
"	1,000	" (1 Kilo)	65.00

GRISERIN-BETA: FOR INTERNAL USE ONLY

CACHETS—In Tubes (each tube containing ONE WEEK'S TREATMENT.)

		Retail	Wholesale
1 Tube Griserin Cachets Grammes	.20	$1.75 per tube	$16.00 per dozen
1 " " " "	.30	2.00 " "	18.00 " "
1 " " " "	.50	2.50 " "	23.00 " "

		Retail	Wholesale
1 Tube Griserin Cum Tannalbin Gramm	.20	$1.75 per tube	$16.00 per dozen
1 " " " " "	.30	2.00 " "	18.00 " "
1 " " " " "	.50	2.50 " "	23.00 " "

	Retail	Wholesale
Griserin Insufflators: - -	$1.25 each	$12.00 per dozen

	Retail	Wholesale
Griserin Solution concentrated	$1.00 per bottle	$7.00 per dozen

WRITE FOR BOOKLET

We Want Every Druggist to Become Familiar with

GRISERIN

SOLE AGENTS FOR AMERICA

AMERICAN GRISERIN WORKS

108 FULTON ST., NEW YORK

LAXATIVE BROMO QUININE

ON THE

DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles — the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO QUININE.**

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per Cent. **LAXATIVE BROMO QUININE** has been placed on the DIRECT CONTRACT SERIAL NUMBERING PLAN, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract, are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO QUININE** should take such action immediately.

If a supply of **LAXATIVE BROMO QUININE** is needed or if the stock on hand will permit it, the extraordinary DATING OFFER now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO QUININE**, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

LAXATIVE BROMO QUININE

Price $1.75 per dozen.

6 dozen lots,	1 dozen free,	. . . . .	Cost	$10.50 or	$1.50	per dozen
12 dozen lots,	2 dozen free,	5% trade discount,	"	$19.95 or	$1.43	" "
36 dozen lots,	6 dozen free,	8% trade discount,	"	$57.96 or	$1.38	" "
60 dozen lots,	10 dozen free,	10% trade discount,	"	$94.50 or	$1.35	" "

All Wholesale Druggists will accept orders under this DATING OFFER.

PARIS MEDICINE COMPANY,

Saint Louis and London.

TRADE SECTION

PURE ARNICA SCARCE.

Only Fifty Pounds in This Country, Says Mr. Hood.

HIS TALK AT THE VERMONT P. A.'S MEETING IN BURLINGTON. WANTS TO FIND OUT SOMETHING ABOUT "VERMONT" ARNICA.—IS IT EVER GROWN IN VERMONT.—A SPECIMEN WANTED.—WORK OF THE GOVERNMENT IN GROWING OTHER MEDICINAL PLANTS. THINKS IMPORTATIONS COULD BE CUT IN TWO.

At the eleventh annual meeting of the Vermont State Pharmaceutical Association, held in Burlington, last October, the official report of which has just been issued, one of the interesting developments was a discussion of Vermont arnica. President F. Henry Parker informed the association that Mr. Hood, representative of the Vermont State Agricultural College, and also of the United States Government, was present and called on that gentleman for some remarks.

Mr. Hood said: "I was just speaking to Mr. Zottman about a problem that we have been working on at the college, in regard to Vermont arnica, if we have any of that article, and if so, what it is. Probably there is not fifty pounds of pure arnica in the United States, and this being so, all of it naturally contains something else, and what, is the question? We find there is an article listed in the drug catalogues as "Vermont arnica," but we have not been able to get hold of it in the laboratory, and we thought some of the members of the association might have come across the same thing, and might know what it was.

But none of the members knew. There was general surprise that there should be no more than fifty pounds of pure arnica in the country. Mr. Hood was asked concerning the source of his information. He replied:

PURE ARNICA VERY RARE.

"The information is from the report of the head of the drug laboratory at Washington. Work has been going on in that regard for four or five years and the article sold as arnica is found to consist of fourteen different things entirely separate and distinct. The common hawkweed, 'Devil's paint brush,' resembles arnica in every way, both in the powder and solution, but we thought we would like to know just what the situation was in regard to Vermont arnica.

"It occurs to me that in some of our old Vermont farms, years ago, in the days when we used to raise so much chamomile, tansy, etc., there was an herb called arnica that was raised. I have such a garden in mind, where I was born, and I think there was there an herb we used to call arnica, but why, I haven't the least idea."

Mr. J. W. Colcord, who represented the Massachusetts State Pharmaceutical Association, then commented on the subject. "I have had quite an experience along similar lines," said he. "Several years ago, an English collector sent to me for wild hops and I hunted the country over and could not get half a pound of wild hops in the United States, but I finally got on the track of some arnica down in the Jersey bogs. There are many articles on the list that we cannot furnish, but undoubtedly this arnica originally came from Vermont, and it may be that it is grown in other parts of the country. I would like to ask if the experts got any fair results with the tincture of arnica made from this article they have."

To this Mr. Hood answered that the superintendent of the Washington laboratory had found that tests showed it to be as good as any arnica, but that all authorities agree in holding that practically no pure arnica comes to this country. Enlarging on the work of the experiment station, he explained that the seeds for growing arnica had necessarily come from Germany and that in the two years of tests the seed had not grown.

THE WORK OF CULTIVATION.

"I have not thought of saying anything about station matters," continued Mr. Hood, "but perhaps a few things in regard to its organization would be of interest. Our work is of three kinds: First, the work of plants purely, then the work of seed cultivation in the United States, and third, the plants poisonous to the human family and to stock. There are four stations in the United States, two in South Carolina, one in Texas, and one in Burlington, where we are trying to raise in this country, as far as possible, medicinal plants. You are bringing in here annually $20,000,000 worth of drugs and probably half of that could just as well be grown here. You are bringing into this country a million and a half dollars worth of quinine, which comes from all over the world. It used to come from Peru, but now we only get about one per cent. of the quinine there.

"Then another line of work is the improvement of the quality of drugs, and just such questions come up as we have just been talking about, that is about arnica. There are lots of other drugs that are adulterated. And then we are trying to save some of the important drug plants from the hands of the collector. Take senega; twenty years ago that was fairly abundant in Carolina, but they crowded it out, and the price has gone up from twenty cents a pound to one dollar, and when it is gone, what are we going to do? Then here at the Burlington station, we have been at work with beladonna, aconite, lobelia and other things and this fall we are going to put in still more things. We are now trying to produce opium. We had two acres of opium poppies and that perhaps will be worked up during the winter into morphine; then digitalis will be worked up this winter; we had half an acre of that, and we are working on the better methods of producing and cultivating these things. Now, in regard to senega, just to show you the difficulties we have to meet. Of course, we did not know anything about its habits, could not find anything about it, but there is quite a little of that plant around Burlington, and we got enough there to start with. I got two quarts of seed. That seed was taken care of, the next year it was planted, and quite a quantity of seed was grown, which will be used for seed next year.

TRIBULATIONS AND RESULTS.

"We started in the same way with ginseng. That has to be started in moist sand, and not allowed to dry up at all throughout the winter. There is another thing, I would call your attention to, and that is the value of our common weeds.

"Take the common weed known as 'witch grass.' We are importing 240,000 pounds of that seed; then there is burdock and yellowdock and mullein. Now, last year there was something like 100,000 pounds of mullein seed brought into town. I believe this can be cultivated properly, and I believe that one-half of the $20,000,000 worth of drugs we are buying from foreign countries can be grown in this country. If the results are as fruitful in the next five years as in the past three years, we shall have drug farms in the United States. In North Carolina we find stramonium in large quantities and many other things that nobody knows much about as being grown within the United States."

Mr. Colcord then made a few remarks about similar work in Massachusetts. "We have no trouble in raising burdock seed and mullein seed. I had an experience in regard to rhubarb. I went to the agricultural station and asked if it was possible to obtain any seed of medicinal rhubarb; they said I could not get a seed in the United States. I tried in Canada, but I could not get it there. They referred me to Peru and they referred me to St. Petersburg, and from there I obtained a pound of pure rhubarb seed, which they said was produced from seed brought out of China by a Russian officer. We raised some very fine specimens from that, but the plants I had were destroyed, so I was unable to continue my experiments here. Then, again, take the menthol plant. I started in to raise that and raised two quarts of seeds. I think they can be raised anywhere in New England."

SUBSTITUTION?

A customer came into a drug store at Marshall, Mich., and asked for a bottle of "Scott's Compulsion." The druggist promptly turned to the shelf and took down a bottle of the Emulsion, saying, "this is about the same thing; will you have it?" "Yes, I guess so," was the reply; "I suppose they are put up by the same firm."

SODA IN A RAILROAD STATION

The Features of the Stoever Fountain Business in Philadelphia

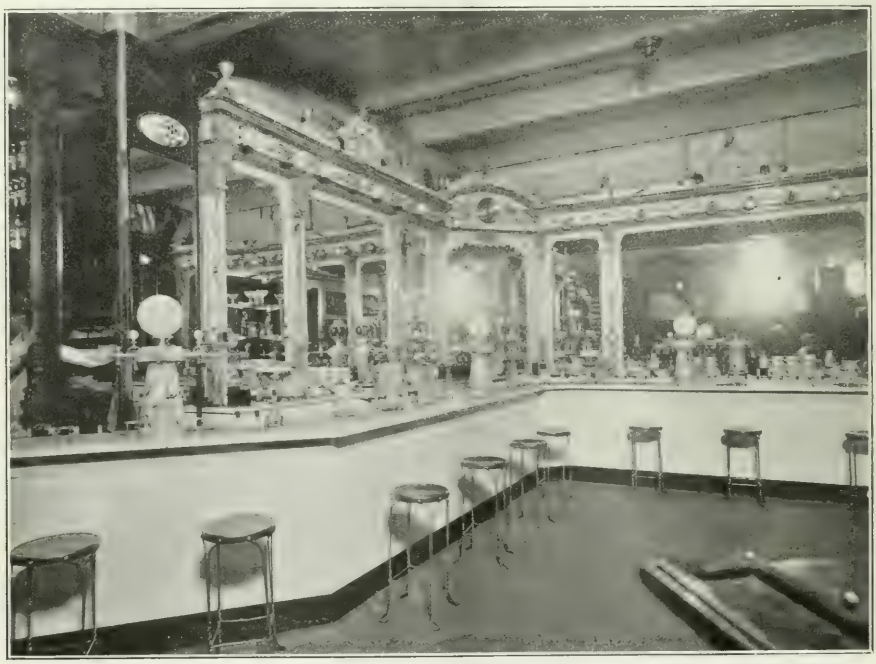
In the Pennsylvania Depot—The Proprietor, J. M. Stoever, and the Manager, A. G. Burk, Have Developed a System Suitable to Local Conditions—Speed Essential—Advance Payments Necessary—No Flourishes in Dispensing—Belief in Novel Beverages.

To the residents of Philadelphia, to those who live in any of the many suburban towns, and to the traveling public in general there is perhaps no better known pharmacy than that conducted by J. M. Stoever, in Broad Street Station, in that city. The "Broad Street Station Pharmacy" is the name under which it is popularly known. Located on the ground floor of the Pennsylvania Railroad Company's big terminal at Fifteenth and Market streets, the pharmacy, with its handsome soda fountain, its neat attendants and the general prevailing attractive air, that cannot help but impress one, acts as an eddy in the stream of humanity, hurrying to and from all parts of the world and irresistibly drawn one side for a few minutes.

From 6 o'clock in the morning to midnight, the clerks at the fountain are busy serving to a class of trade which is peculiar to this location. There are other fountains where perhaps the number of patrons at certain hours is larger, but it is a question if there are any where the identity of the patrons changes as often as it does at the "Broad Street Station Pharmacy." It is rarely that a customer tarries over his purchase, however tempting and enjoyable it may be, more than five minutes. They have not the time and it is with this peculiarity of his trade in mind that A. G. Burk, who for three years has been Mr. Stoever's manager, has made every effort to serve his patrons with the best to be had in the shortest time possible. One has only to watch for ten minutes to realize the success that has followed his efforts.

HURRYING PATRONS DEMAND QUICK SERVICE.

The majority of those who buy soda at this fountain stop there on their way to or from a train. They have a few extra minutes and they want to take no chances of missing their train. The principal feature in this quick-service method is the construction of the fountain. It is one of the "Innovation" type, manufactured by the American Soda Fountain Co., and has been in use there about two years. The syrup tanks, as well as the dispensing arms, are located in front, the former under and the latter on top of the marble counter. By this arrangement the dispenser faces his customer and does not have to turn around and grope for any of the ingredients of the drink he is preparing. There are minutes saved on every order. All the cans for ice cream, cans for milk and cream and other requisites are kept under the counter in front and from the upright draft arms are drawn soda water, vichy, deep rock and various other mineral waters that are frequently used. These uprights are handsome affairs of onyx and German silver surmounted by a



THE STOEVER FOUNTAIN IN THE BROAD STREET RAILROAD STATION, PHILADELPHIA. AN INNOVATION, MANUFACTURED BY THE AMERICAN SODA FOUNTAIN COMPANY. NOTICE THE CLOCK BUILT IN.

J. M. STOEVER.
Proprietor Broad Street Station Pharmacy, Philadelphia.

glass globe, which contains an electric light. Of the ten attendants, working in shifts of five, every one has all the necessities for any order he may receive, right within arm's reach. He don't have to lose a second, running up and down behind the counter for something he may need. It is all before him in his own space. Another important feature, the attendants are instructed to lose no time with flourishes or fancy movements. There is no mixing an egg and milk with one receptacle receiving the mixture from the other at a distance of three or four feet. That takes time and when a customer has but a few minutes he does not appreciate any of those sleight-of-hand performances. If an attendant is seen indulging in any of this sort of work, he is immediately notified to discontinue it.

All these ideas, Mr. Burk has worked out and has now reduced to a smoothly working system. In telling of some of the methods to which strict attention is paid and which, in the opinion of himself and the proprietors, accounts for their large patronage by soda-lovers, Manager Burk said: "We believe there is nothing that appeals to the public so much as cleanliness. With that in mind, we train our men to be neat, not only in their appearance, but in their handling of the drinks and their care of the counters and glassware and silver. That is one advantage in having a fountain about which there is no wood. There is always some water and dampness about a fountain which soaks into wood and in time causes an odor that is not only offensive, but is impossible to get rid of. That is avoided by the use of a metal, onyx and marble fountain such as ours. At night we have one man whose sole duty it is to clean the fountain. He works from midnight to 6 o'clock in the morning, and not one bit of the metal or glass is overlooked. The syrup tanks, the cans and other receptacles are all sterilized and thoroughly polished. We have adopted a sundae cup which not only is easier to clean, but it looks cleaner and more attractive. It is of heavy silver plate, shaped like a saucer with a stem and a base almost as broad as the saucer-like top. Their use also means less breakage.

LOCATION NECESSITATES ADVANCE PAYMENTS

"The system of paying in use here we find is about the only one that could be employed, under the existing circumstances. We formerly had celluloid checks, which were handed to the customer when he had received his order and which were to be presented to the cashier when payment was made. I found we were not only losing a lot of money, but many checks as well. Some persons would rush in and rush out, and would never think of the check they held in their hand until they were seated in the train bound for home. Some perhaps omitted this formality on purpose, and it kept a man busy watching the customers and showing them the cashier's desk. That is all done away with now. The cashier has rolls of five and ten-cent checks and every customer must purchase his or her check before they can be served. Some regular patrons buy a dollar's worth and use them as they wish. When the attendant receives the check he tears it in half to insure against its not being used again, and deposits it in a glass jar on the

A. G. BURK.
Manager Broad Street Station Pharmacy, Philadelphia.

counter. Our drinks range from five to twenty-five cents and there is very little confusion in buying checks. Our system also obviates the necessity of handling checks that are sometimes wet, and thereby a lady who is wearing gloves need not fear soiling them.

"To those who wish them we furnish Japanese paper napkins. We use only the pure white, for the colored ones, in our estimation, are not nearly so neat as the plain ones. A delicate saltine wafer is served with hot drinks, particularly in winter time.

"We pay strict attention to the decoration of the fountain, although we try and have everything in proportion and avoid creating over-loaded effect. We depend on flowers, pyramids of fruit and cut glass, while the electric lights which are worked half-a-dozen to a switch, can be used very artistically. Where the two sides of the fountain come together at the back, in the form of a right angle, we have long chains of glass prisms and behind these [illegible] lights of various colors. The light, striking these prisms and reflected through them makes a very pleasing effect. Frequently bisque figures are used in the decorations. We have more electric lights in use during the winter than in summer time, for to some the numerous lights give the impression of heat. I don't believe in the use of signs stuck around in conspicuous places. The names of all our flavors and drinks are to be found on an attractive menu card and at the top of these cards are spaces for special drinks that we feature every day.

WHAT'S IN A NAME? A GOOD DEAL

"It is doubtful if any fountain anywhere excels us in the variety and number of drinks. We try to have something new all the time and something appropriate to the season, or in keeping with the leading events of the day. For instance, during the horse shows at Bryn Mawr, we have Bryn Mayr Punch, Horse's Neck and Stirrup Cups. There is also Tally-Ho and Rough Riders's Punch, while at certain seasons the Derby catches the eye of those who are looking for something up-to-date. For the theatre-goers who drop in on the way to the late suburban trains, there is the opera chocolate, while to the residents of many of the suburbs the names of their home villages such as the Ardmore, Wissahickon Punch, the Merion and others attract the eye, to please the palate later. We find this a very good rule, for many persons do not recognize a former favorite under a new name. We are, however, always getting up something new. Just at present we are having a run on various fruit sundaes. Only fresh fruits are used in their manufacture, and it is an inflexible rule here that no preservatives are to be used. Sundaes sell on sight, for they can be made extremely attractive by the use of various fruits and juices, which flavor as well as color them. Then our nut sundaes are very popular. Besides ice cream, they include chipped and ground nuts. Other favorites to which we devote a lot of care are fruit lemonades. They are always topped off with slices of the choicest fruit, together with whole strawberries and cherries.

In winter time, beef tea, clam bouillion, malted milk and hot chocolate lead the list. We use only the best of these materials. Some time ago a salesman tried to induce us to adopt the make of chocolate he was handling, by saying that among the other advantages in using it, was its cheapness. I told him that was the last thing we considered in purchasing our supplies. We want the best, regardless of cost.

"The water used by us is filtered three times before it goes to the customer and our soda water is carbonated by the Ferry automatic system, in our basement. Run as it is by electricity and stopping and starting automatically, we find the device most successful. It is in keeping with our main idea, which is to serve our trade quickly with the best that is to be had."

AN ALL DAY RUSH

The rush at the Broad Street Station Pharmacy is from four to six and from ten to twelve, p. m. While there are very few dull minutes from the time the store opens, 6 a. m., until midnight, the closing hour, it is during the rush hours that the result of Manager Burk's system is shown

in the celerity with which the hurrying patrons are served. With all there is no running to and fro back of the counter, on the part of the clerks and to see them over the heads of those seated and standing along the counter, one would think that they were less in a hurry than those to be served. But get closer and notice what they are accomplishing and one can readily see the value of quick service and the advantages of having things within arm's reach.

Mr. Burk, to whose efforts the perfection of this successful system is largely due, has been with Mr. Stoever for three years, and in that time has made a host of friends for the establishment, as well as for himself. Always on the ground, and on the lookout for anything that will contribute to the comfort or convenience of his patrons, there is little of moment that escapes him. He is a graduate of the Philadelphia College of Pharmacy, class of '87, and previous to becoming manager of the Broad Street Station Pharmacy, he occupied a similar position with another of this city's leading retail drug firms.

MEDICINE SHOW'S COUP.

A traveling medicine company held forth last week, in the opera house at Pontiac, Michigan, and the successful modus operandi of this itinerant troupe may be of interest to druggists in general, who also deal in "patents," though in a sane, legitimate way.

It was announced on the opening night that a gold watch would be given away to the most popular child in town. This popularity was determined by votes cast at the show ballot box, and in order to vote a person had to buy some of the stuff on sale by the company. One vote was allowed for each cent's worth of goods sold, a purchaser of a dollar bottle of medicine being entitled to one hundred votes. The management announced the result of the contest each night, at the close of the performance, and by Friday the contest began to get hot. Two little tots of the town were in the lead, with over 6,000 votes each to their credit. By Saturday night the gold watch had grown to be as big as a gold mine in the eyes of supporters of the leaders and in the excitement five and ten dollar notes began to chase one another into the tills of the troupe. Then there was a disturbance and a rough-house seemed to be right at hand. But the doctor of the show had his nerve with him, and he whipped out a revolver. The cold steel barrel seemed to mesmerize the crowd for a moment, then two officers stepped into the breach and matters were finally amicably adjusted.

When the contest closed the winner had 18,750 votes. She had captured the watch and her father had a wagon load of soap, medicine and oil on his hands. Her nearest competitor had over 16,000 votes, also a wagon load of stuff, the two alone representing a revenue to the company of about $350. It was a great "killing" for the medicine company.

Artificial Oil of Rose Free.

Artificial oil of rose, imported at New York by Pitt & Scott (Limited), was held by the Board of Appraisers to be free of duty, under paragraph 626 of the tariff law, on the authority of a former decision.

ETHICAL PHARMACY.

It Pays, Says Mr. Thomas Knoebel, of East St. Louis.

PRACTICES WHAT HE PREACHED TO ILLINOIS PH. A. WHEN HE WAS ITS PRESIDENT.—BELIEVES IN MAKING HIS OWN PREPARATIONS VERY EXTENSIVELY. — DISCOURAGES SALE OF PATENTS AND PHARMACEUTICAL READY-MADES IN A MILD WAY, BUT SELLS WHAT IS DEMANDED.

"This is a drug store. We do not sell ice cream, cake or spring chicken. Some of our neighbors do."

The above sign greets a visitor to Thomas Knoebel's store at 209 Collinsville avenue, East St. Louis, Ill. It expresses just what Mr. Knoebel thinks. It was inspired after a visit to a neighbor's store

THOMAS KNOEBEL,
East St. Louis.

on Illinois Ph. A. business, while Mr. Knoebel was president of that body.

If the sign should prompt a critical glance about the store, several things would come immediately to the notice of the trained observer. For instance:

There is not a bottle of "patent" medicine in sight.

The shelves contain only "shelf" bottles and jars. These contain simple drugs of every day preparations.

The show cases contain only toilet articles and the old fashioned drug accessories, and "good stuff" at that; nothing cheap, or of an unlisted manufacturer.

The front of the store set apart for customers is very little larger than the space behind the prescription case.

There is not a "ready made" sign in sight, and nothing to suggest the purchase of any novelty or "patent" remedy. The only signs suggest purchase of goods made in the store. These signs are neat, plain, very much to the point, and suggest that the author would have been a success as a professional advertisement writer. This much for the front of the store. Once through the gate that shuts off the prescription case the amazement continues. The large case is crowded with small bottles, many phials, and small jars, all neatly labeled. On the wall is a large case filled with expensive chemical apparatus. Near that case is a well-stocked library. All the familiar books are there, and many that usually adorn only the professor's or professional chemist's table, references on specific gravities, for instance.

ARRANGEMENT OF THE SANCTUM.

Should Mr. Knoebel be at his roll-top desk and you asked him a question, the chances are that he would open one of the drawers as he answered to show you the goods. In those drawers are price-lists and pharmaceutical journals, including The Era.

The sink is large and is equipped with distilled water only. A copper drain board is furnished for the graduates. The long plain side of the room has well-filled shelves with the larger bottles used in the prescription work. Underneath these, in the wider enclosed shelves are the larger utensils, cotton, paper and other articles needed. On the shelf is a suppository machine

In the center of the room is the tablet machine for turning out large quantities, and another machine for a small batch. There is a large desk with not a sheet of paper in sight, but a typewriter handy. This is used for all labels, and when Mr. Knoebel and his clerk are both on duty, one writes the label, the other pastes it on the bottle.

At the side of this room is a dark room, with shelves filled with fluid extracts with the protecting papers removed, and the pill case as well as scores of miscellaneous drugs. The gas is always burning, ready to go to full blaze when the chain is pulled. An electric search light, one of the detective kind, is handy for looking into the far corners for a label. All shelves are arranged so as to place the small bottles on the lowest shelf.

"Simply carrying out my ideas," said Mr. Knoebel. "I consider myself a druggist, not a merchant," he continued. "Everybody does not take kindly to my suggestions, but here at home I do as I please. I have tried to make my store convenient, and still arrange it logically; you can see the result."

Then The Era man remembered, and what flashed through his mind was the neatly printed pages of Mr. Knoebel's address as president of the Illinois Ph. A., at the twenty-fifth annual meeting held at Rockford last summer, and he asked to see it.

MR. KNOEBEL'S BELIEFS.

Here is one extract: "The advance in retail pharmacy has been slow, comparatively speaking, during the past twenty-five years. There has been a decided improvement in conducting the retail business of to-day, as compared with former years. The introduction of new methods and appliances for the manufacture of pharmaceuticals have lessened the labor

to a large degree, yet the retail druggist has not progressed with the firm step that he should. This is due to the willingness of the retailer to permit others to do his work for him."

And here is another: "The almighty dollar is a necessity for the proper maintenance of our business, but since such is the case, it does not follow that all of our work, our education, our ambitions and our hopes should be measured by the cold standard of the almighty dollar.

"The reputation and qualifications of the druggist, as a professional man, is not gauged by the dexterity with which he wraps up and hands out a patent medicine, or by the celerity with which he dishes out cream-soda and candies, or by the eloquence with which he expounds upon the delicacy of flavor of the latest brand of five-cent cigars, but is entirely governed by the knowledge the druggist possesses as a professional man and not as a tradesman."

This one refers to patent medicines: "That the druggist is largely to blame for these unfortunate conditions is beyond dispute. Had it not been for the recommendation the druggist gave these remedies, they would not to-day be enjoying the 'reputation' they do, and their demand, instead of assuming such stupendous proportions, would now be gradually decreasing."

HANDLES PATENTS AS ACCOMMODATION.

"Do you mean to say that you live up to your Rockford address?" was asked.

"Not exactly," replied Mr. Knoebel. "You see, I have to live. I may be a reformer and an extremist, but I am not a martyr."

"But patents; do you keep them?"

"Yes, they are in the closed cases under the shelf jars, where no one can see them. My stock is complete and I give each customer exactly what he asks for. If he asks me for advice, it is different. I give twenty-five preparations that I make myself and I know that they are pure and what they are good for. Whenever possible, I sell these, but I never turn away the firm customer from what he wants and knows he wants. I catch the doubtful ones, however."

"But you preach against patents and their use?"

"Yes, and if I could, I would sweep the whole trade away (my own included), and leave the field to the physician and the dispenser. I am sincere. Come, and I will show you."

In the clean, dry well-lighted basement was found the laboratory. An enclosed zinc box was one of the first things seen. It was for the mixing, heating and percolation of disagreeable and strong-smelling drugs. Nearby was the water-still, the work table and sink. Board cupboards protected cartons for the homemade remedies. Two giant water filters furnished clear and pure water, delightfully aerated through pressure furnished to carry the water upstairs. Towards the front of the basement were original packages of patents, their number suggesting gross purchases, and a set of well-protected shelves for broken packages of reserve stock. On other shelves was reserve stock of fluid extracts, most of them in gallon bottles. Half a dozen bottles of golden seal suggested that Mr. Knoebel had turned a good profit in that. Six more of arnica flowers is another instance of his purchases. On the dark side were a dozen barrels, every one carefully covered, and these suggested crude drugs. The carboys were well balanced so that one man could handle them. At the foot of the stairway was an ice chest for toxins.

PAYS TO BE ETHICAL.

"Does it pay to be a real druggist?" was the first question asked when we were back in the store.

"In 1876," said Mr. Knoebel, "I came to St. Louis to clerk for the man who owned this store. It was then situated across the street. My property consisted of my education, my clothing and my willingness. In five years' clerking I saved $500. My employer wanted to sell and trusted me. I paid him $500 and promised the rest. It is all paid."

Mr. Knoebel might have added that the building he occupies as a store and residence above was also paid for, and that last spring he bought an automobile. He might also have added that his charity list is large, and he is suspected of having some very good investments that do not demand his attention. He is not the kind of man to buy an automobile until he is sure he can keep it.

While The Era man was thinking, Mr. Knoebel continued: "Last week Dr. Collins, of the Isolation Hospital, told me that my digitalis had kept a man alive for a week, and he was depending upon it to keep him alive for two more days; then he could save him. I made that digitalis and proved it. I know what it contains. Dr. Collins knows that, and so do the other physicians. When a case demands the most careful dosing, I get the business sure. I get my share at other times. These goods are not on the market, and never will be over my name. I am perfectly willing to tell any physician what is in them, if I think he asks in good faith. I do not intrude them on the people, and send many persons, to whom I could easily make sales, to the physician, many of whom I honestly believe I could do good to. I never prescribe; I only recommend at best."

"Side lines then have no place with you?"

ONLY ORTHODOX SIDE LINES.

"Oh, yes; I recommend any druggist to have side lines. But let them be professional, connected with caring for the sick and not of the distracted sort. My chief side line, in a business way, is electric batteries. I have studied them carefully, handle a splendid line, and explain them thoroughly to customers. I also use chemistry both for profit and recreation. I make many urine and water analyses and find that it comes in very conveniently with my work in the store, and yields a very good income. These things do not take my attention far from my business, and as they are distinct specialties, they advertise me somewhat.

"Do I believe in advertising? Certainly. Good advertising and plenty of it. My calendars are always in great demand on December 1, when the distribution commences. I patronize other advertising means of making announcements, and always make a real announcement, when I pay my money. There is plenty to advertise."

DRUG TRADE JOTTINGS.

Sherrick's 487 Broadway, is utilizing one of the large show windows for a display of the Thermalite bag.

"Cleanliness is next to Godliness" was a sign noted in an Eighth avenue window, where insect destroyers were displayed.

James' Pharmacy, 700 Eighth avenue, is booming the sale of Pond's Extract, by a window display and the card announcement of a price of 19 cents.

Frank's Pharmacy, 185 St. Nicholas avenue, Manhattan, will open a branch at 1999 Second avenue, corner One Hundred and third street, about May 15.

Murphy & Kelly, 5602 Third avenue, Brooklyn, have recently furnished the noted yachts Atlantic and Endymion with their stocks of pharmaceutical goods.

Roth & Holmes, 64 Court street, Brooklyn, N. Y., in order to attract attention to their window display, have added a small aquarium, in which are gold and silver fish.

F. A. Katterman, 411 Myrtle avenue, Brooklyn, makes a practice of placing a few cut flowers on the center of his soda fountain. Pansies were the attraction this week.

Murphy & Kelly, 5602 Third avenue, Brooklyn, N. Y., add to the attractiveness of their store by the placing of four canaries in separate cages in the windows. The constant warble is very cheery, even in dull hours.

Schaaf's, 798 Eighth avenue, is now featuring Welch's Grape Juice in the well-known way. The only difference is that it is a low display instead of a full window. This is quite as attractive and yet permits light for the interior.

Riker's, St. Marks and Flatbush avenues, Brooklyn, have experienced a small strike, the whole force from manager to boy leaving. One of the salesmen from the 456 Fulton street store has been promoted to manager, and an entire new force engaged.

It is reported that Sir William Ramsay was asked £20 a milligram for radium recently, at which rate an ounce would cost $3,000,000. An English expert states that not more than half an ounce of radium has been manufactured since Prof. Curie discovered it.

McDonald's Pharmacy, Third avenue and Fifty-fourth street, Brooklyn, have added a bicycle delivery system. There are two deliveries per day, as far as Ninetieth street. Since May 1, a daily call is made on all regular customers for orders. The morning orders are delivered in the afternoon, and the evening orders on the next morning trip. This is in addition to the special deliveries.

B. Mishking has sold his store at 56 Jefferson street; also the one at One Hundred and Thirty-ninth street and St. Ann's avenue, and purchased the business of J. Bockar, 1360 Fifth avenue. Mr. Mishking states that he has been eleven years at the

Jefferson street stand, but about fifty per cent. of his customers having moved to Harlem, yet remaining his customers, and the neighborhood having changed very rapidly in other ways, he was induced to make the change.

George Kneuper, Jr., who has recently passed through a severe attack of pneumonia, is recovered and back at business in the Kneuper Pharmacy, 263 Broadway, New York.

The Hegeman Corporation has leased the corner store at One Hundred and Twenty-fifth street and Lenox avenue. This will give a frontage of 45 feet on One Hundred and Twenty-fifth street and 100 feet on the avenue. It is stated that the new soda fountain will cost $25,000. It is the intention of the Hegeman Corporation to spare no expense in fitting up the store. July 1 has been set as the date of the opening. These arrangements are not to interfere with the business of the store of the same firm at Seventh avenue and One Hundred and Twenty-fifth street, which will be retained and run as usual.

P. A. Lignell, 620 Tower avenue, Superior, Wis., has issued the following ingenious package slip

I want you to be satisfied.
I want you to become a steady customer.
I can sell you goods cheaper.
I will treat you a little better than you are used to.
You want to find a reliable drug store.
You don't want to pay "fancy prices."
You must tell me if you are not treated right.
You want competent men (not kids) to wait on you.
"Kicks" and "Praises" received by
P. A. Lignell.

Mr. Lignell's bust decorates the left corner.

Another of his slips is labeled "Prescription Talk No. 12." It is adorned with a man's figure (presumably Mr. Lignell's himself) pointing towards success, which is rising like a sun over the horizon. The talk runs:

Success can only come to the drug store that will fill your doctor's prescriptions right.
Success can only come from a medicine that is prescribed for your disease by a good physician.
Success to cure that disease can only be possible if that prescription is compounded in the right way, from the right drugs and chemicals, and by the right druggist.
Medicine from my prescription department, must be successful, because my stock is fresh, and because I am queer enough to think that substitution is a poor policy.

The Flower Drug Company, Hudson and West Eleventh streets, New York, have profited by the closing of the sub-station of the post office, which was formerly at the corner of Hudson and Bethune streets. The branch station has been removed to and placed in charge of the Flower Company. A writing table with accessories and two chairs is placed in the center of the store for the convenience of customers who wish to fill out a money order, write a postal, or address an envelope. It certainly is better than the stand-up way, found in some such places, but, be it said to the honor of the trade, this consideration for the public is usually found in drug stores which are sub-stations of the post office.

Wilson's, at Wall street and Broadway, were obliged to surrender their store, due to the expiration of their lease, and the fact that the United States Cigar Stores Company had leased the entire building. The cigar company re-leased to Wilson a part of the store, but retained the corner. In order to adjust matters, extensive alterations were necessary. The store's popularity was never more clearly shown, for the old patrons found it, although the entrance was half concealed by the steps of the raised walk over the subway work. The firm has decided not to serve ice cream soda in future, on the grounds that its manufacture and consumption takes too much time and space and that in their small quarters its sale would interfere with their other business.

While the Pharmacy was in the throes of removal and alteration, a partition was hastily erected and space added to the new store from the rear. While this was being done, business went on as usual, the clerks working nights to help move into the new space allotted the business, although the bulk of the goods had been removed to the firm's warehouse at 42 Cliff street. One Sunday the force was engaged all day and night. Although a new soda water fountain was to be installed, nevertheless the old dispensing soda counter was placed in position, the hastily erected partition wall was covered with plain turkey red print, and upon that were pinned the lists of the various drinks the concern was prepared to hand out. The alterations are to be extensive, as the whole front of the building has to come out to be replaced with a new window and door arrangement.

MERIT MAKES SALES.

That the trade appreciates a good thing when seen is proved by the number of window displays of the Thermalite bag to be seen throughout the city of New York. Upon observing one of these the other day, a representative of The Era entered the store and made some inquiries. The druggist stated that he believed the bag a useful and ingenious article, that it worked as advertised, that his profits were fair, that the retail price was reasonable, and there already was a good demand for it.

"Why," he said, "I have received five mail orders to-day from regular customers who have already gone to the country for the summer. Believing the bag would interest them, I sent them a brief description of it and a circular. They all ordered it. Now I am about to write to a number of others. Of course, I haven't time to do much of that sort of thing, but when I do, they buy."

Not one complaint of any kind about the bag can be heard in the trade. These are unvarnished truths. If you have not investigated the bag, it will pay you to do so. The manufacturers are the Thermalite Company, 161-165 Elm street, New York. Please mention The Era when writing to them. Their advertisement will be found on another page of this issue.

SHOW WINDOWS AND FEATURES.

Animal Displays, Live and Stuffed, Most Effective This Week.

A CHAMOIS DEPICTED AMONG HIS NATIVE CRAGS. CALLS ATTENTION TO GENUINE CHAMOIS. - - LIVE CHICKENS EMPHASIZE FRESH EGGS FOR FOUNTAIN DRINKS.—AN INVITING RUSTIC ARBOR EMBOWERED IN VIOLETS AND FEATURING VIOLET TALCUM.

Riker's, Sixth avenue and Twenty-third street, call attention to their stock of chamois by an attractive window display. The floor is covered with boxes of various sizes which increase in height as they approach the back of the window, over which are thrown large pieces of chamois skins. In each corner of the window are tall piles of the original unpacked cases of the goods. Naturally the larger are at the bottom and on these the smaller mount up in a way to suggest Alpine heights. Large dyed chamois skins, dark green, red, brown and stone color, cover the mirrors at the back. In the center of the display stands a stuffed chamois, so natural that it takes several glances to convince the observer that it is not breathing. At the feet of the animal lies a card extolling the quality of the skins: "You can use them wet or dry. The only kind you want. 10 cents to $1.39." Another card at the right gives a lesson in natural history in these words: "The Swiss Alps is where these animals are found and their skins secured. These are genuine, from the true chamois. Don't buy doe skins for chamois. It takes an expert to tell the difference by appearance. Anyone knows after using. We have the right goods and our prices are right."

R. H. Suthin, 191 Bowery, features his own make of beef, wine and iron by an unusual window arrangement of the goods. The whole pane is filled from bottom to near the top with the bottles, rising, row on row above each other. The first two bottom rows are formed of thirty gray covered, red lettered containers. In the next row the fifteen central bottles are unwrapped. Standing on top of these, but leaving a space in the center, are four rows of nine bottles each, the three at the center being unwrapped. Next above an invisible board supports another row, of which the fifteen central bottles are uncovered, and still higher are two more lines similar to the lowest ones. The open square mentioned, framed by the goods themselves, contains this card: "Wine, beef and iron." Balancing this is the rosy face of a cardboard young lady, while below is an inscription, "Iron manganese peptonate, 50 cents," and in small type, "For pale people."

AN ARRANGEMENT OF SOAP.

The second window displays toilet soap in the same manner, with the exception that light is allowed to enter the store by an arrangement of obliquely running boards which support the boxes. These produce a good effect from the street, but their appearance from the interior of the store is unsightly. The soap used is green

and white, buttermilk and witch hazel. First, close to the window pane are three rows of the soap boxes, three cakes to each box, with the green and white arranged in a border design. The center of the next row of boxes, placed perpendicular to the floor of the window, as are all the units, is occupied by a price card. The white buttermilk soap is placed next to the card and the remaining six boxes of soap in that line are the witch hazel. The boards previously mentioned run up from the floor through the center of the boxes, on either side of the price card, and form a rectangular opening through the boxes. From the street the effect is quite pleasing. Light enters through the central space over the card.

P. B. Knapp & Sons, Hudson and King streets, have a scheme for permanent window decoration which possesses the merit of originality and breaks up the harsh straight lines of the show windows. They have had this in use for some time and find it suits their purposes admirably. The corner window is fitted with a wooden framework in its interior. The material may be pine, but it is oak finished. The effect from the street is that of a miniature arcade, with pillars and arches which are faced up with bedford cord cloth. The floor of the window is usually covered with crepe paper of the same color. All the pharmaceutical or other goods desired can be effectively displayed as in any window, there being ample space left, and the outlines of the window are far more graceful than would be the case without the woodwork and columns.

A FLOWER CROWNED ARBOR.

Riker's, 456 Fulton street, Brooklyn, are featuring their new violet talcum powder in one of their window displays. The floor of the window is given the effect of uneven ground, by the use of boxes of different sizes, over which is placed green plush, to give the effect of grass, while rush or crane artificial grass borders it. The central feature of the window is a large arbor in the German lattice style and nearly covering the mound. Climbing up the sides of the lattice are vines of smilax and attached to the arbor sides at various heights and across the mirrors in the rear are bunches of artificial violets. The yellow hexagonal cartons of the goods are displayed on the steps of the mound, in the arbor, outside of it, on the floor, and intermingled with the violets and smilax on the green painted arbor. There is the usual price-card telling the cost.

Koehler & Woell, Eighth avenue and One Hundred and Twentieth street, New York, are pushing the sale of a well-known tooth powder, by a neat window display. From a solid base in the center of the window rise three tapering spires of the blue tinted cartons, which from across street appear like slender church steeples. These are flanked by a group of three smaller spires, but a little to the rear, thus filling in the corners. The rest of the space is filled with miniature spires. The center one carries the price card. The corner window is featuring a new skin food. The signs pasted to the pane are black, with lettering in green and red alternately.

A GOOD OBJECT.

Stern's Insectago is found as one window display in nearly all the pharmacies on the avenues. New York druggists are pushing it to aid the proprietor, a pharmacist, who has lost his sight and has no other support.

Alpers Pharmacy, Thirty-first street and Broadway, has a cool and inviting window display, soothing the eye in contrast to the glare and confusion of Broadway. One half is devoted to a patent wash-cloth, which is simply exposed in the opened boxes. A card states that six reasons for using these goods will be found in the circular folded inside each. The other half of the window is filled with white cartons of Oxzyn Balm. This produces an entirely white window of attractive appearance.

The Cameron Pharmacy, One Hundred and Twenty-sixth street and St. Nicholas avenue, New York, confines its window display to pharmaceutical and regular goods; no patent medicines. This pharmacy believes in a style of window display, allowing a view into the interior of the store. The floors of the windows are tiled in pale blue and dull white. The St. Nicholas avenue window contains green castile soap this week, but these squares are arranged in an ingenious manner. At the rear corners ten of these "slices from the bar" are standing perpendicularly, but set on a bias line. In front runs another line, with one less cake, and so on until a triangle is formed. The center is filled in by a double reverse curve made of the blocks of soap. Across the rear is a platoon.

FRESH EGGS FOR FOUNTAIN.

Riker's, St. Marks and Flatbush avenues, Brooklyn, featured their soda fountain drinks, egg lemonade, egg pineapple, egg phosphate, by a farmyard scene in the window. The rear of their window was covered with a painting representing a farm. The perspective was good, and viewing it from the street it gave the effect of distance. There stood the unpainted farm-house, upon the side of a hill, amid all its familiar and natural surroundings. A creek at a distance ran by and there were many trees. In the immediate vicinity of the house were flower beds.

The floor of the window was covered with gravel, and strutting up and down, or scratching in this gravel for grains, were a brood of pure white leghorn hens. At night they rested upon a perch in an improvised hen coop which stood at one end of the window, and in which also were displayed the nests holding the new-laid eggs. The inference was obvious. Fresh eggs for the fountain drinks.

Leland Miller, Sixth and Locust streets, St. Louis, is using his windows for a special display of Porto Rico cigars. He has the Flor De Juncos and Lagarita, rough shapes, at two for five cents, and the new shape, long slender, El Toros, at five cents each. All his windows were given up to cigars.

GRAND PRIZE DIPLOMA AWARDED THE L. A. BECKER COMPANY. CHICAGO.

By courtesy of the L. A. Becker Company, we present a reproduction of the Grand Prize Medal conferred upon the manufacturers of the Twentieth Century Sanitary Fountain by the International Jury of Awards of the Louisiana Purchase Exposition.

The records show that the Twentieth Century Sanitary Fountain scored the largest percentage of points in sanitation, cleanliness and other features, which placed it in the highest class for which prizes were given.

This medal is the only insignia of award for the Grand Prize which is bestowed by the International Jury. It is the official diploma, is protected by copyright and is distinct from the announcement ribbons issued by the authority of the Jury of Awards of the Exposition.

GENUINE HAARLEM OIL.

I beg to announce to the general public and trade that I have appointed as my sole agents for the United States, Canada, British Colombia, Central and South America, the Holland Medicine Co., 1406 Arch street Philadelphia, which from now on will be the exclusive importer in said countries of my celebrated "Genuine Haarlem Oil," originally invented by my forefather in the year 1696, at the place where the present business is still located.

We call your attention to the fact that some unscrupulous men have put imitations upon the market resembling closely in form the "Genuine." It is a cheap grade and absolutely worthless. Look for the red signature of C. de Koning Tilly, which is printed on every circular and bottle. The uniform retail price is 25 cents per bottle. Buy no other.

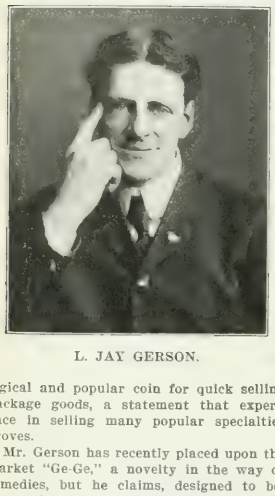
C. DE KONING TILLY,

13-15 Achterstraat, Haarlem, Holland.

Address all communications relative to above to the Holland Medicine Co., 1406 Arch street, Philadelphia, Pa.

A SQUARE DEAL FOR ALL.

L. Jay Gerson, president of the Ge-Ge Company, is probably not unknown to the majority of druggists, for as general sales manager of the Frog in Your Throat Co., Inc., a position he held until recently, and of which company he is still one of the original stockholders, he has traveled extensively, calling upon druggists in nearly every locality. During these travels he has had an opportunity to investigate the demands of the trade. As a result of these investigations, he became convinced that an efficacious throat lozenge to sell at five cents was a desideratum, for he argued, this price is one which appeals to all classes of purchasers. The "nickel" is the



L. JAY GERSON.

logical and popular coin for quick selling package goods, a statement that experience in selling many popular specialties proves.

Mr. Gerson has recently placed upon the market "Ge-Ge," a novelty in the way of remedies, but he claims, designed to become a leader and the quickest seller of all throat lozenges. Ge-Ge will not spoil in any climate. The formula employed is first-class, and the use of Ge-Ge is not attended with any deleterious effects. In marketing its specialty, the Ge-Ge Company has "cut out all schemes and adopted a policy of square dealing," open to all alike. Druggists should read their advertisement on another page for particulars.

DELAYED IN REMOVAL.

H. Planten & Son, the Pioneer American Capsule House, established in New York in 1836, inform us that owing to various delays incidental to erecting a large building, they will not occupy their new laboratory, 93 Henry street Brooklyn, N. Y., until August. During their removal, however, all orders will be shipped with their usual promptness.

FLY-TIME HERE.

The Bigelow Wire Fly Killer, manufactured by J. F. Bigelow, Worcester, Mass., and advertised on another page, is of unique and original design. As a seasonable specialty, it presents some attractive features. Druggists should read Mr. Bigelow's "ad" for particulars.

BUSINESS RECORD.

ARKANSAS.

Mountain Home.—Baker & Tipton, new store.

CALIFORNIA.

Antioch.—M. W. Dunnigan, succeeds J. W. DeWitt.

Palace Drug Co., new firm.

Geyserville.—Geyserville Phcy. (W. W. Dunnigan, Propr.), new store.

San Francisco.—Bowman & Co., succeed Union Drug Co., 214 Kearney St.

COLORADO.

Denver.—John A. Martin Drug Co., 930 15th St., new firm.

Loveland.—R. D. Miller, new store.

CONNECTICUT.

Fairfield.—Perry Phcy, new store.

(N.) Woodbury.—H. H. Canfield, succeeds Canfield & Terrill.

DISTRICT OF COLUMBIA.

Washington.—Chas. G. Lennon, 12th and Newton Sts. (Brookland), new store.

FLORIDA.

DeLand.—Lumley & Osteen, succeed J. M. Lumley.

GEORGIA.

Parrott.—J. H. Williford & Co., destroyed by fire.

Thomasville.—Bracey Phcy Co., new store.

S. H. Price & Co., new firm.

ILLINOIS.

Chicago.—Albert J. Sachse, succeeds R. L. Brown, 1985 N. Ashland Ave.

Edinburg.—W. S. Denton, new store.

Marseilles.—Eugene Allen, succeeds J. H. Allen & Son.

INDIANA.

Fairmount.—C. H. Daugherty, succeeds Mendenhall & Daugherty.

Fort Wayne. H. F. Beverforden, succeeds David L. Benton, 1240 W. Main St.

Grand View.—F. M. Ragsdale, succeeds L. F. Gage.

Kokomo.—Jay Bros., succeed Martin & Groff.

Sedalia.—M. M. Chittick, succeeds J. H. Rockwood.

INDIAN TERRITORY.

Sapulpa.—L. H. Smith, succeeds De Lozier-Burnett Drug Co.

IOWA.

Bloomfield.—Williams Drug Co., succeeds Bloomfield Drug Co.

Churdan. M. M. Biery, succeeds G. M. Miller.

Guttenberg.—Gossard & Woolford, succeed R. E. Schroeder & Co.

Haverhill.—A. E. Hoefer, sold out, no successor.

Monmouth.—H. R. Miller, burned out.

Nevada.—A. V. Graves, & Co., succeed Nevada Drug Co.

Newmarket.—O. B. Roberts, burned out.

Templeton.—Callanan Drug Co., succeed H. J. Strunk.

Waverly.—Stauffer & West, succeed F. J. West.

Webster City.—Mr. Higgins, succeeds Higgins & Bryant.

West Bend.—Easton Drug Co., sold out; no successor.

West Union.—C. J. McLaughlin & Co., succeed E. M. Phillips & Co.

KANSAS.

Coffeyville.—Brown & Cross, succeed Geo. P. Harvey.

Delphos.—Verne Mitchell, succeeds A. L. Kinsey.

KENTUCKY.

Irvington.—Dr. P. E. Dempster, new store.

LOUISIANA.

Crowley.—Pelican Drug Co., succeed Chachere & Minus.

MAINE.

Deering Center.—Frank L. Winship, damaged by fire.

MARYLAND.

Baltimore.—Morrison & Fifer, succeed Morrison & Turlington, Linden Ave. and Dolphin St.

MASSACHUSETTS.

Malden.—Wm. L. McGarr, 401 Highland Ave., dead.

MICHIGAN.

Charlotte.—H. A. Blackmar, succeeds Kinsman Bros.

Chatham. R. J. Burrows, succeeds Olson & Burrows.

Detroit.—Albert I. Luke, succeeds Wm. C. Kirchgessner, 3d and Merrick Aves.

Hastings.—A. E. Mulholland, succeeds Wm. H. Goodyear.

Lansing.—Hercules N. Meloche, succeeds F. J. Williams, 231 Washington Ave.

Riverdale.—Wm. H. Owen, succeeds F. D. Hudson.

St. Joseph.—Frank T. Gillespie & Co., succeed Howard & Pearl Drug Co.

MINNESOTA.

Sedan.—Sedan Drug Co., new store.

MISSISSIPPI.

Flora.—G. S. Nobles, damaged by fire.

MISSOURI.

Arrow Rock.—Thomas & Romines, succeed Thomas & Beazley.

Brookfield.—Fred Alberts, succeeds Pettijohn Drug Co.

Fredericktown.—Davis & Ward Drug Co., succeed C. W. Brown.

Hasco.—Wm. F. True, new store.

Nixa.—J. H. Goddard Drug Co., new firm. Jessup & Fisher, succeed Wilson & Jessup.

St. Louis.—Bredenmeyer Drug Co., succeed Chas. W. Bredemeyer, 2233 S. Grand Ave.

Funsch, Diesel Drug Co., succeed O. J. Funsch, 2001 Cherokee St.

Funsch-Diesel Drug Co., succeed O. J. Funsch, 400 S. 14th St., now 184 Sidney St.

NEBRASKA.

Bennington.—Chas. W. Hickey & Co., succeed Dr. J. Stack.

Dorchester.—Waller & Ferguson, succeed Martin & Ferguson.

Friend.—Yule Dorwait, succeeds O. H. Price.

Plattsmouth.—Fried & Harris, succeed Geo. W. Gilman.

Stockham.—Stockham Drug Co., succeed Bowen & Co.

NEW HAMPSHIRE.

Concord.—Benj. I. Jewell, succeeds A. E. Clarke & Co.

NEW YORK.

Albany.—G. C. & W. B. Hogan, cor. N. Y. C., and Clinton Ave., new store.

Faust.—Barrett & Foley, succeed Dunham Barrett.

New York City.—Abraham & Bockar, 1503 Madison Ave., new firm.

A. Ackerman, succeeds Simmons Phcy., 1102 1st Ave.

L. Altmann, succeeds S. Marculescu Drug Co., 117th St. and Madison Ave.

Louis F. Carell, 913 Forest Ave., new store.

Louis Epstein, succeeds A. W. Sanborn, 940 2d Ave.

S. & B. Gluck, moved from 1626 Madison Ave., to Lenox Ave. and 144th St.

Leibowich & Robens, succeed Isaac Hoffman, 1692 Madison Ave.

Levitas Bros., succeed A. J. Levitas, 1408 Madison Ave.

C. Litschitz, succeeds L. A. Lotz, 959 Mome St.

Livingston Bros., succeed M. T. Cooper & Co., 1766 Madison Ave.

Livingston Bros., succeed S. J. Livingston, 723 9th Ave.

Mendel Joffe, 2001 Amsterdam Ave., succeeds Geo. W. James.

Martino Mariani, 283 Pleasant Ave., new store.

A. May, succeeds I. Blanstein, 589 11th Ave.

J. F. Smith, 2037 Madison Ave., succeeds H. J. Power.

Zimmermann Phcy., succeeds Dung's Phcy., 61 Bowery.

Brooklyn.—Harry M. Borschers, succeeds Henry Noss, 288 Jay St.

B. Goldenthal, succeeds J. M. I. Loss, 96 Graham Ave.

John F. Tiedman, 327 Atlantic Ave., new store.

Long Island City.—August Ziegler, 339 Webster Ave. (Astoria), new store.

Utica.—Howarth-Ballard Drug Co., 183 Genesee St., burned out.

NORTH CAROLINA.

Spencer.—Cook Drug Co., succeed Spencer Phcy.

Statesville.—Gray Drug Co., succeed Tunstall, Gray Drug Co.

NORTH DAKOTA.

Fargo.—Bruce Crusoe, new store.

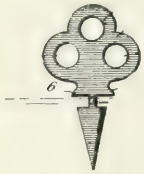
Steele.—G. F. Campbell, succeeds G. M. Hogue.

OHIO.

Lima.—Mowen & Rickett, succeed Mell's Phcy.

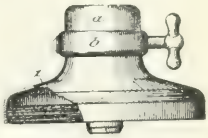
Toledo.—Herman J. Abele, succeeds F. B. Stephens, 426 Adams St.

PATENTS, TRADE MARKS, ETC.

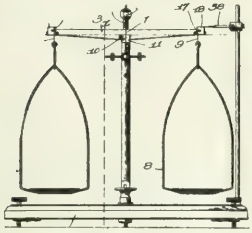


790192

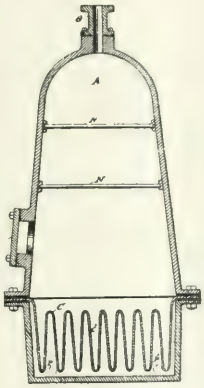
789733



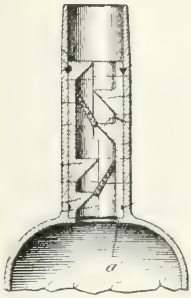
789968



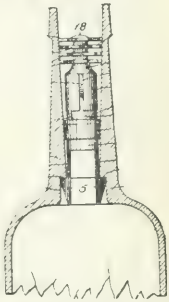
789781



789793



790049



789757

PATENTS.

Issued May 16, 1905.

789,731—William S. Hobson, Aberdeen, Miss., assignor of one-half to William F. Hobson, Senatobia, Miss., and Jesse B. Hobson, Aberdeen, Miss. Truss.

789,757—Burt Prouty, Coshocton, Ohio, assignor of one-half to Dennis J. Fleming, Columbus, Ohio. Non-refillable bottle.

789,781—Phillip H. Wynne, Boston, Mass., assignor of one-half to L. E. Knott Apparatus Company, Boston, Mass., a corporation of Massachusetts, and one-half to Agnes Wynne, Boston, Mass. Balance.

789,793—Henry W. Buschemeyer, Louisville, Ky. Vacuum-pan.

789,902—Max Engelmann, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Process of making dialkyl barbituric acid.

789,968—John H. Ernst, New York, N. Y., assignor to Silver & Company, Brooklyn, N. Y., a corporation of New York. Filter.

790,049—Hyman J. Gumbinksy, Chicago, Ill. Non-refillable bottle.

790,079—Robert E. Schmidt and Arnold Fischer, Elberfeld, Germany, assignors to Farbenfabriken of Elberfeld Co., New York, a corporation of New York. Alizarin Dye.

790,116—Alfred Einhorn, Munich, Germany, assignor to Farbwerk vorm, Meister, Lucius & Brüning, Höchst-on-the-Main, Germany, a corporation of Germany. Process of making diethyl-barbituric acids.

790,138—Alfred Koelliker, Beuel, Germany. Process of obtaining nicotin.

790,192—John F. Curtis, Chicago, Ill. Bottle-disk extractor and holder.

790,263—Ernst Preiswerk, Basel, Switzerland, assignor to the Firm of Society of Chemical Industry in Basel, Basle, Switzerland. Process of making C-C-dialkyl-barbituric acids.

TRADE-MARKS.

Published May 16, 1905.

135—Ralph F. Burnham, Auburn, Me. Medical preparation for rheumatism, sciatica, neuralgia, asthma, eczema and dermic disorders. The hyphenated word "Sal-Iodide" and the fac-simile signature "Ralph F. Burnham."

198—Max Sterehlow, New York, N. Y. Non-alcoholic beverages having a taste similar to that of beer, and extracts for making the same. The word "Beerine."

361—The Maltine Company, Brooklyn, N. Y. Medical preparations containing the nutritive elements of grain. The word "Maltine."

362—The Maltine Company, Brooklyn, N. Y. Medical preparations containing the nutritive elements of grain. The words "Malto Yerbine."

409—Chauncey F. York, Warriors Mark, Pa. Pills and tablets for diseases of the blood, liver, stomach, bowels, kidneys and nerves. The hyphenated word "Ma-Le-Na."

424—Merrell-Soule Company, Syracuse, N. Y. Farinaceous dietetic foods. The word "Justfood" and the conventional representation of "Justice" mounted on a pedestal.

449—Arthur Ellery Broga, Oneida, N. Y. Medicine for blood and liver diseases. The portrait of Dr. Kinsman D. Broga, the deceased father of registrant.

622—Florence Manufacturing Co., Northampton, Mass. Tooth brushes. The word "Rational."

623.—Florence Manufacturing Co., Northampton, Mass. Hair brushes. The words "Sir Prize."

624—Florence Manufacturing Co., Northampton, Mass. Hair and clothes brushes. The word "Cosmeon."

630—W. W. Gavitt Medical Co., Topeka, Kans. Tonic or system regulator. A representation of the State capitol at Topeka, Kans.

653—Od Chemical Co., New York, N. Y. Remedies for diseases of the kidneys, bladder, etc. The word "Sanmetto."

681—Martin & Bowne Co., New York, N. Y. Tooth, nail, hair and flesh brushes. The hyphenated word "Vent-Aseptic."

682—Martin & Bowne Co., New York, N. Y. Tooth, nail, hair and flesh brushes. The words "The Autocrat."

683—Martin & Bowne Co., New York, N. Y. Tooth, nail, hair and flesh brushes. The words "Iron Duke."

634—Martin & Bowne Co., New York, N. Y. Tooth, nail, hair and flesh brushes. The word "Marguerite."

701—Florence Manufacturing Co., Northampton, Mass. Hair, nail, flesh and tooth brushes and other toilet brushes. The word "Dux."

MARKET REPORT

ROUTINE CONDITIONS.

Quinine Reduced By Jobbers Following Manufacturers' Cut.

MARKET SHOWS EASY UNDERTONE, BUT NO IMPORTANT DEVELOPMENTS.—OPIUM FIRMER AND SPIRITS TURPENTINE HIGHER.—PEPPERMINT OIL DECLINES.—LOWER SCHEDULE ON ROCK CANDY SYRUP. FEWER SMALL FLUCTUATIONS THAN USUAL.—LITTLE SPECULATION BUT CONSUMPTIVE DEMAND SATISFACTORY.

New York, May 22.—The only feature this past week has been the jobbing decline in quinine, following the wholesale reduction mentioned in our last report. Indeed, the number of minor changes is less than usual this week, but it is noticeable that they are mostly downward. Advances are few, the most important being in spirits of turpentine. Most of the easiness observable in the market is directly attributable to the season of the year, the arrival or expected arrival of new crop supplies in a number of articles tending to unsettle existing values. On the whole, conditions are satisfactory, both to buyers and sellers, and the lack of speculative operations tends towards stability, which is beneficial to buying for legitimate needs.

Jobbers report a steady, moderate business. A representative of a large house, however, summed up the situation by saying: "We are not supposed to be busy, but I notice there is no time to spare if current orders are to be properly attended to."

OPIUM.—The market is steady and again shows upward inclinations in its undertone, for foreign markets are firmer and Smyrna has risen 4d. in the last few days. This is due to more bullish reports from growing districts, because of severe drought. On the other hand the new crop is now estimated at Smyrna at 5,000 cases, whereas a short time ago the figures were given as 3,500. This market would be strong were it not for the lightness of demand and competition between holders. Jobbing prices remain unchanged, being $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent., and $4.00@4.85 for sixteen per cent.

MORPHINE SULPHATE.—The week has brought no developments. A moderate demand continues from consumers and the unchanged jobbing prices are still $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25½@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—Jobbers have all reduced their prices to a level corresponding to the cut declared by manufacturers last week. Statistics continue bearish. Bark shipments from Java are large. For the first half of May they were 570,000 pounds against 665,000 for the same period last year. At the London auction on May 16, the unit realized show about ten per cent decline from the previous sale. To be exact, the price was 1 1-16d. against 1 3-16d. realized the last time. Last week's decline has not stimulated demand very much and the market is barely steady. The new jobbing schedule of prices is as follows: 20@21c. for bulk, in 100-oz. tins, 20½@21½c. in 50-oz. tins, 21@22c. in 25-oz. tins, 22@23c. in 15 or 10-oz. tins, 25@26c. in 1-oz. tins, and 27@28c. in ounce vials, accordings to brand and amount. All the salts are reduced one cent per ounce under former prices.

OIL PEPPERMINT.—All reports from growing districts, continue favorable, exerting a bearish influence. It is said that three times the usual acreage will be grown in Wayne county this season. Western offerings are freer and lower. Jobbing prices have been reduced to $3.55@3.80 for western, $3.65@3.90 for Wayne county, and $3.90@4.15 for H. G. H and redistilled, all per pound.

RESORCIN.—Because of increased supplies and unsatisfactory demand, jobbing prices have been lowered to $1.40@1.50 per pound for pure white.

SPIRITS TURPENTINE.—This important commodity is fluctuating sharply of late. The primary market is controlled at the South by several combinations and speculative manipulation is evident. Moreover, the demand at wholesale has been good, exports have been heavy, and receipts have been light because of a late producing season. The latest change is an advance and jobbing prices have followed, rising to 74@75c. per gallon in barrel lots and 85@90c. per gallon in smaller quantities.

ROCK CANDY SYRUP.—Owing to the smaller cost of raw material, manufacturers have lowered prices. Jobbers follow, quoting as follows: Barrels, gal., 57@58c.; ½ bbls., gal., 59@60c.; 10-gal. kegs, gal., 64@65c.; 5-gal. kegs, gal., 68@69c.; second grade, barrels, gal., 54@55c.; ½ bbls., gal., 56@57c.; 10-gal kegs, gal., 61@62c.; 5-gal. kegs, gal., 65@66c.

CODLIVER OIL.—The undertone continues easy, the demand being small, as is natural at this season. The Norwegian crop is undoubtedly quite sizeable, present reports showing 30,500 barrels and more uncounted as yet. Jobbing prices remain unchanged, but quotations for Newfoundland oil have been lowered to 95c.@$1.00 per gallon in barrel lots and $1.10@1.25 per gallon for less.

VANILLIN.—There is considerable competition between dealers, resulting in a decline. Jobbers now quote 75@80c. per ounce.

OIL SASSAFRAS, SYNTHETIC.—This also is unsettled by undercutting, the competition resulting in a decline all along the line. Jobbers have reduced prices to 40@50c. per pound.

CANARY SEED.—Cables from Smyrna are decidedly bullish. The New York Commercial sums the situation in these words: "Stocks in the United States are said to be smaller than ever before, the Morocco crop is practically a failure, and now comes the report that the Turkey crop is likely to be exceedingly small, as the growing districts are suffering from severe drought." New and lower jobbing quotations are: Sicily, 5⅞@6c. per pound, in bags, and less, 7@9c. per pound; Smyrna, 5⅝@5¾c. per pound in bags, and 7@8c. for less per pound.

BAYBERRY BARK.—Arrivals of the new crop on the market weaken prices. Jobbers have cut to 18@23c. for whole and 23@28c. for powdered, per pound.

CHAMOMILE FLOWERS, ROMAN.—Supplies are scarce and stocks in primary markets are said to be entirely exhausted. Jobbing values have advanced to 35@40c. per pound.

AMERICAN SAFFRON.—Easiness is still manifest. Arrivals and expected arrivals of fresh supplies because of the new crop have caused another decline. Jobbers now quote $1.20@1.30 for whole, and $1.30@1.40 for powdered, per pound.

GINGER ROOT, EAST INDIAN.—In sympathy with recent price changes in other varieties, East Indian has been reduced by jobbers to 10@12c. per pound.

MACE.—Jobbing prices lowered to 60@65c. for whole and 65@70c. for powdered, per pound.

SASSAFRAS PITH.—More plentiful supplies cause a decline, jobbers quoting $1.15@1.25 per pound, and 18@20c. per ounce.

SENEGA ROOT.—A good demand and some scarcity create a small advance. Jobbers now ask 85@90c. for whole and $1.00@1.10 for powdered, per pound.

SUNFLOWER SEED.—Supplies are more plentiful and prices on quantity lots may be shaded. No general change.

BALSAM TOLU.—Lack of demand has caused slight easiness and jobbing values may be given as 28@40c. per pound.

CAMPHOR.—The market continues unsettled for the competition of the Japanese still continues, in spite of the recent reduction. No further change by jobbers.

MALAGA OLIVE OIL.—At wholesale a slight decline has occurred, because of freer offerings, but jobbers make no change.

TONKA BEANS.—Steady, diminishing stocks and good demand. No price changes.

JALAP ROOT.—There is a better demand for old crop. This improved inquiry has developed the fact that there is very little to be had in this market.

ELM BARK.—The near approach of the time when the new crop will be offered on the market continues to pull down the level of prices, but no further change is announced by jobbers.

REVENUE WARNING.

The Commissioner of Internal Revenue has issued this warning, of interest to anyone handling tobacco:

The typographical union label may be printed on minor packages of smoking tobacco bearing the reduced size caution notice, but such label must not cover or encroach in any way upon the space reserved for the caution notice.

The Treasury Department has granted a drawback on the exportation of Dr. S. P. Townsend's sarsaparilla, manufactured by the Nostrand Trading Company, of Brooklyn, equal in amount to the duties paid on the alcohol so used, less the legal deduction of 1 per cent. In liquidation the quantity of alcohol is not to exceed 13⅛ per cent. of the sarsaparilla and allowance will be allowed of ¼ of 1 per cent. for loss in manufacture.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JUNE 1, 1905. Number 22.

Entered at the New York Post Office as Second Class Matter

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. = NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The Park Suit. Negligent Prescribing. —Parks, Churches and Trade. —One Law for the Druggist.—Municipal Ownership. May be Trouble. Prescriptions by Telephone.—Our Business Record.—One-Cent Telephones. — Seek Protection Against Hold Ups.—Oslerettes.—Profitable Neighbors.—Street Medicine Men.—A Prying Census.—Diploma as a Prerequisite.—Opium Culture, Gathering and Drying the Drug.—Theory and Practice.—Question Box.

NEWS.—No Boycott.—New Claim in Park Suit.—G. A. S. Outing.—Governor Hears Druggists.—R. D. A. Shuts Down.—Works Injustice.—Bring Suit for Damages.—Census Protest Adopted.—Fraud Order Issued.—Wants Music in Detroit. —Important Decision in Pennsylvania. —Druggist Shoots Himself.—Detroit Pharmacists Fleeced.—Versed in Art of Flimflamming.—Now Eliel-Jerman Drug Co.—Association Meetings.—Among the Colleges.

TRADE.—The Tale of a Druggist Who Found Business Slow and the Reasons.—The Fountain of the Mansur Drug Company in St. Paul, and Its Unique Decorative and Business Features.—An Enterprising Canadian Pharmacy. — Drug Trade Jottings.—Show Windows and Features. Business Record. Patents. Market Reports.—Chloroform Continues to Drop, and Stocks of Turpentine to Grow.

EDITORIAL COMMENT

The Park Suit.

With the second suit of John D. Park at last brought to trial and an early decision expected, we may prepare to hear some interesting judicial rulings on the subject of combinations to control prices, as to when they are lawful and when they are not. It can hardly be said that the contention of Park, concerning non-patented "patent medicines," is new. This point was raised when the suit was started, a year ago. It does not seem to us that there need be any apprehension as to the outcome.

We have a so-called parallel between the Park and Macy cases. In the latter it was decided that the price of copyrighted books may with perfect right be restricted, but that this right does not extend to uncopyrighted books. Hence it is argued that the price of patent medicines, which are not patented at all, may not be controlled either.

But there is one essential difference between the two cases. It will be noticed that the report to the American Booksellers' Association makes mention of "reform resolutions of the Publishers' Association and of the Booksellers' Association." This plainly indicates that there was in fact a formal combination to regulate the price of books. We fail to recall any occasion when the Proprietary Association of America ever adopted any resolution calling either on its own members or those of any other association to regulate the price of drugs.

Evidently, then, it remains for Park to prove the existence of an alleged combination in drugs. But whatever happens, the direct contract plan will remain as solid as ever. It is not part of the tri-partite plan. Until evidence to the contrary is produced, the contract plan remains an unassailable business agreement between the manufacturer and his agent.

One Cent Telephones.

One-cent telephones is the latest proposition Cincinnati druggists have had brought to their attention. It remains to be seen whether the proposition will develop or not. The transmission of the human voice by means of the application of electrical force at one cent per conversation would be a temptation that many otherwise thrifty bargain hunters or message nuisances could scarcely withstand. Query: Would the inauguration of such a tariff tend to increase the druggists' delivery force and would it bring him any more income? Another problem for Messrs. Bodemann and Straw to solve.

Negligent Prescribing.

In denying a motion for a new trial in a suit against the Bolton Drug Co., of Brooklyn, Justice Gaynor renders a most commendable decision in regard to the careless prescription writing of a physician. The plaintiff claimed that she had been poisoned by an overdose of morphine. Here is the prescription: "Elixir pinus comp. cum heroin—ounces 4—Merrills. One teaspoonful in water every four hours."

The clerk found a bottle in stock labeled "Elixir Pinus Compositus." Having ascertained through the advertising literature that Merrell made an Elixir Pinus Compositus with heroin and that the proportion of heroin was one twenty-fourth of a grain to the dram, he added one twenty-fourth of a grain of heroin and thus filled the prescription. The original bottle contained one-sixteenth grain of morphine acetate to the dose, hence the claim of an overdose of morphine.

Justice Gaynor holds that "one twenty-fourth of a grain of heroin and one-sixteenth of a grain of morphine combined would make only one-tenth of a grain of morphine to the dose. I believe that a court may take judicial notice of the scientific fact that one-tenth of a grain of morphine taken every four hours could not have poisoned the plaintiff," Justice Gaynor places the blame on the physician, who failed to distinguish between the two preparations of similar names put up by Merrell, the only difference being the omission of heroin from one. In holding that the doctor's prescription was negligent, Justice Gaynor does a service both to the medical and pharmaceutical professions. The pharmacist must obey the instructions of the doctor, but the latter needs to be more careful in writing prescriptions.

Prescriptions by Telephone.

The danger of taking prescriptions over the telephone has often been commented upon, but another case serves to emphasize it again. A young woman was taken suddenly ill in a drug store. The druggist telephoned a physician, who, being busy, inquired her symptoms and prescribed bromide of potassium and strychnine. This was administered by the druggist. The patient revived slightly, but relapsed again into unconsciousness. Thereupon an ambulance was summoned, and the surgeon declared the dose had been too heavy. The woman was removed to the hospital, where she recovered.

This unusual case aroused interest and a newspaper sent a reporter to interview the physician who had prescribed over the telephone. But he was not seen. Although no blame has been attached to the druggist, it is a nice question as to what he would have done had the dose proved more injurious in its results. With no authority to show for his action his position would have been extremely awkward. The question might be asked was the physician justified in prescribing upon the diagnosis of the druggist? In this instance the druggist, when he found the physician unobtainable, should have at once summoned the ambulance.

Of course there are many occasions when prompt action is necessary and too much red tape in emergencies is frequently more fatal than action on one's own judgment. In the case in point the druggist did the best he could. He probably felt no time should be lost in waiting for an ambulance. He was unwillingly placed in an unpleasant position.

Our Business Record.

Under the above head appearing in The Era each week are compiled all of those changes in the trade which relate to ownership, new proprietors, new stores, the ravages of fire, obituaries, etc., etc. Each fact so briefly stated therein is full of meaning to somebody. It requires but little effort to read between the lines of the bright hopes of the new proprietor, most likely a young man making his first business venture, or of a new store with its beautiful fixtures and long lines of sparkling shelfware bearing golden labels. But there another side to the picture, and in imagination we can see the charred remains of the old-established pharmacy which has so long withstood the ravages of time and the inclemencies of the seasons only to be consumed so miserably by that best of servants and worst of masters. And how much is conveyed in the announcement "dead." The world at large knows not the motives which prompted him to whom the word relates, and he now needs no vindication. The "business record" is an abbreviated commentary on the efforts of the druggist and the vicissitudes of his fortune.

One Law for the Druggist.

It is impossible to overestimate the importance of the Hill bill, which became a law last week, amending the Penal Code so as to conform to the Pharmacy Law in relation to the sale of poisons. It does away with the anomalous situation of a druggist obeying one law and violating another, both by the same act. The worst phase of this for the druggist was the fact that while he dispensed poisons according to the Pharmacy Law, if he was so unfortunate as to get into trouble the police magistrate would dispense justice according to the Penal Code. This state of things is now at an end.

Another important phase of the matter that should not be overlooked is the fact that by a curious combination of circumstances the Board of Pharmacy is now enforcing some of the provisions of the Penal Code in addition to those of the Pharmacy Law. This is the first time, we believe, that the Board has ever been given so much authority, and it should make the work of the Board vastly easier than it has been in the past. The chief advantage, of course, will appear whenever a druggist is brought up for trial, for hereafter when a magistrate frames his decision according to the Penal Code, which is the only law he knows, he will be acting at the same time in strict accordance with the law as the pharmacist has understood it. The result to all three parties concerned—pharmacist, Board of Pharmacy and general public—should be most beneficial.

Self-Protection Against Hold-Ups.

Another druggist has been held up in his own store. This time it was in a remote part of Jersey City, and the thief obtained no booty. But he left the druggist prostrate on the store floor with several scalp wounds. The incident can but serve to draw attention to the prevalence of assaults on druggists. The unprotected condition of their stores, the certainty that ready money in some quantity is easily accessible in their cash drawers, and the ready access which can be had to cashier and proprietor, prove too much of a temptation to marauders.

It would seem as if there should be some remedy for this state of affairs. Let one or two of these desperadoes get a good dose of their own medicine, and the depredations will surely grow less frequent. Why would it not be a good plan for druggists whose stores are in lonely or tough localities to keep a good self-cocking revolver in the cash drawer along with the money? If taken by surprise they could draw the gun instead of the currency, and this unexpected result should give them a bloodless victory. But if necessary to shoot, let them shoot to kill. Another thought is that wherever possible most of the money should be kept in a locked safe, leaving only enough funds in the cash register or till to carry on change making for ordinary business needs.

Municipal Ownership.

A correspondent in the *Boston American,* signing himself "Drug Clerk," makes a plea for municipal drug stores.

"A few nights ago," he complains, "a friend of the writer had to run six blocks to find a drug store where he could get some medicine for his sick child. He passed many drug stores, but they were all closed. Druggists say that they cannot afford to keep their stores open all night; it would mean two sets of clerks, and the drug clerks now work outrageously long hours. Why would not municipal ownership make it better all around? It would guarantee better service, pure medicines and make better working hours for the clerks and save the public from the threatened capture by the drug trust."

This reads suspiciously like a "letter" that might have been written not very far from the editorial office. For a drug clerk it would be rank heresy. But whoever the guilty person may be, he is taking great risks in asserting that municipal ownership "would make it better all around." Municipal ownership has not yet been tested so thoroughly that a man could compute the exact amount of "graft" to be derived from the supply of strictly pure medicines. That a city would be able to purchase drugs of any better quality than that demanded by a Board of Pharmacy is a proposition that yet remains to be proved.

Druggists should regard any move toward municipal ownership of drug stores, other than charitable distributions of medicines or serums to the poor, as distinct encroachments on their rights as professional men. All prescriptions must be mixed with a sufficient quantity of brains, which are not an altogether conspicuous possession of the average municipal employe holding his "job" through political influence.

Parks, Churches and Trade.

Druggists are not of one mind as to the undesirability, from a business

viewpoint, of a neighborhood in which there are parks, schools and churches. A Jersey City pharmacist writes that he is near two schools and a church and a friend has a store near a park, church and school. These two brethren would seem to be in a position to thoroughly test the theory that these three institutions have a tendency to divert trade from a drug store. Their experience has been that the reverse is the case, and that the church, the school and the park are a benefit rather than a detriment.

On second thought, this would seem to be reasonable. The object in advertising is primarily to call attention to the goods which are offered, with the ultimate object in view of leading prospective purchasers to inspect and buy them. The church, park and school to an extent perform one of the functions of advertising. They bring the crowd to the proximity of the drug store, and then it remains for the druggist to so display and offer his goods as to derive the largest possible benefit from this gratuitous publicity.

There are probably exceptional cases where public institutions might prove injurious to the trade of a drug store, but in most instances an increased trade can be expected wherever any large number of persons are attracted to a locality. Thus, the church, the park and the school should add to, rather than decrease, the sales of the pharmacist, especially in those lines which are not strictly of a medical character.

Carrying the War Into Africa.

The favorite policy of the elder Cato possesses for many minds a fascination not to be denied. Many military commanders, since the days of the Roman republic, have found the principle of his policy effective in diverting unpleasant attentions from the enemy. And certainly it is a bold course. The battles of trade are often surprisingly similar to those of war save for the lack of bloodshed and it is to be doubted if the commercial adversaries would not often add an actually sanguine tinge to their conflicts if it were not for fear of the law.

The announcement by the representatives in this market of the German Bromine Syndicate that some of their sales were being exported to Germany and sold there to break the syndicate's hold on their own market arouses several sentiments. Of course the breaking of any agreement is to be deplored and the syndicate claims to have sold buyers here for American consumption only. And their present circular to the trade reminds all of this. But the policy of attacking them in their own stronghold in order to shake the German assault on this market seems a clever stroke. The bromine war is certainly still on. May the consumer at least get some benefit. It is an ill wind that blows no one good.

May Be Trouble.

There was a stranger in town last week looking for a location for a drug store. We do not know whether he will locate here or not.—Traer (Ia.) *Star Clipper.*

OSLERETTES.

BY JOEL BLANC.

The height of nonsense was reached when a learned professor more than echoed the cry of the age: "Young men are in command," by setting a year limit to man's usefulness on earth.

A little retrospective look into world history shows that in all past time years counted but little in individual careers, and the same rule holds good now. One day we read a list of the men who won greatness in comparative youth, and the next, another gives us a list of those whose fame dawned when life was full of years.

Of course, in the commercial world, the rapid growth and perfection of system of the present era, enables young men to become masters of detail much earlier in life than they could in the past, but now, as ever, the human unit succeeds and must be judged through individuality.

However, there are becoming noticeable in the commercial life of America a class of young men whose very prominence proves the tendency toward a commercial aristocracy. Their counterpart has been noticed in the blue bloodlessness of old world autocracies in all times, but only recently have we of America had our attention called to their development among us.

The fact that their most pronounced characterists show themselves unexpectedly; that to a certain point of emergency they may command our highest respect, shows that it is next to impossible to judge them otherwise than as individuals.

While many of them have had the influence of successful fathers or patrons to advance them, it is not unusual to see a young man who has climbed to a responsible position solely through self effort, suddenly lose his balance and become an Oslerette.

There have been several examples of the Oslerette in the drug world—especially in the jobbing part of it. We have seen an immense business built up by several generations, each of which grew old and honored in harness, followed by some young man who, through labor and study—with or without influence—has risen to the position of managerial head. His seniors have gradually retired into the background to take a well-earned rest, and in proud contentment they look upon their protege and see that he, while widening the path that they have trod, is keeping it straight and clear. Suddenly this young man makes a radical move; a move that attracts more attention than he ever received before—but by no means favorable attention. By one act he may change the policy of years, sever life-long friendships, defy the commercial sentiment of the time, drive away his best trade and bring sorrow and regret, if not shame and ruin, to those who reared the structure that he has shattered above their heads.

What brings this sudden change in these young men of apparent ability, clean lives and thorough training? Must it not be something that always was lacking within the man? Does it not show that they lack the moral stamina of those who have trained and trusted them?

What more bitter, crushing blow can come to a father or loving patron than to rear a man until he is master of the business in every calculable detail; to hand it over to him when he is between thirty and forty; to see that all is well for a few years and then on a dark day learn that by some rash act the young man has undone the work of years?

These young men, these Oslerettes, are blind. They are blind to the overwhelming sentiments of the time; blind to the fact that no man is strong enough to stand alone; no house so great that its greatness cannot fade.

There are none within the jobbing trade who are so close to their retail patrons and friends as the men of many years. Co-operation is no new thing to them; they have toiled for years in co-operative effort with proprietors and retailers, and through this effort have won success. Yet in spite of the fact that the Oslerette should know—must know—this, he assumes that he is above co-operation. He assumes that he is absolute master of others, and even more unreasonably, he assumes that he is absolute master of his own destiny. He seems to feel that he, between the proprietary and retailing ends, is dictator to both. If he was not so narrow in his view, if he was less agnostic upon the subject of commercial morality, he would see that those whom he defies—calles ,slaves—are being turned by him into mill stones between which he may be ground out of commercial existence.

What can we think of the Oslerette who is perversely blind to the fact that no firm or corporation can hold the power of co-operating organizations representing the trade sentiment of the continent? He calls himself strong, when he is but a weakling, living in a fool's paradise and rushing to a fool's doom.

The many need have no fear of the Oslerette; his power is soon shorn from him. But those who have made him what he is, they are the ones who suffer most. From them he turns the light of kindly faces, he shames them by the violation of contracts that they have made. Even though he bring not financial ruin upon them, he brings a shadow upon the name he was looked to uphold, a shadow that follows to the tomb.

Years count for nothing, except when the battle is won—or lost. But now, when a passing fancy of the world would at least speak of the years as a measure of worth, note the type I have here displayed and watch it well. Watch your interests, you patriarchs of the wholesale drug trade, and when you take your well-earned rest, see that it may be rest and not the draining of a bitter cup; see that you do not leave your honor in charge of—an Oslerette.

OUR LETTER BOX

PROFITABLE NEIGHBORS.

Jersey City, N. J., May 22, 1905.

Editor The Pharmaceutical Era:

The brother pharmacist who is friendly enough to warn the trade against locating near a church, school or park, evidently does not know a good thing when he sees it. All of these institutions are as good for the pharmacists as a solid block of double-decked tenement houses.

We are located here within five minutes walking distance of two schools (one municipal, the other parochial), and two churches. Every school session is marked by a rush of trade, prescriptions, and orders for counter goods left with the remark: "I will call for them after school." Then, there is the chance to dispose of pens, writing pads, ink and other school needs. Soda water and candy, too, are lines in which school children figure largely as customers. As for churches, every high mass read brings so many churchgoers to the store, either before or after the services, and our perfumery and cigar case counters are kept busy.

A friend of mine has even all the three, church park and school, with a public library within a block of his store, and he is none the worse. As for parks, they are but another magnet to bring people near the store and, while there may not be many in winter time, their influence in spring and summer time is not to be under estimated. I am inclined to think that our brother pharmacist, although he meant it well, has been a wee little bit too pessimistic in his warning.

K. RITER.

A PRYING CENSUS.

New York, May 27.

Editor The Pharmaceutical Era:

The protests against the variety of information demanded by the census, made by representatives of manufacturing houses at the monthly meeting of the drug trade section of the Board of Trade and Transportation were none too strong. These protests should be made as forceful as possible and there is no time to be lost if these protests are to be effective. From now on there should be a stubborn fight to induce the Bureau of the Census to modify the schedule of interrogatories, so that they will not be of an unfair nature and so strongly suggestive of a disposition to pry into the affairs of manufacturers to an extent which should not be permissible in this country.

There is no disposition to evade questions whose answers are rightly needed to help complete the census reports, but there are certain secrets which every manufacturer has, which the government has no right to ask him to lay bare. It is these secrets that he seeks to protect, and to do so the Bureau must be made to modify its list of questions. The effect of the answers to many of the questions which are to be asked, will be merely to litter up the reports with a useless mass of data which can be of absolutely no value to anyone. This unfavorable feature should be considered, in addition to the fact that many of the questions are little short of impertinent. The value of the census of 1890 was largely impaired by the amount of useless matter which was incorporated in the reports, and which had only the effect of making them more bulky and the indexes more complicated.

The officials who have charge of the census do not seem to have profited by this experience, for they are apparently falling into the errors which were made by their predecessors. Loading the census reports with answers to questions of a prying character, which seek to get at the legitimate secrets of any trade, is to be condemned as unfair and as an indication that the results will not be as satisfactory, as if those who have charge of collecting the data confined their efforts to securing and classifying statistics which may properly be made a part of the government records. Any attempt to go beyond this will surely result in the accumulation of much unreliable information, which is not based on fact, and will have a tendency to destroy the very basis of a census which is to be of any value to the manufacturer and merchant, and that is accuracy. The asking of unfair questions is one way of putting a premium on perjury, for it cannot be expected that the weaker brother is going to reveal trade secrets which will enable his rival to successfully compete with him.

MANUFACTURER.

STREET MEDICINE MEN.

Newark, May 29.

Editor The Pharmaceutical Era:

With the mating of the birds and the coming of the spring blossoms, the itinerant medicine man hears the call of the wild, gathers up his kit and sallies forth in search of the quarters and half dollars of the hypochondriacally inclined. He is in his glory in this city. Here he finds his haven of rest and his harvest of coin, for the unsophisticated Jerseyman, sharp in many things, is ever ready, it seems, to listen to the tale of the man with the cure all. Apparently there is none to say him nay. In some respects, Newark is more provincial than the smallest village, and the glare of the gasolene lamp and the shrill voice of the medicine vender seem to possess unheard of charms for the dwellers on the banks of the Passaic.

With the tin badge which is issued by the license department as the shield by which he is to ward off the too inquisitive policeman, he sets up his stand nightly in front of the old court house and beneath the shadow of the new two million dollar temple of justice, and there he shouts the merits of his seven roots, herbs and barks to whosoever comes within the range of his penetrating voice. His audience is not confined to half-grown boys and girls, or to spoony couples out for a stroll, but men and women with money to spend, gather around and listen to his tale of the wonderful merits of his medicine. His oily tongue coaxes from their pockets money that might be put to better use, and nightly he gathers in the shekels until they amount to much more than the cost of the license and the bit of oil which he burns.

The medicine men know Newark for a good spot, and few of them fail to visit this town. Sometimes as many as three hold forth on the court house plaza on a single evening. From the amount of the nostrums purchased, the citizens of this town must be afflicted with nearly as many ailments as were visited upon the patient Job. With no rent to pay, and only a nominal license fee, it is not surprising that they flock here, as long as they get so much encouragement and support. Perhaps, it doesn't injure the legitimate drug business, but it surely does not help it any.

AN OBSERVER.

PHARMACAL JURISPRUDENCE

San Francisco, May 24, 1905.

Editor The Pharmaceutical Era:

Dear Sir: Permit me to thank you for your kindly and discriminating review of my little book on Pharmacal Jurisprudence (May 18, Era, page 562). It may interest you to hear the point of view of the author, relative to some thoughts presented in the review.

The book was designed to be of use to the college student, the practicing pharmacist and the practicing lawyer. The thesis is for the student, wholly unfamiliar with the law, in order that he may prepare his mind by a glance at the general principles and nature of the law, before trying to understand one of its special applications; also to give him a general grasp or "bird's eye" view of the laws of his country, such as is properly a part of the education of every citizen.

It was my plan (imperfectly carried out, I know) to present a principle of law so simply that the pharmacist might himself apply it to cases arising in his daily experiences, and so avoid encumbering the work with specific questions. For instance: Your question, "Would a man who handed over a doctor's prescription to a friend suffering from the same complaint be prescribing or violating the law?" would come within the principle stated in the second paragraph on page 108. The man would be diagnosing and prescribing, and it would not matter whose prescription he used; though he might have another question to settle concerning his right to use the prescription.—Page 239-240.

In order that the book might be useful to lawyers, it was necessary to give the case law as stated by the court, hence the quotations; it is also good for the student to have the line of reasoning leading up to a decision.

The case law, except where it interprets a local statute, is the same in the different States, nearly so in England and Canada, and could be applied, with slight modification, in most other civilized countries. It would be almost useless to publish the statutes of the several States, verbatim, since they are so frequently altered. Their general principles are nearly the same in all of the States, and one must watch the action of the Legislature.

Very truly yours,

H. R. WILEY.

China's First Patent.

It is stated that China has granted its first patent, the invention being an electric lamp which the inventor calls the "bright moonlight." The comment is made that the entrance of China upon the granting of letters patent is undoubtedly of more importance than the invention.

DIPLOMA AS PREREQUISITE.*

Associations Warned Against Idea as Wrong in Principle.

The recent action of the Association of American Medical Colleges in adding the possession of a high school diploma to the prescribed qualifications for entrance to medical colleges, is evoking strong protests from fair-minded practitioners and from members of medical boards. This action illustrates the extremes to which the medical colleges are disposed to go in the assertion of their authority. But, protest as loudly as they may, the members of the boards and of the profession at large, find themselves powerless to provide a remedy.

The provision which during the past ten years has become an integral part of nearly all State medical practice acts, requiring that no person other than a graduate in medicine can appear for a State medical examination, has, in effect, divested the medical boards of supreme authority in determining the qualifications required for medical practice and has delegated this vital authority to the colleges.

The association of medical colleges is virtually a medical educational trust, however absurd may be the prescribed entrance requirements to the colleges, however unjust and mischievous the conditions, the medical boards can do nothing. By making a medical diploma a specific condition of appearance for a board examination and by placing no limit on the requirements for entrance or graduation, the law has elevated to arbitrary control over all licenses or certificates to practice, not a representative State board, answerable to the people, the executive and the members of the profession as citizens, but any group of men who may get together as one of the medical colleges in the American medical combination—a group answerable neither to the State nor to the executive, nor to any part of the people, save the fragment in control of the medical schools.

This situation, aside from the peril always attending the usurpation of a governmental function by a private agency, is a wrong which threatens the very life of all rational medical legislation in every State. Bigotry and intolerance have marked the rule of the colleges to such a degree that the medical practice acts are being amended in the interest of the osteopaths and "scientists" and every manner of cult and vagary, until disaster faces all legislative progress achieved in the past. This evil tendency, in its acute form, dates from the time of the diploma, before examination craze, and can be remedied only by re-establishing the supremacy of the State, through the proper boards, in determining the qualifications essential to a medical license and forbidding the delegation of an authority essentially governmental, to private corporations.

Wise legislation demands as a fundamental principle that the power of license shall never be made subservient to a teaching institution whatever its prestige and strength; that the licensing board shall be free and untrammeled in determining who is and who is not fit to practice, and that the sole question as to any candidate shall be, "Is he qualified?" and not "Has he a college or other diploma?"

What is true of medical legislation is also true of pharmacy legislation. As the latter has followed closely in the footsteps of the former, it is especially important at this time that pharmacy carefully avoid the errors of its ill-advised sister profession.

If it be said that the boards of pharmacy are not composed of men of the education and training to do the work assigned them, then we say, improve the boards; if it be said that the present system of examinations does not examine, then let the system be modeled after that of the colleges and universities where the testing virtue of examinations is unquestioned; if it be said that with rare exceptions, those applicants can only hope to pass the examinations who have had a college of pharmacy education, then let the boards so rule; let them speak with emphasis and warning, but do not let this revocable ruling by a judicial State board give way to a statute vesting the power in a private institution by direct right.

And finally, as a matter of individual right, do not deny to the "rare exceptions" the opportunity to prove their qualifications by a direct road to the board examinations. The man who is qualified has an inherent right to practice; it is the concern of nobody where he obtained his education; whether by study in the store or in the school room; whether by years of experience under the eye of a Proctor or Maisch or of the humblest devotee of pharmacy in the land; whether in Illinois, or New York, or Louisiana, or California, or Great Britain, or Germany, or anywhere between the north and south poles—it matters not what or whose stamp the qualifications passport may bear, the passport carries with it a natural and inalienable right, subject to no just abridgment by law board or institution. The direct road to the royal presence may be unpromising and hard, but even royalty will find it the part of wisdom to keep the road open. Pharmacy has no need of putting on aristocratic airs and surely has no desire to close the door of opportunity to any worthy disciple of the faith.

Let the colleges of pharmacy continue on in their good work; let them be given all encouragement; let the boards of pharmacy attach all due importance to their diplomas as indicative of professional competency and trustworthiness; let the boards even rule, if they must, that the absence of a diploma will be deemed presumptive evidence of incompetency, to be overcome only by a special extra examination, but let them preserve their independence as the representatives of the State; do not shackle them with college handcuffs; leave them free to name the conditions under which applicants may appear for examination and to name also the qualifications for entrance and for registration; let them in all their examination work be at full liberty at all times to take account of the contents of the package rather than of the wrapper, of personal merit rather than of its paper certificate.

Let it be clearly understood that we yield to no one in our estimate of the value of a good college education or of its importance as a determining factor in qualifications for registration. For the same reason, however, that a college diploma in the interest of the colleges themselves, of the professions and the people, is not accepted as sufficient for State license without a board examination, it is in the common interest of all that a diploma should not be the only road to an examination. But if it be made the only road, then let it be by a hard ruling and not by the law direct. A board ruling, if found unwise, can be readily changed. Emanating from State authority, it is amenable to public and professional sentiment, and as regards pharmacy laws, it means in effect a ruling formulated by the druggists of each State and the retention by them of appellate powers they cannot in justice to themselves delegate to an outside authority, over which they have no control. Only by keeping the boards in supreme control can the druggists, to whom the boards owe in such great measure their creation and success, maintain that measure of control over registration conditions to which it is universally conceded they are entitled.

We have not thus far referred to the diverse conditions resulting in the only State which has thus far adopted a statutory edict for what should be at most a board ruling; nor have we discussed the certain effects on the drug business of legislation calculated to deny opportunities to thousands of young men who have the misfortune to be poor, or whose fathers may have less of ready money than of willingness and ability to do for their sons the work of college training; neither have we discussed the effects of such legislation in diminishing the supply of drug clerks far below the demand, and thus causing an abnormal increase in the cost of clerk hire, which even under present conditions in many States, has become a burden of pressing weight. Our present purpose is merely to point out a few of many reasons why the State Pharmaceutical Association, at its ensuing annual meetings, may guard against being captivated by an idea as fundamentally wrong in principle as it has proven pernicious in practice.

*Reprinted from the Western Druggist.

Quality of Senna.

In a paper read before the New York section of the Society of Chemical Industry, last month, Russell W. Moore, chemist at this port, stated that importations of senna are generally of good quality, and there appears to be no great necessity for frequent analysis. For customs purposes 10 grams of the drug are boiled in a litre flask with water, and the contents of the flask made up to the mark and thoroughly mixed; 200 cc. are filtered off and evaporated to dryness on the water bath and the residue dried in the steam oven to a constant weight. Attempts to extract with water in a Soxhlet tube were unsuccessful, as the extraction was extremely slow, and even on long continuance was incomplete. The Treasury regulations require 28 per cent. of "soluble matter." The following results were obtained from six different samples: 34, 37, 32.75, 39.00, 38.54, 39.44 and 32.28 per cent. soluble matter; average 37.06 per cent.

OPIUM CULTURE.

The Gathering and Preparation of the Drug Described.

At Panta, Benares, Malwa, in Indo-China, in Persia or in Java, is cultivated only the *Papaver somniferum* under the varieties Boissier, *setigerum*, *glabrum*, *album*, with purple, white or hairless flowers.

The temperate climates, humid up to the time of harvest, conduce to this culture in the sub-tropical zone, practiced, however, below the tropics, but at altitudes varying from 1,500 to 2,000 meters. In the English Indies, it extends from the 25th to the 27th degree, north latitude.

The most appropriate soils are alluvial and marly, quite permeable, rich in potash, and as the poppy requires considerable manure the neighborhood of towns is chosen by preference. If needed, an artificial dung is supplied, with a base of superphosphate and nitrate of potash; in addition, in case of insufficient rain, irrigation is provided by means of a stream, river or canals.

The seeds are sown in autumn, the harvest is made in March. Flowering is rapid. In the English Indies, three days after the budding of the flowers, the petals are detached by hand, reduced to a paste and used under the name of leaves, to enveiop the loaves of opium of Bengal, to which they give their particular aroma. The eight or ten days which follow suffice to develop the capsules, from which the milky juice is extracted by repeated scarifications, not going beyond the thickness of the epicarp. The moment is seized when they commence to turn yellow, without waiting for full maturity. The duration of the process varies from fifteen to twenty days, during which a clever workman gathers, each day, 150 to 200 grams of juice; the yield may be valued by the hectare at 15 kilograms.

The countries which produce and export the opium of smokers are Persia, the English Indies and Macao, a very small Portuguese colony situated in the neighborhood of Hong-Kong, China, Indo-China and Java produce it also, but in quantity insufficient for their consumption. The imported drug varies in form according to its origin. Thus one finds it in rectangular loaves, elongated, enveloped in maize or other leaves, more often in spherical bowls surrounded by leaves (Patna, Benares).

The extract is obtained at Haiphong by the ordinary procedure, which consists in macerating in water the dry opium cut into thin slices and evaporating the filtered liquor to a firm consistency, but with such precautions that a man is needed to handle each basin.

The crisping requires still more skill. The firm mass, settled at the bottom of the basin, is beaten with a pestle until reduced five or six centimeters in thickness, is reversed on itself and exposed to the direct action of a charcoal furnace. The workman lifts, with a clip of his finger-nail, a corner of this solid mass, which represents quite well the form of a pancake of a uniform thickness of two millimeters. The operation is repeated and the pancakes, dried over a bamboo fire, are freshened by the water which precipitates the resinous matter and the meconate of calcium.

It is this decanted and filtered liquid which gives, by evaporation to the consistency of a smooth extract, the opium of smokers, known in Indo-China under the name of Chandoo. It is turned into bowls and beaten for several hours with large spatulas, in order to incorporate the air whose oxygen, specialists say, deepens the color and accentuates the perfume.

Left to itself, the air incorporated by the beating, forms in escaping, a layer of bubbles, which sometimes make up one quarter of the volume of the mass.

This layer of air disappears in ten days. The Chandoo, in drying, becomes cloudy at the surface of the inevitable *Mucor mucedo*, mould which is taken up on the spatula, to be treated with boiling water which is added in succeeding operations.

The average yield of the above operations may be valued at 50 per cent. In Batavia, where the perfected equipment of tools substitutes machinery for man, where electricity displaces the recent boileries, it reaches 56 and 60 per cent.

Such is the opium of smokers; in color, black, glossy, perfumed, sold by the State in sealed metallic boxes, having a capacity of forty grams.

The official opium of Egypt, Smyrna or other oriental countries, whose standard is raised to 10 per cent. on an average, cannot be used and is not able in any case, to compete for this purpose with that of the English Indies, Persia or China, which owe their peculiar qualities, aroma and chemical composition to the nature of the soil, climate, etc.

The culture of the poppy, the preparation and sale of opium are the subject of a system of regulation varying with the country, but analogous, in general, to that of the tobacco monopoly in France by the the State.—M. Claude Verne in Nouveau Remedes.

THEORY AND PRACTICE

Perborate Solutions.

Solutions of different strengths of hydrogen peroxide may be obtained from perborate within five to ten minutes. From a trade circular of the Roessler & Hasslacher Chemical Co., this city, we take the following data:

As heat above 110° F. will involve a slight loss of oxygen before the solution is completed, it is preferable to use acids instead of heat, if higher concentrations are desired. Experiments have shown that to obtain good bleaching effects perborate solutions of 1 to 3 per cent. work most satisfactorily. One advantage perborate offers over the peroxide of hydrogen bleach, is that in order to start the action of oxygen no addition of ammonia or an alkali is needed: It is advisable before actual use to repowder the perborate, should it, through exposure, have become caked.

In the schedule at the foot of this page the weights are given for tartaric and citric acids. For commercial purposes sulphuric acid may be economically used, instead.

The sulphuric acid solution should be filtered. In using for the same solution 110 instead of 75 cc. H_2SO_4 of 66° B and adding to the filtrate 75 to 80 grs. perborate, a hydrogen peroxide solution of 50 vols. may be obtained.

Tartaric or citric acid.	Temperature of water.	Grams per Lt. solution	Solution.	Available oxygen.	Vols. H_2O_2 sol.
.....	Ordinary temperature.	10 gr.	1%	700 c.c.	0.7 vols.
.....	Ordinary temperature.	15 "	1.5%	1,050 "	1 "
.....	Ordinary temperature.	20 "	2%	1,400 "	1.4 "
.....	80° F.	30 "	3%	2,100 "	2 "
.....	95° F.	40 "	4%	2,800 "	3 "
.....	105° F.	50 "	5%	3,500 "	3.5 "
10 gr.	Ordinary temperature.	60 "	6%	4,200 "	4 "
25 "	" "	70 "	7%	4,900 "	5 "
38 "	" "	100 "	10%	7,000 "	7 "
55 "	" "	140 "	14%	9,800 "	10 "
140 "	95° F.	360 "	36%	25 lt.	25 "
H_2SO_4 66° 75 c.c.	Cold (400 c. c.)	430 "	43%	30 "	30-35 "

Cocaine Identification.

C. Reichard gives the following new reactions for the detection and identification of cocaine:

(1.) If to a rather concentrated cold solution of a cocaine salt a solution of sodium nitroprusside be added, the solution becomes turbid, and, with the aid of a magnifying glass, small crystals of a reddish color can be noticed in the liquid. Morphine salts do not give this reaction.

(2.) If to a quite concentrated solution of cocaine hydrochloride a strong solution of uranium nitrate be added, a yellow crystalline precipitate is formed which is most probably a double salt of cocaine and uranium.

(3.) If some titanic acid be dissolved in warm concentrated sulphuric acid and to the cooled solution be added some cocaine hydrochloride, there is no reaction whatever in the cold, even on prolonged standing. But if the mixture be warmed in a porcelain dish till stripes and oily drops appear on the sides of the vessel, a beautiful blue or violet color is developed, which is very stable. On adding water to the liquid a blue precipitate settles at the bottom of the vessel. The reaction is undoubtedly due to the reduction of titanic acid by the methyl alcohol formed in the saponification of the alkaloid by the sulphuric acid.

(4.) If to a mixture of potassium methylsulphate and sulphuric acid a little cocaine hydrochloride be added and the mixture warmed, a strong pepermint odor is developed which is permanent for a long time.

(5.) On warming cocaine hydrochloride with a mixture of urea and sulphuric acid the mixture assumes a blue color, which becomes deeper as the temperature rises. If in this reaction ethylene diamine be substituted for urea, there is first an evolution of hydrochloric acid, but on applying heat the blue color appears.—Chim. Ztg.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Thermite.

(Thermite.)—"Thermite" is a fanciful name for a mixture of aluminum and oxide of iron in fine powder and in chemical proportions. The honor of coining the name is generally attributed to Dr. Hans Goldschmidt. Other oxides are also employed.

The history of thermite dates back to 1894, when Claude Vantin, of London, made use of aluminum mixed with metallic oxides, sulphides, chlorides, etc., to effect a corresponding reduction of metals with which oxygen, sulphur, or chlorine might be combined. He found on mixing aluminum in a finely divided state with these bodies, that the mixture when heated in the crucible to a sufficient temperament would react and that the mass would attain an intense heat, in virtue of the enormous heat developed by the oxidation of the aluminum. So great was the temperature, that metals ordinarily intractable and infusible, such as chromium, could be reduced and obtained in a compact form. Not only this, but the absence of carbon made it possible to obtain many metals with a degree of purity hitherto unknown. One drawback, however, resulted from the very great temperature set up, namely, there was risk of losing a large proportion of the contents of the crucible, which was apt to be more or less violetly projected into the air.

The next stage in the development of this subject was made by Vantin a little more than two years later. Instead of heating the materials in the crucible up to the point at which reaction begins, he ignited a portion of the cold mixture by the aid either of burning magnesium, or of a special ignition powder, consisting of finely divided peroxide of barium and aluminum. This mixture is claimed to be specially valuable for creating high temperatures, because the peroxide of barium is quite ready to give up its extra atom of oxygen, and the product, namely, baryta and aluminia mixed, is solid, so that there is no loss of temperature, owing to the latent heat of a liquid, or still more so of gas. A little of this mixture, which is easily lighted by a match, may be placed upon the mixed oxide of chromium, manganese, or whatever the metal may be, and aluminum, and ignited. The local heat is so intense as to start the reaction in the mixture in immediate contact with it. The heat produced by this is so great as to set up the reaction in surrounding quantities, and so a combustion gradually proceeds through the mass, after which the metal is found at the bottom of the crucible, in a pure melted state, and the alumina, or oxide of aluminium, remains, floating on the surface.

Nearly three years later Dr. Hans Goldschmidt, named above, described a further invention for utilizing the heat of the reaction for the purpose of welding iron, steel, etc.

Cinchona Assay.

(Student.)—Most any work on pharmaceutical assaying will give you methods for assaying cinchona bark, and you should read what the dispensatories have to say on this subject. The following comments on the U. S. P. method are from a contribution by Professor Virgil Coblentz, to The Era, some years ago:

The U. S. P. method (Prollius) of assay for cinchona consists in macerating a weighed quantity of the powdered bark with a measured volume of Prollius' fluid, which consists of a mixture of alcohol, chloroform and ammonia water. The combination of the alkaloids which exist in the barks as cinchotannates is broken up by the ammonia water, liberating the free alkaloids, which are taken up by the chloroform and alcohol, in conjunction with some coloring matter and extractive. An aliquot portion of this filtered solution is then drawn off, evaporated to dryness and dissolved in an excess of normal sulphuric acid and water, and filtered to remove the insoluble matter. Then a sufficient quantity of normal potassium hydrate solution is added to the filtrate until the liquid has become of an alkaline reaction, whereby the total alkaloids are thrown out of solution. These are dissolved by shaking with chloroform in several portions, until no more alkaloids are taken up. The united chloroformic solutions are then evaporated in a tarred beaker and dried at 100° C. This gives the weight of total alkaloids.

The proportion of quinine in this residue is estimated by a very simple process, depending on the relative ready solubility of quinine (1 to 25) and quinidine (1 to 34) in ether, while cinchonidine (1 to 188) and cinchonine (1 to 371) are comparatively insoluble. Quinidine occurs in such small quantities that its solubility is not regarded. A measured volume of the chloroformic solution of the alkaloids is poured over some powdered glass and dried; this serves to distribute the alkaloids over as much surface as possible, for facilitating the solvent action of the ether, which is added in portions and filtered off until 10 cc. are collected (marked A); then a second portion of ether is poured over the residue and a second 10 cc. are collected (marked B). These reserved filtrates are evaporated to dryness and weighed. The residue A contains the ether soluble alkaloids (quinine with little or no quinidine) with a portion of those less soluble, while the residue B will consist almost entirely of the ether insoluble alkaloids (cinchonidine and cinchonine). From the amount of residue obtained from A deduct that contained in B; this gives practically the total amount of quinine in the alkaloidal residue.

Sealing Wax.

(C. W.)—A number of formulas were printed in The Era of September 19, 1901, page 337. Here are some others:

Yellow.—Shellac, 76 parts; turpentine, 85; pine resin, 45; gypsum, 15; chalk, 15; ochre, 45. The shellac used for fine qualities of yellow sealing wax must be bleached, otherwise it is impossible to produce a pure tone of color. All gradations of yellow, from orange to red, can be produced by adding cinnabar or chrome-red to fine qualities and red lead (minim) to inferior qualities.

Green.—Shellac, 50 parts; turpentine, 40; pine resin, 80; gypsum, 15; chalk, 20; mountain blue and ochre, mixed, 30. Green ultramarine may also be used to advantage for the finer qualities in place of a mixture of pigments. In the above formulas the quantities of the blue and yellow pigments to be used are not given separately, as the different shades of green may be obtained by varying the quantity of each pigment.

Blue.—Shellac, 70 parts; turpentine, 60; pine resin, 35; magnesia, 10; chalk, 20; blue coloring matter, 20 to 25. Light colored ultramarine or mountain blue is used for light blue varieties, Berlin blue for the darker kinds. Blue sealing wax of a lighter color, produced by mixing Berlin blue with oxide of zinc or nitrate of bismuth, has a very beautiful enamel-like appearance. As blue colors are very sensitive towards admixtures, bleached shellac should always be used, if it is desired to obtain sealing wax of a beautiful color, and the greatest care must also be exercised in the choice of the pine resin. Opaque and brown colored resin must never be used.

Brown.—Shellac, 70 parts; turpentine, 60; pine resin, 40; gypsum, 20; chalk, 20; umber, 20. The shellac used for preparing delicate chocolate brown sealing wax must not be too dark. The product of the above formula is dark brown, and unbleached shellac and dark resin may be used for preparing it. Of course, the same holds good in an equal degree in regard to the following varieties:

Black.—(1) Shellac, 50 parts; turpentine, 90; pine resin, 65; chalk, 40; lampblack, 12. (2) Shellac, 80 parts; turpentine, 60; chalk, 15; gypsum, 10; Frankfort black, 35.

Foam Producer.

(F. W. R.)—"I have been looking over a copy of The Era just received. About the first article my eye dropped on was a soap bark formula for foam for soda water. How can you expect me to subscribe for your paper when you publish such a formula as this? Now I am going to give you a good one, which is harmless, but be sure and don't let any one find it out except your subscribers. It is 'fluid extract of glycyrrhiza, one dram to the gallon.' This quantity works all right except for lemon and sarsaparilla."

We thank "F. W. R." for his kindly comments. At the same time we would state that the use of soap bark as a foam producer for soda water has the sanction of good authority, and for the purpose, it is used, perhaps, more extensively than any other agent. On this point the author of "Manual of Soda and Other Beverages" states that "of all these 'foams' the tinc-

ture of soap bark is most generally satisfactory, and most convenient. True it is that it contains an irritant principle, saponin, which will make itself felt if added in too large amount to syrups." However, the suggestion to employ fluid extract of glycyrrhiza is not a new one. In the early part of 1896 Charles H. Bowersox, Columbus, Ohio, contributed an article to The Era on "Licorice as a Foam Producer for Soda Water," in which he recommended its use for the purpose, stating that he had found it superior to anything that he had ever tried. Six to eight fluidrams to the gallon of finished syrup were the quantities named by him. To those who objected to a slightly dark color which the fluid extract imparted to such syrups as lemon, pineapple, etc., Mr. Bowersox recommended the use of a solution of gum arabic, which in his hands, he stated, had proven more satisfactory than any other.

Laundry Gloss

(R. P. S.)—"Please publish a few formulas for laundry gloss that can be sent through the mails."

Two formulas for laundry gloss in cake form were printed in The Era of May 4, 1905, page 496. Here are three formulas for "powdered gloss":

(1.)

Boric acid	5 ounces
Borax	3 ounces
Stearin	1 ounce
White wax	1 ounce
Starch, a sufficiency.	

Heat together with sufficient caustic soda to give a clear solution, then evaporate to dryness. Powder and mix with fine starch powder in the proportion of one to ten.

(2.)

French chalk	3 ounces
Powdered white soap	1 ounce

Take a piece of new dry flannel and dip it into the glaze-powder, rub it well over the right side of the starched article, then proceed to iron in the usual way, when a beautiful gloss will be obtained. Put in a little borax in making the starch to give stiffness as usual.

(3.)

Powdered borax	1 dram
Powdered spermaceti	1 dram
Powdered French chalk	6 drams
Mix and sift.	

Green Mountain Oil.

(A. R. W.)—A formula for a liniment under the above title, in use in some parts of the country, is the following:

Oil of sesame	16	ounces
Oil of peppermint	1½	ounces
Oil of gaultheria	2	ounces
Oil of spearmint	10	minims
Oil of sassafras	3	ounces
Oil of cassia	20	minims
Oil of eucalyptus	10	minims
Menthol	30	grains
Chlorophyll	30	grains

Mix all of the oils except the sesame, and put in the menthol; dissolve the chlorophyll in 4 ounces of oil of sesame by the aid of heat; mix the two solutions; add the remainder of the oil of sesame, and filter if necessary.

Kola for the Soda Fountain.

(P. Ph.)—Kola may be employed in various combinations at the soda fountain. We give several formulas that have been published, but any one of them may be modified to suit individual tastes. Any fanciful or catchy name may be employed. Try one of the following:

KOLA FIZZ.

Fuid extract of kola	2	drams
Grape juice	8	ounces
Pineapple syrup	6	ounces
Fruit acid	1½	ounces
Syrup, enough to make	1	quart

KOLA FERRONE.

Iron and ammonium citrate	48 grams
Water	2 ounces
Fluid extract of kola	2 drams
Syrup of lemon	
Syrup of vanila, of each	7 ounces

Serve solid in 8 ounce glasses, using one ounce of the syrup for each glass.

KOLA MINT SYRUP.

Kola cordial	1 ounce
Spearmint cordial	3 drams
Fruit acid	1 dram
Lemon syrup, to make	1 pint

Mix. Trim with sprigs of fresh mint.

KOLA TONE.

Fluid extract of kola	½	ounce
Port wine	1	pint
Tincture of celery seed	1	ounce
Raspberry juice	4	ounces
Fruit acid	1½	ounces
Soluble extract of orange	2	ounces
Syrup, to make	1	gallon

Use 1 ounce of this syrup in an 8-ounce mineral glass one-third full of crushed ice. Serve "solid" with straws.

We do not answer queries by mail.

Angostura Bitters.

(G. D. C.)—Very many formulas have been published for making tonics containing the bitter principles of angostura bark. One much used in England is the following:

Soluble essence of orange	2	fl. ounces
Soluble essence of lemon	2	fl. ounces
Conc. infusion of cusparia	3	drams
Orange wine, to make	10	fl. ounces

Another formula is this one:

Angostura bark	4	ounces
Orange peel, bitter	8	ounces
Anise seed	1¼	ounces
Cascarilla	1	ounce
Cinnamon	1	ounce
Cardamom	½	ounce
Cloves	½	ounce
Nutmeg	½	ounce
Coriander	½	ounce
Glycerin	4	fl. ounces
Diluted alcohol, enough to make	½	gallon

Mix the solids, reduce to a coarse powder, and extract with the diluted alcohol and glycerin by means of percolation.

Filling Device.

(G. T. B.)—"Please suggest some inexpensive home-made device for bottling a preparation containing a sediment. I do bottling in a small way for my retail trade and I find it is very inconvenient without some kind of a device."

A practical pharmacist and one who had considerable experience in bottling, informs that there is no machine much better for bottling sedimentary liquids on a small scale than an ice cream freezer to which has been soldered a spigot for the withdrawal of the liquid. A similar contrivance with revolving paddles to keep the liquid in agitation might be easily devised, or it is possible that you might secure a satisfactory mechanism by writing to manufacturers of pharmaceutical machinery, like the A. W. Straub Co., 3737 Filbert street, Philadelphia; John W. Ayers & Son, 144 Centre street, New York, or Mead & Co., Nineteenth street and M. C. R. R., Station B, Detroit, Mich.

Information Wanted.

(A. M. L.)—"Name and address of the manufacturer of 'pulmonic cordial?'"

(P. H. S.)—"Where can I buy benzinoform. I can find no quotation in any list I have at hand?"

New Uses for Acetylene.

New uses for acetylene have been looked for for some time. The latest invention is its use as an explosive. By means of an air mixture, explosive force is obtained which can compete with that of powder and dynamite. Calcium carbide is reduced to small particles and put into a cartridge, consisting of a tin box. In this the carbide lies at the bottom and above it is a partition filled with water. Above this is a vacant space with an electric percussion device. An iron pin on the side of the cartridge enables the partition between the carbide and the water to be pierced after the cartridge is put in place. The acetylene is then ignited by an electric spark. The process is employed for blasting rocks. About 1.7 ounces of carbide, which produce 16 quarts of acetylene gas, are used in each cartridge.

OUR OFFICE BOY ON DRUG STORES.

Drug stores is places where nastey medsins and poysins is mixt & where you can drink ice cream sodas if you have enuf muny. Medsin has a horibel smell & taste & generaly speakin' a more painful effeck. People that takes medsin mostly always dies, & the only ones that can take it with impunitie is men with a jag. Boys never go to a drug store for medsin, if it is for themselves, unless they has toothake. If it is sinny or kastor oil there fathers has to go. Grown ups never take kastor oil unless they have whiskey in it, abuv & below. Men will never go fur a feedin' bottle bekaus the drugist would laff. The only thing drug stores is good fur, in my opinyon is for sigars & Sigrets. If I was a drugist I wud smoke them all day, eksept when I was drinkin' ice cream sodas. Drugists kep cloroform. I herd pa talk about it. He said he wud like to cloriform Aunt Jemina, as she was an old cat. I thot I wud like to cloriform our cat fur an eksperiment, so I went to a drug store and asked the man for 5c worth. He asked what it was fur, so I told him & a gurl that was in the store slopped mi eres & sed "You krule and Wikid boy." I cud not hit a gurl, so I just knocked over a large bottel of strong amoniah & walked out with dignity. The drugist told pa and he spanked me so hard that I can't sit down. When I can resoom mi seat, I am goin' to study to be a drugist, & make evribudy suffer that has kaused me pane.

A SPECIFIC IN

Tuberculosis Cancer Syphilis

GRISERIN

NON-TOXIC

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now. Tell your doctors about it.

PRICE LIST

GRISERIN-ALPHA: FOR EXTERNAL USE ONLY!

1. For dusting on wounds and suppurating ulcerations.

2. For use in the GRISERIN Insufflator—in NOSE and THROAT AFFECTIONS for RHINITIS or DIPHTHERIA.

GRISERIN-ALPHA:

In Packages of	25 gramm	$2.00
"	50 "	4.00
"	100 "	7.50
"	250 "	18.00
"	500 "	34.00
"	1,000 " (1 Kilo)	65.00

GRISERIN-BETA: FOR INTERNAL USE ONLY

CACHETS—In Tubes (each tube containing ONE WEEK'S TREATMENT.)

		Retail	Wholesale
1 Tube Griserin Cachets Grammes	0.20	$1.75 per tube	$16.00 per dozen
1 " " " "	0.30	2.00 " "	18.00 " "
1 " " " "	0.50	2.50 " "	23.00 " "

		Retail	Wholesale
1 Tube Griserin Cum Tannalbin Gramm	0.20	$1.75 per tube	$16.00 per dozen
1 " " " " "	0.30	2.00 " "	18.00 " "
1 " " " " "	0.50	2.50 " "	23.00 " "

	Retail	Wholesale
Griserin Insufflators: - -	$1.25 each	$12.00 per dozen

	Retail	Wholesale
Griserin Solution (concentrated):	$1.00 per bottle	$9.00 per dozen

WRITE FOR BOOKLET

We Want Every Druggist to Become Familiar with

GRISERIN

SOLE AGENTS FOR AMERICA

AMERICAN GRISERIN WORKS

108 FULTON ST., NEW YORK

(S. P. S.)

LAXATIVE BROMO QUININE

ON THE

DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles — the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO QUININE.**

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per Cent, **LAXATIVE BROMO QUININE** has been placed on the DIRECT CONTRACT SERIAL NUMBERING PLAN, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract, are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO QUININE** should take such action immediately.

If a supply of **LAXATIVE BROMO QUININE** is needed or if the stock on hand will permit it, the extraordinary DATING OFFER now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO QUININE**, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

LAXATIVE BROMO QUININE

Price $1.75 per dozen.

6 dozen lots,	1 dozen free,	. . . . .	Cost	$10.50 or	$1.50	per dozen
12 dozen lots,	2 dozen free,	5% trade discount,	"	$19.95 or	$1.43	" "
36 dozen lots,	6 dozen free,	8% trade discount,	"	$57.96 or	$1.38	" "
60 dozen lots,	10 dozen free,	10% trade discount,	"	$94.50 or	$1.35	" "

All Wholesale Druggists will accept orders under this DATING OFFER.

PARIS MEDICINE COMPANY,

Saint Louis and London.

(S. P. 4.)

News Section

NEW CLAIM IN PARK SUIT.

Present Complaint Does Not Refer to "Patent Medicines."

ORIGINAL BILL AMENDED SO AS TO PRESENT AN ENTIRELY NEW STATE OF FACTS, SAY ATTORNEYS. —PATENT MEDICINES ARE NOT PATENTED,HENCE COMBINATION IS UNLAWFUL.

Argument in the new suit of John D. Park & Sons against an alleged drug combination, consisting of the N. W. D. A., N. A. R. D., P. A. of A., etc., was heard last Wednesday before Justice Platt, in the United States Circuit Court for the Southern District of New York. Elihu Root, who with Morris & Fay, of this city, is counsel for Park, argued against the plea of the defendant, who claimed that the judgment of the New York Court of Appeals two years ago, prevents Park from bringing a new action. The original complaint, say the big cutter's attorneys, has been amended so as to present an entirely new state of facts, which they believe will result in a decision favorable to them.

"If the decision is in favor of Park," said Mr. Fay to an Era reporter, "the effect will be to hold that the decision of the Court of Appeals two years ago, finding the combination lawful, is not applicable to the facts as set up in Park's present suit, and will substantially hold that Park is entitled to relief on the different state of facts averred."

RIGHTS OF THE PATENTEE.

The Court of Appeals, it will be remembered, sustained the legality of the alleged combination, because the subject of complaint was "patent medicines" and the right to fix prices, it was held, was one of the rights of a patentee. One of the substantial differences in the present bill, Mr. Root claimed, was that the class of goods named are none of them patented, hence the action of the association as to these goods is illegal. A further ground of difference claimed is the tri-partite plan, which has come into existence since the former suit.

"These so-called 'patent medicines,'" said Mr. Fay, "are no different from so many bags of flour. They are simply merchandise which has acquired an added value through persistent advertising. They are not 'patented' in any way. An analogous case is that of R. H. Macy & Co. against the American Publishers' Association, in which the court held that the defendants had a right to fix the prices on copyrighted books, but not on uncopyrighted books."

Asked as to the status of the direct contract plan, Mr. Fay replied:

CONTRACT PLAN A DETECTIVE SYSTEM.

"I regard the contract plan merely as a sort of detective system, a means of tracing goods. It is a part of the machinery of the tri-partite plan. That system, which is simply a plan to protect prices, has never been abandoned. It is only the various ways of carrying it out that have been changed.

"We don't purpose to attack the contract plan. That is only one of the branches, while we are striking at the very root of things, the idea of price protection itself. If we win, the whole tree falls to the ground."

"And if you lose?"

"We shall simply carry the case to a higher court."

HISTORY OF THE MACY CASE.

Concerning the suit of Macy & Co. against the American Booksellers' Association, alleging an unlawful combination to maintain the price of books, and which has frequently been referred to in connection with the Park suit, a report was made before the annual meeting of that association on May 16. It showed that Macy & Co. had been defeated on every point and was in part as follows:

"The Court of Appeals broadly conceded the right of publishers and booksellers to co-operate, as we are doing, to maintain the price of copyrighted books, but denied our right to decline to sell uncopyrighted books to price-cutters.

"Immediately on the filing of this decision, the reform resolutions of the Publishers' Association and of the Booksellers' Association were revised so as to eliminate all reference to uncopyrighted books. We then filed our answer, pleading the facts as they existed after our reform resolutions had been revised to conform with the decision of the Court of Appeals. This placed us in a position to try the case on the facts, even granting—for the sake of argument—the truth of all the facts alleged by Macy & Co., after having had the law decided in our favor by the highest court.

"Macy & Co. then demurred to our answer, and made a motion in the Supreme Court to compel us to broaden our answer so as to plead the facts as they existed at the time the action was begun—at which time uncopyrighted books were included in the penalty clause. This motion was argued last fall, before Justice Blanchard, who gave a sweeping decision in our favor —overruling the demurrer of Macy & Co."

A petition by Macy & Co., to carry a demurrer to the Court of Appeals was denied by the Appellate Division of the Supreme Court on May 12. There is now nothing for Macy & Co. to do but to try the case on the facts.

NEW YORK NOTES.

—Henry Galin, well known to the trade here as a pharmacist in the Marine Hospital Service, has been ordered to Washington, D. C., for special temporary duty.

—Brent Good, of the Carter Medicine Co., sails for Europe next Wednesday.

DEATH OF WILLIAM ZEIGLER.

Apoplexy Carries Off Head of the Royal Baking Powder Company

William Zeigler, the largest stockholder in the Royal Baking Powder Company, and one of the foremost backers of Arctic exploration expeditions, died last week at his country home on Great Neck Island, Noroton, Conn. His death was due to apoplexy. Mr. Zeigler was injured in a runaway accident a few weeks ago, and had never recovered.

Mr. Zeigler was born in Beaver county, Pennsylvania, sixty-two years ago. In early life he was a printer's apprentice, and later became a drug clerk, and then began the study of chemistry which made his fortune for him. After he had learned the printer's trade, he realized the deficiency of education, and took a course at Eastman's Business College, in Poughkeepsie. He began making a baking powder in 1870, which he peddled from door to door. With J. C. Hoagland and John H. Leal he organized the Royal Chemical Company, which developed into the Royal Baking Powder Company. The capital stock was $60,000, and in 1880 it paid 70 per cent. dividends on 1,600 shares of $100 par value. A year later it paid 100 per cent. In 1888, after a long legal fight, Mr. Zeigler sold his interest for $4,000,000.

He went West and established the Price Baking Powder Company, which became such a rival of the Royal Company that a consolidation was effected between the Royal, Cleveland and Price companies, and at the time of his death, Mr. Zeigler owned a controlling interest in the new company, which was capitalized at $20,000,000.

In November, 1903, Mr. Zeigler was indicted by the Missouri Legislature on a charge of complicity in the bribery of the Missouri legislators in 1901, when an effort was made to pass a law to prevent the sale of alum powders in Missouri. Nothing ever came of the indictment.

Mr. Zeigler made much money speculating in Brooklyn and Long Island real estate. His wealth is estimated at $10,000,000. He fitted three expeditions for search in the polar regions.

G. A. S. OUTING, JUNE 8.

All arrangements have been completed for the outing of the German Apothecaries' Society, next Thursday, June 8. Excursionists are urged to be at the foot of Thirty-first street and East River promptly at 9.30 a. m., or at Ninty-first street at 10 a. m. The steamer will arrive at Karatsonyi & Kmetz's about 11 a. m., and then the fun will begin. There will be games for both boys and girls (small and large) and as the G. A. S. is noted for its jolly outings, the breeziest kind of a "time" is expected.

WANTS MUSIC IN DETROIT.

Frederick K. Stearns, of Frederick Stearns & Co., Detroit, who was in New York last week negotiating with Walter Damrosch for "a musical Detroit," is anxious to establish an orchestra society there for the purpose of giving the city a series of high-class orchestral concerts. Mr. Stearns addressed letters to a number of prominent men in Detroit, asking their co-operation in his scheme.

He proposes that about one hundred citizens guarantee $100 each toward any deficit that might occur. He would then be willing to go ahead with his plan, financing it himself, if necessary. Mr. Stearns believes that it would not be necessary to put up any money at first, as the advance sale of season tickets would furnish sufficient funds to start the undertaking.

In all this Mr. Stearns has a purely philanthropic and educational interest. He says:

"We cannot start an orchestra of our own—that is just yet; we cannot, all of us, go to Chicago, Pittsburg or Cincinnati to hear their splendid orchestras whenever we might feel like it, but I believe that we can bring these organizations to Detroit, if I can interest enough citizens who love good music or are endowed with sufficient civic pride to warrant me in undertaking a purely educational scheme of this kind."

SUE FOR HORSES' DEATH.

Suit has been brought by L. Laflin Kellogg and his son, McIntosh Kellogg, to recover $1,533.50 from Harry S. Kovar, a druggist, on account of the death of two horses belonging to the Kelloggs, in 1902.

The plaintiffs say that on September 13 of that year, when the horses were in poor condition, they sent their coachman to Kover's store for a quart of linseed oil with a few drops of turpentine in it. The coachman came back with the bottle, which he said the druggist had filled. The horses were given a dose of the mixture and died. The Kelloggs allege the druggist filled the bottle with boiled oil, which is a poison. Mr. Kovar denies this and says he is not to blame.

RED CROSS AS TRADE MARK.

Editor The Pharmaceutical Era:

You state in your issue of May 25th last, page 583, under "Red Cross Case Completed": "The defense of Seabury & Johnson is that Johnson was formerly a member of their concern, and originated the red cross as a trade mark. . . ." an assertion that is absolutely untrue. The statement as printed by you is decidedly misleading, and not at all in conformity with facts. The Red Cross trade mark used by Seabury & Johnson was originated and designed by myself alone and used by Seabury & Johnson before Johnson & Johnson were in existence as has been abundantly proven in this litigation; no other person had any part in creating the application.

I therefore ask you to give this correction the same prominent publicity that you gave to the erroneous statement printed in your last issue. Yours truly,

GEORGE J. SEABURY,
President Seabury & Johnson.

NO BOYCOTT.

McKesson & Robbins Do Not Think They Are Being Blacklisted.

NOTHING NEW IN THE SITUATION, JUST NEWSPAPER TALK, THEY SAY. DO NOT CONSIDER THE LOVELAND SHIPMENT EXCESSIVE.—TROUBLE WITH SHARP & DOHME HAS BEEN ADJUSTED.

Wild rumors were circulated last week about a boycott declared by the N. A. R. D. against the manufacturers and jobbers who insisted on selling to cutters. The basis of the long accounts printed in the daily papers was the trouble which McKesson & Robbins had with the Peruna Company, coupled with the statement that Sharp & Dohme had been cut off. The latter misunderstanding was satisfactorily adjusted on Saturday.

"Do you feel that you are the victim of a boycott?" Mr. G. C. McKesson was asked by an Era reporter on Monday.

Mr. McKesson smiled and replied: "No, I do not."

"Is your business being injured?" he was asked.

Mr. McKesson replied in the negative.

In an interview in a daily newspaper, Mr. McKesson was quoted as saying:

"I am informed that our firm has been placed upon the cut-off list, but we have not been notified officially and will not be, for the association, while powerful, has no tangible official existence. Nevertheless it counts thirty thousand members, with paid agents scattered all over the country.

"What the charges against us are we do not know and have no means of finding out. The cut-off, or blacklist, formerly was published in the N. A. R. D. Notes, which is supposed to be the official organ of the association, although no responsible editors or publishers have ever been found. The government got hot on their trail, however, and the work of disseminating the cut-off list was turned over to a concern called the Roanoke Mercantile Agency of Chicago, which, I understand, has no corporate existence.

"Just what the effect will be upon our business we cannot tell until it has been in force long enough for us to get reports from our traveling salesmen and to tabulate our house orders. It stands to reason, though, that our business will be very seriously injured.

"The methods of the N. A. R. D. are very mysterious; they must be so to escape prosecution by the government for violating the laws relating to boycotts and other acts in restraint of trade. We have carefully complied with all the rules laid down by the association and are at a loss to understand why we have been blacklisted."

In reply to a question Mr. McKesson stated that the interview as reported above was substantially correct.

"But there is nothing new about the situation," he maintained. "It has only just reached the papers and they are working it up. That is all."

Speaking of the Loveland shipment and the published statements that his firm was wrong in sending an excessive amount of Peruna, Mr. McKesson said:

"I have explained all that already. The fact that Loveland was on the retail and not on the wholesale list makes no difference. His letterhead showed that he dealt at wholesale as well as retail. We sent the Peruna one car-load at a time—300 dozen. What is 300 to a wholesaler? He knows that the more he buys the less it costs him proportionately. It is perfectly legitimate for anybody, wholesaler or retailer, to save as much money as he can."

One of the most prominent and best informed wholesale druggists in this city," according to one newspaper account, is quoted as saying:

"So far none of the facts relative to the McKesson & Robbins trouble has been made public—and probably none ever will be. If this concern had announced publicly when they first learned that they were on the cut-off list that they could prove to the trade that they had broken no agreements, verbal or otherwise, entered into with retailers and manufacturers, that they were not in sympathy with the methods of the N. A. R. D. and that they would fight the boycott in the open, I know that they would have had the support of practically every wholesale drug house in this city.

"It is well known that I am opposed to the principles of the N. A. R. D. There are many other drug men who feel as I do, and the time is ripe for a change in business methods."

Col. J. B. Duble made this statement:

"All this talk of a boycott is sheer nonsense. There is no such thing as a boycott against the jobbing houses. The retailers have simply lost faith in McKesson & Robbins as friends who had promised to stand by them against the cutters, and naturally refuse to buy any goods from a house which is injuring their business. It is a purley business proposition.

"McKesson & Robbins are now unable to get Pierce goods, Peruna, Laxative Bromo-Quinine or Swamp Root. They are beginning to realize that they cannot remain friends with the retailers when at the same time they are selling goods to cutters who will demoralize the legitimate business. In this every druggist acts for himself. The N. A. R. D. has nothing to do with it."

PASSED WESTERN BRANCH.

At a meeting of the Western Branch of the New York State Board of Pharmacy, held at Niagara Falls, May 25, the following were granted licenses on the examination held at Buffalo, May 17: Pharmacists, Anthony A. Dabrowski, Buffalo; Albert J. Iten, Buffalo; M. Frank H. Kenny, Auburn; Ernest Lambert, Theresa; James A. McGarr, Buffalo; Hubbard J. Meyers, Buffalo; William G. Overocker, Clyde; Howard A. Stover, Trumansburg; Thomas E. Tefft, Belmont; Arthur C. Wallis, Niagara Falls. Druggists, Victor H. Bargar, Buffalo; Charles A. Jeffers, Buffalo; Harry G. Jewett, Buffalo; Louis A. Kaiser, Buffalo; Benjamin F. Miles, Buffalo; Charles H. Pusback, Salamanca, N. Y.; Willard H. Vincent, Buffalo; Fred J. Rice, Buffalo.

The Erie County Pharmaceutical Association has called a meeting of the druggists and pharmacists of the Western Section at 3 p. m., on Wednesday, June 7, at the Buffalo College of Pharmacy, for the purpose of electing a member to the State Board of Pharmacy to succeed A. M. Palmer, of Olean, whose term of office expires December 31, 1905.

SLOT 'PHONES WANTED.

N. Y. R. D. A. Will Ask Other Associations to Join in Fight.

A fight to have slot machine telephones installed in Manhattan was inaugurated last Friday night by the New York Retail Druggists' Association, at their regular monthly meeting. The question was brought up by Charles Bernstein and considerable discussion followed, as a result of which a committee of three was appointed to arrange a joint conference with the other associations and then demand of the telephone company that only slot 'phones be installed in drug stores. A committee on press was also appointed, to use moral suasion with the newspapers that are constantly attacking druggists.

Dr. George C. Diekman was endorsed as candidate for the Board of Pharmacy, and three members were chosen to represent the association at the New York College on June 15.

Delegates to the convention of the New York State Pharmaceutical Association were chosen as follows: Charles Bernstein, Joseph Beck, Dr. W. Tulch, A. Segall, Wm. S. Sindey, Peter Diamond, J. Weinstein, I. Mishkin, I. Mitchell, M. Dlugasch.

BOARD ELECTION, JUNE 15.

The following notice of election was sent last week by the Board of Pharmacy to twelve associations in the Eastern Branch:

"In accordance with subdivision 4, section 190 of the pharmacy law, you are hereby notified that an election will be held on Thursday, June 15, 1905, from 9 a. m. to 4 p. m., at the College of Pharmacy of the City of New York, 115 West Sixty-eighth street, Manhattan, for the purpose of electing a member for the Eastern Branch of the State Board of Pharmacy of the State of New York, in place of George C. Diekman, whose term of office will expire December 31, 1905."

It will be noticed that no mention is made of any requirement as to citizenship, the question which created such a row a year ago.

"I regard that question as having been settled last year," said Dr. Diekman, "and I do not believe it will be brought up again."

The twelve associations which received notice of the election are, New York State Ph. A., Manhattan Ph. A., German Apothecaries' Society, New York Retail Druggists' Association, Interborough Ph. A., Italian Ph. A., N. Y. Pharmaceutical Clerks' Association, Drug Clerks' Circle, Westchester Ph. A., Kings County Pharmaceutical Society, Bushwick Ph. A., Queens County Ph. A.

The candidacy of Dr. Diekman to succeed himself has not developed any opposition. There are strong probabilities that he will be unanimously elected.

OLD TIME DRUGGIST DEAD.

Altoona, Pa., May 29.—George W. Kessler, eighty years old, who established the first drug store in this city, is dead. He had been a leading citizen for many years. He leaves a widow, one daughter and two sons.

A. B. C.'S PENNSYLVANIA TOUR.

The Pennsylvania tour of the A. B. C. proved to be an unqualified success and the members participating enjoyed it thoroughly. On May 25 the party composed of Mr. and Mrs. Geo. Stolzenburg, George Leinecker, Wm. F. Traeger and S. Faber, took the 7:25 a. m. Lehigh Valley train for Mauch Chunk, arriving there 11:20 a. m., where they were received by Alonzo P. Blakslee, proprietor of the Mauch Chunk Pharmacy, and also General Manager of the celebrated Switchback Railroad. Mr. Blakslee fairly overpowered the party by his hospitality, first taking them to the Mohegan Club for refreshments, and then going with them over the Switchback Railroad. At Summit, the party reluctantly said good-bye and rode on their wheels through the coal country of Tamaqua, where a stop was made for dinner at Wenzel's Hotel.

After a hearty dinner, the ride was resumed, 32 miles through the valley of the Little Schuylkill, passing innumerable coal mines, winding in and out through dense glades of mountain laurel and rhododendrons. At times the mountain roads were very poor, and then riding between the tracks of the Philadelphia & Reading R.R. was tried. This was fairly smooth and good, and while thus avoiding the many long hills, it also had the drawback that a constant watch had to be kept for trains and every mile or so a trestle had to be crossed by walking on the ties and carrying the wheels on the back. This, however, only served as a little variety. In Hamburg excellent quarters were provided at Matten's Hotel, where H. G. Ramsperger joined the party. Early next morning, May 26, the party rode on the towpath of the Schuylkill Canal to Leesport, and then on the turnpike to Reading. A stop was made there for a few hours, to have dinner and a trolley ride up and around Neversink Mountain. The railroad was used as far as Phoenixville, and then the party wheeled to historic Valley Forge, and put up for the night in the Washington Inn, which in 1778 was the headquarters hospital.

Early in the morning of May 27, the party were joined by Messrs. Wm. McIntyre and Wm. Hoch, of Philadelphia, members of the Philadelphia Doctors and Druggists' Bicycle Club, who came to escort the A. B. C. into Philadelphia. The 26 miles were covered in time to take dinner at the Belmont Mansion in Belmont Park, after which a brief visit was made to the Baldwin Locomotive Works in order to visit John P. Faber, son of S. Faber. The evening was spent in Willow Grove. Early Sunday morning the ride was resumed towards New York, Mr. McIntyre escorting the party as far as Trenton, where an excellent dinner was served at the American House.

ATTACKED IN HIS STORE.

August Zeller, a druggist at 940 Summit avenue, Jersey City, was assaulted Sunday night, while alone in his store, by a poorly-dressed man, who asked for toothache drops. As Zeller turned to get the bottle, the man drew a revolver and demanded money. Zeller hurled the bottle at the robber, who grappled with the druggist, and after striking him several blows on the head, escaped.

GOVERNOR HEARS DRUGGISTS.

Good Arguments, But Tax Probably Will Be Repealed.

Governor Higgins gave a hearing at Albany, last Thursday, on the Raines liquor bill, doing away with the stamp tax for druggists. There were present William C. Anderson, president of the State Ph. A.; William Muir, representing the Kings County Ph. Soc., as well as the State association; J. A. Lockie, of the Erie County Ph. A.; W. B. Bissell, Syracuse D. A.; John Hurley, Herkimer Co. Ph. A.; A. C. Searles, Manhattan Ph. A.; Mr. Jennings, Cortland County Ph. A.; Warren L. Bradt and George E. Thorpe, members of the Legislative Committee of the State association.

Although the representatives had little hope of influencing the governor not to sign the bill, some good arguments were advanced. Some of the points brought up were, that the stamp tax was never intended as a revenue getter, that it was not a relief for the pharmacists of this State, but a measure intended to amend the original excise law so as to give relief to the sick who use the liquor as a medicine.

Under the stamp law, it was shown, pharmacists do not and never can do a business that will interfere with the general intent of the excise law. Another point was that the penalty for violation was much too severe.

FRAUD ORDERS ISSUED.

Postmaster George H. Roberts, Jr., has been ordered not to deliver any mail matter received for the following concerns: Calol Drug Company, the Ward Jewelry Company, the Ward Manufacturing Company, the Edwards Manufacturing Company, the Laxal Drug Company, the Laxol Drug Company, the Swift Chemical Company, the Best Chemical Company, the Court Company and the Brooklyn Supply Company. These have been pronounced fraudulent by the Post Office Department, and steps will be taken at once to prevent their further operation.

CENSUS PROTEST ADOPTED.

The Board of Trade and Transportation last Wednesday unanimously adopted the resolutions presented by the Drug Trade Section, protesting against the methods of the Bureau of the Census in demanding information of a private character from manufacturers. Mr. J. L. Hopkins, in introducing the resolution, declared that the information demanded could be of no use to any one. The general sentiment of the members on the subject was that the questions were inquisitorial.

BOWLERS END SEASON.

The Friday Bowling Club closed its season last Friday afternoon with one of the jolliest meetings ever held by that fun-loving organization. Outside of the regular play, a special feature was the presentation of a fine cut glass bowl to George Rieffiin, the secretary and treasurer, as a mark of appreciation for his excellent services during the past year. Mr. Rieffiin has been secretary for the past five years. The presentation speech was made by Hugo Kantrowitz and Mr. Rieffiin replied gracefully. The club does not meet again until September.

R. D. B. A. SHUTS DOWN.

The Retail Druggists' Bowling Association rolled the final games of the season, last Friday evening, at the Broadway arcade alleys. R. H. Timmerman was awarded the medal for the highest average for the season. Although Mr. Schweinfurth had a higher score, he was disqualified, as he did not roll the requisite two-thirds of the total number of games. The medal for best improvement went to S. F. Haddad. Following are the averages for the season: Schweinfurth, 158 43-71; Timmerman, 157 76-109; Hitchcock, 157 63-110; De Zeller, 156 66-92; Grube, 155 68-74; Haddad, 149 99-115; White, 148 4-55; Weiss, 146 8-32; Reeder, 135 11-75; Boeddiker, 134 5-51; Heinemann, 131 39-42; Pringle, 130 55-103; Dauscha, 130 27-66; Wichelns, 119 24-31.

VERSED IN ART OF FLIMFLAMMING.

Rochester, May 29.—The police have in custody two young men who they believe are somewhat versed in the art of flimflamming. The two visited several stores and in each case bought some trifle and handing a $20 bill in payment; when the change was laid down for them, one of the two would find some small change and tender this in payment and when the $20 bill was returned one of the men would attempt to get away with some of the change. The police were notified and located them near Houghton's drug store, corner of West avenue and Brown street. The two had just left there and Mr. Houghton had informed the police. Both were taken back to the drug store and identified there. The men gave their names as Henry Martin and John Thomas, of Wheeling, W. Va. The case was adjourned until later.

LUELYTIC SERUM CO. SUIT.

Trenton, May 27.—George I. Buxton, of Norwalk, Conn., and Dr. Justin DeLisle, of New York, have applied in the New Jersey Court of Chancery for the appointment of a receiver for the Luelytic Serum Company, of 500 Fifth avenue, New York. The company has laboratories in New Rochelle.

The petitioners ask for the removal of James W. Maples, president of the company, on the ground that he has mismanaged the funds. They also say the company is insolvent.

DEATH OF W. J. HUNTLEY.

Lockport, May 26.—Willis J. Huntley, who for many years conducted a drug store on Main street in this city, died last week, at Redlands, Cal., where he had gone for his health, about three years ago.

Mr. Huntley was married in 1877, to Mary Elizabeth Ralston, daughter of Alexander Ralston, in whose drug store he clerked. He is survived by his widow and two daughters.

DRUGGIST STONED IN AUTO.

Stamford, Conn., May 25.—John K. Lawrence, a well-known druggist here, was driving in his automobile along Canal street, when some boys began throwing stones at him. He jumped out, caught one of the urchins and was thrashing him, when a gang of Italian women surrounded the druggist and started to attack him. Mr. Lawrence hastily beat a retreat.

DEATH OF AI WILLOUGHBY.

Plymouth, N. H., May 27.—Ai Willoughby, of the drug firm of E. B. Mann & Co., died at his residence in Woodsville, last week. He had been ill for several months with Bright's disease. Mr. Willoughby was born in 1851. In 1889 he purchased the interest of George S. Cummings in the firm of E. B. Mann & Co., druggists and dealers in paints, oils and stationery.

Mr. Willoughby was a prominent Odd Fellow. He was twice married and leaves a widow.

ROCHESTER NOTES.

—The drug-buying public is greatly interested and exercised over a rate war on Liquozone, which threatens to disturb the peace and tranquility of the drug trade in this city.

—William T. McBay is returning from a trip to Canada, where he has been for the past three weeks for the benefit of his health. Mr. McBay will visit Hamilton, Winnipeg, Minneapolis, St. Paul and Buffalo on his return trip.

—Many and unique were the Memorial Day decorations of the Rochester druggists. Flags and bunting were used to a large extent, but in such a clever manner by most of the pharmacists that the effect was quite striking and original in most cases.

—Frank Barber, of the '07 class of the Hahnemann Medical College, Philadelphia, Pa., is with William T. McBay, 330 Monroe avenue. Mr. Barber will do relief work in this city until the opening of the fall term, when he will return to college.

NEW JERSEY'S COMING MEETING.

Atlantic City, N. J., May 27.—Extensive preparations are being made here for the thirty-fifth annual meeting of the New Jersey Ph. A., to be held at the Hotel Islesworth, June 14 and 15. The local committee consists of William F. Ridgway, M.D., A. D. Cuskaden, M.D., H. H. Deakyne, M.D., G. M. H. Demer and W. C. Westcott. Special rates have been secured at the Islesworth, and a number of entertainment features have been provided. Interesting papers have been promised and a prize is offered to the author of the paper deserving the most merit. The membership committee hopes that this will be the "banner year" in point of members.

It is expected that considerable discussion will develop on the proposed amendment to the constitution providing that manufacturers, wholesalers and traveling men who call on the retail trade, may become associate members, with all the privileges except voting and holding office.

NORTH CAROLINA B. P.

The next meeting of the North Carolina Board of Pharmacy, for the examination of applicants to practice pharmacy, will be held in the Atlantic Hotel, Morehead City, Tuesday, June 20, at 9 o'clock, a. m. All candidates who expect to take the examination will please notify the secretary at least one week before the meeting. F. W. Hancock, secretary, Oxford, N. C.

IMPORTANT DECISION.

Sale of Adulterated Wines Not a Violation of Pure Food Laws.

Philadelphia, May 29.—Druggists in this State who feared that eventually they would be visited by agents for the Pure Food Department, received with interest this week the announcement of the decision of the Supreme Court of this city, reversing the Superior Court in the case of Commonwealth against Kebort, a Crawford County hotel man, convicted of selling adulterated blackberry wine. This practically ends all the suits against liquor dealers, beer sellers and venders of spirituous and malt liquors. The Kebort case had been appealed after conviction, to the Superior Court, which affirmed the lower court and ordered him to be sentenced. He again appealed, this time to the Supreme Court, which reversed the Superior Court and decided that such liquors are not food or drink under the meaning of the law.

In the past two years, the Pure Food Department has collected as fines for selling adulterated liquor, $60,000, and has five hundred cases pending in the State, awaiting the decision of the Supreme Court. All of these must be dropped. In the cases that must be dropped, the evidence, it is said, was direct and the State will be the loser by about $25,000. Commissioner Warren had withheld further suits, pending the decision and in all there were about one thousand.

COLORADO PH. A.

The sixteenth annual meeting of the Colorado Pharmacal Association will be held at the Cliff House, Manitou, Col., June 20, 21 and 22. The entertainment committee has arranged an elaborate programme. The officers of the association expect this to be the most successful meeting ever held.

Special arrangements have been made with the hotel proprietors, whereby very low rates will be obtained. These rates will range from $2.50 to $4.00 per day. A railroad fare of a rate and one-fifth has been made on the certificate plan. The delegation from Denver and points north will leave at 9.30 on Tuesday, June 20. A special car for the accommodation of delegations will be attached to this train.

There is a valuable prize awaiting for the member who brings in the most members. A list of fifteen queries has been prepared, and an invitation extended to members to write a paper on each of these queries. They all have to do with some phase of the drug business, and the discussion which will result from the propounding of these queries cannot help but prove helpful to those who hear the papers read. A prize is offered for the best of each of these papers.

DRUG CO.'S NEW OFFICERS.

Salt Lake, May 27.—Stockholders in the W. A. Nelden Drug Company, at their annual meeting, elected as directors: Joseph Young, E. H. Airis, L. R. Martineau, L. L. Baumgarten and Mrs. W. A. Nelden. The officers elected were: President, Joseph Young; manager, John J. Judson; secretary and treasurer, Wayne G. Hemple.

The annual reports showed a gratifying increase in the business of the company.

CUTTERS SIGN PERUNA CONTRACT.

Baltimore, May 27. The cutters have not yet formed their organization to purchase goods at wholesale and distribute them among the membership, in opposition to the druggists who observe the established schedules. There appears to be a pronounced feeling of distrust among them, one not being satisfied that the other is not getting an undue advantage, and this feeling is brought out by the movement to establish the proposed company. On the other hand there are signs that the cutters and the rest of the druggists are coming closer together, a decided step having been taken this week, when all the cutters with one or two exceptions, these being the Messrs. Robinson, signed the contract of the Peruna Company, obligating themselves to sell Peruna at not less than 83 cents; and as far as this preparation is concerned, the war has been brought to a close.

The result is due chiefly to the efforts of H. S. Beckler, who has been at work for several weeks explaining the plan and otherwise smoothing the way to agreement. The outcome does great credit to his diplomacy and tact, he having succeeded in doing what others failed to accomplish. The closing formalities were attended to last Thursday, when the cutters met and appended their signatures to the contract.

MARYLAND PH. A.'S ANNUAL.

Baltimore, May 27.—The details of the arrangements for the annual meeting of the Maryland Ph. A., which will be held this year at Betterton, on the Eastern Shore, are rapidly taking shape, and the major part of the programme has been outlined. H. Lionel Meredith, of Hagerstown, was here this week in connection with the matter and conferred with the members of the committee of arrangements, of which J. Edwin Hengst is chairman.

The meeting will take place June 20, 21 and 22, and the business proceedings will be interspersed with diversions of various kinds. On the evening of the opening day there will be an informal reception to the members and their ladies. For Wednesday afternoon a crab feast has been arranged, and at night the party will take a sail on the bay, with or without moonshine, if it does not rain. Thursday afternoon a bowling and billiard contest for ladies and men is on the tapis, while at night the annual banquet will take place with its accompaniment of speeches.

There will, of course, be no lack of matters of scientific interest. A number of the members will read papers on topics of importance to druggists, and a large attendance is expected.

WHAT IS A DRUG STORE?

Baltimore, May 27.—The principle that when a man rents a store for use as a pharmacy he need not necessarily confine himself to the dispensing of medicines in order to comply with the terms of the lease was upheld in Circuit Court No. 2, last Thursday, when Judge Dennis signed a decree dismissing the suit of Mrs. Mary R. Hughes and her son, George S. Hughes, trustee, to prohibit Williamson & Watts from conducting a telephone exchange, express and post office business in their drug store at the southeast corner of Howard and Franklin streets. The plaintiffs contended that the addition of the three activities mentioned was a violation of the lease, the terms of the latter restricting the defendants to the drug business in its narrow sense. The lessors also sought to prevent the firm from using the cellar for divers purposes. The decree orders that the cellarway be unobstructed, and requires Mrs. Hughes and her son to pay the costs of the proceeding. The case was tried several days before. It was filed some time last winter. Williamson & Watts have another pharmacy on the northeast corner of Baltimore and Eutaw streets.

RESIGNS FROM BOARD.

Baltimore, May 27.—David R. Millard, secretary of the State Board of Pharmacy, sprung a surprise this week on his colleagues and the drug trade generally, by sending in his resignation as a member of the State Board of Pharmacy. The letter is now in the hands of Governor Warfield for action. Astonishment is all the greater because Mr. Millard was appointed only recently for the full term of five years, having completed a two-year term. That he was named again is taken as an indication that he desired the appointment or it would have gone to someone else. Persons acquainted with Mr. Millard's affairs, however, state that private business concerns prompted him to relinquish the post, which he filled to the entire satisfaction of the profession. His time will be much occupied in the near future with the fitting up and other details of his new pharmacy in the building on the old site of The Sun, southeast corner of Baltimore and South streets, which is nearing completion, he being a member of the firm of Morgan & Millard, the proprietors of the store. These demands, it is stated, are so extensive that it will be impossible for him to look after the duties of commissioner, hence his retirement.

RESIGNS FROM BOARD.

Baltimore, May 27.—The commencement of the National College of Pharmacy at Washington, D. C., took place at the Lafayette Theatre, last Thursday evening, and proved to be an event invested with much general interest. It was largely attended, and the exercises were of an engrossing character. The graduating class numbered thirteen and made an attractive spectacle, the members being appropriately gowned. After an overture, a waltz and a march dedicated to the class of 1905, played by an orchestra, Rev. Dr. John Lee Allison spoke an invocation, which was followed by the rendition of the evening song from "Tannhauser" as a 'cello solo, whereupon Dr. Harvey W. Wiley delivered the principal address, dwelling on the duties the graduates would be called upon to perform, and enjoining them in all situations of life to manifest the qualities of steadfastness and of high principle.

Dr. Henry E. Kalusowski, president of the college, conferred the degrees, and Mr. Matthew John Beistle delivered the valedictory. The benediction by Rev. Dr. Allison concluded the programme. All the graduates received handsome floral gifts from relatives and friends and several prizes were awarded, the first one going to Elmer Leonard Spittle. The other graduates were: Joseph Franklin Arth, Matthew John Beistle, Fred Burns Campbell, Albert Patton Clark, Bert Cuppernell, Robert George Harvey, Sylvern Laupheimer, John Clayborne Peacock, Said Tannus Samaha, Charles Clarence Small, Elijah White Tuitus and George Scott Webb.

The class officers were: Fred Burns Campbell, president; Charles Clarence Small, vice-president; John Calaiborne Peacock, secretary; Albert Patton Clark, treasurer. The executive committee included Messrs. Clark as chairman, Arth, Peacock, Titus and Webb.

LEFT AN ESTATE OF $157,000.

Baltimore, May 27.—The personal estate of the late Arthur Nattans, proprietor of the Read Chemical Company, is appraised at $157,659.01 in inventories filed in the Orphans' Court, yesterday. The total is made up of the following items: Property southeast corner of Lexington and Howard streets, $60,000; stocks, $43,225; household furniture, $1,804; cash, $32,357.79; debts due the estate, $20,182.22. The securities are made up of bank stock, 39 shares of the Read Drug and Chemical Company, worth $39,600, and four shares of the Emerson Drug Company, worth $880. Mr. Nattans, as stated at the time the will was filed, left a number of bequests to employes, consisting of the income of shares of the Read Company, which the beneficiaries were to enjoy only as long as they remained in the employ of the company. He was one of the most aggressive of cutters.

BALTIMORE NOTES.

—W. E. Hancock, representing the Keasbey & Mattison Company in this territory for some time past, has gone on an extended trip south, with his wife. J. L. Lyman, who was formerly with the Mulford Company, is taking his place temporarily.

—Among the June weddings will be those of two druggists, one being that of Leroy Oldham, connected with Gilpin, Langdon & Co., which is to take place June 3, and the other that of E. R. Downes, who ran for the city council at the last election.

—The Baltimore Drug Trade Duckpin League began work last Friday night. It had been intended to hold the contest at the Mount Holly Inn and to invite the ladies, but it was impossible to get four alleys there, and the club consequently split, some going to the Diamond and others to Schneider's.

BUILDING FOR DRUG CO.

New Orleans, May 29.—The I. L. Lyons Drug Company has purchased the three-story granite building at 510 Gravier street, for $11,000. It is understood that the company will tear down the old building and erect an eight-story pressed brick building in its place, to be used as a storehouse. The increasing business of the firm calls for increased facilities, and the work will be started without delay.

THE DOW SUIT.

Ohio Val. D. A. Appeals to Druggists to Assist Defendants.

Cincinnati, May 30.—The Ohio Valley D. A. treats in a sarcastic vein the suit of Miss Cora Dow, the cutter, against the association for $50,000 in this manner, through its monthly news bulletin:

The Ohio Valley Druggist Association, together with some of its members, and other associations, as well as the Cincinnati wholesalers, have been made defendants in a suit by Cora Dow Goode, a druggist of Cincinnati, who in her petition claims to do the largest drug business in this city.

There are many mean things charged against the defendants, and Cincinnati druggists generally will no doubt be surprised to know of the very bad men in their ranks.

While plaintiff's petition does not exactly present matters in the following light, it would nevertheless appear that the most serious objection found is that the defendants are trying to make an honest living for themselves or their respective members. Just why this should be deemed so very objectionable will have to develop at the trial of the cause, and we will take pleasure to make a full report at that time.

Meanwhile it is not to be denied that, owing to the resources of the plaintiff, a great effort will be made in order to prove our desire for an honest living unlawful. It is, therefore, the bounden duty of every legitimate druggist in this vicinity to give his best possible assistance and encouragement to the gentlemen who will have to bear the greatest part of this burden.

SECURES AN INJUNCTION.

Cincinnati, May 30.—Attorney George Hoadley, Jr., of this city, secured an injunction in the United States Courts at Cattletsburg, Ky., last week, restraining W. F. Stock, of that place, from pirating patent medicines. Stock, it is alleged, had been buying up old bottles with the name of a Cincinnati manufacturer stamped thereon and refilling them with a preparation of his own.

ASSOCIATION ELECTS OFFICERS

Springfield, O., May 30.—The State Association of Physicians, Surgeons, Dentists and Pharmacists met in annual convention here last week. New officers were chosen as follows: President, Dr. T. W. Barton, Springfield; vice-president, J. C. Dickerson, Cleveland; secretary, C. W. Gordon, Springfield, and treasurer, Dr. Wm. Woodlin, of Columbus.

COCAINE CASE DISCUSSED.

Columbus, O., May 30.—The efforts of the police department to check the alleged promiscuous sale of cocaine were blocked last week by Police Court Judge Wildermuth. R. W. Williams, a Chestnut street druggist, was dismissed on the ground that he had not sold cocaine, but instead, salts of cocaine and that therefore there was no violation of the law. The evidence in the case showed that the cocaine was treated with an acid, which caused a reaction and it was not a compound. Judge Wildermuth held that when chemicals were added to anything which caused a reaction, each article lost its identity. It was the intention of the prosecutor to obtain additional warrants, providing a conviction was secured in Williams' case. New affidavits will be filed.

WILL SEND DELEGATES.

Cincinnati, May 30.—The O. Val. D. A. has decided to send five delegates to the O. S. Ph. A. annual meeting, to be held at Cedar Point, June 20-23. The Board of Control will meet next week and select representatives. A large body of druggists from this city have arranged to attend the convention.

OHIO HAPPENINGS.

—Fred Boss, of Avondale, a Cincinnati suburb, and George Eggers, of Central avenue, have installed new soda fountains.

—M. J. Welsh has sold his store at Seventh and Linn streets, Cincinnati, to Leo Nelson, and purchased Emil Zorn's establishment at Twelfth and Elm streets.

—The Ohio Valley D. A. has decided on Hartman's Grove, about twenty miles from Cincinnati, as the place for its picnic, this season. The Entertainment Committee has set the date Tuesday, July 18.

—The Glenn S. Freeman Co., of Lagrange, has been incorporated to do a general business, with a capital of $25,000, by Glenn S. Freeman, B. L. Wilkins, D. C. Deutschel, C. B. White and Robert E. Carr.

—Louis P. Ohlinger and J. R. Zimmerman, of Wooster, who, until a few months ago, conducted a drug business, are to plead guilty to a number of indictments against them for allegedly wrecking the Wooster National Bank.

—The Morrow Drug Co., Incorporated, with a capitalization of $10,000, will conduct a retail store at Springfield. The incorporators were John Morrow, John N. Garver, George C. Lynch, W. W. Whitmayer and Roger N. Smith.

—Edward W. Crother, who for years conducted a store at Seventh and Mound streets, Cincinnati, died at the age of sixty years. When the store was built the fixtures were conceded to be the handsomest west of New York. He left $60,000 to his wife.

WARRANTS FOR DRUGGISTS.

Chicago, May 29.—Warrants have been issued for five druggists who are charged with selling adulterated drugs and against whom indictments have been found. The men who were indicted are: Edward A. Kuehmsted, 6,323 Imgleside avenue, 13 indictments; J. N. Levy, Wychmere Hotel, Eighteenth street and Indiana avenue, five indictments; W. G. Nay, 1,452 Fulton street, two indictments; G. Ephrian, 477 Ogden avenue, two indictments; Burtis D. McCann, No. 6,113 Indiana avenue, two indictments. Levy was arrested and promptly gave bonds for his appearance in court. The first raid made by the police in connection with these indictments was last October. About two weeks ago complaints began coming in from druggists that they were again being defrauded, and the police renewed the crusade.

ILLINOIS PH. A. PROGRAMME.

Chicago, May 19.—At a recent meeting at the Chicago Drug Trade Club, the following resolution was passed:

Resolved, That we, the entertainment committee of the Illinois Pharmaceutical Travelers' Association with the auxiliary committees of the Illinois Pharmaceutical Association, Chicago R. D. A., Chicago Drug Trade Club, and Social Drug Club, respectfully request the assistance of the pharmaceutical journals in advertising the twenty-sixth annual convention of the Illinois Ph. A., to be held in Chicago, August 22 to 24; and that we hereby extend our cordial appreciation of the assistance already rendered by the pharmaceutical press of the country.

In accordance with the above resolution, the joint committees have prepared the following announcement:

"There is nothing too good for us," is the best way to express the attitude of the entertainment committee of the Illinois Pharmaceutical Travelers' Association toward the twenty-sixth annual meeting of the Illinois Ph. A., to be held in Chicago, August 22 to 24.

This is the travelers' third appearance in the role of entertainers. They are bending every energy toward making this meeting the best ever held in any State. How does the following look for a programme?

August 22d, a. m.—Business session.

August 22d, p. m.—Business session.

Evening—Informal reception to the president, followed by an informal dance.

August 23d, a. m.—Business session.

August 23d, p. m.—Athletic programme consisting of various contests and sports which very likely will be held in some athletic field near Chicago.

Evening—Vaudeville.

August 24th—Boat ride on the lake and shore dinner.

Evening—Banquet and speech-making.

During intervals between the above events, other entertainment features will be provided, which will likely include a trip to White City, Chicago's new Coney Island.

It must also be remembered that the ladies' auxiliary proposes to keep the fair sex busy during the business meetings.

The guests will be admitted to the various entertainment features on coupons, a book of which will be sold each visitor at a nominal price. Several hundred dollars in cash and about eight hundred dollars' worth of prizes are already in the hands of the entertainment committee.

If you can't come—to the meeting—don't telephone—come anyway. Be proud of the opportunity. Bring your wife and children, or sweetheart, and two extra collars. Wear a negligee shirt and a smile. When we get through with you it won't come off.

Yours fraternally,

THE ENTERTAINMENT COMMITTEE.

P. S.—It is the smile that won't come off.

CHICAGO SOCIAL DRUG CLUB.

Chicago, May 27.—At a largely attended meeting of the Social Drug Club, last Monday, in the parlors of the Sherman House, J. M. Schwalbe was elected financial secretary and John Krone, sergeant-at-arms. Mr. Krone is the 300 pound champion of the club and it was particu-

larly fitting that he should be chosen to maintain order. A large number of applications for membership was received.

After the business session there was a social hour. Prof. Stitzel played the piano, and some of the musically inclined members demonstrated that they could sing. Sandwiches and the amber fluid which made Milwaukee famous, were served.

L. A. J. Horlick, of Racine, addressed the members. He complimented the club upon its aim, and especially upon its social features. His interest in another bowl enabled him for the time to forget malted milk.

The entertainment committee was instructed to arrange for a picnic to take place July 10.

CHICAGO VETERANS CELEBRATE.

Chicago, May 23. The annual meeting of the Chicago Veteran Druggists' Association on May 22 will go down in history as "Ebert Day," and inasmuch as Mr. Ebert instigated Mr. Jamieson to call the old druggists together, the May meeting will hereafter be known as "Ebert Day."

President Biroth read an address which was ordered printed and distributed to the members. Next came Historian Ebert's report. Secretary Bodemann called attention to the fact that the services of our historian were not adequately recognized. Having submitted this report to the officers a few weeks ago, a handsome loving cup has been selected, duly engraved with words of recognition on one side and the association motto on the other. This was presented to Mr. Ebert in a touching speech by President Biroth. For once the valiant, gallant plumed Knight was nonplussed. He was overcome and begged to be excused from speaking. The cup was filled with Haut Sauterne.

Starting with Ebert it made the rounds and the historian was toasted as each man partook. Altogether this was a scene never to be forgotten.

The new officers elected were: Louis Woltersdorf, president; M. Krembs, vice-president. The rest of the officers were re-elected, viz.: Wm. Bodemann, secretary; John Blockl, corresponding secretary; Albert E. Ebert, historian. O. F. Fuller and H. B. Penton were elected associate members.

INDIANA ITEMS.

—At Shelburn, George Lyons has started a new store with a new stock.

N. W. Mendenhall, formerly of Fairmount, has bought the drug store of J. D. Sourwine, at Brazil.

—The store of Thomas E. Collins, a well-known druggist of Indiana avenue, Indianapolis, is now being successfully operated by his widow.

—At Rushville, John B. Wehrle has sold his drug store to Thomas W. Lytle. Immediately following this sale, Mr. Lytle bought the drug store of Walter B. Kessens, at Anderson.

—The store of Robert Lostetter, who died suddenly, at Irvington, a suburb of Indianapolis, being found dead in the basement of his store, from apoplexy caused by over-work, has been sold by his widow to L. M. Green, of Rushville.

DRUGGIST'S SUDDEN DEATH

Detroit, May 30. "Never felt better in my life." With these words on his lips, Charles Herfurth, a druggist employed in the pharmacy of William G. Sieg, at 1795 Michigan avenue, toppled over on the floor, dead. He had just finished a waltz with his sweetheart, and was answering the inquiry of a passing couple. Herfurth had journeyed from his home at the east side of the city to Daniels' hall, on the west side, to spend the evening at a private dancing party.

After the waltz the pair sat together for a moment and indulged in low-toned conversation. He laughed gaily at some remark that his companion made and arose from his seat. It was at this moment that the couple who addressed him passed, and as soon as he answered them, he fell. His sweetheart uttered a scream and fell across his prostrate body. Friends rushed up to find him dead, with the smile still lingering on his face.

Herfurth was twenty-six years old, and to all appearance, physicially sound. He had not danced excessively. He was the son of Mary Herfurth, a widow, and the funeral was held from his late home, 397 Field avenue, last Saturday.

Drug Clerks Organize.

Grand Rapids, May 27. The Retail Drug Clerks' Association of this city has been formed with charter membership of forty. This is the first organization of the kind here, and it starts out with fine prospects for the future. The first meeting was held at the offices of the Hazeltine & Perkins Drug Co., and officers were elected as follows: President, George H. West; vice-president, I. E. Pettit; secretary, N. D. Torbeson; assistant secretary, W. T. Glimm; treasurer, James Beukema. Both registered and assistant pharmacists are eligible to membership. Meetings are held fortnightly, opening at 10 p. m. Mr. West, the energetic president, is manager of Henry Riechel's branch store, at Fourth and Stocking streets.

SUPPOSED INCENDIARY FIRE.

Whitehall, Mich., May 27. What is supposed to have been an incendiary fire damaged the drug stock of Bastian Meinhaidi $1,200, and did a $1,000 damage to the building which was occupied by the drug store, and which was owned by E. T. Slocum. There was $500 insurance on the drug stock.

The blaze began in another building and spread to the drug store. There is hardly any doubt that the fire was of incendiary origin. This is only one of many fires which have occurred here within the past few months, and which had a suspicious appearance.

MICHIGAN NOTES.

—Percy Lewis succeeds Warman Bros., at Benton Harbor.

The Crow Drug Store, at South Haven, is now known as the City Store.

—C. W. Cook, of Greenville, will remove his drug [illegible] to the Mellermond block, on the opposite side of the street.

W. W. Meier, of Kalkaska, has entered into partnership with Mr. Mulholland, at Reed City, and the pair will make a strong drug team.

—Robbers broke into the store of the Detroit Drug Co. and made away with $45 in cash and a lot of valuable sundries. They effected an entrance by sliding down the ice chute into the cellar.

—Edward A. Blackmar, of Saginaw, has purchased Kinsman Bros.' store, at Charlotte, and will remove to that city. Frank T. Gillespie & Co. succeed the Howard & Pearl Drug Co., at St. Joseph.

—Horace McDonald, of Decatur, has bought the stock of Albert Globinski, in the American Drug Co., of Traverse City, and will succeed him as secretary and general manager of the business.

—Isaac Dowsett has reopened the drug store at 110 Calhoun street, Battle Creek, formerly run by Claude C. Jones. Mr. Jones will soon reopen the C. E. Humphrey store, operating the same in his own name.

—The Central Drug Co., of Detroit, has leased a four-story building in Monroe street, Grand Rapids, now occupied temporarily by the Grand Rapids National Bank, and will open a large and handsome store there.

—Dr. F. M. Gier, of Hillsdale, has entered into a fifty-year contract with Parke, Davis & Co., by which the big drug house takes entire charge of the sale of Abilena water. Dr. Gier is president of the Abilena Company.

—Stanley E. Parkill, who is serving a second term as mayor of Owosso, and is one of the most prominent druggists of the State, is being seriously considered in political circles as a candidate for governor on the Democratic ticket, two years hence.

—M. Van Alstyne, formerly of Manchester, Iowa, has opened a store at South Haven. J. R. Schoonmaker has sold his business at Plainwell to the Miller Drug Co., composed of John Miller, of Monroe, and Anthony Miller, of Paw Paw. Elmer A. Anderson, of Cadillac, has bought the City Drug Store, St. Clare.

Dr. N. A. Goodwin, for a number of years State representative for Eli Lily & Co., and for the past year with Wm. R. Warner & Co., has bought the Wm. Buyer store, at Harwood, and will engage in pharmacy and medical practice. Alton Nye will open a first-class store at Lake Odessa, about July 1.

A Grand Rapids newspaper is running a series of half tone cuts of business men of western Michigan, who typify the spirit of hustle, and Alderman and Druggist Geo. E. Eckel, manager of the Eckel Drug Co., of Petoskey, appeared in a recent number, together with a very complimentary notice. Mr. Eckel also has a half interest in the R. T. Bower Drug Co., of Detroit.

—W. A. Gaines & Co., whisky distillers of Frankfort, Ky., have started three suits in the United States Circuit Court, at Grand Rapids, claiming infringement of rights by the use of registered trade marks without permission. One suit is brought against the Hazeltine & Perkins Drug Co., the question at issue in this case being the use of "Old Crow" as a trade mark.

BOARD WILL NOT DROP CASE.

Now After the Real Proprietor, Determined to Protect Legitimate Pharmacists.

St. Paul, Minn., May 26.—It seems that full justice was not done in this correspondence to the Minnesota State Board of Pharmacy in the matter of the prosecutions at Stewartsville. The Board, it is learned, has not by any means abandoned that fight. It has finally got tab on the real proprietor of the Cash Supply Store, whose two women clerks were arrested on the charge of selling strychnine contrary to law. One of the women, as The Era has already set forth, was tried and acquitted and the Board dropped the case against the other. This was for the reason that no conviction could have been possible, the jurors being too gallant to find a verdict against women, and thereby, as they felt, injure their reputations.

The Era stated that counsel for the accused women made the point that as the seals of the strychnine packages sold the Board's detective, at the store, were unbroken, the State could not prove they really contained the poison. It transpires that when the Board offered to prove the contents of the packages to be strychnine by chemical analysis in court, the challenge was not accepted and the sales of the poison were admitted. B. W. Moore, whom the Board next prosecuted in vain, proved not to be the proprietor, who, it has since been found, is James Anderson. This is said to be Anderson's second offense and the Board expects to "sock it" to him. It will take the case to the district court, where, it is confidently expected, the court will instruct the jury to find for the Board. The latter has thus far spent $300 in prosecuting these cases and naturally does not purpose to "lay down."

An instructed verdict for the State is apparently the only thing possible to be done, the sales of the poison having been admitted and the law forbidding such sales except by a registered pharmacist, and none such was employed at the Stewartsville store. The Board of Pharmacy is acting with commendable energy in this case, being inspired only by a determination to protect the legitimate pharmacists of the State, who are regularly paying fees to the Board for just such protection.

NOW ELIEL-JERMAN DRUG CO.

Minneapolis, Minn., May 27.—One of the most important changes that ever took place in the drug trade of this city has just been announced. The Lyman-Eliel Co. has been reorganized. George R. and Frederick W. Eliel both retire and C. A. Jerman, formerly managing partner of the Jerman, Pfueger & Kuehmsted Co., of Milwaukee, Wis., becomes associated with the Minneapolis company, whose new style is the Eliel-Jerman Drug Co. Julius C. Eliel, vice-president, and Henry E. Eliel, secretary, remain with the company in the same official capacities. George R. and Frederick W. Eliel have been elected, respectively, president and treasurer of the organization. The first named has been associated with J. C. Eliel as the senior partner of the firm twenty-two years. It is one of the two or three largest wholesale drug houses in the Twin Cities.

MINNESOTA MENTION.

—S. F. Boyce, of Duluth, has moved two doors east, being now located at 329 West Superior street.

—Dr. Iltis will add a story to his drug store building at International Falls, on the Canadian border.

—M. D. Martin, of Jasper is now without a competitor, having bought out A. W. Jameson's drug stock.

—Frank Palmer has left F. W. Kreger & Co., Duluth, and bought the Carson Drug Store, at Lakeside, a suburb.

—Dr. P. B. Preston has resigned as St. Paul and northwestern Wisconsin representative of Parke, Davis & Co.

—The A. D. Thompson Drug Co., Minneapolis, has employed John McLeod, of Winnipeg, as expert window dresser.

—B. F. Carter has resigned as purchasing agent at the University of Minnesota, to re-enter the drug business at St. Cloud.

—The store of Rufus H. Lane, 501 Hennepin avenue, Minneapolis, has been remodeled and equipped with new fixtures.

—C. C. Middents has left his brother's store in St. Paul, to take a course at Drew's School of Pharmacy, Minneapolis.

—The interior of Neff & Rosenquist's store, at Seventh and Jackson, St. Paul, has been redecorated and papered anew, improving appearances materially.

—L. H. Brown, for some time connected with A. A. Campbell, St. Paul, has opened a store at Harvard and Washington avenues, S. E., Minneapolis.

—J. P. Allen, one of the oldest druggists of St. Paul, has made several changes in his store at Seventh and Jackson streets, including a new hardwood floor behind the counters.

—Daniel R. Noyes, the St. Paul wholesale druggist, has resigned as a trustee of Carleton College, at Northfield, Minn., having been some time ago appointed a member of the board of regents of the State University.

—Daniel R. Noyes, the St. Paul wholesale druggist, has been made president of a committee whose efforts are directed toward the building of a large auditorium for St. Paul, of which the city has long stood in sore need.

—J. E. Lobdell, traveling for Noyes Bros. & Cutler, St. Paul, is recovering from an operation which followed a serious illness. His territory—Duluth, Minn., and Superior, River Falls and Hudson, Wis.—is meanwhile being looked after by J. Douglass.

—Thomas Voegeli and A. D. Thompson, another Minneapolis druggist, constitute a majority of a committee appointed by the Minneapolis Retailers' Association, to represent that organization in a fight against the proposed placing of kiosks on the streets. The contentions to be made are that these kiosks will compete with merchants who are paying large rentals, that the conveniences promised from the kiosks are already furnished gratis by the merchants and that such institutions would be a detriment to the legitimate merchandising interests.

—W. W. Munger has sold his drug business at Three Rivers, Mich., to Willis Gibbs, and will go to Seattle, Wash.

WORKS INJUSTICE.

Druggist Contends That Physicians Should Not Use Special Prescription Blanks.

Minneapolis, Minn., May 27.—Here and there are to be heard complaints from druggists that the practice of many doctors in using prescription blanks with the name of some particular druggist printed thereon works injustice in more ways than one. A Minneapolis druggist has this to offer on the subject:

"Many physicians wonder why they fail to do business in certain localities, especially in the cities. They should pause to think that the prescriptions they write are too frequently on blanks furnished by some down-town apothecary on which it says: 'Take this to John Smith, druggist;' and having the doctor's autograph thereon occasionally take it verbatim and follow it out to the letter. The suburban apothecary may stand it for a time, but eventually he recommends a practitioner in his own territory for self-protection on the doctor-druggist blank. Often a double injustice is worked on both doctor and druggist. In the layman's eyes there is an appearance of combination. The sooner physicians write on blanks that are not specifically for one druggist, the sooner they will have the good will of all the other druggists. The drug men are fair and willing to call whomever the patient requests and only ask for reciprocity in not being prescribed against."

THREE CLASSES OF DRUGS.

St. Paul, Minn., May 22.—Dr. A. B. Cole, of Fergus Falls, retiring president of the Minnesota State Homeopathic Institute, discussed the use of drugs in his annual address at the recent meeting in this city. Among other things he said:

"There are three distinct classes of drugs. First, the remedies for the relief of pain. I admit that the old school understands this branch of the healing art better than we do. There is no reason why we should not understand it as well as they do, and it is as legitimate for us to use it as it is for them, only we do not have to resort to it so often. There is no reason for us not to use it at times, but we should consider whether excessive pain or the medicine to relieve it is the more harmful to our patients.

"The second division includes germicides and the toxins. It is just as necessary for us at times to give an antidote as for the old school. I believe the physician who opposes vaccination or the use of antitoxin is stubbornly wrong and blinded by prejudice so that he cannot see the right or recognize it when he does see it. The same may be said of the use of antitoxin in diphtheria. Its use is not an admission that the homeopathic law is erroneous, but I believe, whether it can be so considered or not, it is our plain duty to use it.

"The third division is the curative drugs, and there is where we shine. In the old school those who have practiced the longest have the least faith in the action of medicine to cure the sick; but the more the homeopathic practices the more faith he has in the action of the remedies."

LOUISIANA DRUGGISTS.

State Association Renews Affiliation to N. A. R. D.

The annual meeting of the Louisiana Pharmaceutical Association was held in New Orleans, May 2, 3 and 4, about 125 members being in attendance. Important papers were read at the business sessions. The entertainment features included luncheons by various manufacturing houses, and a ball given by the New Orleans Pharmaceutical Association. The Association renewed its affiliation to the N. A. R. D.

The meeting was called to order at 11 o'clock Wednesday morning by President Godbold. Adam Wirth, chairman of the committee on education, read a very able report on the progress of pharmacy in general. W. P. Duplantis handled the subject of "Trade Interests" at exhaustive length,and compared the present complexity of trade interests with those of the past.

The committees on transportation and the N. A. R. D. then read their reports, after which President Godbold presented a communication from the State Board of Pharmacy, which elicited the fact that there are now in the State 866 registered pharmacists, 359 apprentices, and 97 qualified assistants.

A committee from the Retail Drug Clerks' Association, through its chairman, J. H. Dunn, argued in favor of an entirely new pharmacy law. In his remarks Mr. Dunn stated that the old law was so patched up with amendment on amendment that it had nearly lost its original form and color; like Jacob's coat, was distinguishable only by the variety of constructions that might be put upon it, and was as efficacious as no law at all. He claimed that in some instances qualified assistants had been usurping the places of registered pharmacists, which was contrary to law, but that under existing conditions it was almost impossible to convict under the present State law, as no provision for funds had ever been made by any legislature for prosecuting. Mr. Dunn went into details and showed quite conclusively the defects of the existing pharmacy law. Copies of the proposed pharmacy law, as suggested by the Retail Drug Clerks' Association were circulated freely among the members and created much discussion. The proposed law covers many of the weak points of the old enactment, and deals specifically with the illegal sale of certain drugs, poisons, cocaine and the like. It forms a sharp line of demarcation between apprentices, qualified assistants and registered pharmacists, and defines the number of years requisite for the lawful graduation of each. It provides for a Board of Pharmacy appointed by the governor, consisting of nine reputable registered pharmacists practicing in the state. It calls for a special law prohibiting the sale of cocaine, hydrochlorids or any compound or preparation containing cocaine or its salts, excepting upon the written prescription of a licensed physician.

In the afternoon, a luncheon was given by Parke, Davis & Co., at their reception parlors, 600 Camp street. The reception of the New Orleans Pharmaceutical Association took place in the evening in the grand ballroom of the Odd Fellows' Hall. At 7:30 the young folks were given the privilege of the ballroom until 9:30 o'clock, when they were sent off to bed, and the floor was left clear for the older people.

On the last day the following officers were elected: President, T. J. McGuire, Baton Rouge; first vice-president, C. D. Sauvinet, New Orleans; second vice-president, C. L. McClung, Natchitoches; treasurer, George S. Brown, New Orleans; secretary, George W. McDuff, New Orleans; corresponding secretary, W. J. Sbisa, New Orleans; executive committee, William M. Levy, John E. Scott, George V. Claren, F. C. Godbold and A. di Trepani, all of New Orleans. Delegates to the A. Ph. A., F. C. Godbold, M. T. Breslin, Max Samson, M. Bernstein, B. V. Richard. Delegates to N. A. R. D., C. D. Sauvinet, A. O. Kaczoroski, M. T. Breslin, A. P. Irwin, J. L. Watkins. Delegates to N. W. D. A., A. D. Parker, F. A. Dicks, I. L. Lyons, P. A. Capdau, H. Geiger.

In the afternoon Sharp & Dohme gave a luncheon, and J. L. Lyons & Co. took the visitors for an automobile ride around the city. The meeting wound up with a grand banquet in the evening.

KANSAS PHARMACISTS

In Annual Session Elect Officers and 111 New Members.

Kansas City, May 25.—The twenty-sixth annual session of the State Pharmaceutical Association of Kansas began at Junction City, last Tuesday and ended last evening. The opening meeting was called to order by John T. Moore, of Lawrence, president of the association, and the Rev. Robert Spencer pronounced the invocation. Dr. F. O. O'Donnell, mayor of the city, delivered an address of welcome and F. E. Halliday responded. In the evening there was a reception and a ball in honor of the visiting delegates. One hundred and fifty delegates attended the second day's session. Professor L. E. Sayre, of the pharmaceutical department of the Kansas University, read a paper on "Official Antitoxin."

These officers were elected: President, Carl Engel, Manhattan; first vice-president, M. W. Friedenburg, Winfield; second vice-president, A. R. Holzschuber, Junction City; secretary, A. E. Tapping, Overbrook; assistant secretary, W. S. Miller, Topeka; treasurer, W. S. Henrion, Wichita; librarian, Professor L. E. Sayre, Lawrence.

An executive committee was named, as follows: S. O. Putnam, Leavenworth; Louis B. Loeb, Junction City; G. I. Lake, Kansas City, Kans.; George F. Gehring, Wichita; F. W. Cartin, Salina.

Members qualified to serve on the State Board of Pharmacy: L. Ardery, Hutchinson; W. W. Naylor, Horton; M. Nall, Atchison; C. A. Gregory, Council Grove; W. S. Henrion, Wichita; John T. Moore, Lawrence; W. J. Evens, Iola; Harry Playman, Winfield; H. W. Mehl, Leavenworth; G. W. Stansfield, Topeka.

One hundred and eleven druggists were elected to membership at the meeting. The meeting next year will be held at Emporia.

NO JOINT SESSIONS FOR THEM.

Indian Territory Ph. A. Will Not Meet With Oklahoma Pharmacists.

Kansas City, May 29. A dispatch from South McAlester, I. T., received to-day, says: The Indian Territory Pharmaceutical Association adjourned here, last night. These officers were elected: President, T. W. S. Shackle, Tulsa; first vice-president, J. D. Humphrey, Bristow; second vice-president, H. L. Mitchell, Vinita; third vice-president, W. Y. Chitwood, Mill Creek; secretary-treasurer, H. D. Kniseley, Chetokah. These members were named for submission to Judge Raymond, of the Court of Appeals, with the recommendation that from among them he select a member of the Indian Territory Board of Pharmacy, there being a vacancy: J. C. Johnson, South McAlester; H. H. Hookey, Krebs; L. Matthews, Miami; C. C. Jenkin, Blue Jacket; H. L. Mitchell, Vinita; C. J. Lane, Chelsea; N. E. Tuell, Hartshorne; E. T. Ramsey, Ardmore; Edward Shaunahan, Vinita; Ernest Roope, Tulsa.

A proposition to hold the next meeting jointly with the Oklahoma Association was voted down. The next meeting was voted to Sulphur Springs without opposition. A ball and reception were given to-night.

NEW PHARMACISTS IN KANSAS.

Kansas City, May 27.—The reorganization of the Kansas State Board of Pharmacy was effected at Junction City, Kas., yesterday. These officers were elected: President, L. Ardery, Hutchinson; treasurer, W. W. Naylor, Holton; secretary, W. E. Sherriff, Ellsworth; chairman of the finance committee, C. L. Becker, Ottawa.

The board will meet in Ottawa, August 23, when the next examination for pharmacists will begin. At the examination yesterday, twenty-nine passed as registered pharmacists and six passed as assistants, as follows:

Pharmacists—L. Atwood, Meriden; Max E. Bacon, Lakin; F. E. Chapin, Delphos; Henry J. Caspers, West Moreland; A. W. Cushman, Council Grove; J. H. Callahan, Kansas City, Kas.; Dan A. Carlin, Salina; L. F. Freeman, Parsons; Harold G. Gattin, Paola; W. H. Hinkle, Junction City; W. G. Higgie, Girard; W. L. Holt, Cherryvale; P. F. Herrod, Kansas City, Kas.; L. H. Houghton, Washington; F. K. Joslyn, Cheney; J. O. Klein, Wichita; Will Kohber, Downs; Frank B. Kibby, Oswego; F. H. Merriam, Topeka; Edward Lieurance, Leosho Falls; J. H. Looks, Stockton; W. B. Munford, Topeka; H. C. Martin, Topeka; S. S. Reed, Soldier; H. Ryman, Topeka; B. A. Roy, Osborne; R. G. Schoonhoven, Topeka; A. J. Williams, Sabetha; W. S. Wisee, Reserve.

Assistants—Roy C. Bouldin, Longford; T. D. Blasdel, Haven; H. J. DeVries, Helper; A. J. Killinger, Topeka; M. G. Reed, Soldier; James Whittel, Haddam.

BRINGS SUIT FOR DAMAGES.

Kansas City, May 25.—Suit has been filed in the Circuit Court by L. D. Mitchell, a druggist at 2300 Benton boulevard, against J. C. Martin for $10,000 damages. The petition alleges that Martin made the statement that the plaintiff had substituted drugs in filling prescriptions.

WESTERN DRUGGISTS MEET.

Busy Annual Convention of Oklahoma Pharmaceutical Association.

Shawnee, Okla., May 29.—At the annual convention of the Oklahoma Pharmaceutical Association, which was in session in this city for three days last week, much business of importance was transacted, and the sessions proved to be of interest and instruction to those in attendance. The beneficial results of the convention will be many, and will elevate the scientific knowledge of those who heard the many excellent papers read and who listened to the discussions on timely topics by pharmacists who are conversant with what is best for the members of the profession.

The meetings were held in the Chamber of Commerce rooms. President J. M. Remington was the presiding office. At the opening session speeches were made by Charles F. Barrett and Prof. Edwin De Barr. Mr. Barrett's address was replete with words of praise for druggists generally, and the local druggists were eulogized for their hospitality and the important part they had played in building up the city.

Prof. DeBarr is an old friend and was warmly welcomed. The trend of his theme was the love of home, and the uplifting influence of that love in guiding the men and women of the world to higher ambitions. "We came to this convention for the value there is in it," said the speaker, "that we may serve the people well. I think it is the duty of every man to get as much out of life's good things as possible, not from the value point, but that he may serve those he loves better."

At the business sessions many interesting papers were read and special prizes were awarded. The members of the committee on prize papers were: Prof. Edwin DeBarr, Graves Roberts and Frederick Reed. The committee made the following awards: W. S. Daniels, of Pawhuska, special prize on paper; F. A. Dunklin, of Hennessey, first prize for best paper read before the association, and J. C. Burton, of Stroud, prize for second best paper.

President Remington appointed the following committee on resolutions: F. B. Lillie, J. C. Benton, A. B. Clark, Nelson Sturgeon and C. A. Dow. Fifteen new members were taken into the association. J. M. Remington, F. M. Weaver and Profs. DeBarr and Washburn were chosen as delegates to attend the Indian Territory Pharmaceutical Association convention at South McAlester, on May 16 and 17. H. C. Cobb, of Muskogee, F. A. Savage, of Hartshorn, and H. D. Kniseley, of Chetotah, were delegates from the Indian Territory Association, who met with their Oklahoma brethren in this convention.

The newly elected officers are as follows: A. B. Clark, of Watonga, president; F. A. Dinkler, Hennessey, first vice-president; Wallace Mann, Shawnee, second vice-president; F. M. Weaver, Oklahoma City, secretary and treasurer.

The ten names selected from which to choose names to fill vacancies which may occur on the Board of Pharmacy, are as follows: A. B. Clark, Watonga; F. M. Weaver, Oklahoma City; J. M. Remington, Shawnee; C. A. Dow, Pond Creek; Horace Hixon, Elk City; F. A. Dinkler, Hennessey; J. C. Burton, Stroud; Fred Reed, Norman; F. B. Lillie, Guthrie; E. E. Howendobler, Perry.

Guthrie was chosen as the place for a joint meeting of the Oklahoma and Indian Territory Associations in May, 1906.

The convention came to an end with a ball, followed by a banquet.

IN OKLAHOMA.

Guthrie, Okla., May 27.—At the regular quarterly meeting of the Board of Pharmacy at Enid, out of a class of twenty-two the following were registered: Fay Alexander, Fallis; Ross H. Beam, Herrington, Kan.; A. J. Brace, Fletcher; F. T. Corwin, Enid; Chas. F. De Smith, Stroud; Byron B. Fees, Alva; W. W. Gill, Ringwood; T. J. McNaughton, Newkirk; A. E. Wilkins, Covington.

The following were registered on diplomas from colleges of pharmacy: J. C. Alexander, Valparaiso, Ind.; Thomas M. Bailey, Galena, Kan.; Harry L. Bickel, Atlantic City, N. J.; Joseph M. Gates, Ogden, Utah; C. A. Harrold, Washington, D. C.; H. O. Hershey, Baltimore, Md.; Alpha R. Johnson, Pomeroy, O.; R. G. Lewin, Atlantic City, N. J.; Roy Loper, Enid, Okla.; H. J. Losch, Kewanee, Ill.; E. F. Menger, Philadelphia, Pa.; J. H. Mundt, Valparaiso, Ind.; T. E. McPherson, Kennett, Mo.; Walter S. Pollard, Hot Springs, Ark.; Victor A. Rankin, Oklahoma City, Okla.; Michael Saccar, Hallettsville, Tex.; C. D. Wheeler, Charles City, Ia.

For the information of those applying for registration on diplomas, the secretary gives the following information:

First.—All candidates must have had four years of practical experience outside of a college course.

Second.—The college recognized must require a high school training or its equivalent, as a preparation for entrance, and two years' school course of not less than twenty weeks each.

Third.—The candidate must furnish a certificate from the Dean showing the above facts, also recommendations from present employer, or other reputable person, as to honesty and ability.

Fourth.—The registration fee is $5, and the renewal fee is $2 per year, payable on July 1 of each year. Applications may be submitted at any time, accompanied by the examining fee, but will only receive the action of the Board at its regular quarterly meetings, the second Tuesday of July, October, January and April.

The next meeting of the Board will be held at Oklahoma City, July 11.

CHARGED WITH SELLING COCAINE.

Kansas City, May 26.—Four druggists have been arrested for selling cocaine without prescriptions. They are: John C. Surface, 1411 Walnut street; H. B. Sargent, 1905 Grand avenue; William Able, 1435 East Eighteenth street; J. B. Gadinsky, Centropolis Hotel. The arrests were made by order of the city attorney. When arraigned in police court to-day, the defendants were granted continuances.

At a Forty-second street drug store a customer regularly calls for a cigar named La Solar, but with blissful ignorance asks for "Two Solar Flexis."

ARKANSAS PHARMACISTS.

Committee to Investigate N. A. R. D. Affiliation.

Little Rock, May 22.—In his report to the Arkansas Association of Pharmacists, which held its annual meeting in this city last week, J. W. Beidelman, secretary of the Board of Pharmacy, stated that seventy-one persons had been examined during the past year, a larger number than had ever applied in any previous year. Only thirty-nine received certificates, however, the failure of so large a number being due to the educational test now exacted. "A strong demand," he said, "is now coming from throughout the state for well-qualified pharmacists."

President, R. B. King, in his annual address, reported that the drug business was in good shape and that no one hardly complains of dull times. He referred to the cocaine law that had been recently passed by the Legislature, and that while it was up to the judges and prosecuting attorneys of the state to see that the law was enforced, the druggists could do more than anyone else to have this done. In Helena, where four years ago the city prison was filled with cocaine victims, no druggist sells the drug at all except on prescription. The druggists there do not care to sell cocaine.

In retiring from the office he had held for two years President King had this to say:

"I have at last reached the middle age of life, and have overstepped its usefulness by fifteen years, and if the Lord in his wisdom will permit the healthful breezes of five more summers to waft through my snowy locks on the 24th of July, I will gently call the assistant druggist, and ask him to bring out the old mortars and pestles, pill tile, spatulas, funnels and graduates; after he has spread them out before me I will look them over carefully, and try to realize all of their usefulness to me; I will then have him pass me the chloroform bottle, so that I may be Osleri zed to the shade of old age."

The most important business considered at the second day's session was the question of affiliation with the N. A. R. D. No decision was reached, but a committee, consisting of J. A. Ginocchio, J. F. Dowdy and D. F. Rogers, was appointed to investigate the matter.

The reports of the secretary and treasurer were presented and both showed the association to be in satisfactory condition. Twenty new applications were received and about seventy-five members were in attendance. L. Mathews, of Miami, I. T., a former member of the association, made an address, and E. T. Mitchell of New Orleans, delivered a lecture on the "Growth of Plants," and their relation to pharmacy.

Hot Springs was chosen as the place of next meeting. The following officers were elected: President, W. H. Skinner, Pocahontas; vice-presidents, Charles Schenck, Hot Springs, and Gus Nash, Jonesboro; secretary, Miss Mary A. Fein, Little Rock; treasurer, D. J. Rogers, Little Rock.

A feature of the exercises at the banquet, which concluded the meeting, was the presentation to Miss Mary A. Fein of a gold medal as a token of the members' appreciation of her services as secretary for the past eight years.

Help on Both Hands!

On the one hand we have Dry-Sole which will be a mighty good thing for *you* to have on hand this winter—

For on the other hand we have a bunch of ads which are to appear in the leading magazines, and interest more than twenty-five million people—about nine out of ten of the *buyers in your town.*

We want you to anticipate the effect these ads will have upon the twenty-five million or more people who read them. We want *you* to be prepared to *supply their demand* for Dry-Sole—we don't want to be bothered with mail-orders, they're not in our line.

DRY-SOLE

"Keeps Feet Dry."

There is always room in a good store for a thing that sells. When you get a customer in your store, be prepared to sell him everything he can use to advantage. Little things, "only a quarter," sell easiest. Our effective advertisements of Dry-Sole will bring many people to your store looking for it—for each ad mentions that you carry it in stock. To disappoint them would be to discourage future "inquiring" visits.

There is easy business ahead of you if you make preparations to cinch it.

Dozen lots Dry Sole cost you $2.00—sell for $3.00	***your profit 50 per cent.***
Half gross lots Dry-Sole cost you $11.00—sell for $18.00	***your profit 64 per cent.***
Gross lots cost you $21.00—sell for $36.00	***your profit 72 per cent.***

Buy early, display early—so people will *know* and *remember* you have "Dry-Sole as soon as our ads convince them they want it. Send your order to-day—start your profit at once.

Write now for our free book, "Good Advertising for Retailers."

DRY-SOLE CO., 99 Warren St., NEW YORK CITY

DEPT. A

Canadian Depot: 126 Wellington St. W., Toronto

DRUG SALESMEN WANTED to carry Dry-Sole as a side-line. Liberal terms to good men on an attractive proposition. Act quickly. Write: Dry-Sole Co., 99 Warren St., New York.

TAKA-DIASTASE

THREE-FOURTHS of all cases of dyspepsia, it is said, are due to indigestion of starchy foods. *Taka-Diastase* is

THE PHYSICIAN'S MAINSTAY

in this class of ailments. It is the most powerful and reliable starch-digestant known.

Now is a good time to

LOOK TO YOUR STOCK

as we are advertising *Taka-Diastase* in every medical journal of note in this country.

CONSULT OUR PRICE LIST

(pages 150-151) for information as to our full line of *Taka-Diastase* preparations.

PEPSIN CORDIAL

STOCK THIS

FINE PEPSIN PRODUCT.

In the treatment of intestinal disorders of infants and children it is a prime favorite with physicians.

You will have frequent specifications for it

when your medical patrons know that you can supply it.

Pepsin Cordial is pepsin in its most agreeable form, being acceptable even to very sensitive palates.

NET PRICES TO THE TRADE.

8-ounce bottles, per doz., $5.50; 5-pint bottles, per bot., $3.75; gallon bottles, per gal., $5.25

PARKE, DAVIS & CO.

(S. P. C.)

TRADE SECTION

HOW ONE DRUGGIST ERRED.

Faults in His Policy Plain to All Save Himself.

COMPLAINED OF SLOW BUSINESS.—"ONE GOOD MAN TO A STORE ENOUGH" HIS IDEA.—COLLEGE STUDENTS AS JUNIORS.—FIRED WHEN THEY QUALIFIED.—SAVED SOME MONEY; LOST GOOD MEN.—DROVE HARD BARGAINS AND OVERWORKED HIS MEN.

"The drug business is going to the dogs." A pessimistic druggist, reputed successful, owner of several stores, thus summarized trade conditions. The friend to whom he said this asked why he thought so and drew out the fact that the druggist believed it was true in the case of his own business and so was disposed to judge that it was equally true for the trade in general.

"Here I am," he explained, "with three drug stores on my hands. I made so much money in my first store that I bought another and later a third. And I prospered until lately. Now I am barely clearing expenses, except in my first store. Why is it so? I only wish I knew. If I could discover the reason I should be on the right track to find the remedy."

His auditor expressed the wish to help him look over the situation to try to discover the why and wherefore, on the supposition that two heads are better than one in devising a remedy for any ill. The druggist consented and began.

HIS BUSINESS METHODS.

"Before we look at the books, let me explain a few things about my policy. I have always had one good man in each store and I have still. I pay the oldest manager (oldest in point of service with me) $22.00 a week. The others get $20.00 each. The hours are long, but the work is not hard. Of course, I have to have assistants in each store. My assistants are college boys getting experience while pursuing their course of study. I have only one registered man in each store and I am my own relief clerk.

"Of course, I do the buying myself. Advertising? I do a little advertising. Of course, I am in the business to make money. It isn't philanthropy that makes me give the college students a show; it's necessity. But if trade continues to fall off proportionately to the increase in my bills, I'll have to hire boys next year."

Here the friend interposed. "Perhaps," said he, "you yourself are to blame for the state of affairs. Isn't it a fact that your stores are individually and collectively dirty? that you have only one really competent man in each one who assumes responsibility? that the other employes are temporary birds of passage, so to speak? that they are young, inexperienced or lacking in self-confidence with the exception of an occasional 'cock-sure' junior? Is it not true that your 'just outs' are numerous and 'never heard of its' frequent? Doesn't one store borrow from another without restraint? Do you actually know what each store is doing? And in short, are you running your business right?"

The druggist had ceased grinning by this time. "Frankly," he admitted, "these things are as you surmise. When I had but one store, it was the cleanest ever. I personally saw that it was kept clean. But now, of course, I can't turn to and clean it up myself. This is a hard neighborhood in which to get errand or cleaning boys. The juniors ought to take more pride in the stores. Glad you spoke of that; I'll get after them."

FAULTS OF POLICY PERSISTENT.

"As for 'one competent man,' as I've explained, that is my policy. Of course, he is responsible. I'll have to shake the boys up a bit; they're getting careless. But business is slow, and you know there's not the same incentive to employer or employe when things are quiet."

"Now's the time to hustle, you say. Clean up and get ready for business, eh? Of course, your point about the juniors is well taken. After they are graduated and licensed, they leave me. That's my fault. But I can't afford to pay registered men's wages. Naturally I have to fill their places and you'll find very few juniors since the pre-requisite law, that are not going to college.

"As far as having inexperienced help, you're right, but they always have a reliable man to fall back on. When you talk about stock keeping you hit me right where I live. It's a funny thing, but on the days when I relieve the managers, I find a plenty of 'sold and not replenished' stock. When I kick, I find that one of the other fellows is to blame. The Blank street store was short and sent up for an article. The junior clerk handed it out and forgot to reorder.

"Yes," he added reflectively, "it's always the other fellow that does it. Requisitions from store to store? That's rot. A lot of extra time and trouble for nothing. Doesn't it all come out of me, no matter which store buys?"

"But," insisted his friend, "you say the Blank street store is a winner; is steadily forging ahead pro rata to your monthly bills."

The druggist assented.

"Well," said the friend, "complaints are heard all over this town that 'business is bad,' whatever that means. Therefore, if one of your stores is doing so well, is making money for you, it's clear that something is wrong with the others, or else the first store is gaining at the expense of the others."

The druggist looked serious. "I have thought of that myself; guess that requisition scheme of yours would tell the tale, eh?"

The books were produced; it would have taken a mighty experienced bookkeeper to figure out what they did show anyway. But enough could be gleaned from the chaos of figures to tell something of a story. Plainly something was wrong. But what?

AS OTHERS SAW HIM.

Now the friend knew that an employer is usually the last one to hear disquieting rumors about his own business or his methods. His friends fear or are too considerate to tell him the things he ought to know. His enemies, or his competitors, naturally will not point them out. He therefore bided his time and began to make a few inquiries on the outside. It's a wise old saw that says something about every one else knowing more about your private business than you do yourself.

The business men in the neighborhood were naturally reluctant to draw inferences about the druggist. But here and there a word was dropped that was fraught with meaning. An enemy of the druggist was indeed quite fluent on the subject. Said one, "He's going to pieces, he's playing the races. He don't attend to business and he has a lot of 'kids' working for him at starvation wages. Why, one of them didn't know what spirit o' salt was. Had to get a big dictionary and hunt it up. We take prescriptions in there?—not on your life."

Later the friend met some other competitors of the druggist and in their stores he met traveling salesmen. There was no doubt that the three-store man was considered a poor buyer.

"He's a driver," summed up the salesman. "He's been on hard lines in the past and has had to drive himself so much that he now has the habit and overdrives his men. The price he paid for success was his own health and that of several of his old-time clerks. He proceeds on the theory that everyone is trying to get the better of him. If you quote him a price he'll try to beat you down until you barely realize a commission. No. sir; I don't sell him and don't want to, for all he's good pay."

TOO KEEN FOR POUND OF FLESH.

There appeared to be more than an element of truth in that criticism. A story was also told of the druggist, which was vouched for. In quoting a price to him, a certain salesman made a very palpable error through inadvertance. The druggist sat down at his desk at once, wrote out a check for the full amount less 5 per cent., and although the mistake was plain afterwards, insisted on the house shipping him the goods. It cost the salesman his job incidentally.

After that the friend quit. He knew enough to know there was little he could do to remedy conditions. It lay with the druggist himself, and it was hardly to be expected that he could change his entire nature. But the faults of his lack of system were plain enough.

ST. PAUL'S NEW SODA FOUNTAIN

Beauty and Originality in the Apparatus of the Mansur Drug Company

A Center Post of Leaded Glass Representing the Depths of the Sea—Illumined from Within—Work of Manager and Chief Dispenser—Cleanliness, Politeness, Novelty, They Say Essential—A Clever Menu of Much Artistic Merit—Serves Both Hot and Cold Drinks the Year Round.

The Mansur Drug Co., St. Paul, Minn., has opened the soda season at Seventh and Robert streets with an original soda fountain that is bound to attract wide attention in the trade. It is the only one of its kind in the world and in this country there is but one that bears the slightest resemblance to it, and that is in St. Louis. The style of fountain is known as the Sanataire system and was built by the Acorn Brass Co., of Chicago, from designs furnished by the Mansur Co. It is not imposing in appearance, with wide, towering bulk like the generality of fountains, but was planned to economize space and at the same time impress the public with innovations and attract the eye with a beauty that is nothing short of striking in effect. The Mansur fountain may be compared with one of the big ordinary concerns about as the little Monitor of Hampton Roads compared with the gigantic Merrimac—smaller, but more effective, and therefore of greater real capacity than its leviathan antagonist.

The fountain, which is located in the middle of the store, is twelve feet square, with round corners. It is of green Verde antique, or French serpentine marble, from the top of the slab to the workboard, and below, of white Italian marble. The workboard, which has the distinction of reaching entirely to the floor, is of German silver. There are drawers into which the slop chute empties and which are removed and cleansed thoroughly every morning. The front part of the fountain is cut glass mosaic. There are two magnificent onyx draught stands, each about two feet in height, with extra large bore to allow the constant and all-permeating circulation of ice cold air. The water is thus kept at its coldest from the bottom to the top of the draught stand. The fountain has a seating capacity of twenty-four. Another idea is the arrangement whereby four dispensers can work inside the fountain without interfering with another in any way. Each dispenser has his full "kit" of bottles, glasses and the whole paraphernalia before him in easy reach and is never compelled to brush by or reach beyond one of his fellows on any occasion or for any purpose. These four dispensers, with every convenience at hand, will be able to take care of all possible rushes in the least time. The dispensers are not handicapped by taking the money and making change, for their business is done by means of checks which are paid at the cashier's window.

AN ARTISTIC CENTER POST.

But the chief attraction of the Mansur fountain is a decorative center post, something like an hour glass in shape, which rises from the refrigerator base of the fountain to the ceiling. This post, made by Duryea & Potter, of New York, at a cost of $1,000, is of leaded glass, illuminated by several inside electric lights with frosted globes, which prevents a harsh glare. The post is a representation of a section of the ocean or a lake. At the bottom appear rushes and various seaweeds. Above them pretty fishes are seen swimming, and thence to the surface are strata of water of various harmonizing

A FOUNTAIN WITH MANY UNUSUAL FEATURES. THAT OF THE MANSUR DRUG COMPANY, SEVENTH AND ROBERT STREETS, ST. PAUL, MINN. A SANATAIRE, MANUFACTURED BY THE ACORN BRASS CO., OF CHICAGO.

colors, brilliant or subdued. The predominating tint, of course, is green. At night the center post, all aglow with its richness of hue, with the other lights in the store turned down just enough to bring out the post in dazzling contrast, shines far out into the street and attracts customers as an arc light on a July night attracts moths or an open jug of molasses draws flies.

Among the novelties on the fountain is a 200 pound block of ice, dyed red and green, placed there in a glass case every morning. It resembles a heap of enormous gems and nobody can tell what it is unless he asks or someone volunteers the information. The fountain is to be lavishly decorated daily with the choicest flowers.

Louis Haish, treasurer of the Mansur Drug Co., is the manager of the fountain. Mr. Haish was for ten years connected with the celebrated Voegelli Bros., of Minneapolis. The main business of Mr. Haish is and always has been that of druggist and pharmacist. The soda water adjunct is a minor feature of his interests.

THE CHIEF DISPENSER'S SOUFFLES.

The chief dispenser is Myron L. Derby, who for nearly five years acted in similar capacity with Charles Cirkler, the Minneapolis druggist. Mr. Derby is but twenty-one years of age, but has been in the drug and soda business nine years, and as a contriver of soda mixtures is a genius if ever the West produced a genius in this line. For two weeks he worked every day, designing an eye opener in the way of a menu for the Mansur Company, and his success was unqualified. The menu requires twenty-five fruits and combination of fruits, besides the other materials. These fruit combinations are always on display. Among Mr. Derby's inventions are souffles of different kinds whose central and new idea is to serve something hot with ice cream soda. They are compounded of ice cream soda, whipped cream and Maraschino (stoneless) cherries, with a hot syrup, such as chocolate paste, to be poured over it. The souffle is served on a plate with pretty paper napkin, the syrup being in a tiny pitcher. One of the favorite drinks dispensed is Tangerine, Mr. Mansur's own invention. The glass is half filled with cracked ice, then comes the tangerine, with fruits on top.

The fountain does one thing never before attempted or heard of in this part of the country, and that is to serve both hot and cold drinks the year around. Should one be so erratic as to call for a steaming beverage the middle of the most torrid July, or for ice cream Christmas or New Years, he will be accommodated. The Mansur Company manufactures its own ginger ale and root beer, which are served in big stone steins. The theory here held and lived up to is that ice cream soda well served and with all the up-to-date accessories can just as well command a ten-cent as a five-cent price. Experience has proved the wisdom of this idea, as the druggist's cash drawer will bear witness.

THE MAKING OF THE MENU.

But Mr. Derby's new menu will abundantly repay further examination. It is happily entitled "Goblets of Goodness" and is printed on purple paper with gilt and white lettering and decorations. The front page of the cover bears a design consisting of two modishly dressed young women sipping from one soda water glass with straws. Between the covers is the menu proper, affording the most elaborate layout of the sort ever shown the public in the Twin Cities, at least. Following is a recapitulation of the general heads with the number of drinks and other dishes under each:

Sundaes, seventeen kinds; souffles, fourteen; mousse, six; frappes, sixteen; specials, five; fancy mixed drinks, twenty; a hit with the ladies, seven; egg drinks, eighteen; lemonades, ten; nerve tonics, eight; mineral waters, twenty.

The back cover is inscribed with "The Last Word," in this square-dealing style:

"See that you are suited. We want to serve it as you want it, and strive to learn your tastes. Give instructions and if the attendants fail to get it right, ask them to try again. Their intentions are good."

Mr. Derby thus outlines his ideas as to the successful operation of a soda fountain:

"The first requisite, of course, is cleanliness. My idea is to keep the bar of the fountain over which customers do their buying dotted with fruit bowls filled with the most appetizing contents that can be devised. I also keep a supply of our tastily printed menus, which, being carried away in some instances by those to whose artistic sense they appeal, become a good advertisement for our fountain and store. In dispensing drinks it is important to originate fetching decoctions and little show pieces of one's own and not follow the old beaten paths of other dispensers. It is easy to think of some simple aid in attracting trade, such as placing a big piece of colored ice on the bar, with flowers or chemicals arranged in some new and striking fashion. By such means you will appeal to the curiosity of the public and naturally increase sales. The thing to do is to advertise, not in a loud, garish manner, but—advertise.

THE DISPENSER'S DEPARTMENT.

"When a customer has purchased a drink and left the counter the up-to-date soda clerk immediately clears the bar before serving another patron, whether a 'rush' is on or not. One thing more which draws customers, especially young women: Let the dispenser be tidy in appearance, genial, always ready to joke, but never for an instant slighting his work. It is easy enough to fill orders and talk pleasantly at the same time. Customers may thus get something good besides what they pay for, and will therefore want to come again and again. The dispenser, of course, must be discreet of speech; but with a little tact he can 'turn the trick' easily."

Of the men composing the Mansur Drug Co. and their employes, it may be said that they are the "pick" of the Northwest as drug tradesmen generally and soda fountain experts particularly. Their advent in St. Paul spells innovation and success of the top-notch stripe. Having "made good" in Minneapolis for many years, they will now "show" St. Paul, or know the reason why.

The United States Circuit Court has reversed a decision of the Board of General Appraisers, deciding that chrysarobin is not dutiable as a medicinal preparation, but as a drug advanced in value.

DATA ABOUT MORPHINE.

1804—Seguin discovers a crystalline substance in opium.

1805—Serturner recognizes that a crystalline substance is the sleep-producing principle of opium. He also recognizes the basic nature of this principle, thus discovering the existence of the whole class of alkaloids and "opening a way which has led to great medicinal discoveries." (Clause used by the Institut de France in awarding Serturner the Montyon Prize.)

1816—The name morphine is given to the sleep-producing principle of opium, being derived from "Morpheus," the Greek god of sleep.

1823—Dumas and Pelletier determine the composition of morphine.

1827—Merck is first to manufacture morphine and to place it on the market for medicinal purposes.

SOMETHING NEW AND GOOD.

The success and popularity of a really good article is assured from the start. If it fills a useful purpose the consumer will soon find it out and inquire for it, all the sooner when it is exploited by systematic, clever advertising with persistence. If the retail price is then found to be fair the public will buy freely and the dealer who is in a position to supply the demand is sure to reap a harvest. There is one other factor of great importance. The trade which is the natural distributer of the article must be willing to handle it; must be sure that its profit is fair, making the pushing of the goods worth while. When all these essentials are fully satisfied the results will be tremendous and the retailer who fails to investigate and feature the article is certain to rue it later. The greatest profit will come to the one who was first in the local field with the new commodity. The Thermalite bag is a new article of great merit, reasonable retail price, and fair profit to the trade, to whom the manufacturers make liberal terms. It literally almost sells on sight, for it possesses elements of novelty which appeal to the popular imagination, while experience of its use reveals sterling qualities not observable at a glance. Now is the time to stock it and push it for all it is worth. Be the first in your neighborhood to market it, before your competitors realize its value. The department stores will be ahead of the druggists if the latter is not alive to his own interests. The Thermalite bag is filled with a heat-storing and heat-imparting salt, which can be prepared for future use. When wanted, the heat may be turned on without further preparation. It is far superior to a hot water bag in that it gives a more even, dryer, longer sustained heat. There is no danger or trouble attached to its use. The druggists of New York, and indeed, of all sections of the country, are selling it rapidly. If you are not one of them, look into the subject and you will find these remarks true. When writing to the manufacturers, the Thermalite Company, 161-165 Elm street, New York City, please mention The Era. The firm's advertisement with illustration appears on another page.

GARDEN PARTY AT A FACTORY.

National Cash Register Company Entertains 25,000 Guests.

CITIZENS OF DAYTON SPEND EVENING AT MODEL POWER PLANT.—BUILDINGS ILLUMINATED BY 10,000 INCANDESCENT AND 300 ARC LIGHTS.—ATTRACTIONS OF BIG INDUSTRIAL ESTABLISHMENT.

A garden party at a factory it seems an anomaly, doesn't it? Ordinarily, one does not speak of gardens and factories in the same breath. There is one factory, however, to the surroundings of which the name garden can be fairly applied. When the National Cash Register Company recently invited the people of Dayton, Ohio, to spend an evening at its model plant, it was really a garden party which the 25,000 guests attended.

The factory, itself, was not open, but the big buildings were illuminated from top to bottom by 10,000 incandescent lights and 300 arc lights—more than the average city of 25,000 uses. The grounds,

ENTRANCE TO POWER PLANT.

lawns, flower beds and shrubbery patches were all open to the people, who spent their time strolling about the beautiful N. C. R. vista, listening to the music of the N. C. R. band, and enjoying the brilliant specftacle of the illumination. Lights, music, flowers, shrubbery, greensward, trees, guests in summer clothing—all the characteristic features of a garden party were there—and all this at a factory.

MAMMOTH POWER PLANT.

The "garden party," which lasted for three evenings, was arranged by the N. C. R. Company to celebrate the completion of its new power plant, and to give the people of Dayton a chance to see what experts declare to be the handsomest and, for its size, the best equipped electrical station in the country.

The new power plant of the N. C. R. is interesting as showing what can be done in the way of making attractive an ordinarily prosaic part of a big industrial establishment. Externally, the building itself is unusually handsome. Built of warm red brick, its architecture is simple and dignified. It does not pretend to be anything but a power house, and accordingly its characteristics are strength and solidity. Shrubbery about the base of the building and vines around the large windows relieve the walls of monotony.

BOILER ROOM SHOWING COAL SHUTES.

BEAUTIFUL ENGINE ROOM.

Inside the power house, the visitor is struck with the beauty of the engine room. Polished maple floor, walls wainscoted in white enamel brick and finished above in cream color, make the interior as bright and clean as any parlor or ball room. Contrasting with the light color of the walls and floor are the dark green bodies of the four big engines, their sombre hue relieved by polished steel trimmings.

The boiler room of the power house is not less interesting than the engine room. Though, of course, not so beautifully finished, it impresses the visitor by its cleanliness. Automatic stokers feed the sixteen great furnaces with coal, and the ashes are removed through a tunnel under the grates almost entirely without the intervention of human labor. Perfect ventilation keeps the room comfortably cool.

WONDERFUL GROWTH.

The equipment of the power house is an outward sign of the growth of the business of the N. C. R. Company. Until six years ago a single engine of 300 horsepower was sufficient to turn the wheels of the entire plant. In 1899 a 600 horsepower engine and dynamo were added. Before three years had passed, however, increased demand for the factory's output necessitated further enlargement of the plant and consequent extension of the power station. In 1902 a 1,200 horsepower compound engine and generator was installed. Two years later it was necessary to duplicate this unit, and now the total equipment of the plant is 3,300 horsepower. The boilers are capable of developing 5,500 horsepower, if needed.

The increase in business illustrated in the growth of the power plant is also

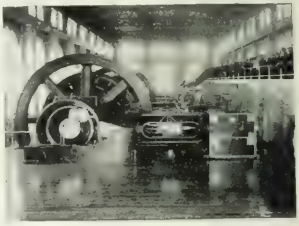
FOUR ENGINES AND DYNAMOS.

shown in the development of the company's product. Twenty years ago the N. C. R. factory turned out one style of register, a crude affair, which recorded sales by punching holes in a strip of paper. To get the total of the day's business one counted the holes, multiplied the number of holes by the denomination of the key pressed and added the results. Today the Dayton factory turns out 403 different styles and sizes of cash registers, built on twelve different principles and adapted to the needs of every kind of business.

WORK OF THE MACHINES.

Last year registers were sold to 212 different kinds of trade. The latest machines do practically everything for a merchant in keeping track of his accounts, recording each clerk's transactions separately and keeping his cash in a separate drawer. A new machine has just been perfected for department stores, which does away entirely with the waiting for change, generally so annoying to customers. These registers have been installed in several of the largest department stores in the country.

The new N. C. R. power station is the



POWER HOUSE.

outcome of the company's policy of making the buildings and surroundings of the factory beautiful and healthful. Such an environment is an aid to good work and makes intelligent and conscientious effort characteristic of the employes of the N. C. R.

MR. SMITH TO STUDENTS.

Mr. J. Hungerford Smith, Ph.C., president of the J. Hungerford Smith Company, Rochester, N. Y., recently delivered a most interesting lecture, illustrated by stereopticon views, before the students of the Michigan University, of which Mr. Smith himself is an alumnus. The lecture was descriptive of the various improved facilities and processes in the manufacture of soda fountain syrups, crushed fruits, flavoring extracts, etc., at the J. Hungerford Smith Company's factory, which is the largest in the world devoted exclusively to this line.

POPULARITY SURPRISED THEM.

When the C. H. Bangs Druggists' Fixture Co. produced their first Ice Cream Table and Show-Case, with seats attached, they felt quite confident they had a trade getter; but they are free to admit that its immediate popularity, and the large demand created, had surprised them.

INTERIOR OF GEORGE H. GRAYDON'S KING EDWARD PHARMACY AT EDMONTON, ALBERTA, N. W. T. THE NEAT, CLEAN-CUT APPEARANCE OF FIXTURES AND STOCK IS NOTICEABLE. MIRRORS INSET IN PARTITION BACK OF WHICH IS THE PRESCRIPTION COUNTER.

PRICE OF ICE CREAM IN DIXIE.

Some interesting ngures on the price of milk and ice cream have just been published by the Department of Agriculture, Bureau of Animal Industry, in a bulletin entitled "The Milk Supply of Twenty-nine Southern Cities." These statistics were compiled after investigation by Prof. C. F. Doane, M. S., professor of dairy husbandry and bacteriology, in the Maryland Agricultural College, while acting as special agent for the Bureau of Animal Industry. Nine Southern States are treated, the most important cities in each being studied.

The population in each case is shown, the daily consumption of milk in addition to family cows, the number of cows kept in the city, the retail price per quart and per gallon, and the price per gallon paid to producers. The per cent. of fat and the price per quart of cream is given. Passing to ice cream, the price per gallon in each city is tabulated.

It is this latter information which is perhaps of the most interest to the drug trade. The lowest price quoted is 80 cents, for Memphis, Tennessee, and it forms part of a range of 80 cents to $1.00 for that city. The highest price is $4.00, for Norfolk and Portsmouth, Virginia, but a range is also shown there from the low price of $1.00. Of course, much depends on the quality of the cream. The average price for ice cream per gallon is $1.58, according to these figures. At New Orleans the cost ranges from $1.50 to $2.00; at Charleston, $1.00 to $2.00; Memphis, 80 cents to $1.00, and Richmond, $1.25. In the same order, the price of cream per quart is 30 to 40 cents, 25 cents and 30 cents. It is noticeable that the per cent. of fat in the cream is the lowest at Charleston, being but eighteen, while Memphis is as high as any, with 30 per cent. The average per cent. of fat per quart is 25. The figures, at least as far as price is concerned, indicate little difference from conditions prevailing in the Northern States.

A CANADIAN DRUG STORE.

They know how to do things in Alberta, N. W. T., certainly at least in the fittings of a pharmacy. We reproduce a photograph of the King Edward Pharmacy, at Edmonton, Alberta, N. W. T., the proprietor of which is George H. Graydon. The general effect speaks for itself. Everything is of modern style and is beautiful in simplicity of line. The sanitary results from the lack of cumbersome, useless ornamentation is to be commended, and the ceiling, show cases and stock shelves are of desirable pattern. The same discrimination marks the advertising done by the store. Mr. Graydon issues a calendar of very good value and style. This year it carried this very same view of the store in the upper half, below being the usual block of paper slips, one for each month. The whole was upon strong, but flexible, glazed paper. Above the photograph was the superscription "Compliments of George H. Graydon, Chemist and Druggist," and below, the name of the pharmacy. At top and bottom were brass binders and in the former was fastened a ring by which to hang up the calendar. The whole sheet was easily rolled without marring for mailing purposes.

THE PROCTOR ADVERTISING.

When you can't turn to the East or to the West or the North or the South, the right or the left, without seeing the name of Proctor, it is evident that something is doing. Never in the history of theatricals in this country has any theatrical manager dared to make the display that Mr. Proctor is making of his various theatrical properties. Just think of a farm of fifteen acres, and then think of seeing the surface of that farm covered entirely with Proctor signs, and you will have some appreciation of how much advertising space is covered in New York City with Proctor Theatre signs; or, think of taking two miles of Broadway, New York, and covering it from building to building with Proctor signs, and you will have another idea of the immensity of this showing, and, of course, all this does not include the great amount of newspaper advertising, or the notices of Proctor attractions in every street car, in every elevated station, or in every ferry house. But builded, even more securely than the signs, are the attractions which those who read the signs may see at the various Proctor Theatres.

In the Netherlands the consumption of tea per head per annum is 1.48 pounds; in the United States, 1.09 pounds; in Russia, 0.93 pound; in Germany, 0.12 pound and in France 0.96 pound.

DRUG TRADE JOTTINGS.

G. Wiley Holmes has opened his new store and is doing business at 1921 Broadway, although it is not entirely fitted up yet. There is a new fountain

C. H. Love, 761 Amsterdam avenue, New York, has opened his summer pharmacy for the eleventh season, at Arvergne-by-the-Sea, Long Island.

The Welch Grape Juice window display has now reached the store of Joseph Gibian, Eighth avenue and Forty-second street, and Schaaf's, 708 Eighth avenue.

S. F. Haddad, of 89 Broad street, sailed for Europe on May 20, where he will spend the summer. This recreation is the more pleasant after sixteen consecutive years of business activity.

On John street may daily be seen a push cart, the proprietor of which sells ice cream. His sign reads: "Delicious crushed fruits, 2 and 3 cents." Apparently a sort of a low-priced sundae.

Drug stores using lay figures to feature goods may be interested to learn that one has been put on the market which moves its eyes, head, arms, etc. It seems to catch the attention of the public easily.

Carpenter, Wellington & Co., Broadway and Sixty-sixth street, are ready to aid the public in ascertaining the degrees of summer heat and are offering a line of out-of-door thermometers, through the medium of their window.

A noticeable feature of the drug stores between Fourteenth and Forty-second streets, Manhattan, on Second avenue, is the absence from the counters of advertising literature for proprietary goods. Certainly this leaves a clear, neat looking counter.

A customer in a drug store the other day called for pepsin, bismuth and charcoal tablets. Whereupon an old Irishwoman stepped up and asked: "Say, miss, is that phwat you're buyin' good for moths? I'll be takin' some too, if it is."

An unusual way of dressing a show window can be seen at the Olympia Pharmacy, 1552 Broadway. Palms of various sizes are employed, producing a cool looking effect, which intercepts the glare of the sun, reflected from the asphalt pavement of the street.

A. M. Redmond, of the Riker New York store, at Broadway and Ninth street, has been placed in charge of the St. Marks avenue Brooklyn store of that firm. Mr. Wilson, of the Twenty-third street and Sixth avenue store, assumes charge of the one at Ninth street.

Alexander G. Wilson, former manager of the Riker store at St. Marks and Flatbush avenues, Brooklyn, has purchased the business of D. Master Jr., at the corner of Flatbush and Sixth avenue. Here he will be in business for himself. He has already issued a very neat announcement card in blue and white.

Robinson Brothers, 1837 Seventh avenue, have just completed their second successful year at that location. Several other firms have in the past carried on a drug business at 1837, but failed to make a go of it, because of the peculiarities of environment. What others failed to accomplish, however, the Robinson Brothers have done.

In the Lenox avenue window the public is told that it may purchase as follows: Pure talcum powder, 15 cents per pound; Father John's Remedies, 36 and 70 cents; Fellows' hypophosphite syrup, 99 cents; six pounds of tar balls or flake, 18 cents; a full pint of wine, beef and iron, 25 cents; Coke's dandruff cure, 54 cents, and Pond's Extract, 35 cents.

Forsythe street, New York, has no drug stores, but a great number of street stands, boasting affairs called by courtesy soda fountains, from which more bottled soft drinks are sold than ice cream sodas. The appearance of these booths is not reassuring as to the quality of the stuff served. Results of activity on the part of the city health authorities in the past have shown that many of them use materials positively dangerous.

George E. Thorpe, the well-known druggist of Syracuse, was surprised recently, by a request from an Italian woman for a love powder to restore the affection of her husband. She said that her spouse was at the hospital and that another woman had been taking him soup and other dainties, so that he did not seem to care for her, his wife, any more. Mr. Thorpe gave the woman some harmless sugar of milk and told her to take some extra fine soup and other pleasing things to her husband. He also recommended that she show her affection a little more than usual. At last reports the couple were happily reunited. The question is whether the powder or the food did the business.

C. H. Platt, of Brooklyn, can boast that his pharmacy is situated in an old, abandoned hotel at 33 Atlantic avenue. The past has handed down some odd decorations to him. On top of the shelves at the side of the store is a miniature "Hall of Fame." The busts of poets, Shakespeare, Aeschylus, Longfellow, look down from one side, while lawgivers and warriors, Socrates, Solon, Dionysius, gods, goddesses and statesmen, adorn the other. Large, low urns of a Grecian pattern alternate with these busts of famous men. All are made of a composition resembling white marble, which stands out well against the dark green tint of the wall decoration.

The detriment to business caused by street improvements, especially excavation work, is illustrated by the case of Wilson's Pharmacy, Wall street and Broadway, this city. The sidewalk in front has been removed for some time, because of the work on the sub way, which is being extended under lower Broadway. It has been replaced by a temporary wooden structure which is elevated several feet above the regular level. A certain concern recently arranged with Mr. Wilson for a window demonstration. At the end of the second day, as the results were not satisfactory, a man was stationed on the street to watch the passers-by. He reported that the public was so intent upon noting the irregularities of the path, watching the steps which lead up to the wooden sidewalk, that never an eye was turned from the line of march. The demonstration was therefore called off.

S. Albert, 114 Lenox avenue, has issued a circular to his patrons calling attention to his prices. It runs as follows: "The Drug Trust circular has raised the prices on the following articles and will continue to do so with others:

Schedule Price.		Our Price.
83c.	Peruna	67c.
90c.	Paine's Celery Compound	69c.
25c.	Will's English Pills	19c.
45c.	Kidneywort Pills	37c.
45c.	California Fig Syrup	35c.
25c.	Piso Consumption Cure	18c.
25c.	Bull's Cough Syrup	18c.
45c.	Kilmer's Swamp Root (50 cent size)	38c.
83c.	Kilmer's Swamp Root ($1.00 size)	73c.

"Retailers who do not comply with the trust's demands are black listed. We are not controlled by anybody. Our prices remain the same as before. We give our customers the best for the least money."

One of the neatest booklets in circulation which calls attention to the merits and uses of various proprietaries is issued by the Pacific Coast Borax Co., who market Twenty Mule Team Borax. It is really an artistic creation. The cover is of rough drawing paper, on which is inset the picture of a girl who strongly recalls the women of our old friend, Howard Chandler Christy. Below is the title, Modern Miracles, the initial letters of which are illuminated in red. The contents of the booklet are in equally good taste, being handsomely illustrated with original drawings of pretty girls and young matrons at their household duties, in all of which borax proves a great aid. The quality of the paper is excellent and the type is well selected. The necessary featuring of the particular brand of borax put out by the company is done with a delicacy of touch which must carry conviction and is far more pleasing reading than the usual crass style of advertising literature.

Is a drug store a public place? A man entered a Third avenue pharmacy, recently, and requested the use of the telephone. He used the wire twelve minutes and offered ten cents in payment. The clerk requested twenty cents more, pointing out that he had had three separate calls. This the stranger denied. The dispute waxed constantly warmer and the angry voices louder until the clerk called in an officer of the law, who was standing on the corner. The policeman stated that he would not interfere unless the clerk was willing to make a formal complaint, and to accompany the prisoner and officer to the station house. This the clerk could not do, as he was alone in charge of the store. So he dropped the charge, but requested the officer to clear the store of the crowd which had collected by this time inside the store, to watch the possible fight or arrest. The intelligent policeman refused, delivering himself of this interesting decision: "Drug stores are public and anybody has a right in them." With this he departed to consult another policeman on the beat and from this second authority the same decision was handed down.

CARTER'S PILLS.

IMPORTANT COURT DECISION.

Carter Medicine Co. is Granted Decree by United States Court.

HAVE RIGHT NOT ONLY TO THE NAME "CARTER'S LITTLE LIVER PILLS," AS TRADE MARK, BUT EXCLUSIVE USE OF THE RED WRAPPERS OR LABELS PRINTED WITH BLACK INK.

The Carter Medicine Company, of this city, has just been granted an important decision in the United States Court for the Eastern District of Pennsylvania, at Philadelphia, which not only confirms its claims to lawful trade mark rights in the name "Carter's Little Liver Pills," and its exclusive use, but also, to the exclusive use of the red labels and wrappers and the well-known imprint used by the Company.

The adjudication, coming as it does from a United States court, is important and far-reaching in its effects, for it may now serve as a precedent in other cases of imitation of the Carter Medicine Co.'s specialty. In the case under consideration the defendant was particularly enjoined from putting up or selling pills in packages with red wrappers or labels printed with black ink.

Mr. Brent Good, president of the Company, commenting on the significance of the degree, said he had no desire to annoy with litigation the retail druggist, for whom he had the greatest respect, but the decision was a just one and confirmed all of the claims they had ever made for their trade mark, as to the style and color of their wrappers or labels, as well as the arrangement of the printing thereon. The publication of the decree should serve to inform druggists that the Company proposes to defend its rights, which have been so clearly defined by the U. S. Court and which are sure to be respected by all reputable druggists.

THE DECREE.

The decree of the Court follows:

At a Stated Term of the United States Circuit Court, for the Eastern District of Pennsylvania, held in Philadelphia, on May 17th, 1905.

Before Hon. John B. McPherson, Judge.

The Carter Medicine Company } April Sess.,
against } 1904,
Charles A. Eckles. } No. 4.

The bill of complaint herein having been filed, the complainant appearing by its solicitors, E. Clinton Rhoads and Philip Carpenter, and a subpoena having been issued and duly served, and the defendant having appeared by his solicitors Oliver E. Shannon and Alex. Simpson, Jr., and the defendant's answer having been filed, and the proofs having been taken, now, the cause having come on to be heard this 17th day of May, 1905, and after due consideration of the evidence and the allegations, it is.

Ordered, adjudged and decreed as follows:

A LAWFUL TRADE MARK.

First.—That the name "Carter's Little Liver Pills" printed with the capital letter L in large type, forming the initial letter of the words "Little" and "Liver," with the fragments of the words "ittle" and "iver," and the word "Pills," so arranged in the angle of said capital letter L as to read "Little Liver Pills," all placed within a rectangular border, which also includes the word "Carter's," is a lawful trade mark and the exclusive property of the complainant, the Carter Medicine Company, and that said Carter Medicine Company is entitled to the exclusive right of the peculiar form and color of label, wrapper and imprint when used by it in connection with its medicinal preparation called "Carter's Little Liver Pills," specimens of said labels and wrappers containing said trade mark being attached to the bill of complaint.

RED WRAPPERS OR LABELS.

Second.—That the defendant, Charles A. Eckles, has infringed upon the said trade mark and upon the rights of the said Carter Medicine Company by putting up and offering for sale to the public his own pills in bottles with labels and wrappers substantially similar to the bottles, labels and wrappers of the complainant, said labels and wrappers bearing the complainant's trade mark aforesaid, "Little Liver Pills," with the complainant's peculiar arrangement of the letters and words already described; said labels and wrappers also containing substantially the same wording in addition to the trade mark as the complainant's labels and wrappers, with a similar arrangement thereof; the defendant's labels and wrappers being colored red, with the trade mark and the complainant's other wording printed thereon in black ink in imitation of the wrappers and labels of the complainant.

FOREVER ENJOINED.

Third.—That the defendant Charles A Eckles, his servants and agents be and they hereby are forever enjoined from making any use of the complainant's said trade mark, or of the words "Little Liver Pills," either with the arrangement and in the form used by the complainant as aforesaid, or in any manner whatsoever in connection with any medicinal preparation, except that of the complainant, either alone or in combination with other words, and from manufacturing or selling or offering for sale any preparation except the complainant's to which the said trade mark or the words "Little Liver Pills" shall be applied; and from putting up any pills or other medicinal preparation in packages of the kind or in the form heretofore used by the defendant, as aforesaid, with red wrappers or labels printed with black ink, or in any manner resembling in color or style or otherwise the package used by the complainant, as above described, and from doing any other act or thing whatsoever which shall be calculated or liable to cause any preparation not put up by the complainant to be offered or purchased as the preparation of the complainant.

IMITATIONS TO BE DESTROYED.

Fourth.—That the defendant Charles A. Eckles be and he hereby is directed and required to deliver up to the complainant or its solicitors, to be destroyed, all bottles, packages, wrappers, circulars or other thing in his possession or under his control, bearing the complainant's said trade mark, or the words "Little Liver Pills," or any imitation thereof as herein described or otherwise—excepting only such genuine bottles, packages and wrappers of the complainant as may be in his possession for the purpose of selling the complainant's genuine goods.

ACCOUNT FOR ALL PROFITS.

Fifth.—And it is further Ordered, Adjudged and Decreed that the defendant Charles A. Eckels account for all profits received by him or diverted from the complainant, and for all damage suffered by the complainant by reason of the defendant's aforesaid unlawful acts, and that the complainant have judgment against the said defendant for the amount found due on such accounting, together with the costs and disbursements of this suit.

By the Court.

Attest: GEORGE BRODBECK, Jr.,
Chief Clerk.

True copy certified to from the records, May 23, 1905.

GEORGE BRODBECK, Jr.,
Chief Clerk.

HIGH-GRADE GLYCERINE.

Pure glycerine is now manufactured in the United States in immense quantities, and technical chemists speak very highly of that made by the Van Ruymbeke's new distillation process, advertised on another page by Wm. F. Jobbins, successor to the patentees, Messrs. Jobbins & Van Ruymbeke, whose works and principal office are located at Aurora, Kane County, Ill., with branch offices in San Francisco and New York. Mr. Jobbins not only makes a specialty of chemically pure glycerine for medical and pharmaceutical purposes, but he also manufactures glycerine for the preparation of nitro-glycerine and other purposes. Another of the specialties noted in his advertisement is Glauber Salts for dyes, etc. Druggists and manufacturers desiring high-grade goods of the character named, and at the right prices, should write to Mr. Jobbins for particulars.

PRESCRIBED A CANNON BALL.

Perhaps the queerest prescription that ever a druggist had to put up was one for a three-pound cannon ball, which came into the hands of Arthur Rache, of the Owl Pharmacy, of Marinette, Mich., while he was employed in the drug store of Daniel R. Jones, in Milwaukee.

"When the prescription came in I at first thought it was a joke," said Mr. Raiche, "but it bore the doctor's signature and could not be slighted. I showed it to Mr. Jones and although he was quite surprised, his long experience in the city drug business told him that it was genuine, and also right where it could be obtained immediately. He sent me to Gross Bros.' hardware store and I found exactly what was wanted.

"The doctor who sent the prescription wanted the iron ball to use in kneading his patient by rolling it gently on the patient's abdomen.

"Although such process of relieving stomach trouble is common, I never before heard of a cannon ball being used."

The U. S. Circuit Court of Appeals has decided that so-called soap pencils, intended for cleaning spectacles and eyeglass lenses, are not dutiable as pencils of paper or wood, filled with lead or other material, and pencils of lead, but are dutiable as unenumerated manufactured articles.

BUSINESS RECORD.

ALABAMA.

Stevenson.—Alston Bros., succeed Alston & Chapman.

CALIFORNIA.

Elmonte.—Elmonte Drug Store, damaged by fire.

Los Angeles.—Maerz & Lemke, succeed R. B. Boyd, Vermont and Washington Sts.

CONNECTICUT.

Unionville.—Abel C. Adams, succeeds Adams Bros.

GEORGIA.

Monroe.—N. L. Galloway, succeeds L. J. & N. L. Galloway.

ILLINOIS.

Chicago.—Wm. K. Forsyth, succeeds John Parsons, 194 31st St.

Hersche.—Walter Hipke, succeeds Krause & Hipke.

Monee.—H. E. Harwood, succeeds W. A. Harris.

Springfield.—Burkhart & Bugg, succeed Louis Sommers, 400 E. Washington St.

INDIANA.

Bedford.—Dodd & Douthitt, succeed Messick & Dodd.

Flora.—Thomson & Crume, succeed A. A. Flora.

Indianapolis.—Francis Phcy. Co., succeed Hurty-Francis Phcy. Co., 148 N. Penn. Ave.

Shelburn.—Geo. W. Lyons, new store.

Swayzee.—Lawshe Drug Co., succeeds Bradley Bros.

Vevay.—Chas. L. Kincaid, succeeds Thiebaud & Co.

IOWA.

Clutier.—Clutier Drug Co., new firm.

Conrad.—Scoville Drug Co., succeed Kauffman, Draper & Co.

Estherville.—Kane Bros., succeed S. N. Ritten.

Little Rock.—M. M. Beckman & Co., succeeds N. B. Burton & Co.

Miller.—E. P. Smith, new store.

Ottumwa.—F. Z. Kidd & Co., succeed A. L. Orr.

Wapello.—C. E. Frost, succeeds Frost & Kirby.

KANSAS.

St. Francis.—Dunn & Co., succeed Reinholdt & Pendergraph.

Waterville.—Dr. G. F. Thatcher, sold out; no successor.

KENTUCKY.

Mt. Vernon.—C. C. Davis, burned out.

Paducah.—Smith & Nagel, succeed Smith's Phcy., Broadway and 4th St.

MASSACHUSETTS.

Boston.—W. B. Hunt Co., succeed W. B. Hunt & Co., 707 Washington St.

East Milton.—Hodges Drug Co., new store.

South Braintree.—Samuel J. Chase, succeeds Whitcomb Phcy.

Waltham.—Ellsworth B. Reed, succeeds Hutchinson & Harrington, 665 Main St.

Worcester.—Kinsman Drug Co., Inc., succeed Harford Drug Co., 119 Thomas St.

MICHIGAN.

Lake Linden.—F. Lebault, new store.

Plainwell.—Miller Drug Co., succeed J. R. Schoonmaker.

St. Clair.—Milliken & Son, succeed A. F. Millikin.

West Branch.—W. J. Wren, succeeds C. J. Winslow.

MISSISSIPPI.

Lexington.—Lexington Drug Co., burned out.

Moorehead.—W. E. Stevenson, burned out.

Osyka.—Osyka Drug Co., new firm.

MISSOURI.

Benton City.—Dr. W. H. Douglass succeeds T. F. Moore.

Carl Junction.—T. A. Archer & Sons, closed out; no successor.

Dearborn—Lidstone-Coons Drug Co., succeed J. A. Kidwell.

Granby.—H. Wood & Co., closed up; no successor.

Odessa.—Odessa Drug Co. (Jno. E. Surber, Prop'r.), succeeds T. G. Graves.

Raymore.—Raymore Drug Store (A. G. Sears, Prop'r.), new store.

St. Joseph.—J. G. Geiwitz, 10th and Olive, damaged by fire.

St. Louis.—Ralph L. Krueger, moved from 1115 Union to 2900 Chauteau Ave.

Savannah.—E. W. Bishop, succeeds E. O. Phillips.

Walker.—Crown & Clark, succeed C. B. Davis.

Walker.—W. W. Zener, out of business.

NEW HAMPSHIRE.

Manchester.—J. L. Beaudry, Bridge and Elm Sts., closed up.

NEW JERSEY.

Long Branch.—W. A. Burroughs, sold out; no successor.

NEW YORK.

Cortland.—Mr. Quick succeeds Perkins & Quick.

New York City.—Mr. Bailey, succeeds C. D. Bowman, 75th St. and Columbus Ave.

J. & F. Grotta, succed Knickerbocker Phcy., Broadway and 38th St.

Chas. Kaufholz, moved from 171 to 164 Prince St.

Standard Phcy. Co., succeed M. Lederman, 323 Bowery.

Brooklyn.—Chas. G. H. Gerken, 1485 Broadway, dead.

C. H. Platt, succeeds Thayers Phcy., 167 Atlantic Ave.

Alexander C. Wilson, succeeds D. Master, Jr., cor. Flatbush and Sixth Avenues.

Rome.—L. G. Schneible, damaged by fire.

NORTH CAROLINA.

Wilson.—Turlington Phcy., succeeds Moore, Anderson & Dickson.

NORTH DAKOTA.

Fargo.—Theodore A. Boss., 722 Front St., new store.

Bruce Crusoe, succeeds R. F. Bryant.

OHIO.

Belle Valley.—R. H. Birnie, new store.

Sugar Creek.—P. E. Lodge, succeeds H. E. Miller.

OKLAHOMA.

Cloud Chief.—Dr. Jamison, new store.

OREGON.

Shaniko.—Dr. R. E. Golden, succeeds S. L. Perkins.

PENNSYLVANIA.

Bethlehem.—Wm. A. Siegfried, succeeds Geo. F. Metzger, 213 Broad St. (W.).

Canonsburg.—Jos. B. Donaldson, damaged by fire.

Connellsville.—H. F. Barkley, succeeds Graham & Newcomer.

Dunmore.—Oscar Ludwig, damaged by fire.

Greensburg.—S. S. Hays, succeeds Steele & Hays, 118 S. Main St.

Johnstown.—F. M. Rockwell, 762 Railroad St., new store.

McKeesport.—Eugene Camp, succeeds Charles Payne.

Milton.—C. D. Eschbach, succeeds Eschbach & Klapp.

New Haven—Markle & Harmening, succeed I. M. Hodgkins.

Markle & Harmening, succeed Geo. A. Markle.

Philadelphia.—Fredericks, The Druggist, succeeds Frank B. Kirby, 43d and Fairmount Ave.

Frank B. Groff, succeeds Funk & Groff, 4342 Lancaster Ave.

Ernest C. Swineford, 2259 Wharton St., damaged by fire.

Scalp Level.—Scalp Level Drug Co. (Wm. Hall, Prop'r), succeed H. L. Taylor & Co.

SOUTH CAROLINA.

Cameron.—S. J. Summers, damaged by fire.

Lexington.—M. Q. Hendrix, dead.

SOUTH DAKOTA.

Volin.—Geo. Meredith, succeeds G. W. Frostenson.

TENNESSEE.

Henderson.—W. B. Braden, new store.

D. W. Thomas & Co., out of business; no successor.

Mont Eagle.—Miss Mabel Turner, succeeds E. W. Holcombe.

Spring City.—G. A. Elliott, damaged by fire.

Winchester.—Franklin Drug Co., new firm.

TEXAS.

Fort Worth.—Orion Hopkins, succeeds M. D. Wallace & Bro., 106 Houston St.

Hewitt.—Dr. H. H. Anderson, succeeds Chas. Hutchinson.

Hondo.—Heyen Drug Co., new store.

Orange.—E. A. Sweet, succeeds J. W. Higman.

Sealy.—L. C. Griffin, succeeds R. A. Stone.

UTAH.

Ogden.—W. R. Gourlay, succeeds B. G. Knoth.

VERMONT.

St. Albans.—M. F. Huber, succeeds R. Brainerd.

VIRGINIA.

Alexandria.—Wm. P. Taylor, succeeds Chas. G. Lennon, 616 King St.

Richland.—Richlands Phcy., succeed W. R. Williams.

WEST VIRGINIA.

Cameron.—Harry Howard, new store.

Huntington.—Williams & Miller, new store.

WISCONSIN.

Racine.—H. Stone & Sons, 209 6th Ave; out of business.

Elkhorn.—W. E. Flack, succeeds J. D. Flack & Son.

WYOMING.

Basin.—Metropolitan Phcy. (Wise & Bowman, props.), new store.

Basin.—I. E. Thomas, out of business.

CANADA.

N.W.T., Winnipeg.—H. T. Hoskins, Maryland and Portage Ave., new store.

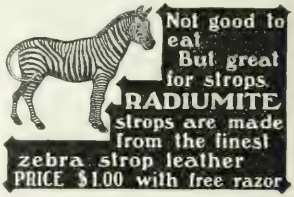
N. S., Wolfville.—Fred. C. Churchill, succeeds Gordon B. Parker.

Ont., Tilbury.—H. J. Dennis, moved from Chatham.

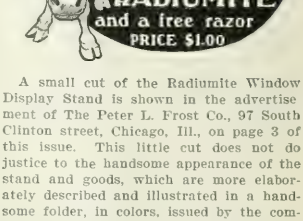
Que., Magog.—John West, M.D., succeeds J. O. Goyette.

Radiumite Advertising.

The Era this week reproduces two of the attractive window pasters furnished to dealers with the Radiumite Free Razor Display Stand Assortments, one of which is illustrated in the advertisement appearing on page 3 of this issue of The Era.

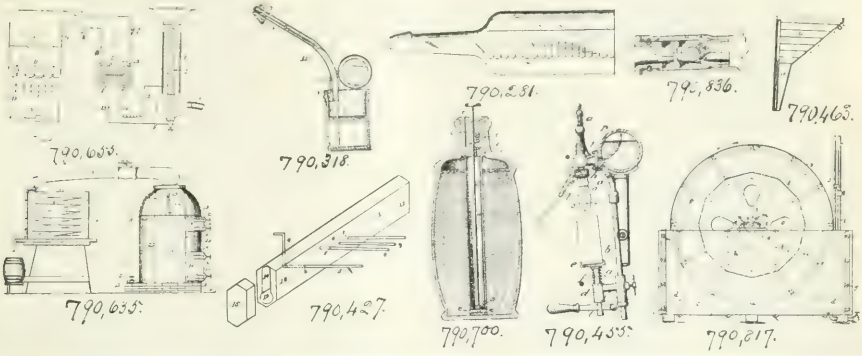


The Radiumite plan of giving a fine, hollow ground, hand finished razor free with each dollar strop, is in itself startling, but that all dealers, handling the proposition, offer to refund the dollar to any dissatified customer, and that owing to the wonderful honing and finishing properties of the Radiumite strops, and the superior material and workmanship of the razors, none are returned, would be almost unbelievable, were it not true that hundreds of dealers located in all parts of the country are making this offer with the greatest success.



A small cut of the Radiumite Window Display Stand is shown in the advertisement of The Peter L. Frost Co., 97 South Clinton street, Chicago, Ill., on page 3 of this issue. This little cut does not do justice to the handsome appearance of the stand and goods, which are more elaborately described and illustrated in a handsome folder, in colors, issued by the company. The merit of the Radiumite strops makes the line one of the most desirable on the market.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued May 23, 1905.

790,281—William B. Bostwick, La Salle, Ill. Means for guarding against the re-use of bottles.

790,318—Walter Sams, Chicago, Ill. Atomizer.

790,427—Ellis F. Frost, Washington, D.C. Bandage-roller.

790,429—Adolf Gutensohn, Southend, England. Process of recovering metals and oxides from solutions.

790,455—Richard Pfaff, Zurich, Switzerland, assignor to Alfred Tobler-Merz, St. Gall, Switzerland. Bottling machine.

790,463—Whitmell T. Talianferro, New York, N. Y. Funnel.

790,468—Henry V. Walker, Brooklyn, N. Y. Process of fumigation.

790,504—Geo. F. Jaubert, Paris, France. Production of oxygen from hypochlorites.

790,565—Arthur Eichengrun and Theodore Becker, Elberfeld, Germany, assignor to Farbenfabriken, of Elberfeld Co., New York, N. Y., a corporation of New York. Triacetyl cellulose.

790,601—Karl Stephen and Paul Hunsalz, Berlin, Germany, assignors to Chemische Fabrik and Actien (vorm. E. Schering), Berlin, Germany. Process of making camphor.

790,635—Harry Hirsh, Eastman, Ga. Apparatus for distilling turpentine.

790,655—Marius Otto, Paris, France, assignor, by mesne assignments to American Ozone Co., Niagara Falls, N. Y., a corporation of New York. Medical ozonizer.

790,700—Jacob E. Moseman, Donaldsonville, La. Non-refillable bottle.

790,817—David Boyle, Paterson, N.J. Bottle washing apparatus.

790,836—Forrest A. Heath, Jersey City, N. J., assignor of one-half to Charles C. Guernsey, Jersey City, N. J. Non-refillable bottle.

790,840—Arthur Hough, Dover, N.J. Process of making nitrated carbohydrates.

TRADE MARKS.

Published May 23, 1905.

265—Face powder. National Toilet Co., Paris, Conn. The word "Nadine."

266—Cosmetic cream. National Toilet Co., Paris, Conn. The words "Egyptian Queen."

321—Face powder. Benjamin Levy, Boston, Mass. The word "Lablache."

329—Tablets for use in coughs and throat irritation. A. H. Robins, Richmond, Va. The word "Herotone."

358—Remedy for dyspepsia, catarrh of the stomach, ulcers and other microbian diseases. The Drevet Manufacturing Co., New York, N. Y. The word "Hydrozone."

410—Salve or ointment for medicinal or toilet use. Chauncey F. York, Warriors Mark, Pa. The hyphenated word. "Ma-Le-Na."

411—Medicine for aiding digestion and curing diseases of the stomach. Chauncey F. York, Warriors Mark, Pa. The word "Vip."

460—General tonic. Frank E. Wilson, New York, N. Y. The word "Strenuous."

521—Antiseptic. Dios Chemical Co., St. Louis, Mo. The word "Germiliton."

522—Non-alcoholic beverages. Oklahoma Vinegar Co., Fort Smith, Ark., and Atlanta, Ga. The word "Mexota."

649—Liquid remedy for rheumatism, neuralgia, lameness, burns and external injuries. John B. Chase, Washington, D. C. The word "Listerhazel."

738—Liquid cathartic. Powers & Moore, Brookfield, Mo. The representation of a flag, associated with the words "Blue-Flag."

792—Tonic and stomachic preparation. Emil Cauffman & Co., Philadelphia, Pa. The word "Gingeruta."

847—Ointments. The Lucona Co., Washington, D.C. The word "Lucona."

851—Antiseptic lotions for general use. Herman S. Levvy, Columbus, O. The hyphenated word "Bar-Ba-Zone."

873—Laxatives. Catnoid Tablet Co., Washington, D. C. The word "Cathoid."

995—Cod liver oil cough candy. Slade Gorton & Co., Gloucester, Mass. The pictorial representation of a codfish.

998—Alkaline antiseptic wash. Alkalol Co., Taunton, Mass. The word "Alkalol."

LABELS.

Registered May 23, 1905.

12,148—Title: "Doctor Nasaki's Eye Tonic." (For eye medicine.) Stark & Selig, New York, N. Y.

12,149—Title: "Dentableach." (For toothwash.) Dentableach Co., Borough of Clarion, Pa.

12,150—Title: "Pinkham's Nonpareil Egg Shampoo Cream." (For shampoo cream.) The Pinkham Mfg. Co., New York, N. Y.

12,151—Title: "Dr. Rietz's Golden Quinine Hair Tonic." (For hair tonic.) Dr. J. B. Rietz Medicine Co., Chicago, Ill.

12,152—Title: "Frazier's Sulphur Hair Tonic." (For hair tonic.) Medorse Joseph Frazier, Lakewood, N. J.

12,153—Title: "E-Z-Down American Aromatic Stomach Bitters." (For stomach bitters.) Emanuel Marx, Chicago, Ill.

12,154—Title, "The Wise Old Man's Liniment." (For pharmaceutical or medicinal preparations.) Rosen & Berger, Chicago, Ill.

12,155—Title: "King of Fire." (For patent medicine.) King of Fire Co., Buckhannon, W. Va.

MARKET REPORT

CHLOROFORM WEAK.

Patents Expire Soon, So Prices Lower—Turpentine Strong.

OPIUM FIRM, BUT JOBBING PRICES UNALTERED. — SALAD OIL AND JAPAN WAX HIGHER.—AGENTS OF GERMAN BROMINE SYNDICATE COMPLAIN OF VIOLATIONS OF CONTRACTS. — PURCHASES EXPORTED AND SOLD AGAIN IN THEIR HOME MARKET BELOW THEIR FIGURES.

New York, May 29.—The most interesting development of the past week was the appearance of the following circular letter to the trade by the Roessler & Hasslacher Chemical Co., under the date of May 22d:

"Due to the fact that several parcels of bromides sold by us have been exported to Europe, we are instructed by the German Bromide Syndicate, for whom we are acting as sole selling agents, to once more call the attention of our customers to the condition under which we are willing to enter additional orders or to make further deliveries on account of contracts entered with us for bromide salts. Said condition is as follows:

"Bromides purchased from us are for the legitimate wants of our customers, and are sold and purchased for consumption in the United States; the buyers guarantee not to directly or indirectly re-export the same, and to bind their customers to the same conditions."

The first statement of the above is particularly interesting, as it confirms many rumors on the subject which have been in circulation for some time.

The tone of the market remains in general steady, advances and declines being about equal in number and importance. The two most important movements are a further decline in chloroform and another advance in spirit of turpentine. The demand continues normally healthy and in a few commodities greater activity is reported by jobbers, but there is little special feature.

OPIUM.—Foreign markets are higher and an advance of 2d. is cabled from Smyrna. The reports of droughts in the growing districts are confirmed. The wholesale market here responded to these influences and cases are now quoted by most holders at $2.90. There seems to be rather more interest on the part of consumers and the demand is therefore a little better. Jobbing prices remain unchanged at $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent., and $4.00@4.85 for sixteen per cent.

MORPHINE SULPHATE.—The market holds steady with a moderate satisfactory demand at the unchanged jobbing quotations of $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—The tone is somewhat steadier and the demand is slightly improved. Otherwise there is nothing to report. Foreign statistics remains bearish, but apparently have spent their force for the present. The next Amsterdam bark sale will occur June 8, but not much interest in it is displayed. The next London auction is scheduled for June 20. A routine demand for immediate needs continues on jobbers, who quote the following unchanged prices: 20@21c. for bulk, in 100-oz. tins, 20½@21½c. in 50-oz. tins, 21@22c. in 25-oz. tins, 22@23c. in 15 or 10-oz. tins, 25@26c. in 1-oz. tins, and 27@28c. in ounce vials, according to brand and amount.

CHLOROFORM. — Manufacturers have again reduced prices, this time by two cents. This makes a total decline of twenty cents since last September. This is because of the approach of the date when the patents controlling present processes of manufacture will expire. This happens early in June. The mutual agreement between manufacturers seems to be to put prices on such a low level that there will be little inducement for new capital to enter the manufacturing field. Jobbers have lowered their figures accordingly, and these now are 33@38c. per pound.

SPIRITS OF TURPENTINE.—The sharp upward movement of prices continues, because of speculative manipulation by powerful interests in the producing regions of the South. The highest price ever touched on the Savannah Board of Trade was recently reached and shorts are forcing up values in a wild scramble to cover. There are several rival interests and if they do not work in harmony, prices are likely to break very sharply next month. Jobbers are constantly revising their figures to meet the wholesale fluctuations and their latest prices are 79@80c. per gallon in barrels and 90@95c. per gallon for smaller quantities. Retailers will do well to buy only for actual necessities and to keep a close watch on market conditions.

LINSEED OIL.—Because of high prices for flaxseed, linseed oil has been gradually advancing at wholesale, and shows a further upward tendency. Jobbers have raised their prices to the following: Raw, barrels, 53@54c. per gallon and 60@65c. for less; boiled, barrels, 55@56c. per gallon, and 62@67c. for less.

UNION SALAD OIL.—Producers have advanced their scale of prices. Raw material conditions are more bullish. Jobbers cover themselves with a similar advance and now quote 37@38c. per gallon in barrels, and 47@55c. per gallon for smaller quantities.

MENTHOL.—Liberal stocks, slow demand, and keen competition among dealers keeps the market easy and unsettled. Another decline has been registered and jobbers now ask $2.45@2.70 per pound.

MERCURY.—A short time ago the wholesale market developed some easiness through desire to move stocks and this is now reflected by jobbing prices, which have been reduced to 62@67c. per pound.

AMERICAN SAFFRON.—Values continue to decline, because of lack of demand and anticipation of fresh supplies which are said to be coming from Mexico. New jobbing prices are $1.20@1.30 per pound.

GOLDEN SEAL ROOT.—The market has reacted a trifle this week because of scarcity. Offers of low-priced, spring-dug in the West continue, but do not exert so much influence for the moment. Jobbing quotations have risen to $1.95@2.10 for whole, $2.00@2.15 for ground, and $2.05@2.20 for powdered per pound.

JAPAN WAX.—Because of the suspension of traffic in Japan, shipments of new supplies are not expected for some time. Short sellers are said to be anxious to cover. Prices seem likely to go higher. Spot stocks are rather light. Jobbers have advanced their figures to 16@20c. per pound.

SPIKENARD ROOT.—Jobbers have revised prices for crushed to 35@40c. per pound. This advance is due to some lightness of supplies.

SILVER NITRATE.—As the metal is higher, prices for the nitrate have also risen and jobbers are holding at 45@50c. per pound and at 47@52c. for fused per pound.

SENEGA ROOT.—As new crop has not yet arrived and spot supplies are light, jobbing prices are up to 80@90c. for whole, 85@95c. for ground, and 90c.@$1.00 for powdered, all per pound.

CODLIVER OIL.—There is very little demand, since this is the summer season. Latest estimates of the production of Norwegian oil are about 32,000 barrels, an unusually good crop. Prices are again lower, jobbers quoting as follows: Norwegian, barrels, $31.00@32.00 per barrel, $1.40@1.50 per gallon in 5-gal. tins (tins inclusive), and $1.30@1.40 per gallon for smaller quantities (containers extra). Prices for Newfoundland oil are down to 85@95c. per gallon in barrels and $1.10@1.25 per gallon for smaller lots.

CHAMOMILE FLOWERS, GERMAN.—Jobbing prices have been reduced a trifle to readjust them to market conditions. They were too high. Present quotations are: 22@27c. per pound for best, and 17@22c. per pound for ordinary.

OIL PINUS PUMILIONIS.—Latest jobbing terms are 35@40c. per ounce.

FULLER'S EARTH.—A slight advance is now asked by jobbers; 6@7c. per pound for unground.

DRAGON'S BLOOD.—To more stocks and because of plentiful supplies, jobbers have lowered values to the following schedule: Reeds, 55@60c. per pound; ordinary, 40@45c. per pound; powdered, extra, 90c.@$1.00 per pound, and ordinary, 55@65c. per pound.

FLAXSEED, CLEANED.—Reduced by jobbers to $6.75@7.00 for 182-lb. barrels. Pound, 5@6c. in smaller quantities.

CHINESE CANTHARIDES.—Sharp competition continues between wholesale holders. Our market is not below parity with foreign. Jobbers reduce quotations to 79@89c. for whole and 88@99c. for powdered per pound.

LYCOPODIUM.—Poor demand lowers foreign market and local competition. Jobbing prices cut to $1.03@1.13 per pound.

CANARY SEED.—Primary markets are cabled higher with an upward tendency. Crop materially damaged by drought. Local prices unchanged.

CARBOLIC ACID.—London cables are higher on crystals. No change here.

CUMIN SEED.—Foreign markets are higher and there is a scarcity of supplies abroad. Jobbing prices here remain unaltered.

ESSENTIAL OILS.—Neroli and sweet almond are reported as higher abroad, but our market shows no price movement.

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JUNE 8, 1905. Number 23.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. = NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Prejudice Against Druggists.—Poisons and Labels. Illegible Prescriptions. The New Pharmacopœia.—Colleges of Pharmacy.—College Libraries.—Women in Colleges.—The Small Man's Worth.—The Druggist as an Investor.—Special Prescription Blanks.—Bodemann Visits Waukesha.—System and Economy.—The Pharmacist as a Veterinarian.—Theory and Practice.—Question Box.

NEWS.—Park Must Answer.—Brooklyn Druggist Sued for a Note.—New York C. P. Alumni Outing.—Stamp Tax on Liquor Sales Repealed. P. A. R. D. Against Prize-giving.—New Pharmacopœia Soon.—Mr. Dohme Coming Home.—Old Drug Store Sold.—Passed Eastern Branch.—Michigan's Oldest Druggist.—Urging Druggists to Join.—Among the Colleges.

TRADE.—Mr. Good Believes in Fair Prices.—The Eternal Controversy.—Requisites of an Ideal Prescription Department.—Necessity and Scope of Advertising.—Schwarz's Pharmacy, Brooklyn, an Example of Enterprise and Well Directed Effort.—Pleasing Fixtures at Moderate Outlay.—Business Record.—Patents and Trade Marks.—Market Report; Spirits of Turpentine Still Climbing.

EDITORIAL COMMENT

Prejudice Against Druggists.

Members of the committee which has been appointed by the N. Y. R. D. A. to use moral suasion with the newspapers which are constantly attacking druggists, will find they have a most difficult task assigned them. Not that it will be difficult to approach the powers that be in the newspaper offices and get a hearing of the arguments against the indiscriminate attacks which are made on dealers in drugs through the columns of daily newspapers, but because of a deep-rooted prejudice against the drug trade in general.

This sentiment against the trade has no foundation in fact, but that it exists no one conversant with the facts will deny. It is the direct outgrowth of crusades which have been made from time to time against the sale of cocaine and other illegal drugs. A few dishonest druggists are found guilty of the offense, and the whole body must suffer for the acts of the few. This feeling will be found stronger than that inspired from sources which are inimical to the welfare of the druggist, and much more difficult to eradicate. One is the result of a misstatement of facts, and the other is due to an erroneous but long existing impression that all druggists are in the business for what they can get out of it, and that they are none too particular as to the sources of their incomes.

As an illustration, a crusade in a neighboring city against the cocaine evil may be mentioned. Only five convictions were obtained, but every pharmacist in that city, and there are nearly 125 of them, was placed under suspicion for the time being. And the feeling no doubt still exists that the five who were caught did not represent all of the guilty. It was this that gave rise to the prejudice against druggists in the newspaper offices in this one city, and similar cases have had a similar effect in other places.

The remedy for this state of affairs is a simple one, and is in the hands of the druggists, who are sure to suffer most while this prejudice continues. To remove this unwarranted prejudice it is only necessary that all pharmacists should take a firm attitude against dishonest members of the profession. Illegal sales of drugs and the traffic in liquor cannot be too severely condemned. Only a small percentage is so blind as not to see that profits from such a traffic will be of short duration and are not to be compared with the results of trade built up by honest dealings. Weed out the bad druggists, those whose practices bring into discredit, whether rightly or wrongfully, the whole profession, and with nothing to keep it alive this prejudice will soon die. There must be no palliation of offenses because of friendship or the influence of the individual in the community. All offenders must be driven out for the general good, and then the work of the committee will be easy.

Poisons and Labels.

In a morning paper we notice an account of the death of a child resulting from the administration of wood alcohol instead of lime water. The physician, it appears, had ordered that the child's food be treated with lime-water. The servant who bought the fatal poison insists that she asked the druggist for lime-water, but the druggist is equally positive that wood alcohol was demanded.

There are some points in the story that evidently need explanation. How was it possible for a substance with so characteristic an odor as wood alcohol to be used in place of the odorless lime-water? And why should an important matter of this kind have been left to the care of a servant?

But these points are not nearly so worthy of attention as the blame which attaches to the druggist. The statement is made that a bottle labeled "lime-water" was filled with wood alcohol without any other label being attached. It is said that the druggist "never looked at the label." If this be true (and the pharmacist himself admits that he dispensed wood alcohol), then a very serious and inexcusable blunder has been committed. We have called attention time and again in our columns to the importance of careful labeling. A pharmacist has no right to suppose that a bottle presented

to be filled with a certain drug is always used for that same purpose. It is his business to see that everything that leaves his store is properly labeled. Additional caution should be used in handling poisons.

There may have been extenuating circumstances in the case just cited, but as yet they have not come to light. It is to be hoped that the druggist will be able to clear himself of blame, for the effect of such an incident upon an already suspicious public will be anything but beneficial.

The New Pharmacopoeia.

There will none hail the appearance of the new Pharmacopoeia with more joyful acclaim than the editors of pharmaceutical journals, for the most of them, within the last three or four years, have answered more than one inquiry relating to its publication. It is safe to say that the time consumed in answering these inquiries and the postage thereon would amount to more than enough to supply each of them with several copies of that work, which is now definitely announced to appear before the end of June.

The Revision Committee has not been working to relieve the editors, however. But its members have worked intelligently and unceasingly nevertheless: all should know that careful revision in an undertaking of such magnitude requires time. Fully five years have elapsed since the meeting of the Pharmacopoeial Convention which authorized the publication of the book, and it is to be hoped, and we have reason to believe from what the members of the committee have given out, that the new book in character will mark a distinct advance and soon be esteemed as highly as any of its predecessors ever were. The new revision will become official on August 1 next.

Colleges of Pharmacy.

Two reports have come to hand during the past week which serve to give one a bird's-eye view of our educational institutions, at least in so far as they relate to pharmacy. We refer to Prof. Wilbur F. Scoville's pamphlet, "American Pharmaceutical Colleges and Schools," published by the American Conference of Pharmaceutical Faculties, and the report of the United States Commissioner of Education, issued by the Government.

These reports are as a matter of fact largely statistical, and in a way they remind the reader of the registration data furnished each year to the American Pharmaceutical Association by the secretary of the section on Education and Legislation. Thus, Professor Scoville reports eighty institutions now teaching pharmacy in the United States, four of which were established since the beginning of 1903 and eighteen since the close of 1899. Of the total number the Commissioner of Education presents statistics for the year 1903 from sixty-one schools, having a total enrollment of 4,411, or 4,193 men and 218 women. The graduates numbered 1,372.

Careful scrutiny of the statistics further reveals that only ninety-five of this small army of students possessed literary degrees. In the light of these returns it may be assumed that pharmacy has not yet reached the dignity of a profession, unless colleges can make professional men and women of persons who have had no academic training. It is refreshing, however, to note that most of the institutions are on the upward grade and that many of them have already increased their entrance requirements. In this work the influence of the American Conference of Pharmaceutical Faculties has been in the right direction, and to this trend every college of pharmacy must conform or fall behind the age.

College Libraries.

The sixty-one colleges of pharmacy whose reports are included in the statistics supplied by the Commissioner of Education have 40,409 volumes in their libraries. Some schools have no libraries at all; others have but a few volumes. It is to be hoped that this deficiency will soon be rectified. Effective study in any branch of science demands the use of books for consultation and reference, and a library is a necessary part of the college equipment.

It is largely to these libraries that the true pharmacist must look for those influences which create and preserve the highest scholarship and attainment in his calling. We are aware of the effort that some of the older colleges have made to develop this particular feature of their equipment, and a no less important duty devolves upon the college young in years as well as the college which has never made practical use of its opportunities. It is only a few years ago that the statement was made that less than ten colleges of pharmacy had in their possession complete sets of our National Pharmacopoeia. A paucity of standard reference works is a reflection upon the equipment of the practical pharmacist in every-day life; in a greater degree, the absence of representative literature of pharmacy in the library is no less an indication of inadequate equipment on the part of the college. So long as the pharmacist must continue to acquire his education from those who have gone before, the more important it becomes that the college should encourage the establishment and extension of its own pharmaceutical library.

Women in Colleges.

An allusion has been made to the enrollment of women in colleges of pharmacy, the numbers of which seem to be on the increase. It is not likely, however, that they will ever usurp or entirely crowd out the masculine members of the race, but it is interesting to be informed that in the educational contest for pharmaceutical honors they are not to be found very far behind their brethren.

A review of woman's work in colleges shows her capabilities for the practice of pharmacy. More than once during the present year has she been one of the prize winners of her class. In practical work in the store she has also fulfilled the arduous exactions of the pharmacist's daily life, and through it all she has never been accused of losing either her natural simplicity or tact. He would be a bold man who would dare assert that because she is a pharmacist she is apt to forget the promptings of that instinct which teaches all women to discriminate between the knowledge they ought to possess and that which is outside of their proper domain. The most bitter and uncompromising opponent of "woman's rights" now generally admits that women are more thoroughly educated than they once were and that they may also successfully do things once forbidden to them. All things considered it is safe to say that woman will continue to hold her own in pharmacy.

Illegible Prescriptions.

In the Era of last week comment was made upon the careless writing of prescriptions by physicians, a fault which seems to be almost universally common to the medical profession. According to one of our French exchanges the Austrian Minister of the Interior has recently proclaimed an ordinance relating to illegible writing, and which is aimed more particularly at the doctors. Pharmacists are forbidden to deliver medicines on prescriptions whose sense is not absolutely certain and the signs perfectly plain. Further, on each prescription must be written in large letters the name and address of the patient, or should he object, as he evidently might, the prescription is to be marked with a particular sign to avoid possible confusion later. Our exchange remarks that the ordinance is worthy of imitation in France, where many doctors over-exert themselves to write as poorly as possible.

A harsh criticism, though doubtless much of it justly deserved. Crooked and bad handwriting may be the traditional sign of learning, yet the practice of it does not excuse or release the physician from performing his duty. The pharmacist should not be com-

pelled to decipher hieroglyphics or senseless abbreviations, and it is better for all concerned that he should refuse to fill a prescription than to attempt to compound one he does not fully understand.

The Druggist as an Investor.

Much has been said and written about the readiness of the average druggist to take up any scheme that promises quick and sure profits, but we desire to call attention to another interesting case of this kind, which we present in our news columns this week. In this instance the druggist subscribed for stock in a patent medicine company, which a few months later went into bankruptcy.

Close examination shows that the investment presented a much more conservative appearance than the usual run of those in which druggists indulge. In fact, it is highly probable that had the company continued in business it would now be meeting in full its guarantees as to stock and dividends.

To the druggist it must have seemed that he was making a perfectly safe investment. The average man, indeed, would have taken such a view of the proposition. But profitable investment is something that requires not only business ability of a high order, but also a thorough training. Certainly this combination is a rare one among druggists, for obvious reasons. Their business is to sell drugs and compound prescriptions. Investment should either be left strictly alone or else placed in hands competent to handle the subject with a reasonable degree of safety.

Enterprising Druggists.

Are retail druggists lacking in enterprise? A contemporary takes the position that they do not make the most of their opportunities—that they might push their business with more vim and get better results. Unquestionably this is true to some extent, but no more so of the retail druggist than of merchants in other lines. Few of us put forth our utmost endeavors, and in every walk in life many opportunities to better our condition are allowed to slip through our fingers. Too often is failure written where a display of a little more enterprise and energy and a watchful eye to the main chance would have brought success.

It is these missing opportunities that bring regret when failure comes. It is far more bitter to have been near the goal and missed it, when it might have been grasped, than it is to have failed through a combination of fortuitous circumstances, the results of which could not have been averted. In one respect the druggist is woefully behind the times in that he does not advertise early and late and often. He has a constant illustration before him of the success which advertising brings, and yet too many druggists remain blind to their opportunities in this respect. Their shelves are loaded with goods which are known from one end of the country to the other, not because of any merit they may possess, but because they have been kept constantly in the public eye by the judicious use of printer's ink.

With such examples before them too many druggists neglect to push articles, the larger sales of which would mean increased profits, and which could be easily brought to the attention of customers. This does not always mean an outlay of money. The advantages of window displays have repeatedly been called to the attention of druggists in these columns. This is only one of the methods of publicity which the druggist does not use to the fullest extent. Many drug stores are on corners, where every opportunity is presented for an attractive showing, which is too often permitted to go to waste.

The druggist who realizes the value of judicious advertising and who does not fail to call attention to his wares whenever he has the chance, need not fear that he will be classed with those who fail to show a commendable degree of enterprise. Success will be his, and with success comes a recognition of the fact that it is only to be won by the man who has ambition, backed by enterprise and energy.

The Small Man's Real Worth.

It is not given to most to be great. The largest prizes of any line of activity can not be for all, for there must be an average against which a few instances contrast to make them loom forth large and prominent. Many a man who has the elements of big achievement in him never gets the opportunity to show what he could do, and so he goes his modest way unknown to any save his own small, immediate community. Yet is he any the less deserving of praise? Is he any the less great because when he passes he leaves no ripple on the surface of the world's affairs? If he possessed the qualities of greatness, was he not really so, although unkind fate left him without the call to show them? For after all, many will agree that chance, opportunity, is essential to rise in this world.

Is it then but fair occasionally to heed the doings of the obscure individual? In every business there are thousands who plod along without producing very prodigious results, according to the generally accepted standards of society. But since they cheerfully face the day's work and manfully do well what comes to their hands they are indeed as much deserving of praise as he who causes a great furore by his actions. In every city, in every hamlet, in this vast country are pharmacists who toil as hard as if they were netting tremendous results, yet who, at the year's end, have little to show save duty well done, a clear conscience and a business free of debt. One year follows another in the same way, and when their time comes they leave behind them little save the respect of their community and a modest pittance for their families.

All honor to such. As long as they neglected no opportunity they have lived as greatly as any hero of history. They have played their part like men, and, indeed, the fact that they never despaired under such monotony and lack of fortune redounds the greater to their credit. Let not the corner druggist in the modest little store think lightly of himself and his work. His is a noble calling when he will but think it so himself, and he can truly say that he has relieved much suffering, exerted a fine influence on his fellow men and left the world the better for his being.

Trade-Marks in Turkey.

It is reported that the Turkish Government has issued an order to its customs authorities not to admit any foreign goods which bear the mark or design of a star. It is supposed that the reason for this is that the representation of a star is part of the Turkish coat of arms. How about the admission of vessels bearing the Stars and Stripes into Turkish ports?

Speaking of the next N. W. D. A. convention in New York City, a western drug journal says: "The association headquarters will be the New Astor House." And New Yorkers pride themselves on their new Hotel Astor! The Astor House, brother, was built about sixty or seventy years ago, or before the discovery of gold in California. It is hardly new. Not even modern.

A chemist out in Wisconsin says he has produced a liquid which is 11,000 times stronger than the best quality of beer. One drop of it placed in a beer glass containing ice water will produce a glass of pure beer. Expert chemists, we are told, ridicule the alleged discovery as an utter impossibility. We can well believe it. Should it be true, every man, woman and child in the country could be supplied with beer in unlimited quantities. One shudders to think of the consequences. We suspect the chemist may have been partaking of his own invention undiluted.

OUR LETTER BOX

SPECIAL PRESCRIPTION BLANKS.

Chicago, June 3, 1905.

Editor The Pharmaceutical Era:

In your recent issue (June 1, page 616) you have an article from Minneapolis that complaints are heard from druggists "that the practice of many doctors in using prescription blanks with the name of some particular druggists printed thereon works injustice in more ways than one." Now it seems to me that the druggists complaining are somewhat in the position of the fox and the grapes, as they have not themselves been imbued with the modern system of advertising and are jealous of their more enterprising brother druggists who supply the physician with these blank prescription books. These grumblers might do worse than get up some attractively arranged book of forms of their own and send them to all the doctors in their vicinity, and it is very probable they will get results. Is it not a case of "You scratch my back and I'll scratch yours?"

F. R. SNYDER.

BODEMANN VISITS WAUKESHA.

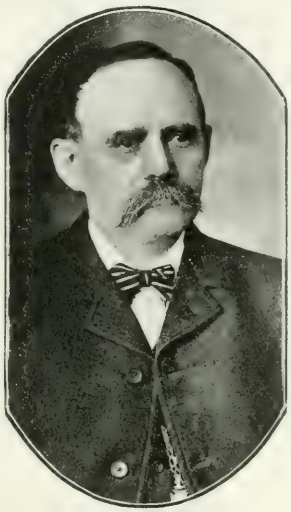
Chicago, May 25, 1905.

Editor The Pharmaceutical Era.

If ever I was in the hands and the house of my friends it was on Tuesday, April 18, when, bright and early, and in company with George Schmidt, of Hinckley & Schmidt, the Chicago agents, I went to Waukesha to visit the White Rock Spring Co.'s plant. George is one of my old State street clerks, and the White Rock Co. counts my old friends, E. O. Gale, W. F. Blocki and Walter Gale among its owners. Since I saw the spring last the spring has sprung into worldwide fame, and, aside from the fact that the Chicago stockholders are old pharmacists, an inspection of the works is of greatest interest to a pharmacist. The manager, Mr. Welch, a highly interesting gentleman, met us most cordially and at once accompanied us on our tour. The whole works seem to be under the controlling spirit of a master of system and the machinery works like clockwork; the packing boxes are made right there by machinery.

The bottling works excited my greatest attention. The carbonic acid is generated from C. P. sulphuric acid and bicarbonate of soda. The company bottles 75,000 gross in ½ pints, pints and quarts a year, in addition to the still water in ½ gallons and gallons, over eleven million bottles a year. The Crown stopper is used for the effervescent product and a very ingenious apparatus sinks the bottles in dozen lots under water, imperfect corks by this means being very easily detected by the bubbles, thus avoiding loss of gas. The spring itself is a gem, the water coming out of the perfectly pure virgin white rock. To describe the poetry of this beautiful spot in the majesty of its cleanliness and purity, requires the muse of a Longfellow; suffice it to say that when the demand requires it, 100 gallons per minute can be pumped into the works, and the level of the water in the spring does not materially drop. Mr. Welch is ably assisted by Messrs. Parker and Heath, both old pharmacists, and very pleasant gentlemen, who did all they could to make my visit both pleasant and instructive.

The products of the White Rock Co. are now to be found in all of the leading hotels of the Old and New World, in Pullman cars, restaurants and drug stores from Maine to Maine—that is, in all the intervening villages in Hawaii, Japan, China, India and Europe.



CARL ENGEL.

Of Manhattan, Kan., Recently Elected President of the State Pharmaceutical Association of Kansas.

The advertising activity of the concern amounts to genius, and I am under the impression that the budget for advertising alone throws out $100,000 annually. Talk about side lines for druggists—here, indeed, is a side line that has assumed a world-conquering power, and I rejoice in the fact that my friends, Welch, Gale and Blocki struck oil when they struck this water, although it took pluck, perseverance, talent, genius and skill, and a clear business head to achieve this result.

Yours,

W. BODEMANN.

OFFENSIVE SHOW WINDOWS.

New York, June 6.

Editor The Pharmaceutical Era:

Your stand against objectionable show windows cannot be too highly commended, and the attitude is one which should receive the approval of every pharmacist who is in favor of that which works for the good of the profession. This tendency to put offensive articles in the windows of drug stores seems to be on the increase, rather than on the wane, and while druggists are making progress in many ways, there are not a few among them who seem to be inclined to take a backward step. Leading this procession in retrogression are those who have the bad taste to fill their windows with articles which should be kept out of sight. As you truthfully say, these things have their places in drug stores, but they should be kept in drawers and closets until called for.

This exposing of such articles to the public gaze might be pardoned if it increased sales, by even so much as a penny's worth. But it does not. On the other hand, it is a question whether it does not keep sensitive people from entering stores where such things are shown. These displays do more harm than good, thus removing any slight excuse which might be had for making them. There is too much that adds to the attractiveness of the windows and the sales of which are increased by pushing to the front, for druggists to make use of that which is objectionable to the few, to say nothing of filling his windows with things which cannot help but prove repulsive to the many.

Druggists who read what you have printed on the subject will be wise to profit by the kindly advice you have given. When there is no hope of profit, the last vestige of an excuse for such displays has been swept away. With public opinion and good taste against him, it is hard to understand how any druggist can be so far behind the times as to make the mistake of permitting anything to be put in his windows which will not add to the attractiveness of the display.

OBSERVER.

OUR OFFICE BOY GETS NEW JOB.

Last weak when the Editur rede what I had wrote about drug stores he thot that as I cud not sit down I wud be as well out of his way fur a time, so he gave me a letter to a drugist that was advertisin fur a yooth with an inquirin turn of mind, and I got the job. The first day I was there, the drug clerk, who was quite a masher, sent me to clean out bottels that was filled with straw, and altho I rinsed them out with water the straw wud not kum off, so I put sum whitin in the water and while I was trying to get out the straw and the whitin a man came in & askd fur idy-forum supose-it-oreys. The klerk ran into the back shop wher I was & swore, bekaus his best gurl had come in when he was miksin the stuf & askd him if he hed been to visit the morg. I did not kno what that was but I thot he had been in the black hole of Kalkuta. When he washed his hands he sed he wud have to use pach-hooley, and the gurl wud not stay. A Dr. kame in and told him he might try Ikey-thoal, but he sade on rekunsid-erashun he wud try rose & violet. He told me to go to the 5th drawer from the top in the front store & bring some, & when I brot him a pakit of valery Ann he swore again. He winkd to the Dr. & snid I had beter get down the last bottel in the top row, & to be sure & smel it to see it was rose. I got the step lader & tuke the bottel off the shelf, & a gude smel. It was so hydyous I dropped the bottel. The klerk got in a rage & sent me home saying that the assesfetidia I had spilt wud driv al the kustumers away. I wish it wud drive him a way.

SYSTEMATIC ECONOMY.*

BY D. STRODE JEFFERIS.

Philadelphia, Pa.

That economy begins at the "want book" no one will dispute, though it is sorely neglected in a great many instances. The drug store proprietor will reap more by practicing economy in buying than by a whole string of catch-penny schemes. If he exercises economy in ordering his supplies he will be very likely to practice it in all his departments, and by careful training of his help will imbue them also with the spirit of economy.

It should be remembered, however, that economy and stinginess are not synonymous, although the line of demarcation between the two is often very narrow, indeed. So closely related are they that it requires careful forethought to refrain from miserly practices.

PRACTICAL ECONOMY.

There is little doubt that the person who is known to be a miser, considers himself economical, whilst the outside world considers him "close" and "mean." Practicing economy becomes, therefore, more than mere haphazard tactics for saving money, but it may rather be termed "a system for stopping wastes." If the store is expected to be run successfully, it must be run by a system. This is true with all business, and applies naturally to that important branch known as "economy."

LEAKS IN THE LABORATORY.

Look for a moment at the laboratory leaks. You'll see a careless operator who is trying to make 4,000 cc. of tincture of ginger, and continues the pouring of alcohol on the drug until the desired 4,000 cc. mark is reached in the receiver; which brings to notice a series of similar leaks. After the drug to be percolated is moistened and kept thoroughly air-tight, or nearly so during the macerating stage, it should not absorb and hold intact any appreciable amount of liquid. Hence in making 4,000 cc. of tincture of ginger, having moistened the drug with the 200 cc. of alcohol as the U. S. P. designates (bearing in mind constantly the necessity of avoiding undue exposure to the atmosphere to prevent evaporation), it should not require much over 4,000 cc. alcohol to finish the product; provided, however, that after the last portion of alcohol has disappeared below the surface of the drug in the percolator a sufficient quantity of water is carefully poured on to entirely displace all the menstruum held in the interstices of the drug.

There are, of course, modifications to all rules and so are there differences in absorbing power of drugs, but generally speaking there is a considerable quantity of menstruum wasted in the laboratory by failure to displace this menstruum. A good rule to abide by and prove the worth of the assertion is this: When making any preparation to be percolated, have a bottle into which place as much menstruum as there will be finished product, plus the quantity necessary to moisten the drug. For example, 4,000 cc. tincture of ginger are to be made. First measure out 4,200 cc. of alcohol and moisten the drug with 200 cc. and the balance, which is to be added as required, placed in a suitable container.

When macerating such volatile tinctures, it is a very good plan to have a wide-mouth jar with a hermetically sealed top, which makes an ideal macerating vessel, as it prevents evaporation. It is, indeed, surprising to those who practice these important precautions against alcohol waste that so many others fail to grasp its importance. The loss sustained in each operation is sufficiently great to cause a material deficiency in a short time if allowed to continue.

Here might be mentioned a few other alcohol wastes in the percolating process, such as leaving the percolator uncovered, or not sufficiently well covered to prevent loss by evaporation; not having the receiver properly protected; or having the percolator suspended so high above the receiver that the liquid must needs descend through an unnecessary space. The failure to displace the alcohol in the percolator is undoubtedly the greatest leak of those mentioned, but the others if allowed to exist and continue, all help to make up a great drain on the alcohol barrel.

DIFFERENCE IN METHODS.

Behind the various prescription counters may be seen a vast difference in the manner of practicing economy. Take, for instance, the powder papers (so evenly cut and blank on both sides; no wonder they're such a temptation; you'll see them put to every conceivable purpose other than that for which they are intended. Most likely you'll see them used as memorandum blanks or as scrap paper for the paste drawer, or to smooth down freshly pasted labels, or to clean off the ointment slab, and for weighing out various ingredients on the scale-pan, instead of having a compartment, say, in the back of the paste drawer, where should be kept a liberal supply of clean scrap papers cut into a convenient size and which can be used to a good advantage for all the foregoing purposes, and, perhaps, many others, too. There certainly can be no excuse for anyone not being able to obtain the necessary cast-off paper to cut up for this purpose.

Somebody will say, "Oh, well, we don't have time to cut up papers and trifle with such little things, and, anyhow, powder papers are cheap." It would be gratifying to come across the store that couldn't find time to cut up a few scrap papers.

HINTS ON STOCK-KEEPING.

Another important business economy, and one often overlooked, is the manner of keeping stock about the store in suitable places and containers in order that it may not deteriorate or become wholly worthless, thereby causing inevitable loss.

Camphor keeps better in a ground glass stoppered bottle than in an ordinary drawer or other more or less exposed container; and so also do dried alum, Rochelle salt, and numerous others. These particular ones the writer has seen kept in a drawer. What was the result? Well, the camphor having a slow demand in winter months, naturally evaporated, and the dried alum, during a murky season, absorbed all the moisture which came within reach, with the result that it was no longer "dried" alum, nor was it fit to sell; and the Rochelle salt during a long heated spell of weather dried out into lumps almost as hard as stone, so that customers demanding fresh seidlitz powders were not supplied with such out of this particular store.

If the syrup of ferrous iodide is kept exposed to strong sunlight, if possible, it will not be necessary to throw any away, and make up a new batch every now and then.

Frequently there are small pieces of Castile soap left over after cutting up a bar for sale. These, if put away where they will dry out thoroughly, make an excellent substitute for the powdered soap directed by the U. S. P. in the manufacture of soap liniment.

REVENUE FROM BOTTLES RETURNED.

Perhaps one of the best places to exercise our leak-stopping energy in is the bottle department. The odds and ends, and the citrate of magnesia bottles, or the bottles "with your own name on," when brought back form a profitable means of economizing if gone at in the right way. We pay approximately six cents apiece for citrate of magnesia bottles when we buy in case lots from the manufacturer. Then we buy them back, if in usable shape, for five cents each. In this way it means a saving of about $1.50 on a case of bottles, and in addition it induces a second call from the customer. In the majority of instances bottles are brought back by children, and we all know how elated they are over the receipt of a few pennies. Very frequently they turn right 'round and spend this bottle money with you, which makes you an additional profit or brings the "buying back" price down to the cost of the candy or whatever they purchase. So, no matter which way you figure it you come out ahead. We consider every one of our citrate of magnesia bottles out a good "drawing card," since it has been the means of bringing back to our store persons who might otherwise not have come in.

This method of practical economy can also be carried out with all kinds of bottles which may be of value. On proprietary preparations of our own make, we have found that it has paid us well to offer an extra inducement, such as deducting a specified amount, for the return of the empty container. The specified amount being sufficiently large, however, to be an inducement, yet a trifle less than the price paid to the manufacturer—when we figure the economy.

With our prescription ware we make no extra charge for the container, hence, when, as is often the case, a customer comes in with a basketful of such bottles, being aware that they were gotten at no additional cost, receiving a cent or two apiece for the bottles is regarded as so much money found. Of course, we do not repurchase soiled bottles or those not easily cleaned. In this way we renew in a measure our stock of empty bottles at about one-third of their original cost.

WASTE IN CLEANING BOTTLES.

Speaking of cleaning bottles, how many bottles does your boy throw away simply because he can't get them clean with water and, perhaps, soap? Or how much alcohol leaks down the sink in the bottle-cleaning operation? The sink will bear a great deal more watching than it usually receives, from the boy, true enough, but also from somebody who understands a little of the ins and outs of the business more thoroughly. The boy wastes costly materials simply because he doesn't know

*Merck's Report.

better, because he hasn't been properly instructed or looked after, or for many other reasons. Let him have a small quantity of clean bird shot in a bottle handy to the sink, then when a bottle is to be cleaned, drill him to use a little warm soapsuds and a few grains of shot, and a little shaking will complete the operation satisfactorily, generally speaking. If, however, the undesirable lining to the bottle does not succumb to this treatment, have another small bottle of potassa solution at hand for this sole purpose. Teach him how and when it is necessary to use this, as well as hydrochloric acid, and with these aids at the sink, bottles may be economically and speedily cleaned. If more of us would come to realize the importance of these little things we would early see the larger ones self sustaining.

JUGS NOT TO BE DESPISED.

Recently we mentioned the fact to our neighbor grocer that we had an accumulation of gallon stoneware jugs which we would be pleased to dispose of, and he promptly acquiesced, saying "that they quite often had use for just such articles." Since that time we have cleared out nearly thirty of them at ten cents each. He, of course, charged his customers for them, but they were well pleased and, of course, we being about $3 better off, haven't as yet offered a word of disapproval.

As said before, to make practical economy effective, it must be backed up with a "working system." If one clerk economizes now and then, and another wastes twice as much as the former saves, the proprietor may expect to go on forever endeavoring to stop leaks, for, in spite of all the economy he may exercise at the want book, it will all come to naught unless he has a "working system" to make all ends balance.

Face Cream.

A formula for a creme (Schoenheit's crème) which is claimed to give "the skin a beautiful smooth and fresh appearance, and at the same time serves to protect and preserve the same," is the following, taken from the Pharm. Zeit.—Natl. Dr.:

Alum, powdered	10 grams
Whites of	2 eggs
Boric acid	3 grams
Tincture of benzoin	40 drops
Olive oil	10 drops
Mucilage of acacia	5 drops
Rice flour	q. s.
Perfume	q. s.

Mix the alum and the whites of eggs, without any addition of water whatever, in an earthen vessel, and dissolve the alum by the aid of very gentle heat (derived from a lamp or gas light, regulated to a very small flame) and constant, even stirring. This must continue until the aqueous contents of the albumen is completely driven off. Care must be taken to avoid coagulation of the albumen, which occurs very easily. Let the mass obtained in this manner get completely cold, then throw into a wedgewood mortar, add the boric acid, tincture of benzoin, oil, mucilage (instead of which a solution of fine gelatin may be used), etc., and rub up together, thickening it with the addition of sufficient rice flour to give the desired consistence, and perfuming at will. Instead of olive oil any pure fat, or fatty oil may be used, even vaseline or glycerin.

PHARMACIST AS A VETERINARIAN.

BY EDMUND JENNER,
Digby, N. S.

It not unfrequently happens that the druggist who adds veterinary practice to his ordinary avocations, is asked to remove some obstruction or foreign body from the mouth of a dog.

Needles, porcupine quills, splinters of bone, thorns and burrs all get into the mouths of canine patients. For cases such as these, I keep an assortment of stout leather collars, a couple of yards of fine, strong rope, and two or three pairs of ordinary long-nosed pincers. To remove the foreign body, fit the dog with a suitable collar, tie the cord to the collar, and also to a ring-bolt in the floor, grasp the animal's hind legs and turn him on his back. Then let your assistant hold the hind legs, insert a gag of cork or wood in the animal's mouth, turn the upper lips over the teeth, and you can withdraw the gag. The thumb and fingers of the left hand will then be grasping the upper jaw at the molars. The harder the dog presses your hand with his lower jaw, the greater the pressure on the in-turned lips. It may be necessary to fasten the fore-feet, but I do not often have to resort to this. The assistant must on no account relax his strain on the animal's hind legs. The collar used should be a broad one, and only enough force to keep the dog extended should be used.

The forceps can then be used with the right hand, and the needle, splinter of bone or porcupine quills removed. In the case of bones lodged in the throat, close the nostrils and in nine cases out of ten, the bone will be ejected in ten seconds. If this fails to work, recourse must be had to the probang, an instrument like an enlarged catheter, which is introduced into the dog's throat until it meets the obstruction, when it is gently pushed downwards. A hypodermic injection of apomorphine will sometimes remove an obstruction; the act of vomiting will eject the bone. No violence should ever be used in passing the probang, as a fatal laceration of the throat may ensue.

On more than one occasion I have had to deal with an obstruction of the rectum. In several cases this was merely the result of impacted faeces, and yielded to an injection of olive oil; in other cases it was caused by bones, which had passed through the stomach, and became lodged above the upper sphincter.

When the injection of oil fails to produce the desired effect, the dog should be laid on his back, as described above, the second finger anointed with vaseline, and introduced gently into the rectum. In most cases, the gastric juice will have rendered the bone soft, and it can be removed piecemeal by the finger.

On several occasions I have found in place of bone, small pieces of sponge, which have either been chewed up by the animal, in the way of michief, or else administered as a poison. By some lucky accident, they have passed out of the stomach and come within reach of my fingers or my forceps.

Abscesses in the mouth are often caused by the presence of minute spiculae of bones, thorns, or the burrs from teasles or burdocks. These latter pests become entagled in the dog's coat. He tries to gnaw them off, and the spines become imbedded under the tongue. The only procedure with such abscesses is to lance them. The point of a small scalpel or bistoury is driven through an ordinary prescription cork (to obviate any danger of inflicting a deep wound), and applied at the point where fluctuation is most readily discerned. For the removal of teeth, an ordinary pair of child's universal forceps will answer in most cases. For molars in large dogs, the "cow-horn" forceps are sometimes of great service.

Dogs suffer more from intestinal parasites than any other domesticated animal. For tape-worm, I use capsules of extract felix-mas; for lumbricoids, santonin, areca nut, and spigelia and for ascarides, injections of salt and water, or cottonseed oil.

For external parasites, a strong infusion of quassia is an excellent thing (two ounces of quassia to two gallons of water), used twice a week; also the use of a small-tooth comb every day for a fortnight. Johnson's dog soap is about the best thing of its kind I have tried. A tincture made by macerating one part of pyrethrum flowers in nine parts of deodorized wood alcohol is most effective. In giving injections, I use the ordinary infant rubber rectal syringe. For very large dogs, I use a small veterinary syringe of pewter or an enema.

In cases of canine poisoning, the two drugs I have met with most frequently, are arsenic and strychnine. The former is easily procurable as rat poison, the latter in the shape of tablet triturates, "dog buttons," and even in the alkaloid itself.

The symptoms of arsenical poisoning in the dog are extreme thirst, tongue and mucous membrane of the mouth and throat swollen and red, abdomen swollen and tympanitic, with pain on pressure, vomiting or purging, or both.

Give an emetic if possible, then prepare the best antidote there is—the hydrated sesquioxide of iron, by saturating dilute tincture of iron with ammonia water.

The prognosis in cases of arsenical poisoning is always unfavorable. Arsenic is a slow poison, and by the time the symptoms are definite enough for recognition, the poison has permeated the whole system. Dog poisoning is more fashionable by night than by day, for obvious reasons. A dog which has taken arsenic early in the evening will stand a poor chance of recovery in the morning.

With strychnia the case is different. The attack is almost directly after taking the poison. The symptoms are unmistakable; the paroxysm can never be forgotten when once it has been seen. It commences with yelpings (caused by pain), then sharp muscular twitchings, foaming at the mouth, and snapping of the jaws. Then the convulsive stage ensues, with intervals between the spasms, followed by death. I always keep a bottle of solution of chloral hydrate, one dram to the ounce, in readiness for a case of poisoning of strychnia. Half an ounce of this solution should be injected into the rectum and retained there by pressure of the thumb against the anus. Repeat in fifteen or twenty minutes, if the convulsions continue. If chloral hydrate is not procurable, olive or cottonseed oil may be given by the mouth, or oil of lard. They can do no harm, and in some cases, they undoubtedly do good.

The saving of a valuable or favorite

dog by prompt action will most probably win you the good will of the owner for life. An article such as this must of necessity be a brief one, but I hope the reader may have picked up some points he or she was previously ignorant of.

I would advise the druggist to lose no time in calling in a veterinary surgeon, if one is to be had, in any case of poisoning. Where no such person is to be found, he has the right, and it is his duty, to do all he can to alleviate the sufferings of any creature.

THEORY AND PRACTICE

Infection from Communion Cup.

Moeller is superintendent of the great Belzig sanatorium, and relates bacteriologic tests of pieces of sterile cotton with which the edge of the communion cup was wiped after the communion service at the sanatorium (40 persons) and also in the city church (150 persons); also in a church in Berlin, where several hundred persons had participated and also in the city of Eupen. The wine left in the cup was also used for the tests. He mentions that scraps of bread were found in the wine. The results of the tests were positive in regard to tuberculosis in only one out of the six guinea pigs inoculated, but many other pathogenic bacteria were cultivated. He suggests as a simple, cleanly and practical means of avoiding the transmission of infection from this source to have each communicant bring a spoon-shaped small dish with which he can dip up the wine for himself, or the clergyman can take a fresh spoon for each person from a pile on the tray. The sexton could collect and boil these spoons afterwards, ready for the next service, or they could be made of paper and burnt. This would remove every hygienic objection without sacrificing the spirit of the sacrament, and even the poorest congregation can well afford the expense of these small spoons or scoops.—Centralblatt f. Gynäkologie: Jour. Am. Med. Assoc.

New Test for Ammonia.

A delicate test for the presence of ammonia and its determination colormetrically by the action of iodine on ammonia (Bull. Soc. Chim.). The direct use of iodine is not convenient, but if iodine chloride be employed in the presence of a base, the reaction is very delicate and affords an appreciable coloration to the extent of only one part of NH_3 per 500,000. The liquid to be tested should be approximately neutral, and the best method for applying the test consists in producing the iodine chloride directly by the action of an alkali hypochlorite upon potassium iodide. Of course, the precipitate of nitrogen iodide is soluble in an excess of either of the two reagents and, therefore, an excess of potassium iodide should be avoided or the liberation of iodine will lead to confusion. The reaction is available for all ammonium salts, including the cyanide and sulphide.

Potassium Sulpho-Guaiacolate.

According to Tritz (Oest. Zeits. für Pharm. through Pharm. Journ.), the pure salt of potassium sulpho-guaiacolate should answer the following characters and tests. A colorless, odorless, crystalline powder; at first bitter, then sweet to the taste. Extremely soluble in hot water, soluble 1.35 in cold water, scarcely soluble in absolute alcohol, and insoluble in ether, chloroform, benzol and acetone. Tartaric acid gives a crystalline precipitate with a 5 per cent. aqueous solution of the salt. A dilute aqueous solution gives a deep blue color, with a drop of ferric chloride reagent; the color disappears on warming, with the production of ferric oxide. With strong solutions the same reagent gives at first a blood-red color, which turns blue with more of the test solution. Alcoholic solutions give a green color, passing to yellow. In the cold, sulphuric acid gives no color; silver nitrate at first gives no reaction, ultimately a gray precipitate is formed. Traces of caustic potash give a reddish-yellow color, which is discharged by acids. 1 gram of the salt treated with 2 c.c. of strong sulphuric acid and 2 c.c. of zinc chloride solution should show no deep color in one hour.

Carbon Tetrabromide.

Carbon tetrabromide is formed by treating acetone with bromine in very dilute alkaline solution. For increasing the yield of tetrabromide, the following modification is suggested (Chem. Zeit.): 150 cc. of a solution containing 25 per cent. of sodium hydroxide are added to 1 litre of water and treated with 1 cc. of acetone and 5 cc. of bromide. The mixture is thoroughly shaken, allowed to rest for two or three hours, and the precipitate filtered off. The filtrate is then treated repeatedly with fresh acetone and bromine until no further precipitation takes place. The best result is obtained with a consumption of 6 cc. of acetone and 20 cc. of bromine. The purification is best effected by dissolving the product in a small quantity of boiling methyl alcohol, filtering while hot, allowing the tetrabromide to crystallize, and adding boiling water in excess to complete the separation.

Milk Preservation.

Hydrogen peroxide has been suggested by Renard (Monit. Scient.) as a preservative for milk. One or two per cent. of a 12-volume solution of hydrogen peroxide added to milk decomposes completely in six or eight hours, but larger amounts remain much longer. Some undecomposed peroxide remained at the end of several days, when a 5 per cent. solution was added. It is claimed that milk so treated can be kept much longer without souring than untreated milk. The peroxide should be added directly after milking, and the milk kept cool for six to eight hours, until the peroxide is decomposed. The odor and taste are said not to be affected, and the milk is claimed to be satisfactory as an infant food.

Test for Morphine.

A reagent, consisting of concentrated sulphuric acid, 1.5 ccm., to which 1 drop 40 per cent. solution of formaldehyde has been added at the time of using, is recommended by Marquis as a test for morphine. The reagent dissolves morphine and codeine and their salts, the solution turning a red-violet color, then slowly changing to a blue-violet, blue and finally to a green. The test is very sensitive. "Formalinic sulphuric acid," so called by the author, has been tried with 300 other substances, but of the number only brucine, papaverine, aniline and pyrocatechin gave anything like the same color reaction and these were easily distinguishable from the morphine reaction.—Pharm. Zeit.

Eserinol.

Saturated solution of physostigmine salicylate in oil is found to be preferable to the oily solution of the alkaloid, since its application is quite painless, whereas the latter gives rise to a considerable smarting and irritation. Twenty centigrammes of the salicylate is rubbed to powder and dried at 100° C., to constant weight. The dry salt is then transferred to a dry flask containing 40 grams of pure olive oil. After thorough shaking, this oily mixture is heated in the air oven to 150°-156°. Solution commences at 150° C., and with frequent shaking is complete in about 20 minutes at 154° C. A temperature above 160° should be avoided, or the alkaloid may be decomposed. The solution is then allowed to cool; at about 30° C. it becomes opalescent. It is well shaken and allowed to cool to 10° C., when a portion of the dissolved salt crystallizes out in small crystals, without, however, in the least affecting the activity of the preparation. One-half per cent, eserinol thus prepared is a turbid liquid, which should be shaken before use. It should be dispensed in non-actinic bottles which have previously been washed out with ether and dried.—Pharm. Zeit.

Constituents of Rose Oil.

Otto of rose, according to Van Soden and Traff (Ber. d. chem. Ges.), contains 5 to 10 per cent. of nerol alcohol and about 1 per cent. of eugenol. By fractionation of these alcohols in a vacuum, an alcohol was obtained having the formula $C_{15}H_{26}O$, and which is probably identical with the farnesol of oil of acacia flowers. This alcohol also is present in otto of roses to the extent of about 1 per cent.

Denaturing Alcohol.

Duchemin considers a wood distillation product, containing about 65 per cent. of methyl alcohol, and having a sp. gr. of 0.83, as the best denaturing material for alcohol. About 10 per cent. of this material is used. It does not clog the wicks of the spirit lamps nor give a bad odor when burned, but it has a very disagreeable taste and cannot be separated from the alcohol.—Rev. Gen. de Chim.

De Candolle Prize.

The De Candolle prize, founded in honor of the Geneva family of botanists, is now offered by the physics and natural history society of Geneva, Switzerland. The subject will always be a description of a species or family of plants. The essays may be written in Latin, German, French, English or Italian, and must be transmitted to the society before January 16, 1906.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Bismuth Subnitrate and Sodium Bicarbonate.

(F. L.)—"The following prescription I have filled five times, and always with the same result:

Bismuth subnitrate	½ ounce
Beechwood creosote	4 drops
Mucilage of acacia	1 ounce
Sodium bicarbonate	2 drams
Water, enough to make ..	2 ounces

"Each time the mixture was sent out the bottle was either broken or the cork was blown out, allowing the medicine to escape. The doctor said the mixture was feasible, but finally authorized the prescription to be filled by leaving out the sodium bicarbonate. This worked 'O. K.' Fresh mucilage of acacia was used along with Squibb's bismuth subnitrate and good beechwood creosote. The prescription number was also somewhat peculiar, being '3,999.'"

The difficulty here is due to the reaction between bismuth subnitrate and sodium bicarbonate, carbonic acid gas being liberated. It is this evolution of gas which caused your bottles to break. To avoid the reaction some dispensers recommend the use of the subcarbonate instead of the subnitrate of bismuth, but this is hardly allowable. The mixture may be compounded by first placing the bismuth salt and the sodium bicarbonate in a mortar and pouring a little hot water upon them, when effervescence will take place immediately. Of course, if the sodium bicarbonate is in solution, the bismuth subnitrate may be added and the mixture gently heated to facilitate the reaction. The resulting mixture should be sent out under a shake label. The prescription is a type of one frequently prescribed. We do not think that any peculiar significance can be attached to the number "3,999." It may be just a coincidence.

Pulmonic Cordial.

(A. M. L.)—Replying to your inquiry for "the name and address of the manufacturer of pulmonic cordial" (this journal, June 1, page 608), William Fosgate, Auburn, N. Y., writes: "This remedy was manufactured many years ago by my father, the late Dr. Blanchard Fosgate. The preparation is not now on the market, and the formula is owned by the writer, who would be pleased to hear from A. M. L."

Throat Pastilles.

(L. P.)—The pastilles of the London Throat Hospital Pharmacopœia form an agreeable lozenge and are easily prepared. The base is composed of glyco-gelatine, and is recommended to be kept prepared in stock, so that the pastilles when ordered may be made fresh. The base is prepared as follows:

Refined gelatine	1 ounce
Glycerine by weight	2½ ounces
Solution of carmine in ammonia, q. s. to color.	
Orange flower water	2½ ounces

Soak the gelatine in the water for two hours, then beat in a water-bath until dissolved, add the glycerine, and stir well together. Let the mixture cool, and when nearly cold add the carmine solution. Mix till uniformly colored, and place on one side to set. After medicating as required, the mass should be poured into a flat oiled tray, to about half an inch in depth, and when solidified may be cut into the requisite number of pastilles.

"Pharmaceutical Formulas" gives this formula for Menthol Pastilles:

Gelatin	1 ounce
Glycerin	2½ ounces
Orange flower water	2½ ounces
Menthol	5 grains
Rectified spirit	1 dram

Soak the gelatin in the water for two hours, then heat on a water-bath until dissolved and add 1½ ounces of the glycerin. Dissolve the menthol in the spirit, mix with the remainder of the glycerin, add to the glyco-gelatine mass, and pour into an oiled tinned tray. When cold the mass is divided into ten dozen pastilles.

Tooth Paste.

(E. G. M.)—Here are some formulas from various sources:

(1.)

Precipitated chalk	16	ounces
Armenian bole	6	ounces
Powdered areca nut ...	3	ounces
Powdered sugar	3	ounces
Oil of cloves	½	dram
Oil of cinnamon	20	minims
Glycerin	2	ounces
Rose water	q. s.	

Mix the powders, sift through a fine sieve, sprinkle on the perfumes and again sift; then work into a mass with the glycerin and rose water.

(2.)

Cherry Tooth Paste. Mix thoroughly in a mortar powdered orris root, 2 ounces; myrrh, 4 drams, and pumice stone, 2 ounces, adding sufficient solution of carmine, N. F., to tint; add 30 drops oil of cloves, 1½ drams oil of lemon, 8 drops oil of rose and 4 ounces of honey and continue the trituration until a homogeneous paste results and the flavor is fully developed.

(3.)

Areca Tooth Paste.—Precipitated chalk, 8 ounces; powdered areca nut, 4 ounces; white castile soap, 2 ounces; powdered orris root, 4 ounces; Armenian bole, finely levigated, 2½ drams; glycerin, 2½ fl. ounces; rose water, 2½ fl. ounces, oil of rose, 4 drops; oil of clove, 5 drops; oil of pimenta, 5 drops.

Many other formulas have been published in The Era. Consult the indexes.

BOOK REVIEWS

THE SPATULA SODA WATER GUIDE and Book of Formulas for Soda Water Dispensers. By E. F. White, Soda Expert, Editor *Spatula Soda Water Department*. Second Edition. Paper, $1.00; cloth, $1.50. 124 pages, 8vo. Boston, Mass.: Spatula Publishing Company.

Another edition of this book has just been published which gives quite a number of new formulas. The book is somewhat larger than its predecessor, and deals, its author asserts, with every known soda fountain drink, as well as questions which may arise in connection with the management of a soda fountain. It contains some forty chapters which are well written, and should prove a help to the pharmacist whose customers indulge in this popular modern necessity.

MERCK'S 1905 MANUAL THE MATERIA MEDICA. A Ready-Reference Pocket-Book for the Physician and Surgeon. Cloth. New York: Merck & Co.

Most of our readers are familiar with previous editions of this manual issued by Merck & Co., of this city, and they will not be disappointed by a perusal of the present one. While intended principally for the physician, it contains much information that is useful to the pharmacist. The section devoted to prescription formulas in previous editions has been replaced in this one by a list of therapeutic indications, and a comprehensive table giving dosage of drugs, chemicals and galenical preparations in frequent use has been added.

"Pennsylvania Pharmacy Laws," 1887-1905, a digest of the laws of Pennsylvania, regulating the sale of drugs and the practice of pharmacy, is a handy little volume which has just been issued. It is by Miles H. Shimer, Ph.G., and was compiled and annotated by Walter Tresse Singer, of the Philadelphia bar. The pamphlet contains in concise and convenient shape a digest of all the laws which relate to the adulteration and sale of drugs and it will be found most valuable to the pharmacists of the Keystone State. In addition to laws which had previously been on the statute books, it contains those measures passed by the Legislature last April, relating to the adulteration of fruit syrups, and the sale of poisons, liquors and cocaine. The price of the pamphlet is 25 cents.

We have received from the Lloyd Library an interesting brochure by C. G. Lloyd, on "The Lycoperdaceae of Australia, New Zealand and Neighboring Islands"; illustrated by fifteen plates and forty-nine figures.—Mycological Series No. 3. The author says that "Australia is the richest country in the world in lycoperdaceae, and more strange and endemic genera are found there than in any other continent. Probably not more than a hundred specimens have reached the museums of Europe * * * I do not feel that the knowledge we have of the subject is more than introductory." The brochure should interest students and collectors of fungi.

The "Quick Loader" Insect Powder Gun.

This gun has for several years been a favorite with the trade and with users. It is readily loaded, emits the powder with force

Have you seen our new catalogue of Druggists' Tinware? If not ask for Catalogue No. 20.

and is a compact, handsome and durable gun. Carried in stock by all large jobbers.

Ask for the *"Quick Loader."*

American Can Company,

New York **Chicago** **San Francisco**

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

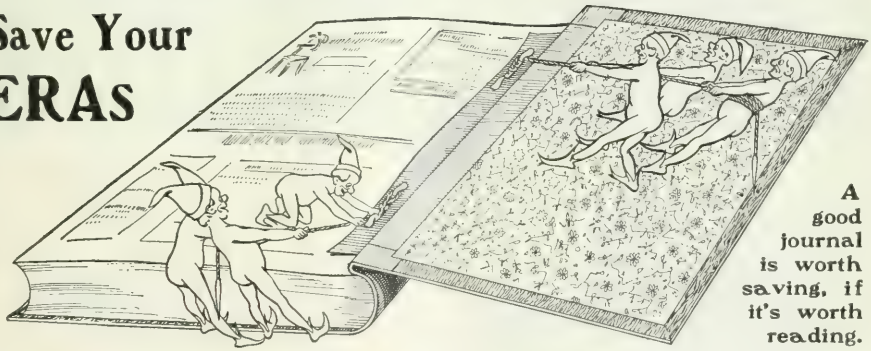
Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

Save Your ERAs



A good journal is worth saving, if it's worth reading.

Each volume of the ERA is an encyclopædia of information about Newer Remedies, Formulas, etc., that you cannot find in any text-book.

With each volume we supply a complete INDEX, for the special convenience of those subscribers who save their ERAS.

An **ERA BINDER** best serves the purpose for keeping your ERAS clean and in compact form for quick and ready reference—price, **75 cents,** postpaid.

D. O. HAYNES & CO., 90 William St., New York.

CAPSOLIN

As efficacious as the mustard plaster, and twenty times as useful, because so convenient and cleanly; very beneficial in

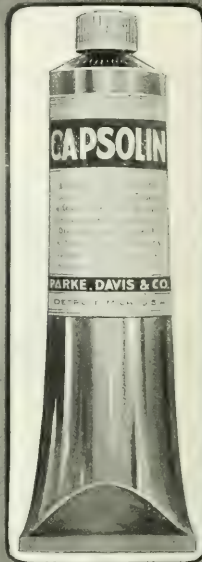
MILD FORMS OF RHEUMATISM, NEURALGIA, LUMBAGO, SCIATICA, SPRAINS, INFLAMMATORY AFFECTIONS, ETC.

Capsolin is a comparatively new product. It will be a big seller when its merits are known. And the pharmacist who helps to develop the market will reap a harvest of good business.

NET PRICES.

Per dozen collapsible tubes, $1.75.

PUT CAPSOLIN ON YOUR WANT LIST.



Emollientine

A SURE MONEY-MAKER!

A soothing, antiseptic ointment.
Just the thing for

BURNS, BOILS, SPRAINS, SCALDS, FELONS, JOINT-PAINS, BRUISES, ULCERS, ECZEMA,

and all kinds of local inflammation. Just a little promoting work will make *Emollientine* go with a rush. Try it.

NET PRICES.

Collapsible tubes, per dozen, $2.00; pound cans, per dozen, $10.80; 5-pound cans, per pound, $0.85.

We supply advertising matter bearing the dealer's card. Write us about it.

PARKE, DAVIS & CO.

News Section

G. A. S. HONORED.

Hears Address on the Race Problem by Noted Editor.

GEORGE VON SKAL MAKES AN INTERESTING EVENING OF AN OTHERWISE ROUTINE MEETING.—LEGISLATIVE COMMITTEE REPORT ADVISES NO CHANGES IN PHARMACY LAW.

The German Apothecaries' Society was honored at its meeting, last Thursday night, with the presence of George von Skal, editor-in-chief of the New York Staats-Zeitung, who delivered a most interesting and able address on the race problem in the United States. Mr. von Skal spoke from personal experience and impressed his hearers as having an exhaustive knowledge of the subject.

Mr. von Skal stated that the prospects for social equality are steadily growing smaller and that the opinion prevails that the problem should be left to the South for solution. He cited prominent southerners on the race question, the unanimous opinion being that the negro can never be put on an equal footing with the white man. Some interesting statistics were given, showing that the negroes form 11 per cent. of the population, and that illiteracy exists among 48 per cent. of them, but only among 12 per cent. of the whites. On the whole, the race is improving.

President Imhof thanked Mr. von Skal for his lecture and congratulated him on his masterly and exhaustive study of the race question, assuring him that he had an appreciative and grateful audience on this subject, which is of interest to the whole population. He tendered the thanks of all the members to Mr. von Skal for his cheerful readiness to honor the society with his presence. A rising vote of thanks was given.

A communication from the Board of Pharmacy was read, calling attention to the election on June 15. Chairman Robert S. Lehman, of the Entertainment Committee, reported that the advance sale of tickets for the outing on June 8 amounted to $90. A full report on legislation was rendered by George Kleinau, who thought it inadvisable to make any changes in the pharmacy law at present. If changed at all, it should be done all at once, and not by separate bills. The twelve regents' counts Mr. Kleinau declared should not be increased for two or three years. He favored the appointment by the governor of a commission to draw up, with the aid of the societies, a new pharmacy law, to be presented to the governor.

A letter from Dr. Diekman was read, expressing his thanks at the endorsement given him by the society for re-election to the Board of Pharmacy. Dr. Frederick Grosse also sent a letter of thanks for his election as honorary member. Twenty-five dollars was voted to a colleague in distress.

Delegates to the New York State Ph. A. were elected as follows: Dr. C. F. Klippert (chairman), George Kleinau, S. V. B. Swann, August Diehl, B. J. Lauer. Mr Swann gave an outline of the entertainment to be provided at Saratoga. At 11.45 the meeting adjourned to discuss an excellent lunch.

LAZELL, DALLEY EXPLAIN.

What the "Under the Hat Agreement" Meant—Verbal Promises.

Referring to the publication in N. A. R. D. Notes of an article criticising their action in selling goods to a department store in Rockford, Ill., Lazell, Dalley & Co. have made a statement to The Era, giving their side of the case. They maintain that they were perfectly justified in their course and criticise Notes for pretending ignorance as to the "under the hat" agreement.

"In this 'under the hat' agreement," says Lazell, Dalley & Co., "nothing was signed, all promises were verbal. It was made in the loop district in Chicago, where all the big department stores and druggists had been cutting each others' throats for years. The department stores agreed to withdraw all their cut-rate advertising from the newspapers and to establish a minimum schedule of prices, as for instance, 72 cents for Peruna, instead of 83 cents. Only one department store refused to enter the agreement. On its part the N. A. R. D. requested the manufacturers to grant these department stores and cutters the same discounts and privileges as were granted to other members of the trade.

"This system worked satisfactorily and representatives were sent to other towns, Rockford among them, to put the same plan into effect.

"Now this dealer came to us from Rockford, said that he was a member of the city association there and claimed that he was entitled to the same privileges in his city as were the department stores in Chicago, under the 'under the hat' agreement. Of course, we took his word for it, just as the N. A. R. D. or anybody else would have done. As a matter of fact, we did not receive any complaints until April, 1905, when presumably the drug and department stores had a falling out.

"It seems to us that the N. A. R. D. are trying not to air this 'under the hat' agreement any more than they can help, for fear of having trouble with some of their dyed-in-the-wool people out there."

DEATH OF PIONEER DRUGGIST.

Kansas City, May 27 Lemuel W. Newell, eighty-four years old, died at the home of his daughter, Mrs. Lillie Browning, yesterday. He conducted a drug business at Lowry City, Mo., for more than twenty years. He is survived by a widow and four children . The body was sent to Lowry City for burial.

MAY BE SUED ON A NOTE.

Druggist Asked to Pay for Stock in Greene Nervura Company.

THE CONCERN FAILED OVER A YEAR AGO WHEN THE DRUGGIST HAD PAID PART OF HIS SUBSCRIPTION. —HE WAS TO RECEIVE A TWELVE PER CENT, $100 GOLD INTEREST-BEARING COUPON BOND.

Investment in gilt-edged stock of a patent medicine company has not proved profitable to a well-known Brooklyn druggist. Two years ago he gave notes for a certain amount of stock in the Dr. Greene Nervura Company. When that concern failed, he left one of the notes unpaid. It has just turned up in the hands of a Boston lawyer, who threatens to sue for collection. The druggist does not care to have his name used, because, he says. "I don't want people to know what a fool I've made of myself."

This was a "special bond subscription for the drug trade only." The three notes were for $25 each, at four, eight and twelve months, with interest at five per cent. Upon full payment of the notes, the druggist was to receive a bond for 100 shares of stock in the Dr. Greene Nervura Company, par value, $100. On this stock a dividend of twelve per cent. per annuam was guaranteed. The company agreed that

"If, for each or any of the years 1906, 1907, 1908, 1909, 1910, 1911, 1912 or 1913, the dividends declared and paid on each and all of the shares of stock to which you shall become entitled under the provisions of said bond, shall amount to less than twelve per cent. per annum upon the par value thereof, to deliver to you, free of charge, a sufficient amount of Dr. Greene's Nervura, calculated at the rate of $8 per dozen, to amount to the said twelve per cent. on said stock in each and every year as above set forth, the only condition being that you shall sell the Dr. Greene's Nervura which you may receive under this contract, in your own store or stores at your usual selling price."

After two of these notes had been paid, the Dr. Greene company collapsed, a little over a year ago. The underwriting company which handled the bonds was ordered to turn over to the receiver all unpaid notes held by them on account of subscription for the bonds of the Nervura Company. These notes were not discounted nor used in any way and naturally the underwriting company disclaimed all responsibility.

The druggist concluded not to send good money after bad, and thought no more about the matter. Last week he received word from a Boston lawyer that the note had been placed in his hands for collection, and that he had satisfied himself that a judgment against the druggist would be collectible. Suit was threatened unless

immediate payment was made. The druggist replied that he would pay the note if the lawyer would guarantee the delivery of the bond. Developments are still awaited by the druggist. He now has a very poor opinion of his business shrewdness.

PASSED EASTERN BRANCH.

As a result of the last examination held by the Eastern Branch of the State Board of Pharmacy, the following have received certificates as licensed pharmacists:

Wm. H. Abeling, David Bluvstein, Tobias Breitzer, Elizabeth Croll, David Dolinsky, Arthur L. Duplantis, Miguel Alvarez, Clark H. Fitch, Simon Friedman, Julius Klepper, Paul O. Krause, Andrew Lang, Leonard F. B. Levy, Leon N. Mandelstam, Jacob Mirsky, May W. Pignol, Carl W. Poetz, Clifford Sadler, Edward F. Schuchmann, Samuel A. Shibley, Wm. W. Sitterly, Lawrence J. Wangler, Henry G. Wenzel, Arza B. Wickware, Jacob B. Zimmerman, Joseph Zrubek, Jr., Antonio Virdone, Isidor Juliber, Jacob Abowitz, Samuel Berlin, John G. Brennan, M. C. Condello, Jos. Cooperstone, Burt L. Daniels, Buenaventura DeStefano, George Elson, Gustave J. Ernst, Jacob S. Ganeless, Francesco Genovese, Robert Haberman, Lambert H. Hanstein, August C. Hillmann, Martin Kaplan, Isaac Kaufman, Frederick H. Kern, B. H. Kirschberg, Alex. Krakower, Max Lichtman, Frank Markensohn, Bernard Matzkewitz, Gustave H. Meyer, Vito Mirenda, Goetano Modica, Henry R. Moorhead, Julius Muller, Anthony V. Notarfrancesco, Leo P. O'Farrell, Matteo Piantieri, John F. Ryan, Chas. F. Sackett, Raffaele Santangelo, John M. Schapiro, Wm. J. Slattery, Samuel Smith, Henry E. Urstadt, Joseph E. Viola, B. A. Walton, B. Weyermann, John H. Wieholz, Wolf Yalowich, Anton Urbanowitz, John A. Nhare, Jr., Elias Silpe. This makes a total of seventy-three successful candidates out of seventy-six who tried.

INTERBOROUGH FOR DIEKMAN.

At a regular meeting of the Interborough Pharmaceutical Society, held May 24, Dr. George C. Diekman was endorsed for re-election as a member of the State Board of Pharmacy. Election will be held at the New York C. P., 115 West Sixty-eighth street, on June 15.

The Interborough society was formed about a year ago, in order to give graduates of the New York College of Pharmacy, who were not members of an incorporated pharmaceutical society, an opportunity to vote. The officers of the society are: Philip Fitz, president; Nathan Cohn, secretary; Charles S. Erb, treasurer; Hieronimus A. Herold, counsel.

RED FIRE IN DRUG STORE.

Binghamton, June 3.—A clerk mixed some chemicals in the laboratory of the Elk Drug Company last night, and as a result there was an explosion and a beautiful display of red fire. The damage was slight, but the excitement was intense when the red light streamed from the windows of the laboratory, illuminating the opposite side of the street for a half block.

The clerk who mixed the chemicals said he didn't want to do it, because he knew there would be a fire, but the boss told him to, and he obeyed orders.

M. A. R. D. GAINED ITS POINT.

Strenuous Time When Agreement Was Reached and Then Broken.

LOCAL MEN OBJECTED TO HAVING N. A. R. D. ACT AS THEIR TREASURER, SAYS PRESIDENT ANDERSON.—TROUBLE APPARENTLY NOW SETTLED.—THE STORY OF THE CONTROVERSY.

That the past three weeks have been most strenuous for the Executive Committee of the M. A. R. D. and the N. A. R. D. representatives in this city, is gradually becoming known. It is now learned that the local men opposed vigorously the plan of the N. A. R. D. to take charge of all the money collected here and this question was discussed with unusual warmth at the conference with Dr. Noel two weeks ago.

At that meeting an agreement was seemingly reached, but Dr. Noel asked for another conference the following morning and everything was again upset. This meeting was attended by only five members, however, so another meeting of the Executive Committee was called last Friday afternoon. It is reported that matters have again been straightened out to the satisfaction of the local men.

All these meetings have been strictly executive and no details are given out. Some idea of the situation was given by President William C. Anderson, who said:

"At the time that we decided to hire our own men we asked Colonel Duble what we were to expect and he practically told us that we could expect nothing. All but two of the organizers had been withdrawn and those two were not working in a systematic way. Therefore we decided that since we were compelled to do the work ourselves, we would retain the organization fee to pay the expense. It was the only thing left for us to do. Dr. Noel admitted that himself.

"Now when Dr. Noel agreed to send a sufficient number of men here to do the work as it ought to be done, we planned to divide the $8 dues in this way: No payments less than $3.50 were to be received, of which $2.50 would be credited to organization fee and $1 to the M. A. R. D. After that was paid, 50 cents was to go to 'Notes' and $4 to Chicago as national dues.

"We wanted all this money turned directly over to our treasurer, who would distribute it according to our plan. The N. A. R. D., however, wanted all the money sent to Chicago and they would send us $1 out of the organization fee! This was such a ridiculous, roundabout method that we could not entertain it for a moment. We didn't have to go to all the trouble of organizing here to have the N. A. R. D. act as our treasurer. The idea of being compelled to look to Chicago to pay all our little bills and expenses is simply absurd.

"There was more trouble about the employment of Mr. Swann as an organizer. Naturally we wanted one local man who was popular and acquainted with the trade and we thought the N. A. R. D. should pay him enough to enable him to get a relief clerk. That was really putting money into the pocket of the N. A. R. D., as it saved them the expense of sending another man here. This salary, of course, has nothing to do with Mr. Swann's services as secretary, for which at present he receives no compensation.

"In the end we had our own way. There are now nine organizers here, including Mr. Swann. Dr. Hoffman is expected to make the tenth. Four men have been assigned to Brooklyn and the work is progressing satisfactorily."

At the suggestion of Secretary Swann the Executive Committee decided on Friday to ask every proprietor who is using the direct contract plan to station a representative in this city.

PROGRAMME AT SARATOGA.

The programme of entertainment for the twenty-seventh annual convention of the New York State Ph. A. at Saratoga, June 27-30, has been completed and is as follows:

Tuesday evening, June 27, president's reception and ball. Wednesday afternoon, carriage ride to points of interest in and about Saratoga. Wednesday evening, entertainment at Town Hall under the auspices of the Commercial Travelers' Association. Thursday afternoon, card party for the visiting ladies. Thursday evening, music and recitations. Friday forenoon, trolley trip to Lake George, lunch at Fort William Henry Hotel.

There will be two sessions on Tuesday, at 10 a. m. and 2 p. m., also two on Wednesday, at 9 a. m. and 1 p. m. The Thursday and Friday sittings are each scheduled for 9 a. m.

DATE OF N. W. D. A. MEETING.

The Committee on Arrangements and Entertainment of the National Wholesale Druggists' Association announce that they have chosen the first week in October as the time for the annual meeting. Headquarters will be at the Hotel Astor, the top floor, comprising all necessary rooms, having been placed at the disposal of the association. Rates are from $2.00 per day up, according to room (European plan).

JOHNSON & JOHNSON WIN.

New Brunswick, N. J., June 3.—Vice-Chancellor Bergen, in Trenton, has rendered a decision in the long pending suit of Johnson & Johnson, of this city, against Seabury & Johnson, for infringement. The conclusion of the suit is a victory for Johnson & Johnson. The vice-chancellor in his opinion said he would grant an injunction against Seabury & Johnson, restraining that firm from putting absorbent cotton and gauze in packages in such a manner as to imitate the product of Johnson and Johnson. The case has been pending for five years, and thousands of pages of testimony had been taken.

STAMP TAX REPEALED.

Albany, June 3.—Governor Higgins yesterday signed the Raines bill, abolishing the liquor stamp tax for pharmacists. Two other Raines bills which were signed by the governor, provide that a person selling any kind of a beverage which requires a United States internal revenue license must hold a Raines law certificate also. Any citizen is permitted, without the consent of the State Excise Commissioner, to institute proceedings to annual a liquor tax certificate.

PARK MUST ANSWER.

Peruna Company Scores a Point in Conspiracy Suit.

COURT HOLDS THAT "TRADE SECRETS" REFERS TO METHODS BY WHICH PARK OBTAINS GOODS ILLEGALLY.—"HARDLY A TRADE SECRET THAT SHOULD BE PROTECTED BY THE COURTS." — PERUNA WAS OBTAINED BY CONSPIRACY.

Cincinnati, June 2.—Samuel B. Hartman has won an important point in his action brought in the United States Circuit Court against Loveland and others, in which he applied for an order to compel Ambro R. Park to answer certain questions and produce certain documents. Park's testimony is being taken in the suit in replevin brought by the Peruna Company against McKesson & Robbins, of New York, Loveland and the John D. Park & Sons Company, for conspiracy in obtaining a carload of Peruna.

Park refused to answer the questions or produce the documents on the ground that they were not material or relevant and that the answers to the questions would disclose trade secrets. The decision, delivered orally by Judge Thompson, is as follows:

I have read the testimony, so far as it has been taken, and have in mind the questions that were asked, which the witness refused to answer.

In the first place as to the relevancy of the testimony sought to be elicited by those questions: The case sought to be made in the replevin suit is this: That McKesson & Robbins and Charles H. Loveland and John D. Park & Sons Company, conspiring together for that purpose, fraudulently obtained a carload of Peruna from plaintiff, and that the plaintiff, when he discovered the fraud, promptly repudiated the contract of sale, tendered back the purchase price which had been paid and replevined the goods. In order to maintain the suit, therefore, it is necessary to show that the possession of these goods was obtained by fraud practiced upon the plaintiff, which justified him in repudiating the contract.

I don't care to discuss the question of the right to repudiate the contract; I think there can be no question about that. McKesson & Robbins and Loveland both had contracts with Hartman to enable them to procure Peruna, and the claim is, that in violation of these contracts, they entered into a conspiracy with the John D. Park & Sons Company to obtain Peruna from Hartman and ship it to that company, the company being engaged quite extensively in the business of selling Peruna, and having no relation or contract with Hartman which would enable it to obtain Peruna in any other way.

If this be true, undoubtedly Hartman had a right to repudiate the sale and retake the property. But it is said the contracts with McKesson & Robbins and Loveland are executory, and that Hartman must look to them for damages from the wrongful disposition of the goods, and cannot attack the sale. The charge, however, as I understand it, is that this particular carload of Peruna was obtained by a fraud practiced upon Hartman, and in furtherance of the scheme by which the John D. Park & Sons Company sought to obtain Peruna, when they could not otherwise have obtained it. The representation of McKesson & Robbins to Hartman was this: "Under our contract we want to buy this Peruna, put it upon the market and sell it as your agents, as we have been doing heretofore," when, in fact, that was a misrepresentation. They did not want it for any such purpose, but wanted it for the purpose of selling it to the John D. Park & Sons Company, in violation of their contracts with Hartman.

Therefore, in the opinion of the Court, the testimony sought to be elicited from this witness, Ambro R. Park, is relevant as tending to show this fraudulent scheme by which the Peruna was obtained from Hartman.

The witness repeats over and over again that the answers to the questions put to him will not incriminate him or will not subject him to a penalty or forfeiture; but, as I have already stated, his sole ground for refusing to answer is that the questions are irrelevant to the issues in the case pending in the New York courts, and that the answers thereto would disclose trade secrets. The Court is of the opinion that the testimony is entirely relevant, and that there are no trade secrets disclosed.

The suggestion is that this firm of John D. Park & Sons Company is fighting Hartman and the trust organizations, as they are called, which are engaged in this business; that this firm is outside and independent, but, at the same time, are trying to get these goods by indirect methods, and the trade secret set up here is that if Park discloses the names of the men he uses to fraudulently obtain goods from Hartman, it will prevent him in the future from fraudulently obtaining goods in that way. Well, that is hardly a trade secret that should be protected by the courts.

The line of examination here in the opinion of the Court, was legitimate and counsel for the plaintiff in the case has stated to the Court here that it is his purpose and intention to keep within the rule of relevancy and not to call out or seek to call out from this witness anything that would not be entirely relevant to the issue in the replevin suit. It has been suggested that the Court should instruct counsel as to the line of questions to which the examination should be confined. The Court cannot do that. Counsel on both sides are able; they know what is relevant to the issue. It is a simple issue and they know what is relevant to the issue, and the Court expects them, of course, to keep within the rule and not go outside of it to ask impertinent questions which may be annoying to the witness, but would not contribute anything to throw light on the matter under investigation. I take it there will be no trouble on that score. What this witness said relative to the transaction under investigation in the Federal Court at Buffalo should be disclosed and any documents or papers in his possession which may thrown light on it should be produced. He should answer the questions and produce the papers and documents, if he has them, and the Court will so order.

Mr. Reed—As to the subpœna—do you not want us to issue a formal subpœna?

The Court—Well, I had forgotten that. I am in doubt as to whether it is necessary, but it seems to have been the practice and I will conform to the practice and make an order directing the Clerk of this Court to issue a subpœna duces tecum for the books and papers called for.

Mr. Schroder—I do not insist upon the issuing of the subpœna; I am satisfied with the order, Your Honor.

The Court—Very well, then.

Mr. Schroder—There is one line of questioning which I would like to have defined, so as to avoid any future controversy, if possible, and that is those questions that relate to what John D. Park & Sons Company did with the goods after they received them. I submit that is plainly irrelevant to the issue, and immaterial.

The Court—Well, I do not see the relevancy of that.

Mr. Reed—I do not intend to pursue that, Your Honor, or to ask for any names.

The Court—There is one feature of the case that justifies counsel in going further than he would otherwise be entitled to go. This is an unwilling witness, and in a measure might be dealt with as if upon cross-examination, but counsel should keep strictly within the line of relevancy and not go into the private business of this firm, which has no reference to the matter now under investigation.

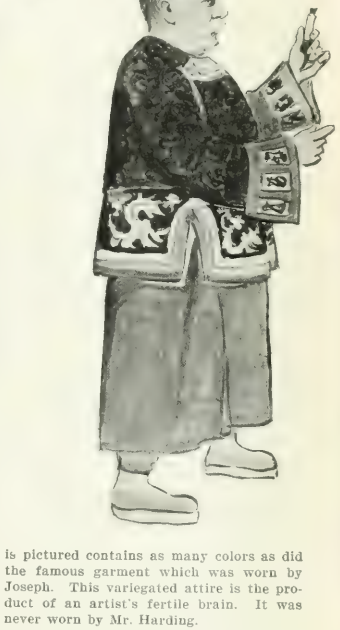
Mr. Reed—I do not intend to examine as to the disposition of the goods at all specifically.

The Court—As now advised, I cannot see what relevancy it would have to show what they did with the goods afterwards.

H. B. HARDING IN COSTUME.

Fantastic Picture Painted by Artist Hooper and Shown at the Sphinx Club.

While the accompanying portrait of Herbert B. Harding, secretary and treasurer of the Humphreys Medicine Company, shows that gentleman in a strange garb, the likeness is easy recognizable. Indeed, by his friends it is said to be an excellent portrait. The coat in which Mr. Harding



is pictured contains as many colors as did the famous garment which was worn by Joseph. This variegated attire is the product of an artist's fertile brain. It was never worn by Mr. Harding.

The picture was drawn and painted by Will Phillip Hooper, the artist, whose penchant for caricature of a friendly sort, is as well known as is his ability to faithfully portray the subject which he selects. Mr. Harding is shown in all the glory of a cap decorated with a peacock feather. The coat might have been modelled after the famous yellow jacket which was worn by Li Hung Chang, when he was in this country.

This Chinese caricature is one of five which were exhibited at the recent ladies' evening of the Sphinx Club, at the Waldorf. The portraits were those of the present president of the club and the gentlemen who had previously held that office. The decorations for the dinner were Japanese and Chinese effects, and the portraits were a part of them, being encased in frames which had previously held advertisements in the subway. Mr. Harding will have Mr. Hooper's work of art appropriately framed, and will give it a place among the other pictures in his house.

ALUMNI'S BANNER YEAR.

The annual meeting of the Alumni Association of the Brooklyn College of Pharmacy, held May 18, showed that the past year was the most successful socially in the history of the association. This report, made by Secretary William H. Weygandt, was corroborated by Treasurer William C. Anderson, whose itemized account of "past performances" clearly showed that financially the year had also been a record-breaker. Sixty new members were elected. The election of officers for the ensuing year resulted as follows:

President, Edward Kleine, '04; first vice-president, Wm. H. Weygandt, '01; second vice-president, Wm. G. Meister, '03; secretary, James E. McNamara, '05; treasurer, Dr. Wm. C. Anderson, '92. For registrar, the newly-elected president insisted that a "real live man" be elected and I. V. S. Stanislaus, '03, whom Dr. Walter Bryan pronounced "really alive," was chosen. Executive Committee, F. P. Tuthill, '98, chairman; Thos. F. Raymow, '03; Mrs. Mamie Gesell, '04; Berthold Gersen, '05; Joseph P. Farrell, '05. Delegates to the A. Ph. A., I. V. S. Stanislaus, Edward Kleine, H. Sturz; delegates to New York State Ph. A., F. P. Tuthill, Wm. G. Meister and Miss Alice Kunkel.

An athletic committee was appointed, with Stanislaus as chairman, to look after the physical well-being of the members. The meeting was very largely attended, the good spirit and fellowship extended the newcomers of the class of '05 seemed well appreciated, and Dr. Muir contributed his share to keep things "a-hummin'."

DRUG CLUB'S NEW QUARTERS.

The Board of Governors of the Drug Trade Club announce the completion of arrangements by which the club is to move into handsome new quarters, occupying the entire fourteenth, fifteenth and sixteenth floors of the addition to the Woodbridge building. This is now under construction and will be ready for occupancy on May 1, 1906. These three floors are being planned and built with reference to the requirements of a club of 500 members and will include spacious general dining-rooms, grill-room, several private rooms, smoking-room, reception halls, ladies' reception-room, lavatories, bathroom, etc., all well appointed and handsomely decorated.

NEW YORK NOTES.

—Albert Plaut, of Lehn & Fink, sailed for Europe on Tuesday morning on the steamer Kaiser Wilhelm der Grosse. He will be gone about three months, combining business with pleasure. Mr. Plaut will shortly be followed by E. H. Shaw, head of the sundries department.

—Dr. William C. Alpers leaves for Europe to-day. On Tuesday he was given a banquet and hearty send-off by the Social Scientific Society, of which he is a leading member. The committee in charge of the affair were W. C. Hess, Dr. J. A. Schmitt and Joseph Winter.

—Truth, in a recent issue, prints a sketch of the life of Thomas Stoddart, of Buffalo, one of the best known pharmacists in this State. He has made a most remarkable record for honest business dealings and is one of the city's most trusted and efficient councilmen. Truth hints at still higher honors for Mr. Stoddart.

AGAINST PRIZE GIVING.

Philadelphia Druggists to Discourage Souvenir Habit.

DELEGATES SELECTED FOR BOSTON CONVENTION.—ORGANIZATION TO GET PREMIUMS ON CRYSTAL CAPSULE CO.'S GOODS.—TIMELY SUGGESTION TO PHARMACISTS REGARDING FRUIT SYRUP LAW.

Philadelphia, June 3.—The efforts of certain manufacturers to induce the public to use their goods by giving away various prizes and souvenirs, were denounced yesterday, at the monthly meeting of the Philadelphia Association of Retail Druggists, and after a lengthy discussion the feeling of the members was voiced in the following resolution, offered by Charles Rehfus:

"That we recommend to our members that they discourage the sale of anything that carries with it the giving away of any prize or souvenir."

It was reported that some members of the association were handling a line of goods which carried with it a souvenir or prize system, in violation of a previous agreement of the association.

Preliminary to the meeting a session was devoted to the nominating of delegates to the national convention in Boston, in October. Twenty delegates and the same number of alternates were appointed.

Vice-President W. L. Cliffe, as chairman of the Schedule Committee, reported that the new schedule would not be ready before the next meeting. He was instructed to distribute the schedule among the members as soon as it was printed.

Organizer E. E. Pottume made his usual interesting report, items of which were the announcement of the securing of four new members and the collection of dues amounting to $127 and a donation of $50.

Chairman A. J. Frankeberger, of the Membership Committee, said there were quite a few prospective members who would probably be enrolled in the course of a month or two. Chairman S. W. Strunk, of the Entertainment Committee, asked for an expression of opinion on the question of holding an outing at Willow Grove the latter part of July or early in August. The latter part of July was selected as the most convenient time for the picnic. In the reports by districts there was little out of the ordinary, except in the case of the eleventh. Mr. Koch, the chairman, stated that unusual interest was being taken there in the attempts to better conditions and that at the last meeting, a committee had been appointed to canvass the district to obtain signatures to discover the sentiment on the question of raising the price of ice cream soda from five to ten cents.

There were expressions of sympathy adopted on the part of the association when the deaths of the wife of D. E. Bransome, the representative of Johnson & Johnson, in this city, and a son of H. J. Siegfried were announced.

Visitors who were present at the meeting were H. S. Beckler, of the Peruna Company, who had just come here from Baltimore, where he has been smoothing the way to an agreement between the cutters and the retailers of that city; Charles C. Hay, of Dubois, formerly president of the State Pharmaceutical Association, and Francis Sheldon, of Buffalo, representing the St. Louis Club.

The Crystal Capsule Company, of this city, offered to turn over to the organization fifty cents on all five dollar orders received from the members and twice that amount on ten dollar orders. The offer, Mr. Leedom said, was only a business proposition, and as such was accepted.

President Potts announced that the delegates to the State Pharmaceutical Association's convention the latter part of the month, were Charles Leedom, William E. Lee, Richard H. Lackey, H. L. Stiles and Charles Rehfus. In this connection, a resolution was adopted endorsing the candidacy of Secretary Charles T. George, of the State Examining Board, who has been renominated. A copy of this resolution was ordered sent to Governor Pennypacker, as an indication of the feeling of the Philadelphia Association as to the faithful efforts of Mr. George.

S. W. Strunk called the attention of the members to the wording of the Fruit Syrup law, which was approved by Governor Pennypacker on April 26, last. He said druggists should be careful in their interpretation of it, for while it did not mention sodium benzoate as one of the preservatives that was not to be used in fruit syrup, it did prohibit the use of any preservatives "injurious to health." Some experts, it was said, had declared that this preservative in certain quantities was not injurious to health, but as no quantity was mentioned, it might give rise to a question, and for that reason it was well for the druggist to be posted as to the exact wording of the law.

The new members who were elected were: W. A. Shannon, of Eighth and Spring Garden streets; Harvey A. Fenner, of Broad street and Columbia avenue; J. P. E. Gottel, of Seventeenth and Dauphin streets, and Emil Graff, of Twelfth and Race streets.

The delegates to the Boston convention are as follows: Messrs. W. H. Poley, T. H. Potts, G. W. Fehr, Charles Rehfus, C. W. Shull, S. W. Strunk, W. E. Lee, A. J. Frankeberger, Charles Leedom, N. A. Cozens, Otto Kraus, H. L. Stiles, A. F. Pollard, J. N. G. Long, H. C. Blair, W. H. Lacey, S. B. Davis, J. C. Perry, O W. Osterlund and Christopher Koch. Alternates: F. W. Fluck, Jacob Epstein, L. J. Steltzer, John Fray, Frank H. Eberley, R. L. Lackey, W. F. Steinmetz, Charles Eckles, Lewis Sorber, John D. Burg, H. A. Nolte, Walter R. Rumsey, W. H. Morrison, H. J. Siegfried, E. K. Boltz, George B. Weideman, Harry Swain, W. H. Lantz and J. C. Peacock.

VISITING BOWLERS WIN.

Philadelphia, May 29.—The representatives of the Baltimore Wholesale Druggists' Bowling League visited the Philadelphia Wholesale Drug Bowlers on Saturday afternoon, May 27, and rolled five games. Philadelphia won four out of the five. The evening was very pleasantly spent around a banquet table at the Hanover Hotel. The scores:

Philadelphia	828	829	924	843	904
Donnel					241
Baltimore	853	794	860	809	797
Coulson					218

SCHOOLS WITHIN LAW.

Institutions Which Will be Recognized by Pennsylvania Pharmaceutical Examining Board.

Pittsburg, June 6.—The Pennsylvania Pharmaceutical Examining Board has announced the accompanying list of pharmacy schools which will be recognized as coming within the meaning of a recent act, and are "reputable, properly chartered colleges of pharmacy schools, and whose graduates will be acceptable for examination for registered pharmacists certificates." These institutions have been selected for the reason that they are all in affiliation with the American Conference of Pharmaceutical Faculties, except the last named, and it is included because it has applied for acceptance in that body, having met all requirements:

Albany College of Pharmacy, Dept. of Union University, Albany, N. Y.; Brooklyn College of Pharmacy, Brooklyn, N. Y.; California College of Pharmacy, Dept. of University of California, San Francisco, Cal.; Chicago College of Pharmacy, Dept. of University of Illinois, Chicago, Ill.; Cleveland School of Pharmacy, Cleveland, O.; University of Iowa College of Pharmacy, Iowa City, Iowa; University of Kansas School of Pharmacy, Lawrence, Kan.; Louisville College of Pharmacy, Louisville, Ky.; Maryland College of Pharmacy, Baltimore, Md.; Massachusetts College of Pharmacy, Boston, Mass.; University of Michigan School of Pharmacy, Ann Arbor, Mich.; University of Minnesota College of Pharmacy, Minneapolis, Minn.; National College of Pharmacy, Washington, D. C.; New York College of Pharmacy, Dept. of Columbia University, New York, N. Y.; Northwestern University School of Pharmacy, Chicago, Ill.; Ohio State University College of Pharmacy, Columbus, O.; Philadelphia College of Pharmacy, Philadelphia, Pa.; Pittsburg College of Pharmacy, Dept. of Western University of Pennsylvania, Pittsburg, Pa.; Purdue University School of Pharmacy, Lafayette, Ind.; Scio College Department of Pharmacy, Scio, O.; St. Louis College of Pharmacy, St. Louis, Mo.; Vanderbilt University Department of Pharmacy, Nashville, Tenn.; University of Wisconsin School of Pharmacy, Madison, Wis.; Medico-Chirurgical College, Pharmaceutical Department, Philadelphia, Pa.

ROW OVER "YELLOW CARD."

Pittsburg, June 6.—There was a stormy scene in the rooms of the Western Pennsylvania R. D. A., in the Bessemer building, when Secretary B. E. Pritchard refused a "yellow card" to a representative of Makeman tablets. The latter made some threats and talked about a restraint of trade, but he lost his point. Mr. Pritchard gives this cheerful view of the matter: "We refused a salesman's card to a representative of Makeman tablets, because the trade elsewhere was overstocked and the goods could be bought for one-half the price he was asking. Besides, as might be surmised, the goods do not sell.

"The fellow returned the next day, with a friend as a witness and demanded that we issue him a card, and upon being again refused, served notice that he would enter suit to compel us to issue it, as we were acting in restraint of trade."

PHILADELPHIA NOTES.

—Frank Carbonia, Italian pharmacist, has opened a fourth store at 743 South Sixth street.

—The Scotch Hop Ale Manufacturing Company, at 1456 Cherry street, has enlarged its plant.

—Benjamin Ulanski has installed a new soda fountain in his new store at Sixth and Reed streets.

—J. F. Yealey, proprietor of the Wilson Pharmacy at Ninth and Filbert streets, has installed a new fountain.

—J. B. Hagenbuch has remodeled his store at Fifty-first street and Baltimore avenue, and has put in a new soda fountain.

—A. L. Rinker will soon have his new pharmacy at Seventy-second street and Germantown avenue ready for business.

—Frederick Rapp has sold his store at Fifty-second and Market streets and has secured a site on Fifty-second street above Chestnut street.

—D. J. Lynch, proprietor of the pharmacy at Eleventh and Jackson streets, has opened a handsome new store at Eleventh street and Moyamensing avenue.

—Moss & Moore have secured an excellent location directly opposite the site of a subway station, for their new store at Fifty-second street and Baltimore avenue.

—H. J. Lachenmayer has opened another new store at Twenty-sixth and York streets. His soda fountain is one of the handsomest in that section of the city.

—Many improvements, including a large new soda fountain, have been made to the old-established pharmacy at Eighteenth and Market streets, conducted by Campbell Brothers.

—A. W. Crawford is now the owner of the pharmacy at Fifty-ninth street and Haverford avenue. W. P. Kram, the former owner, is with the American Soda Fountain Company, in this city.

—W. C. Franciscus has gone into business for himself at Forty-second street and Lancaster avenue. He has a handsome eighteen-foot "Innovation" fountain. Mr. Franciscus was formerly the manager of George B. Evans' store on Market street.

—W. A. Gillespie has purchased the property at Fifty-ninth and Race streets, and is having it remodeled into a handsome pharmacy. The improvements include a new soda fountain. Another new fountain is that in the store of Charles M. Morell, at 5149 Master street.

—Frank Groff, a pharmacist in West Philadelphia, has purchased the interest of his partner, Lawson C. Funk, in the pharmacy at Forty-fourth street and Lancaster avenue. Mr. Funk, it is understood, will devote his entire attention to his store at Forty-first street and Lancaster avenue.

—Secretary E. T. Hahn, of the Philadelphia Drug Athletic Association, reports that their out-of-doors meetings are well-attended, and that many new members have been admitted since the athletic season began. On Memorial Day, the members were the guests at the Stenton athletic field, of Allen May, the well-known vocalist of this city. Another treat will be a shad dinner on June 15, at "The Orchards," Essington on the Delaware, the summer home of the Philadelphia Athletic Club, when they will be the guests of Charles Willis.

TO BREAK WEIGHTMAN WILL.

Suit Begun by Guardian of Rich Chemist's Granddaughter.

Philadelphia, June 2.—Charles E. d'Invilliers, guardian for Martha Rogers Weightman, granddaughter of William Weightman, yesterday filed an appeal in the Orphans' Court, praying it to set aside the action of the Register of Wills in admitting the Weightman will to probate. If the proceeding is successful, Mrs. Anne Weightman Walker, sole legatee under the will of her father, will lose two-thirds of the fortune. Should the suit be successful five other grandchildren will share in the fortune, which is estimated at upward of $60,000,000.

Representatives of both parties to the litigation said yesterday that no compromise is now possible. It will be left to the courts to decide whether Mrs. Anne Weightman Walker is to remain undisturbed in possession of the estate, or whether it shall be apportioned equally among the heirs. These are, besides Mrs. Walker, the heirs of her two brothers, Dr. John Farr Weightman and William Weightman, Jr.

Neither side will recede. Mrs. Walker will not compromise. Miss Weightman, whose claim to participation in the estate of her grandfather comes through her father, William Weightman, Jr., will be advised by her lawyers and family counselors, chief among the latter being Mrs. Jones Wister, her mother, not to consent to dropping the case. It is probable that court proceedings will not be begun until the fall.

MUNYON'S OFFER REJECTED.

Wilmington, Del., June 3.—The Wilmington Association of Retail Druggists has elected the following officers for the ensuing year: President, T. B. Cartmell; secretary, James Ferris Belt; treasurer, Joseph Zimmerman; executive committee, J. F. Gradwohl, Albert Dougherty, B. Ballea and Dr. W. E. Smith. The organization has unusually good prospects and has enrolled as members the majority of the druggists not only of the city but of New Castle county as well. As the result of the efforts of Mr. Adams, the N. A. R. D. organizer for New Jersey and Delaware, the following have just been elected to membership: E. Challenger, of E. Challenger & Son, of New Castle; C. E. Ferris, of C. E. Ferris & Son, of New Castle; J. Lee, of Middleton, and C. H. Scarborough, manager of the Miller Drug Co.

At a special meeting on Monday, the association rejected the "combination offer" which the Munyon Company has been trying to introduce.

PRISON FOR LIQUOR SELLER.

Detroit, June 5.—William J. Remus, a South Haven druggist, was arrested several months ago on a charge of violating the local option laws. He escaped punishment. He was again complained of recently. The court took cognizance of the fact that this was his second offense, and sent the druggist to the State prison at Ionia for a term of not less than ten months nor more than twenty, under the indeterminate sentence law.

MR. DOHME COMING HOME.

Baltimore, June 3.—The foreign trip of Charles E. Dohme, who has been abroad for some months, is drawing to a close. He will sail on the 7th inst. for the United States, arriving in New York, June 15. He has covered the larger part of Europe and has also gone somewhat beyond the borders of that continent. In Rome he met his brother, Louis Dohme, who went to the other side of the Atlantic last October and has been traveling ever since, though he also spent a large part of the time at famous baths. When Mr. Charles E. Dohme gets home, Dr. A. R. L. Dohme will leave for a short trip. He goes to attend the meeting in England of the Society for Chemical Industry. The American members who attend this meeting will be conveyed by special train, all over the United Kingdom, and will be shown particularly the cathedral towns and other places of great historic interest. Dr. Dohme will leave here July 1, sailing on the Copenhagen. He intends to return July 29, coming back with E. Stauffen, the head of the New York office of the firm, but the two gentlemen will not leave here at the same time.

LEROY OLDHAM MARRIED.

Baltimore, June 4.—Leroy Oldham is married and this is no joke. The ceremony that made Miss Mabel Ray Sharretts the wife of the popular entertainer and drug man took place yesterday afternoon, at Brown Memorial Presbyterian Church, Rev. John Timothy Stone officiating. Her sister, Miss Marguerite Sharretts, was maid of honor. Joseph Robb, Jr., Robert Halliday and J. Carey Martin, of Baltimore, and A. H. Parlett, of Alleghany, Pa., acted as ushers, while Ralph C. Sharretts, a brother of the bride, was best man. Mr. and Mrs. Oldham afterward left on a wedding tour.

BUSINESS AND CHARITY.

Baltimore, June 3.—Druggist George Bunting, 6 West North avenue, combined business with charity this week by dedicating his handsome new soda water fountain and devoting the proceeds of one day to a meritorious benefaction, the Children's Fresh Air Fund.

This organization provides children with an outing of two weeks by appealing to residents in the country with room to spare to take care of the little guests, and otherwise looks after the welfare of these charges. The day's receipts at the soda water fountain amounted to a considerable sum. There was also music and a profuse floral display. The fountain is one of the handsomest and costliest in the city and combines in its construction all the latest features. It adds greatly to the attractiveness of the place.

A less agreeable incident in Mr. Bunting's business career was the disappearance some time ago of William Jones, a young negro employed in the store, with $106 in postal funds. Jones was traced to Wilmington, Del., and arrested there this week. He had a hearing yesterday, before United States Commissioner Rogers and was committed to jail for the action of the United States Grand Jury.

BODEMANN ON BOARDS.

Chicago, June 3.—An important Pharmaceutical Congress will be held in July in connection with the Lewis and Clark Exposition, now in progress at Portland, Ore., and William Bodemann, member of the Illinois B. P., has been selected to prepare a report on the State boards of pharmacy of the country.

Mr. Bodemann has already begun the collection of data for this purpose and he has sent a circular letter to the officers of the various boards asking for information. He particularly desires data which will show the dates of formation of boards, the number of members, per diem remuneration, requirements for membership, Governor's appointments of association nominees and amount of State appropriations. Mr. Bodemann asks secretaries of boards to co-operate with him in collecting this data.

GEORGE H. WEST,
President of Retail Drug Clerks' Association, Grand Rapids, Mich.

CHICAGO NOTES.

—The Chicago Veteran Druggists will celebrate Jamieson day on June 21.

—The north side druggists were defeated by their brethren of the west side in a game of baseball, May 29. Score, 15 to 8.

—Robbers blew open the safe in the drug store of Frank W. Thomas, 203 S. Western avenue, at 3 a. m., May 30, and escaped with $390 in money and valuable papers.

—Another death to be recorded is that of Peter Finna, druggist, at 477 Grand avenue. By some it is supposed that he died in a fit while the papers report that he was choked to death and robbed by footpads.

—The Illinois Board of Pharmacy will hold meetings for the registration of apprentices on June 16 and July 7. Regular examinations for pharmacists and assistants will be held on July 11 and September 12.

—Jesse M. Goodell, a well-known member of the Chicago Retail Druggists' Association and druggist at 1082 Fifty-eighth street, died very suddenly on May 26 during a dance given in his honor by the Charlevoix Club.

NEW PHARMACOPOEIA SOON.

Trustees of Pharmacopoeial Convention Meet and so Announce.

St. Louis, May 30.—Dr. H. M. Whelpley, secretary of the United States Pharmacopœial Convention, has just made public the minutes of the fifth annual meeting of the Board of Trustees of that body, held at the Philadelphia College of Pharmacy, May 13. The members present were: Dr. J. H. Beal, Scio, O.; Albert E. Ebert, Chicago; Professor Joseph P. Remington, Philadelphia; S. A. D. Sheppard, Boston; Dr. H. M. Whelpley, St. Louis; Dr. H. C. Wood, Philadelphia. In the absence of Chairman Charles E. Dohme, who is in Europe, Vice-Chairman Beal called the meeting to order.

The minutes of the fourth annual meeting and the intervening correspondence of the Board were read and approved.

It was decided that a sample page or pages of new books in which it is desired to use some of the text of the pharmacopœia shall be submitted to the chairman or acting chairman for approval before permission to use pharmacopœial text be given.

Professor Remington, chairman of the Committee on Revision, made a detailed report of the progress of the work and stated that the new pharmacopœia would be out before the end of June. The action of the chairman in fixing August 1, 1905, as the date from which the new revision will be official was approved. One hundred unbound copies will be distributed simultaneously to pharmaceutical and medical journals for review purposes.

All books paying for the use of pharmacopœial text will be required to print upon the obverse of the title page the following words, in full-face or black-letter type: "Authority to use for comment the pharmacopœia of the United States of America, Eighth Decennial Revision, in this volume, has been granted by the Board of Trustees of the United States Pharmacopœial Convention, which Board of Trustees is in no way responsible for the accuracy of any translations of the official weights and measures or for any statements as to strength of official preparations."

The subject of a Spanish edition of the Pharmacopœia was reported upon by President Wood. He was instructed to continue his investigations and again report to the Board. Dr. Wood finds considerable demand for a Spanish edition of the pharmacopœia in Cuba, Mexico, Costa Rica and Porto Rico.

The Rice Memorial Fund Committee made a final report. S. A. D. Sheppard was appointed a special committee of one to take charge of this fund and deposit the same in the name of the Board of Trustees of the U. S. P. Convention.

It was decided that as soon as sufficient monies shall have been received after paying present indebtedness and current bills, that $200 be paid to each member of the Committee on Revision excepting the chairman (Prof. J. P. Remington), to whom shall be paid $2,000; to the secretary of trustees (Dr. Murray G. Motter), $500, and the treasurer of the convention (Dr. George W. Cook), $200. The secretary of the Board reported progress on the Abstract of Proceedings of the Board of

Trustees and further action was postponed.

The following officers and standing committees were elected for the ensuing year: Chairman, Charles E. Dohme, Baltimore, Md.; secretary, Dr. Murray G. Motter, Washington, D. C.; Executive Committee, Dr. J. H. Beal, Scio, O. (chairman); Dr. H. C. Wood and Charles E. Dohme; Auditing Committee, Dr. H. M. Whelpley, St. Louis, Mo. (chairman); Dr. A. E. Ebert, Chicago, and S. A. D. Sheppard, Boston, Mass.

DRUGGIST SHOOTS HIMSELF.

Savanna, Ill., June 1.—Bothwell Pulford, a druggist and leading citizen of this city, owner of the electric light plant and other properties, died last week of a self-inflicted bullet wound. Last Monday, Daniel S. Berry, an attorney, was shot at his office door. It was suggested by the coroner's jury that Pulford was implicated in the murder and he was questioned at length over the circumstances. He denied the murder. Pulford and Berry had formerly been firm friends, but lately had been estranged by rumors of attentions paid to Mrs. Berry by Pulford, which he denied. Recently Pulford has been in a sanitarium, and the officials of the county, and his wife, say he was mentally unbalanced. A widow and two grown daughters survive.

DRUG CLERKS' SCHEME FOR SAVING.

St. Louis, June 5.—Two clerks, ambitious young men who are employed in an all-night store down town, have ambitions of owning a store of their own in the near future and their methods of economy have given rise to some queer stories about them lately. Here is one: The clerks relieve each other night and morning. One lives in the west end, the other in the south end. The street car lines cross within a square of the store. In the evening the south-end man gets a transfer to the west-end line and gives it to his fellow clerk, and the next morning the other clerk returns the favor with a south-end transfer. Hence the saving is five cents a day for each.

IN MISSOURI.

—Louis Schreier has opened a drug store at Virginia avenue and Dakota street, St. Louis.

—E. A. Busch has bought the Hermann Bros.' store at 2613 South Broadway, St. Louis.

—Henry Steingoetter, of Belleville, has been elected president of the St. Clair County R. D. A. The association includes the East St. Louis stores.

—Fred J. Scharloch, of the J. S. Merrell Drug Co., St. Louis, accompanied the T. P. A. delegates on their excursion to Cuba, after the national meeting at Savannah.

—Great preparations are being made by the St. Louis A. R. D. for the meeting on June 20, when the wives and sweethearts will be the guests of the association. A splendid attendance is expected.

—George Tebus, of Belleville, Ill., bought the store of Paul M. Nake, at Jefferson and Lafayette avenues, Thursday and took immediate possession. The store is at one of the prominent business points on the south side in St. Louis.

QUIETNESS A FEATURE.

Members of the Trade in St. Louis Complaining Cold Season a Drawback.

St. Louis, June 6.—The extreme quietness is the feature of the drug trade in St. Louis this spring. Attempts of the druggists and jobbers alike fail to explain the cause, but that business is dull, nine-tenth of the trade admit off hand.

"It certainly is not a lack of money," said a West End druggists, "for my candy and cigar trade have held up splendidly," and the same is the sentiment elsewhere. It can hardly be the World's Fair, for the reason given above, and for the additional that some of the few stores in the district most affected by removals from the city after the fair are doing very well. Other stores in a settled residence district that have hardly lost a resident or a boarder since the Fair, are doing poorly.

The coolness of the season has proved a direct drawback to the soda trade and the slump there has been felt since Easter. Not half a dozen real ice cream days have been experienced.

The jobbers complain of the quietness, in the drug and proprietary departments alike. The sundry men are not complaining so loudly. It may be that health in St. Louis is extra good, but the doctors are not complaining of lack of work.

CLAIMS $5,000 MONTHLY SALARY.

St. Louis, June 3.—Bruno Batt, a chemist, has brought suit against John T. Milliken & Co., for $13,166.66 and interest, alleged to be due him for salary and profits during twenty-one months. He alleges that he entered into a contract to establish a drug and chemical manufacturing company and that the profits in twenty-one months were $8,000, to one-third of which he is entitled. He says his services were worth $5,000 a month, and asks that such sum be granted him as salary.

CONTEMPLATES ANOTHER SCHOOL.

Milwaukee, Wis., June 1.—The Wisconsin College of Physicians and Surgeons of Milwaukee has practically decided to add a school of pharmacy when the college opens next fall. There have been many applications in recent years from prospective pharmacy students and there are always quite a number of the regular medical students who would take the course or a part of it, were it convenient. The board of directors have appointed a committee to investigate the desirability and the feasibility of taking this step and the committee is expected to make a favorable report at the next meeting. It is argued that there is plenty of room in the building now used by the school for the increased number of students and there are already in the faculty several teachers who could give instruction. There are also in the city quite a number of practical druggists who would be glad to give a little of their time at regular intervals in class work or laboratory work.

NORTH CAROLINA PH. A.

The twenty-sixth annual meeting of the North Carolina Pharmaceutical Association will be held in the convention hall of the Atlantic Hotel, at Morehead City, on Thursday and Friday, June 22 and 23. A special hotel rate of $2 per day has been made, and the railroad companies will make low rates.

A representative of the N. A. R. D. has recently visited the State, and organized it into branches of the N. A. R. D. The benefits of such organization will be fully discussed at the forthcoming meeting. Many interesting papers will also be read.

The State Board of Pharmacy will hold its meeting for the examination of candidates at the same place on June 20. Applicants are notified to be on hand promptly at 9 a. m., on the 20th, or they will lose the opportunity of being examined until another meeting of the Board.

MAINE PH. A. ANNUAL MEETING.

Arrangements have been completed for the annual meeting of the Maine Pharmaceutical Association, which will be held at the Mount Pleasant House, White Mountains, Thursday and Friday, July 6 and 7. Those attending the meeting will have the benefit of reduced rates on the railroads and at the hotel. A cordial invitation is extended to all druggists and their families to attend, and a pleasant and profitable time is promised. A complete programme will be ready shortly, and may be had upon application to M. L. Porter, secretary, Danforth, Me.

NEVADA BOARD OF PHARMACY.

Carson City, Nev., June 3.—The ninth semi-annual meeting of the Nevada State Board of Pharmacy was held at the Riverside Hotel, Reno, last week. There were no candidates for examination. The following were granted permanent certificates to replace the temporary certificates issued by the secretary upon the presentation of satisfactory proof of registration by another state board: B. Frank Stout, Tonopah; Edwin J. Roberts, Goldfield; William Baumgarten, San Francisco, Cal.; Geo. L. Olds, Goldfield; Samuel W. Prewett, Columbia; Thos. J. Curley, Goldfield; George Swallow, Knowlton, Iowa; Vivian T. Lewis, Ely; Oliver Stout, Philadelphia, Pa.; Fred. P. Shannon, Las Vegas; John A. Kelly, Forsyth, Mont.; Z. E. Burgess, San Francisco, Cal.; Julian L. Waller, San Francisco, Cal.

ATLANTA C. P.

Atlanta, June 5.—At the recent commencement exercises of the Atlanta C. P., Dr. Geo. F. Payne, dean, was presented with a handsome bouquet of flowers by the members of the graduating class.

Dr. L. G. Mosely, a graduate of the class of 1902, was the donor of a gold medal, offered to the student of 1905 who should receive the highest general average in all branches of his studies. The medal was awarded to C. E. Black by the dean.

The graduating class numbered thirty-six (their names appeared in The Era of April 13, page 432). The degrees were conferred by Judge Howard Van Epps, President of the college.

Photo by Gutekunst.

PHARMACY CLASS OF 1905, MEDICO CHIRURGICAL COLLEGE.

MEDICO-CHI'S GRADUATES.

Philadelphia, May 29.—Twenty-one graduates represented the department of pharmacy at the commencement exercises of the Class of '05, of the Medico-Chirurgical College, which were held at noon on Saturday, in the Academy of Music. In all there were 128 students graduated from the three departments of the college—medicine, dentistry and pharmacy—and the spacious Academy was crowded with the friends of the young men who represented nearly every state in the Union, as well as several foreign countries.

After devotional exercises by Rev. Archibald H. Bradshaw, the members of the class marched to the stage where they received their degrees from Henry F. Walton, president of the college. The oration was made by Judge William N. Ashman.

In the department of pharmacy, the senior gold medal for the highest general average was awarded to John Oscar Bower with honorable mention to Lee Ellsworth Hyres and Harry Howard Searl. The Fisher prize for the highest general average in materia medica was also won by with honorable mention to Percy H. Shaw and John Cooper, M. D. The Prof. Henry junior gold medal for the highest general average was awarded to Lewis B. Myers John Oscar Bower. The graduates are:

Delaware—William Smithers Lank.

Pennsylvania—John Oscar Bower, Harry Wolfe Bowers, Tilden B. Bordner, Merritt Clay Berger, Thomas M. Cook, William Ross Gibble, John I. Harvey, Lee Ellsworth Hyres, Harry Clinton Helm, Paul H. Langner, Maurice Leonard Lewis, Benjamine Mauldin Lum, John Tremper MacDonald, Harry Howard Searl, Harvey Whitney Springer, Charles Edgar Thrush, Edwin Quinn Thayer, Heber Wilkinson Youngken, Edwin Henry Yeagley.

OMAHA C. P.

Omaha, Neb., June 3.—The pharmaceutical association of the Omaha College of Pharmacy held its semi-annual election of officers recently. The following were elected: A. Martin, president; Miss Evelyn Robinson, vice-president; Joe Cording, treasurer, and Miss Pearl Ratcliff, secretary.

The junior class has finished physics and Latin, and taken up pharmacy and materia medica.

The senior class has done well in volumetric analysis and are now taking up drug assaying in earnest.

The college has organized a baseball team, John Motl being elected manager. As yet no games have been arranged, but the boys are doing well and will soon be ready for a challenge.

E. J. Stave, who graduated from the Omaha College of Pharmacy two years ago, and who just completed the State requirements, went before the State Board and passed a successful examination.

—Fred Lessick, forty-three years old, one of the leading druggists of Kalamazoo, Mich., was found dead in bed, by his wife, when she went to awaken him. Heart failure was the cause.

UNIVERSITY OF IOWA.

Iowa City, Ia., May 25.—The annual alumni meeting will be held on June 13, the day preceding commencement. The regular business session will be held in the morning. In the afternoon the following program will be given: President's Address, W. F. F. Junger, '90, Reinbeck; "Medicinal Plants of Iowa," Prof. Bohumil Shimek, Iowa City; "Importance of Records," J. M. Lindley, '89, Winfield; "Life of Edward R. Squibb," R. E. Humphrey, '05, Carroll; "Pills and Pill Excipients," H. B. Moore, '05, Iowa City; "Cottonseed and Its Products," Geo. L. Friedholdt, '05, Davenport; "Milk," B. E. Manley, '05, Sloan, Ia.

The university has been prosperous this year and several new buildings will be erected.

The seniors will be entertained at the home of President and Mrs. MacLean on the evening of May 22.

Geo. L. Friedholdt, '05, who has been quite sick, is again able to attend classes.

R. H. Gates, '01, a traveler for the W. W. Warner Co., called at the college a few days ago.

Miss Cooper entertained the members of the senior class on the evening of May 11.

The Pharmacy baseball team has won all of the games it has played. The team will probably be the champions of the university.

The juniors have finished their work in the pharmacy laboratory and will devote the remainder of the time to the chemical laboratory.

A SPECIFIC IN

Tuberculosis Cancer Syphilis

GRISERIN

NON-TOXIC

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now. Tell your doctors about it.

PRICE LIST

GRISERIN-ALPHA: FOR EXTERNAL USE ONLY!

1. For dusting on wounds and suppurating ulcerations.

2. For use in the GRISERIN Insufflator—in NOSE and THROAT AFFECTIONS for RHINITIS or DIPHTHERIA.

GRISERIN-ALPHA:

In Packages of	25	gramm	$2.00
"	50	"	4.00
"	100	"	7.50
"	250	"	18.00
"	500	"	34.00
"	1,000	" (1 Kilo)	65.00

GRISERIN-BETA: FOR INTERNAL USE ONLY

CACHETS—In Tubes (each tube containing ONE WEEK'S TREATMENT.)

		Retail	Wholesale
1 Tube Griserin Cachets Grammes	0.20	$1.75 per tube	$16.00 per dozen
1 " " " "	0.30	2.00 " "	18.00 " "
1 " " " "	0.50	2.50 " "	23.00 " "

		Retail	Wholesale
1 Tube Griserin Cum Tannalbin Gramm	0.20	$1.75 per tube	$16.00 per dozen
1 " " " " "	0.30	2.00 " "	18.00 " "
1 " " " " "	0.50	2.50 " "	23.00 " "

	Retail	Wholesale
Griserin Insufflators: - -	$1.25 each	$12.00 per dozen

	Retail	Wholesale
Griserin Solution (concentrated):	$1.00 per bottle	$9.00 per dozen

WRITE FOR BOOKLET

We Want Every Druggist to Become Familiar with

GRISERIN

SOLE AGENTS FOR AMERICA

AMERICAN GRISERIN WORKS

108 FULTON ST., NEW YORK

McKesson & Robbins and the N. A. R. D.

To the Trade:

In view of the attempt which has been made to embroil McKesson & Robbins with the National Association of Retail Druggists, the former deem it advisable to make public statement of their side of the question.

McKesson & Robbins have remained silent hitherto, trusting to the spirit of fairness which the drug trade has always displayed to suspend judgment until both sides to the controversy had been heard.

McKesson & Robbins have no quarrel with the N. A. R. D. They have loyally supported the Association and endeavored to work in harmony with its ideas. They have repeatedly refused to fill orders for proprietaries from dealers upon the cut-off list, only to find that these orders have been filled by manufacturers direct, and the latter are doing the same thing to-day. McKesson & Robbins have received letters from manufacturers of proprietary medicines, offering an extra discount if they would sell certain dealers. All such offers have invariably been rejected. The accusations of bad faith against McKesson & Robbins are made by those who are not acting in good faith with the N. A. R. D., and to whom it is of vital importance to sell as many goods as possible.

McKesson & Robbins have made no shipments of goods upon the serial numbering plan except to those from whom they had a signed contract, or whose name appeared upon the recognized list of distributors.

McKesson & Robbins prefer to leave the question of their good faith to the fairness of the trade. They regard the attacks that have been made upon them as attempts on the part of manufacturers to shift the blame for their own dereliction.

To their many friends in the trade, and to all those who have so loyally supported them in the present controversy, McKesson & Robbins desire to express their sincere thanks.

McKESSON & ROBBINS.

91 Fulton Street,
New York, June, 1905.

TRADE SECTION

BELIEVES IN FAIR PRICES.

President of Carter Medicine Co. May Protect Profits in the United States.

Mr. Brent Good, president of the Carter Medicine Co., sailed yesterday on the Oceanic for Liverpool. Before sailing, Mr. Good told an Era reporter that he was going to Europe for the special purpose of seeing what the results have been on the sale of Carter's Little Liver Pills in Great Britain, under the restricted contract plan. "Last March," said Mr. Good, "I arranged with the P. A. T. A. of Great Britain, to place the sale of Carter's Pills under their restricted contract plan, whereby the goods were sold only to those chemists who agree not to sell them below a minimum retail price. The proprietary business is in a much more demoralized condition in that country than it is in ours, and before deciding to adopt this plan, I canvassed the matter very thoroughly with many of the leading chemists, remaining several months in London for that special purpose.

"There are two ways of looking at this subject. Some proprietors believe that it is best for their interests in the sale of a proprietary article to attempt no restrictions, but to create the demand through advertising and let the dealers sell the goods for whatever they can. As for myself, I believe that proprietary articles should be sold by druggists, and that tical should be done to protest these druggtical should be done to protect these druggists in their profits. I hope that we may be able to do something of the same kind for the druggists in this country in the near future, if the results of our experience in Great Britain are satisfactory."

WINDOWS AND BUSINESS.

Attractive windows stimulate business. This is a positive fact and is perfectly true with the retail drug business as well as all other lines of trade.

How to have an attractive window without any expense to the dealer is explained in the advertisement of the C. I. Hood Co., in another part of this journal.

Mr. R. W. Carter, representing Samuel Maw Sons & Son, one of the oldest manufacturers of pharmaceutical specialties of London, England, is making a tour of this country and Canada to study the methods of business and the goods on the American market.

Babeskin Soap is recovering from the recent attempt of a daily paper to wash itself and the public clean with its aid. A new window display of it is now going the rounds.

A Well Managed Prescription Department

In the Store of The Riker Company, 456 Fulton Street, Brooklyn

On the Top Floor—Perfectly Quiet, Plenty of Daylight, Lots of Room—Details of Arrangement of Stock—Any Article May be Found Readily—Views of the Department's Manager, George Whatmough—Necessity o Advertising—How to Handle Physicians.

What are the main requisites for an ideal prescription department, allowing of course for adequate fittings? Almost any pharmacist would in all probability answer quiet, ample space, and good light. The combination looks simple enough in words and in rural localities it can readily be achieved. But in the city it is not so easy, with high rents putting floor room at a tremendous premium, the noise and confusion of a large trade floating in over the partition, and the only light permitted by high buildings frequently artificial.

When, therefore, a prescription department is found nearly approaching these model conditions and interesting in the arrangement of stock, it merits attention. And such a department is in the store of the W. B. Riker & Son Company, at 456 Fulton street, Brooklyn. As the firm occupies the whole building, which chances to be only three stories high, it was possible to put the prescription department in the best place for it; at the top. On the highest floor it is and is splendidly lighted by plate glass skylights in the roof. At the same time the height of the floor is sufficient to prevent stuffiness, sometimes characteristic of top floors, while the shade of adjoining high buildings renders it cooler than would otherwise be the case. In this desirable position the very finest light obtainable is abundant; daylight. The department takes up more than half the whole floor and is 30 by 50 feet. This is certainly a fine amount of space for prescription work. But perhaps best of all is the fact that it is perfectly quiet, permitting the prescription clerks an undisturbed field for their actions.

THE PLAN OF ARRANGEMENT

As one steps out of the elevator which glides noiselessly between the floors, he finds himself directly in one end of the prescription department. To be sure, the office and the mail order departments are located in the front part of this top floor, but they are reached through another door in the elevator. The callers at the office do not therefore disturb the prescription men a particle and they work in fitting quiet all day long. But having entered the department, it is at once seen that the room is large and rectangular. All four sides are covered with stock shelves on which are ranged row upon row of bottles, and other kinds of containers. In a line through the center of the room are four erections or isolated piers of other stock shelves. The fact that shelves run on all four sides of each of these allows as much storage space as if the row down the center of the room was continuous without any intersecting openings, while these apertures permit easy access to any portion of the room and make the whole department more light than could be the case from other arrangement. Our illustration plainly shows this system. It will also be readily seen that all round these erections are constructed desks which jut out, affording an ample surface for writing, compounding, or sorting of containers and supplies. Beneath these table-like surfaces are rows of cupboards which hold various kinds of stock and miscellaneous articles. Below the desks at tue ends of the central erections are label drawers. Corks are kept in other drawers at the southeastern corner of the department. In short, the system of arrangement has been carefully designed to give the greatest amount of storage space permissible with easy access to any part of the room and plenty of working space.

HOW THE STOCK IS PLACED.

The plan of classifying stock is highly systematized, but workably simple. On the western wall, the same side of the room into which the elevator opens, are grouped all the tablets in their glass containers. There are fifteen shelves devoted to these for the larger sizes and directly beneath are 300 little drawers specially adapted to holding the smaller sized bottles. The contents of each drawer is labeled on the outside of the drawer, the classification being based on manufacturer's lists. But it is not necessary for a prescription man to examine these outside labels as a rule, for the drawers are all numbered and the numbers are registered in a stock book as index keys corresponding to an itemized description of their con-

A VIEW OF THE RIKER PRESCRIPTION DEPARTMENT, 456 FULTON STREET, BROOKLYN.

tents, the general sequence of the book being also, of course, the same as manufacturers' lists.

At the northern end of the department are the pills, ranged in orderly rows of bottles in six upper glass-doored closets, with many drawers full of the smaller sizes below. These too are grouped according to lists. And so it goes all 'round the room. In one portion are the fluid extracts, a full line of pounds and quarters, the heavier above the lighter in the section. Those staple fluids which are continually drawn upon for prescriptions are kept in a regular set of dispensing bottles, labeled in the usual way, as used by the retail pharmacist. Back of them are unwrapped bottles of the very same extracts in the original containers supplied by the manufacturers, but the latter are usually kept wrapped in their first paper coverings and are only drawn upon when the first bottle is drained. They are a reserve supply to fill any gap suddenly developed during rush hours.

PROPRIETARIES AND CHEMICALS.

The non-secret proprietaries and specialties are kept in two sections reserved for them. They are arranged as far as possible in alphabetical order of manufacturers' names, commencing from the upper right hand shelves. Only one important exception is made to this plan; the iron compounds are all together, regardless of the manufacturer. This was done because there were so many of the irons.

The heavy chemicals are given a large portion of one side of the room, while the lighter staple chemicals fill the lower cupboards of one whole section. The more valuable alkaloids and changeable salts are kept in a glass cupboard of ample dimensions by themselves. Of course, the poisons are a company mustered side by side together, somewhat apart from other supplies.

So much suggestive of the arrangement, all of which is characterized by a highly developed system, is perfectly orderly and workmanlike. Mr. George Whatmough, who is manager of the prescription department, in discussing his experience with the work, said: "The only solution of a large prescription business, the only way it can be successfully handled, is by systematizing everything as far as possible. I soon was convinced of that after entering the profession and it has been my guiding star ever since. Our work here must be done systematically and speedily, yet deliberately. It is not the brilliant spurter who gets through the most work in a day in any line. It is the man capable of painstaking, systematic work. It is the man who never wastes time at his labor or in thinking over what he ought to do next. My motto personally, and the one I try to make the active spirit of the work of this department, is 'Purity, Accuracy, Despatch.' It was the favorite maxim of my first employer, and I have always remembered it, trying my best to live up to its admonition."

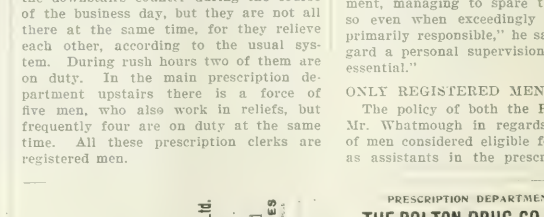
THE DOWN STAIRS COUNTER.

Although the prescription department is thus separate from the rest of the store, it is necessary, a very important part of the prescription business, to have some direct contact with prescription customers. This is accomplished by placing a dispensing counter at the rear of the main store floor. Here are taken orders for filling prescriptions and tablets and original packages of medicine are delivered directly to customers. No patent medicines are handled; there is a special department for them. There are three men on duty at the downstairs counter during the course of the business day, but they are not all there at the same time, for they relieve each other, according to the usual system. During rush hours two of them are on duty. In the main prescription department upstairs there is a force of five men, who also work in reliefs, but frequently four are on duty at the same time. All these prescription clerks are registered men.

The necessity of a rapid means of communication between the receiving departmen downstairs and the main room are obvious. This is supplied by a dumb waiter, which runs right through the intervening floor and by a speaking tube. The receiving prescription clerks downstairs place the written doctor's prescription and the old bottle, if it is a repeat, on the dumb waiter and can easily deliver verbal instructions through the speaking tube. In order that absolute accuracy may be maintained in filling orders, a very good check system is used. Another of our illustrations reproduces it so clearly that no explanation is really necessary. One portion is pasted on the filled bottle or package, one section goes to the customer with the price marked on it, and the third is attached to the original prescription, which is, of course, pasted in the prescription file. All three portions of this combination slip are numbered with the special number of the prescription and the figures are printed on in red. The three portions are divided by lines of perforation, so that they easily tear apart and the two first parts are gummed on the back, while that which goes to the customer is left ungummed. This systematizing of important details does more than assure accuracy; it saves time. Mr. Whatmough himself checks back each prescription that goes through his department, managing to spare the time to do so even when exceedingly busy. "I am primarily responsible," he says, "and I regard a personal supervision as absolutely essential."

ONLY REGISTERED MEN EMPLOYED.

The policy of both the Riker firm and Mr. Whatmough in regards to the class of men considered eligible for engagement as assistants in the prescription depart-



THE MAIL ORDER DEPARTMENT. HERE, AMONG OTHER THINGS, ORDERS FOR PRESCRIPTIONS ARE RECEIVED.

ment coincides. It is believed that only the very best should be considered, and therefore all men must be registered. A decided preference is shown for college graduates, as it is held that they must, through their training, be of greater breadth of mind and view, and that since their intellectual powers must have been cultivated by their college course, they are the only ones to be intrusted with careful work demanded by the prescription business.

As may be supposed, the amount of business transacted by the department is very large. "We hope to increase our business considerably," said Mr. Whatmough, "and indeed we have already expanded it in the last few months. To-day we are putting up an average of 125 prescriptions daily. A year from now we hope to be counting at least 150 a day. Next to the system used, the most important phase of prescription work is the quality of the drugs and chemicals. Of course, we buy goods from all the leading manufacturers, but we carefully inspect every purchase and insist on the best standard of quality made by the seller. I personally do all the buying of supplies for this department. The manager, in my opinion, should never delegate that important duty to a subordinate. But as anyone in the trade knows, there are other important sides to prescription work. No matter how fine your facilities and work, you must constantly advertise if you wish to not only increase your business, but even hold that which you already have. We spend a good deal of thought on our advertising.

NECESSITY AND SCOPE OF ADVERTISING.

"Prescription department advertising may be readily divided into two distinct portions. That to the consumer, the customer, and that to the physician. For no matter what anyone may say, the pharmacist is greatly dependent on the physician for his success. On the other hand, the physician is also indebted to the pharmacist and I am glad to say that each year shows more medical men willing to acknowledge this. It may be truly said that the doctor can neither entirely make nor break a prescription business, but he can wield a very powerful influence and any displeasure on his part is instantly reflected in the volume of business.

"We advertise persistently to the customer. Our theory is that he should be told in simple language that our work is absolutely reliable, that our materials are the best, and that our first object is to look after his interest. Prescription customers are the hardest class to please, for when you come in contact with them they are probably already under the weather, and a sick man is naturally cranky and irritable. A druggist should never forget this fact. Consequently our men at the downstairs dispensing counter are selected with a view to their personal manner, and possession of tact is a necessary qualification. Through delicate work we make a good impression on irritable people This finesse we cultivate and it might in a way be called part of our advertising to the consumer.

"Each prescription package we send out is wrapped with one of our little books on the prescription department. It is the best form of advertising. It means that the booklet will enter the home and therefore stands a good chance of being examined carefully. The front and back covers are half tones of photographs of our department. A photograph holds the attention of the reader and induces him to look for more inside. The reading matter is simple and short. We merely emphasize our quality, accuracy and other qualifications. Our prices are reasonable. Then we also advertise in the daily newspapers. In a large city the value to a druggist of an ad in a [illegible] is not so great as it is in a small town, but it is all dependent on circumstances. We use the dailies in moderation. We also feature our mail order department in connection with our prescription work.

HOW TO APPROACH PHYSICIANS.

"The physicians are a more difficult problem. There is one prime requirement; tact or adaptability. Personal calls are the only things of much use. The head manager of the department should make these himself. I give as much time to this work as I can spare. In all my experience only two doctors have treated me discourteously when I called on them. Results are sure if the right kind of talk is given. Moderation and accuracy in statement is essential. Point out to the doctor that you can assure him of accurate filling of his prescriptions with drugs which may always be relied on to exert their full natural powers and that the highest quality is all you handle. We are much aided by the fact that we keep a complete stock of all the new remedies and preparations. As fast as they appear we order a twelfth of a dozen at the least and reorder if the demand appears. A new thing can be found at Riker's when no one else has it. The medical profession is fast learning this. We also please them by presenting a very handsome prescription pad for desk use."

The manager of the Riker prescription department at the 456 Fulton street store, is a comparatively young man. He is but twenty-seven. But he has worked his way to his present position strictly by merit and achievement of hard work. By birth he is a Canadian. Originally he started to study law in Toronto, but finding it distasteful, deliberately picked out pharmacy as his profession. He was graduated from the Toronto College of Pharmacy in the class of '99, and came to New York, where he entered the employ of Reed & Yeomans, in their Brooklyn store. Later he served at the Hegeman Corporation Store, 200 Broadway, and at Heydenreich Bros., Brooklyn. His experience has been thorough and varied. From the start, Mr. Whatmough has steadily kept sight of the fact that pharmacy is a noble and intellectual profession with great fields for the experimental explorer and he is constantly reading or experimenting to improve his scope of information in all kindred lines.

BUT A PART OF THE WHOLE.

One of our illustrations shows the mail order department, which handles many orders for prescriptions. Each Riker store has a special general manager for all departments. In this case the important office is ably filled by Mr. W. L. Snow, who is, of course, a pharmacist himself. But each department head is left full authority to work out the details of his own special line according to his personal ideas. All he must do is to produce results.

A Simple Tale of Enterprise and Industry

An Example of Determined Effort Lifting an Old Business Out of a Rut

How a Pharmacist is Improving a Modest Business in a Discouraging Situation—M. Schwarz of Greenpoint, Brooklyn, Believes in Work and New Ideas—Making the Most of Small Things—Two Original Window Displays at an Anniversary Celebration.

An example of what enterprise can accomplish in a poor situation, with other unfavorable conditions to be combatted, is to be seen in the business built up by M. Schwarz, in his pharmacy at 849 Manhattan avenue, Brooklyn. When he first acquired the store, it was like many another, just running along. The district in which it is located is not noted for the number or beauty of its buildings, lying as it does between the oil and sugar refineries. To make a success was a difficult problem and required the revolutionizing of methods in vogue in the drug stores of that region by a strong, ambitious man, who was full of new ideas, enterprise, and a determination not to count the hours he worked. Most of the nearby drug stores were German and not in favor of American methods and the population had to be educated up to a taste for something better in the way of a pharmacy than they had ever known. This herculean task is being successfully worked out by Mr. Schwarz.

To be sure, it was not a case of establishing an entirely new enterprise. The business is an old one, so much so indeed that Mr. Schwarz has but recently celebrated its fiftieth anniversary. The pharmacy originally was on Franklin street, near Greenpoint avenue, where it was established by a Dr. Peer, in 1855. He sold it to Dr. Field, who is still practising as a physician at Greenpoint. Dr. Field turned it over to J. B. Winter, who removed the business to the present location, only to sell it to Louis Warth, from whom Mr. Schwarz, the present proprietor, purchased it a short time ago. So it may be seen that it has undergone as many changes as usually fall to the lot of a drug store.

This is not the first pharmacy Mr. Schwarz has owned. After he was graduated from the Brooklyn College of Pharmacy he started in business at 82 Fourth avenue, Brooklyn, and, receiving a good offer, sold it eventually to purchase his present place.

PLEASING FIXTURES AT MODERATE OUTLAY.

Determined to make a great success, the new owner has remodelled and refitted the store completely. The present result may be seen partially in the illustration, but the view shows but half the interior. The color scheme of decoration has been selected with good judgment, for the ceiling is pure white and the walls dark green. Against this the new shelving of cherry and trimmings to match stand out pleasingly. Silent-salesman show cases run in an even row on both sides of the store for its entire length. Half way down the room the moulding topping the shelving rises to encase a gilded mortar. Across the rear of the store runs the partition concealing the prescription department, which, as the photograph shows, possesses a decided decorative value. Back of the partition is found an unusual abundance of light, for three windows open into the prescription department.

The floor of the sales department is covered with a linoleum of a checkered pat-

THE PHARMACY OF M. SCHWARZ, 849 MANHATTAN AVENUE, BROOKLYN. AN OASIS IN A DESERT OF THE COMMONPLACE.

tern. The soda fountain, while not large, is modern and attractive. Much labor is expended to keep it scrupulously clean, and the decorations about it are frequently changed. It is not dotted with unattractive sign cards. Instead its mirror reflects natural, graceful maiden hair ferns which deck the center of its top. From this potted center piece garlands of red roses extend each side to the edge. On one corner stands a diminutive cherry tree in fruit, its pot covered with white crepe paper tied with cherry-colored ribbon, the streaming ends of which nearly reach to the floor. Indeed, the color scheme of cherry is carried out carefully in most details.

FEATURED THE FIFTIETH ANNIVERSARY.

On anniversary day, May 13, last, the store was decorated with crepe paper garlands, bunting and masses of natural flowers. All day long souvenirs were presented to visitors and the most popular articles were of Japanese ware, a tea pot easily proving the favorite. Many people crowded the establishment and the popularity already achieved by the enterprise of the new management was plainly to be seen.

The arrangement of the show windows on this occasion was decidedly effective and original. The theme of the most prominent was the age of the business, recalling the vicissitudes through which it had passed and a promise of progress in the future. The central object was a large picture of Father Time, scythe in hand, his hour glass at his feet, to show him how he is constantly cutting down the minutes, making the present ancient history, as each grain of sand glides to the bottom of the glass. Down one side of the window ran a row of jars, each representing a year to come. They were numbered in sequence '08, '07, 1906, the last being the nearest to Father Time's scythe. At the left corner was a larger one, lettered quaintly on the surface, 1855. On the right of the old gentleman was the representative of the current year, and this seemed to be giving off smoke, signifying active existence. The background of the window was banked with palms, while the foreground was occupied by a quantity of old prescription files, bulging with their age-yellowed contents. These were at the feet of the old man with the white beard, who never rests. A single card, loud in its brevity read, "600,000 prescriptions filled and no mistakes."

SIMPLE, BUT EFFECTIVE WINDOW.

The other window featured tooth paste and tooth brushes. Its color plan was violet and the containers of the goods displayed were that tint. From the middle center of the ceiling hung a white-covered hoop and from this fell and radiated myriads of white cords. Attached to the cords at short intervals from top to bottom were tooth brushes and each of these was set off with a natural-looking double violet. The tooth paste containers, violet as said, floored the window and filled much glass shelving. Natural roses in vases flanked the display. Electric lighting is still a novelty in business houses at this point, and a number of colored electric light globes were used to line and set off the windows, producing a charming effect, especially at night.

FACTS AS TO TIN CONTAINERS.

The consumer who buys a talcum powder, an ointment, or a tooth paste is not likely to devote much time to thinking of the container in which his purchase is held, unless it is defective, when he will certainly turn up sooner or later to register a kick with the druggist. If any association of ideas arises in his mind it will be something about the trade mark or maker's name stamped on the box or can. If he is pleased with the general make-up of the package he will probably give the credit to the druggist from whom he purchased. In short, very little thought is given to the humble container which fills such a useful purpose. But the druggist knows how important a good container is, and if, as is probable, he is a manufacturer of "own makes" in any quantity, he knows from experience how the cost of these little cans runs up rapidly into large figures. The necessity of buying right both as to quality and price is deeply impressed upon him.

It stands to reason that the larger a manufacturing concern the greater service they can render to a buyer, providing their management is good; for their stock is proportionately large, allowing a great variety in style and quality to choose from. A small concern could not afford to carry such an enormous stock. Perhaps our best known, as it is the largest, company manufacturing all sorts of containers of metal for the use of the drug trade is the American Can Company. Their business is prodigious and they are able to supply any container of tin, brass, iron, or, in fact, any metal for any purpose. They have forty factories at various parts of the country which enables them to distribute goods more economically, saving freight and giving the benefit of the lower price to their customers. The main factories devoted to making supplies for the drug trade are located at Philadelphia, Baltimore and Chicago.

Their last catalogue, No. 20, is devoted to druggists' tinware and a copy of it should appeal to everyone in the trade. It can be obtained on request to the main offices of the company, 11 Broadway, New York City. This new catalogue lists a remarkable number of articles, some of them interesting through novelty of design and usefulness, and all through the fairness of prices quoted. There are seamless tin boxes in great variety, decorated (in colors) ointment, pill, tooth powder, and talcum boxes, cold cream containers, insect powder guns and cans, quinine cans, inhalers, pharmaceutical stills, lithographed labels for herb cans, funnels, tin percolators, dispensing tanks, and acid and spice cans. There are many more styles and varieties of cans. In fact, everything imaginable. Many druggists need no introduction to the merits of the goods turned out by the American Can Company for they have tested them for themselves by frequent purchases. Those who have not done business with them will find all inquiries courteously attended to and will be benefited by an examination of the concern's offerings when next in the market for tinware supplies.

Blue on a black ground is quite effective as a color scheme in a window.

WONDERFUL PROPOSITION.

M. P. Gould Company, drug store advertisers, 99 Nassau street, New York City, after six months of careful preparation and hard work, have at last completed arrangements for offering the druggists of this country the greatest business-getting proposition that has ever been seen.

This is offered through M. P. Gould Company's system of advertising for retail druggists. The druggists who are interested, will find M. P. Gould Company's advertisement on another page of this issue. It will be worth while to read this advertisement carefully, and certainly to write and secure their proposition. Nothing is lost and everything is to be gained by writing.

M. P. Gould Company's name is probably known in every drug store in America. Their system of advertising, now nearly four years old, is being used by the best druggists in the localities from one end of this country to the other.

No druggist can afford not to write for this new proposition. Address all letters to M. P. Gould Company, 99 Nassau street, New York City.

IMPROVED PLASTIC DRESSINGS.

The Meys Chemical Mfg. Co., 69-71 W. Jackson Boulevard, Chicago, manufacturers of Meys' Poultice (Hygroscopine), an antiseptic paste dressing for physicians' use, sold through jobbers only, advertise each month on the inside cover of The Era.

Low prices and non-corrosive containers are the inducements featured. The 2-lb. size, which is styled their "trade buster" in new territory, sells for $8 the dozen and retails at $1. Another size, in an amber-glass jar, containing 5¼ lbs. net, is listed at $1.50. The non-corrosive glue containers are an additional attraction to the jobber.

The Meys' manager is confident that a little time, co-operation of dealer and physician, and consideration of patient's needs will establish their product at the head of the list in its class. The company is one of the most progressive in plastic dressing production, having made many improvements.

The following is from the New York Sun: Topeka is very strong for temperance. One Lee Jones is a prominent pharmacist of the place. He has obtained a renewal of his permit to sell liquor. When he made his application it was fought bitterly by the State temperance union. Mr. Jones was asked if he did not keep an icebox in the room behind his drug department, and answered that he did. "What for?" inquired the attorney for the temperance union. "To keep the beer cold." "Why?" "Because people want their beer cold," said Mr. Jones. Which goes to show that frankness pays, even when you are fighting fanaticism.

Straw hat cleaners are now going the rounds of the stores in the drug trade and are usually featured in the well-known way by displaying a straw hat, one-half of which is soiled and the other clean and new looking.

DRUG TRADE JOTTINGS.

A Greenspoint druggist uses green mosquito netting as a background for his show windows. In the summer months, he states, it gives a cool effect to his store and also confines the heat from the lights within the window space, thus making the rest of the establishment more comfortable. The artistic effect of the idea is good.

Among recent deaths in the trade was that of Charles D. H. Gerken, 1485 Broadway, Brooklyn, which occurred on May 23. Emil Miskhofer, the senior assistant, has been placed in charge of the store and will manage the business until the estate is settled. It is understood that the heirs do not intend to sell out.

A demonstration within the store has been going on at the Hegeman Corporation establishment, 200 Broadway. It was the Douglas Manufacturing Company's New Skin that was featured. A portion of the counter was covered with artificial grass upon which was placed the well-known tableau display of the cat upon the stump and the fox terrier barking at her from the lawn. The card, "Good for scratches; so is New Skin," was well in evidence. A pretty girl stood ready back of the counter to play the doctor by applying a sample of the goods to any injured caller. Whenever she did so, she usually had no trouble in inducing the customer to buy a box of the remedy.

Job's tears are still in existence and are sold strung on rubber cords. In the foreign resident districts of the metropolis they are good sellers and often form part of the regular decorations. They are said to be useful and the superstitious believe they prevent a teething child from suffering the usual ills of that trying period. These seeds are said to be imported from Spain.

The Merchants' Association of New York announces that on July 22-26, inclusive, and on August 19-23, inclusive, special fares for the fall buying season will be in effect to New York City, the rate for the round trip to be one fare and one-third. The special fares will be operative under the usual certificate plan, with a thirty day return limit. The territory of the Central Passenger Association, from which the rates will apply on the above named dates, is as follows: Points west of, but not including Buffalo, Niagara Falls, Suspension Bridge and Salamanca, N. Y.; Pittsburg and Allegheny, Pa.; Bellaire, O.; Wheeling, Parkersburg, Huntington and Charleston, W. Va.; north of the Ohio River and east of the Mississippi River, and south of a line from Keokuk, Iowa, to Chicago, Ill., including Chicago, St. Louis, Louisville and all points in Kentucky on the Chesapeake & Ohio Railway. The association is now moving for favorable action on its application for merchants' rates from the Southwestern Excursion Bureau, eastern railroad connections having agreed to concur in special fares to New York from that section.

BUSINESS RECORD.

ALABAMA.
Demopolis.—Dr. J. B. Tucker, new store.
Fackler.—Sam. McCrary, new store.

ARKANSAS.
Carlisle.—Dudley & Callahan, new firm.
Eglantine.—Dixon & Bradford, succeed Ira Dixon.
Hattieville.—Dr. W. L. Mason, succeeds Mason & Bradley.
Webb City.—C. C. Cooper, succeeds L. C. Nolen.

COLORADO.
Colorado Springs.—Frank A. Bissell, Dale and Weber Sts., new store.
Bissell-Marcy Drug Co., succeed Frank A. Bissell, 403 S. Tejon St.
Hotchkiss.—Harry Johnson, succeeds E. P. Barrow.

FLORIDA.
Freeport.—Freeport Drug Co., new firm.
Punta Gorda.—G. M. Vincent, new store.

GEORGIA.
Columbus.—Brannon & Carson Co., A. M. Brannon, dead.

IDAHO.
Shelley.—R. J. Maguire, succeeds Jones & Brundage.

ILLINOIS.
Chicago.—Carl R. Gruener, moved from 859 W. North Ave., to 1184 W. North Ave.
Mackinaw.—Ehrlicheo Bros., new firm.
Savanna.—B. Pulford, dead.
Springfield. Chas W. Bales, 11th and Cook Sts., new store.

INDIANA.
Indianapolis.—Cairo & Llewellyn, succeed Geo. F. Borst, 1138 S. Meridian St.
Lebanon.—Fred. Coombs, new store.
W. D. Garner & Co., succeed Garner & Williams.

INDIAN TERRITORY.
Claremore.—Ault & Fullbright (Owl Drug Store), succeed J. T. Ault.

IOWA.
Newton.—Shuttleworth & Thompson Bros, succeed Weirick & Thompson Bros.
Shell Rock.—A. A. Kammier & Co., succeed Olney & Kammier.

KANSAS.
Hudson.—Arnold Drug Store, new store.
Laharpe.—L. Frerking, succeeds Fuller & Frerking.
Roseland.—Barkley Merc. Co., succeeds Barkley Drug Co.
Topeka. J. W. Kreamer, succeeds J. W. Gish, 900 E. 4th St.

KENTUCKY.
Midway.—Morris & Mitchell, succeed Starke & Co.
Pineville.—White Moss Drug Co., succeed H. A. Brooking.
Springlick.—J. H. Stratton, succeeds J. C. Daniels.

MASSACHUSETTS.
Auburndale.—H. O. Webster, succeeds E. W. Keyes.
Boston.—Frank L. Pierson, Washington & Essex St., new store.
Whitman.—Berington & MacGovon, new firm.
Worcester.—Chas. K. Raynsford, succeeds G. B. Shepard, 107 Highland.
Geo. B. Shepard, succeeds F. L. Durgin, 255 Lincoln St.

MICHIGAN.
Battle Creek.—O. A. Dousett & Co., succeed C. C. Jones & Co., 115 Calhoun St.
C. C. Jones, succeeds C. E. Humphrey, 47 W. Main St.
Ishpeming.—Werner Nikander, Main St. new store.
Lowell.—M. H. Henry, succeeds A. D. Sturgis.
Pierson.—Edmond E. Weed, succeeds S. M. Geary.
Vandalia.—H. A. Snyder, succeeds Freer & Lavenburg.

MINNESOTA.
Minneapolis.—O. Jones, succeeds Guiwits & Jones, 2451 Bloomington Ave.
Zumbrota.—Alfred S. Baker, succeeds K. Regnolds.

MISSOURI.
Beaman.—T. H. Wendleton Drug Co., new firm.
Carrollton.—F. J. Williams, dead.
Hartville.—W. I. Creer, succeeds Ernest Landers.
Kansas City.—W. P. Hucke, 11th and Walnut St., dead.
Lancaster.—U. H. Reynolds, new store.

NEBRASKA.
DeWitt.—DeWitt Drug Co., new firm.
Minden.—Nelson Drug Co., succeed A. W. Toland.
Norfolk.—F. F. Ware, succeeds Koenigstein Phcy.
Upland.—Upland Drug Co., succeed E. Ault.

NEW MEXICO.
Farmington.—Dr. Bowling, new store.

NEW YORK.
New York City.—Herman Orlewitz, 2140 7th Ave., damaged by fire.
Brooklyn. M. Schwartz, moved from 84 4th Ave. to 849 Manhattan Ave.
Sherman.—H. A. Thayer, destroyed by fire.
Staatsburg.—S. V. Hude, new store.
Stevensville.—Sears & Brochu, new firm.

NORTH CAROLINA.
Elkin.—Elkin Drug Co., new firm.
Elk Park.—D. T. Brinkley, succeeds G. H. Bowman.

NORTH DAKOTA.
Fargo.—R. H. Tenney, out of business.

OHIO.
Galion.—Benj. L. Sites, succeeds Chas. A. Henderson.
Shelby.—A. J. Reisendorfer, succeeds W. D. Converse.
Steubenville.—B. F. Payne, dead.

OKLAHOMA.
Clinton.—W. A. Evans, new store.

OREGON.
Salem.—Brewer Drug Co., new firm.
J. C. Perry, succeeds S. C. Stone.
W. A. Ringo, succeeds F. G. Haas.

PENNSYLVANIA.
Allentown.—Gem Pharmacy (J. J. Murray, Prop'r.), 2d and Liberty Sts., new store.
Churchtown.—Edw. Lincoln, succeeds Mrs. R. D. Quaintance.
Nicholson.—O. J. Reynolds, suceeds O. D. Pratt.
West Chester.—John G. Stroud, succeeds J. S. Evans.

SOUTH CAROLINA.
Heath Springs.—S. J. Henson & Co., damaged by fire.

TENNESSEE.
Shelbyville.—Jas. H. McGrew, damaged by fire.

TEXAS.
Kyle.—Kyle Drug Co., succeed Otto Groos Drug Store.

VIRGINIA.
Danville.—R. E. Wiley, succeeds R. E. Wiley & Co., N. Main St.
Petersburg.—W. E. Brown, succeeds J. W. Cocke, 155 N. Sycamore St.
W. H. Frey, succeeds R. N. Partin.
R. R. Tatly, succeeds B. P. Sanders.

WASHINGTON.
Mead.—Mrs. M. A. Lathrum, damaged by fire.
Waterville.—A. Gearhart, succeeds A. R. Cooper.

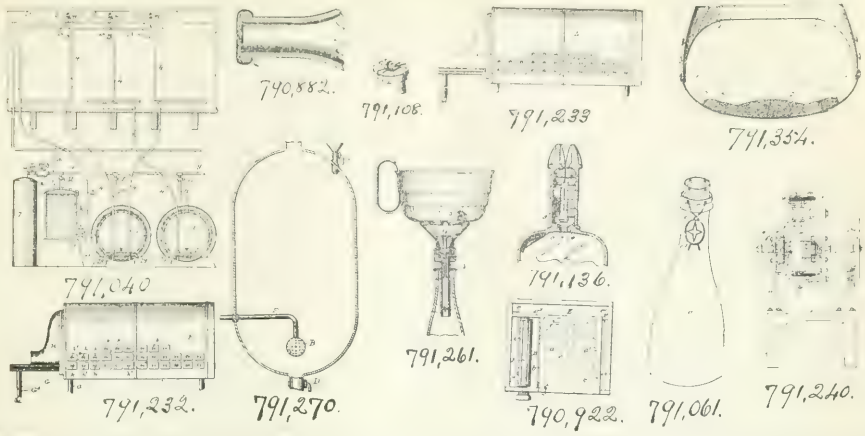
WEST VIRGINIA.
Elm Grove.—A. L. Moore, new store.
Fairmount.—Hall & Steele Drug Co., succeed Homer Hall & W. S. Hamilton & Co.

WISCONSIN.
Oregon.—L. J. & W. C. Bennett, succeed Geo. Criddle & Son.

The Treasury Department has allowed an extension of the drawback on alcohol manufactured by the Columbus Distilling Company, of New York City, in part from imported molasses to cover alcohol manufactured by the Louisiana Distilling Company (Limited), of New Orleans, from imported molasses combined with domestic molasses.

The United States Circuit Court has decided that molded lenses are not covered by the provision in paragraph 109, tariff act of 1897, for "lenses ground and polished to a spherical cylindrical or prismatic form." In order to be embraced within that provision, it is necessary that lenses should have been brought to such form by both grinding and polishing.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued May 30, 1905.

790,922—Charles W. Roepper, Philadelphia, Pa., and William F. Harmon, Mechanic Falls, Me., assignors to American Electrolytic Co., a corporation of Delaware. Apparatus for obtaining oxides of alkaline metals.

791,040—Stephen W. Moran, Brookline, Mass., assignor of one-half to Samuel H. Hellen, Wakefield, Mass. Dispensing apparatus for liquids.

791,061—Georg West, Godesberg, Germany. Stopper for bottles or other vessels.

791,097—John H. Jericho, Philadelphia, Pa. Bottle drip receptacle.

791,108—Stuart H. Patterson, Plainfield, N. J. Bottle stopper fastener.

791,136—Joseph C. Condo, Alexandria, Ind. Non-refillable bottle.

791,194—William Hoopes, Pittsburg, Pa. Process of manufacturing ammonia.

791,232—Casimir Wolpers and Thomas F. Barrett, Chicago, Ill. Apparatus for treating rheumatic or other diseases.

791,233—Casimir Wolpers, Chicago, Ill. Method of treating rheumatic or other diseases.

791,240—Claude Boucher, Cognac, France. Manufacture of bottles, flasks, etc.

791,261—Henry F. Ganon, Indianapolis, Ind., assignor of one-half to William Tron, Indianapolis, Ind., and one-fourth to D. Belmont Lester, Indianapolis, Ind. Funnel.

791,270—Samuel R. Kennedy, Philadelphia, Pa., assignor to The American Dairy Produce and Manufacturing Co., Philadelphia, Pa. Process of treating milk cream, etc.

791,306—Felix W. Westhausser, Hohenheim, near Stuttgart, Germany. Process of making hydrohalogenic acid.

791,354—Mary S. Merkley, Brooklyn, N. Y. Catamenial appliance.

TRADE MARKS.

Published May 30, 1905.

160—Forbenol Dental Chemical Co., Washington, D. C. Tooth powder and tooth and mouth wash. The word "Forbenol."

163—Seabury & Johnson, East Orange, N. J. and New York, N.Y. Surgical and dental silk and floss. The representation of a Greek or Geneva cross appearing in red on a circular contrasting background, which is surrounded by a circular marginal band or border, in the upper part of which appear the words and character "Seabury & Johnson," and in the lower part the words and abbreviations "New York, U. S. A."

850—The Drevet Mfg. Co., New York, N. Y. Remedy for the destruction of bacteria, microbes and germs in the human system. The word "Glycozone."

450—The Guyer Medicine Co., Hudson, Mich. Liquid compound for the relief and cure of diseases peculiar to women. A representation of the roots, branches and leaves of the parsley plant, having arranged therein a woman's head, and associated with the words "Parsley Compound, Nature's Relief for Women."

643—Leroy J. Meroney, New York, N. Y. Hair invigorator or renewer. The word "Marveline" crossing the representation of a winged disk, the word being printed on a curve simulating the line of beauty, and the wings springing from the sphere above and below the word.

665—Chesebrough Mfg. Co., Consolidated, New York, N. Y. Emollient and medicinal preparation for external and internal use. The word "Vaseline."

843—Ozonol Chemical Co., Odessa, Mo. Ointment for the cure of skin diseases and inflamed conditions of the skin and mucous membrane. The hyphenated word "O-Zo-Nol."

867—George C. Frye, Portland Me. Remedy for dyspepsia. The word "Pancreo bismuth."

1,135—Samuel S. Kingery, Cincinnati, O. Gelatin. The words "Crystal flake."

1,286—Albert R. H. Fiedler, Philadelphia, Pa. Medicinal remedies for the cure of catarrh, colds, headache, sore throat, asthma and loss of sense of smell. The word "Nez."

1,320—Seabury & Johnson, East Orange, N. J. and New York, N. Y. Medicinal surgical and antiseptic plasters and dressings. A representation of the god Mercury having a Greek or Geneva cross inclosed in a border or wreath upon his breast and appearing above the earth partially enveloped in clouds.

1,374—George L. Harding, Binghamton, N. Y. Poultry foods and remedies. The conventional figure of a man known as "Uncle Sam," etc.

1,746—Passfield Soap Co., Brooklyn, N. Y. Medical toilet and shaving soap. The word "Cuticle."

1,978—Fairchild Bros. & Foster, New York, N. Y. Antiseptic solvent fluid preparation for external application. The word "Enzymol."

1,979—Fairchild Bros. & Foster, New York, N. Y. Dyspepsia remedy. The word "Diazyme."

1,982—Fairchild Bros. & Foster, New York, N. Y. Diphtheritic solvent. The word "Trypsalin."

2,007—Elias Howell Cross, Gadsden, Ala. Syrups, flavorings, tonics or extracts for non-intoxicating aerated beverages. The hyphenated word "Pep-To-Lac."

MARKET REPORT

TURPENTINE STILL SOARING.

Otherwise Very Little Feature and Few Changes.

PRICES HOLD GENERALLY STEADY AND DEMAND IS MODERATE AND NORMAL.—OUTLOOK FOR MAINTENANCE OF QUININE VALUES, BUT STATISTICS MORE BEARISH THAN EVER.—OPIUM STRONGER AND CASE PRICE IS HIGHER, BUT JOBBING TERMS STILL UNAFFECTED.

New York, June 5.—As far as price fluctuations at least are concerned, summer quietness seems to have settled already on the market. The week has seen few changes and no new feature of great interest has developed. Not for months have there been so few alterations in quotations to report and what there are, are inconsiderable. Turpentine continues on its meteoric career and has again advanced. Opium shows greater firmness and cash prices are higher, in sympathy with foreign cables.

Jobbers are experiencing a steady, fairly satisfactory demand from consumers. But large orders are not the order of the day. Some stimulus to buying has been imparted by reductions during the last few weeks, but in no lines can real activity be said to prevail. To a great extent this situation is encouraging, causing a hope that with stable values, both retailers and jobbers will be assisted in transacting business satisfactory to each and that the trade as a whole will derive benefit from such placid conditions.

OPIUM.—In the early portion of the week considerable interest was manifested in the wholesale situation. Cables from foreign markets reported them excited and higher on very bullish crop advices from growing regions. It is now stated that the new crop will probably not exceed 4,000 cases. In Smyrna and other primary markets speculators began buying heavily on this announcement. While no great activity has been displayed here, the price of cases has risen about five cents and may now be quoted as $2.95@3.00. Conditions argue a further rise. The jobbing situation, however, remains unaltered, although it should in time be affected by wholesale conditions, if the latter continue. The demand from consumers holds steadily moderate and jobbing prices still are $3.00@3.20 for nine per cent., and $3.10@3.30 for eleven and thirteen per cent.; powdered remains unchanged at $3.85@4.10 for thirteen per cent., and $4.00@4.85 for sixteen per cent.

MORPHINE SULPHATE.—While the firmness of opium is felt a little, no movement has resulted. Demand continues moderate for actual requirements. Jobbers still quote the unchanged values of $2.50@2.60 for eights in ounce boxes, $2.45@2.55 in 2½-oz. boxes, $2.25@2.35 in ounce vials, and $2.25@2.35 in 5-oz. tins, according to brand or quality.

QUININE SULPHATE.—Undoubtedly the undertone of the market is a little less steady as a result of large bark shipments, but no actual change is expected. The bark shipments for May were heavy, being 1,527,000 lbs. against 1,166,000 for the same period last year. Since the first of this year the total of shipments is 5,794,000 lbs. against 5,084,000 for the corresponding five months of 1904, showing an increase of 710,000 lbs. It is estimated that if this rate of increase continues, the Java shipments for 1905 will exceed 16,000,000 lbs., a quantity which would break all records. The next auction will be held at Amsterdam on the 8th of this month, and 8,606 packages are then to be offered for sale. In spite of this array of bearish influences, prices are not expected to decline. There is, however, little possibility of their improving from the present level. The jobbing business remains fair, consumers ordering moderately when in need of supplies. Jobbing quotations are held unchanged at 20@21c. for bulk, in 100-oz. tins, 20½@21½c. in 50-oz. tins, 21@22c. in 25-oz. tins, 22@23c. in 15 or 10-oz. tins, 25@26c. in 1-oz. tins, and 27@28c. in ounce vials, according to brand and amount.

SPIRITS OF TURPENTINE.—A really extraordinary situation exists. Prices keep steadily advancing and no end of the movement is in sight. While speculative manipulation at the South is primarily responsible, still some legitimate influences have contributed to bull the market. Receipts have been running on a smaller scale than expected, as a result of unfavorable weather. Labor troubles at producing centers have also cut down the supply. Added to this is the fact that consumers did not anticipate such a rise by laying in adequate supplies several months ago, and as they then held off because of high prices, they are now being compelled to pay much higher terms to secure their actual requirements. This has aided manipulators in forcing up values. There are several cliques of operators in the South and one, called the new Jacksonville combine, is not the most active force sustaining the fictitious level of prices. The jobbing trade merely follows wholesale influences, pushing prices up only when necessary. The demand from retailers is not great, naturally, but larger than might be expected. New and higher jobbing quotations are 82@83c. per gallon in barrels, and 95c.@$1.00 per gallon in smaller quantities.

MAGNESIA, CALCINED.—Following the advance in magnesia, which we reported early in May, jobbers have advanced the prices of several well-known brands and these are now quoted as follows: Jennings' and Pattison's, both 60@65c. per pound in 1-lb. bottles and 55@60c. in 1-lb tins.

SILVER NITRATE.—Reversing the movement of last week, this article is lower, because of lower cost of bullion. New jobbing prices are: Crystals, 44@49c., and fuzed, 46@51c. per ounce.

ANISE SEED, STAR.—Owing to some scarcity of supplies, the market has risen, causing jobbers to quote 35@40c. per pound.

GAMBOGE.—A slight decline at wholesale renders jobbing values easier and they now are on the following basis: Blocky, 87@97c.; powdered, 97c.@$1.07; selected bright pipe, 97c.@$1.02 per pound.

LYCOPODIUM.—Foreign competition and light demand still affects the market, although it is said that the new crop will not be available before September or October, and jobbers have reduced their prices to $1.02@1.12 per pound.

OIL SASSAFRAS.—Supplies of the natural offered are liberal, causing the slightly lower jobbing quotations of 60@70c. per pound.

OIL WINTERGREEN.—A similar movement has occurred in this commodity and jobbers now hold at $2.30@2.40 per pound. Offers from producing regions are quite freely made.

CANARY SEED.—Foreign markets are still higher on confirmations of previous reports of serious damage to the crop. Only about 1,500 bags of old crop is left in Smyrna. While our market is sympathetically firmer, no further price alterations have been made by either wholesalers or jobbers.

CARAWAY SEED.—The market for both seed and oil are both very strong and the imported oil is a trifle higher at first hands. No change in domestic and jobbing prices for all are unaltered.

TERPIN HYDRATE.—As raw material is higher, an advance on the hydrate has occurred at wholesale, but the movement has not yet affected jobbing values.

TARTAR EMETIC.—Here again raw material has risen and in large lots prices have been advanced, but jobbers have not yet raised their figures.

"M. C. W." PRICE LIST.

The Mallinckrodt Chemical Works have changed the form of their price list, which, for a great many years has been issued in the form of a double column sheet. Their new list is in a compact single column form, which will make it more convenient to handle, and the change will doubtless be appreciated by the drug trade. The "M. C. W." price list will be forwarded to any druggist upon receipt of a postal card, and a copy should always be kept at hand for the purpose of reference, when making up orders to the wholesale trade for the "M. C. W." chemicals. Many chemicals are carried in stock by jobbers in various forms, for example, "Crystals," "Granulated," "Powdered," "Pure," "Commercial," "C. P.," "U. S. P.," etc., and by making correct designation when ordering, pharmacists will avoid mistakes and misunderstandings.

The Mallinckrodt Chemical Works, a number of years ago, introduced the pure granulated salts as being more convenient and desirable for dispensing than crystals, and pharmacists desiring these salts must always be sure and specify "M. C. W." "Granulated," otherwise the "Crystals" are likely to be supplied.

Joseph D. Dahlbender, 1153 Broadway, Brooklyn, improved on his window display of a new corn cure which has previously been described, by the addition of four large ears of husked seed corn, tied together, which were suspended from the center of the lighting fixture. As a border, lithographs of ears of unhusked green corn were pasted on the glass. They showed the husk open enough to afford a glimpse of the enclosed kernels.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JUNE 15, 1905. Number 24.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK

TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—The History of Contracts.—Basis for the Present Plan.—Systematic Economy.—Exercise of Common Sense.—Ownership of the Prescription.—Anonymous Complaints.—New North Carolina Pharmacy Law.—Gift Enterprise Schemes.—Era Course in Pharmacy Graduates.—Colleges and Druggists.—Druggist as a Veterinarian.—A Plea for the Druggist.—Notes on Essential Oils.—Question Box.—New Books.

NEWS.—Change of Drugs Harmless.—Brooklyn Alumni Play Baseball.—A. B. C. in the Mountains.—German Apothecaries' Monthly Meeting.—Scientific Section of A. Ph. A. Calls For Papers.—Drug Store's Costly Site.—Philadelphia Drug Clerks.—Explosives in Pittsburg.—Verdict Against Druggist.—Drug Co. Incorporated.—Alleged Conspiracy.—Vacancy in Maryland Board.—Kramer and Meyer, Bank Officials.—Colleges of Pharmacy.

TRADE.—German Essential Oils; Steady Increase in That Branch of the Chemical Industry.—The Sponge Fisheries of Florida: Key West the Center of the Trade.—Decisions of the Board of Appraisers.—Rubber Novelties.—Remarks on the Thermalite Bag.—Show Windows and Features.—Business Changes.—New Patents, Trade Marks and Labels.—Market Report.—Spirits of Turpentine on the Decline.

EDITORIAL COMMENT

The History of Contracts.

The subject of price protection seems to be absorbing a large share of attention at the present moment and a brief review of the history of this movement would be both interesting and instructive. Price protection as we understand it to-day began some fifteen years ago, when C. I. Hood attempted a contract system. He was unsuccessful and so also was Dr. R. V. Pierce, who tried a few years later. They appear to have had difficulty in keeping contract goods out of the hands of non-signers.

Eight years ago Dr. Julius Garst asked the Proprietary Association of America to appropriate a few hundred dollars for the purpose of testing whether an injunction could be obtained against a retailer who bought goods under a contract and then violated it. Many members of the association, however, did not favor the restriction of the retail price nor did they believe that the courts would uphold any such proposition.

When in 1900 Dr. Garst obtained a decision its importance was at once recognized by the retail trade. To Dr. Wm. C. Anderson belongs the credit of having strongly advocated a plan based on that decision at the N. A. R. D. convention in Buffalo, at which he presided. It was thought then that the plan was too radical in many ways and its validity was questioned.

Basis for the Present Plan.

A decision obtained by Dr. Garst in Chicago furnished a satisfactory basis for the present contract plan. There remained to be settled only the status of a non-signer of a contract who cut the price on goods obtained by fraud, and on this point several Circuit Court decisions have been obtained by the Dr. Miles Medical Company.

The latest decision is that of the Massachusetts Supreme Court in the case of Garst *vs.* Charles, which is again a complete victory for the contract plan. It was shown that the defendant, who had not signed the contract, had entered into a conspiracy to obtain goods through a retail agent who had signed. The decree of the lower court was affirmed, granting an injunction with damages.

All these cases prove the absolute stability of the direct contract and serial numbering plan. It will be a glad day for the retailers when they cease to pin their faith to schedules and rely wholly on the contract plan. All other systems of price protection are flimsy and illegal, because they include the element of combination. The contract plan lays the burden squarely on the shoulders of the manufacturer—where it belongs.

Systematic Economy.

In D. Strode Jefferies' article on systematic economy there are many suggestions which should be carefully noted by the pharmacist who knows there is something wrong with his business, but who cannot tell just what it is. He practices economy, but it is of the penny wise and pound foolish sort that does not remedy the evil.

Mr. Jefferies points out that it is not only the saving in the big things which counts but that the trifles must also be looked after, if success is to be assured. Trifles, light as air, which hardly seem worth noticing, sometimes assume vast proportions. It is the accumulation of the pennies that makes the dollars. Attention is called, for instance, to the useless waste of powder papers. This, in itself, seems such a trifling thing, and yet it is these infinitesimal violations of systematic economy, that disorganize the whole plan. The saving here and there of small amounts, which are hardly perceptible as separate items, in the aggregate add much to the right side of the ledger in the course of the year.

It is following out the old adage that a stitch in time saves nine, which is to say that if the little leaks are stopped there will be no big ones.

Gift Enterprise Schemes.

That was a wise move of the Philadelphia Association of Retail Druggists against manufacturers who try to induce the public to use their goods by giving away prizes and souvenirs. The resolution was a strong one, recommending to the members that they discourage "the sale of anything that carries with it the giving away of any prize or souvenir."

It is far better to put the money in the goods or to reduce the price so that the customer will benefit directly and not by getting a worthless catchpenny contraption, for which he probably has no use. A belief in fair prices, a willingness to let the retailer share in the profits and a determination to convince the customer that he is getting his money's worth, will do more to sell goods than all the gift enterprise schemes that were ever evolved.

Beauty and a Porous Plaster.

A New York woman has begun suit for $500 damages against the manufacturers of a porous plaster because by the use of one her beauty has been permanently marred—so the doctor says. The trials of Job are as nothing compared to her affliction; for alas! she is no longer able to wear decollete gowns or thin shirt waists, owing to the ugly scars and discolorations left by the plaster.

It is declared that the plaster cost eleven cents, and was bought at a bargain sale upon the recommendation of one of the woman's feminine friends. An additional reason for the purchase was an alluring advertisement as to the composition of the plaster, in which "frankincense of the Bible" appears to play an important part. And so the woman yielded to temptation.

It will be interesting to know at what sum the Court will place compensation for the hardship of being compelled to do without decollete gowns and thin shirt waists. Five hundred dollars hardly seems adequate. It would serve the horrid manufacturer right for allowing porous plasters to be sold at bargain rates.

Anonymous Complaints.

Secretary Bradt takes a wise course in announcing that hereafter the New York State Board of Pharmacy will pay no attention to unsigned complaints of violations of the Pharmacy Law. One can easily understand how accusations of this variety would constitute a large proportion of those received by the Board. There is no doubt that many of these charges are sent by small-minded druggists who have one reason or another for desiring to "get even" with some one of their neighbors.

Unfortunately this practice is not so rare as one would like to have it. To sign every complaint would bring home to the druggist a realization of his responsibility in invoking the law against his neighbor and would deter him from trying to satisfy his petty grievances in this way. Certainly the Board is entitled to protect itself from the avalanche of anonymous complaints that seem to be the lot of every State body.

Ownership of the Prescription.

The status of the physician's prescription, as to its ownership, is apparently definitely settled by legislative enactment in North Carolina. The new pharmacy law of that State provides that each proprietor or manager of a drug store or pharmacy shall keep a suitable book or file in which shall be preserved the original of every prescription compounded or dispensed. On the request of the prescribing physician, or of the person for whom the prescription was compounded, the pharmacist must furnish a true and correct copy. The file of original prescriptions must be kept open to the inspection of duly authorized officers of the law and such other persons directed by the board of pharmacy to make inspections.

The inclusion in the pharmacy law of a section of this character should be one of the objects of the pharmacists of other States. The druggists of North Carolina are to be congratulated over the successful burial, in their State at least, of a question which has caused nearly as much discussion as the quadrature of the circle, and one which never has been settled by the courts.

In a recent book on pharmacal jurisprudence, the author, Mr. Wiley, takes the ground that the legal rights of the physician himself in his own prescription, in the absence of statutory provisions, are those of the author of any writing under the principle of common law copyright. As the physician is the author of the prescription he undoubtedly should be protected from any unwarranted use or publication of his work by another. The author's argument follows:

"Prescribing for a patient is not a general publication of the formula used; it is furnished to the patient for a specific use or purpose, undoubtedly limited, the nature of which is understood, presumably, by both him who furnishes it and him who receives it. This view of the subject seems reasonable, and it is in accordance with the judicial rulings in cases most nearly allied to that under consideration. Proceeding on academic lines, in the absence of decisions, it seems fair to hold that the patient buys only this specific use of the remedy, and that his rights in the formula employed are limited to that use. He owns the paper on which the formula is written, but does not own the ideas embraced in the writing and the author of it may forbid its refilling. The physician still owns the exclusive right to sell the prescription to other patients; as, under copyright by statute, the buyer of a book owns the individual copy purchased by him, while the author still owns the ideas or thought expressed in the book, with the exclusive right to sell other copies. Having once been filled, the life of the prescription is ended. It is functus officio. Its chief importance beyond this point is in its use as evidence of its own nature, in case mistake is charged against either physician or pharmacist. For this reason it is made the pharmacist's duty, by statute, to file and preserve the prescription for a certain number of years."

A Successful Down-Town Club.

The oft-repeated assertion that a down-town club in New York cannot be made to pay, is disproved by the experience of the Drug Trade Club, which is to go into new quarters within a year, having outgrown the old. The secret of the success of this, and of any other club which becomes popular, is courteous treatment of its members and a service which is not surpassed by that in the hotels and restaurants. All of this is offered by the Drug Trade Club.

Another attraction which has much to do with the popularity of the club is the added inducement of an opportunity to meet men in the same line of trade, for however wise the injunction to so do, business is seldom left behind when the lunch hour comes.

May the Drug Trade Club prove more successful in its new quarters, and add to that great popularity which it now enjoys.

Marwin, Kin Talyen.

"Can the Ethiopian change his skin, or the leopard his spots?" Try "marwin," a compound advertised "to turn the skin of the blackest of negroes to a lily white." At least that is the claim which was in a fair way to become established until the post-office officials in Washington issued an order debarring from the use of the mails "Dr. Winfield & Co.," of Richmond, Va. The celebrated French scientist who "discovered" the compound claimed that it "would change red, black, blue, green or yellow to a beautiful pinkish white," but the beautiful changes are not to be effected, for department chemists have said that "marwin" is nothing more than bichloride of mercury, benzoin, glycerin and distilled water. Therefore, Dr. Win & Co. lose.

Following close on the announcement of the birth, rise and fall of "marwin" comes the newspaper story of "Kin Talyen," a wondrous drug that makes three Japanese grow where two grew before. Details are meager, but the newspaper paragrapher whose descriptive powers are so luminously in the ascendant, kindly leaves the identity of the drug with Professor Smith Ely Jelliffe of the New York College of Pharmacy for investigation, and who

"hoped soon to be able to give the Western world a definite account of what would seem to be the grandest thing on earth." The reporter was further convinced that there would be no more race suicide so long as there is a supply of "kin talyen" handy.

Marwin, kin talyen! What a euphonious combination for a college yell!

A New Pharmacy Law.

We have received, through the courtesy of Mr. F. W. Hancock, secretary of the board of pharmacy, a copy of the new North Carolina pharmacy law, recently passed by the legislature of that State. In many respects this law conforms to the model law drafted by Prof. J. H. Beal, and adopted by the American Pharmaceutical Association. There are some exceptions, however.

In the latter part of Section Four of the Act provision is made, in the following language, for the registration, without examination, of physicians as pharmacists in villages:

"That in any village of not more than five hundred inhabitants the board of pharmacy may grant any legally registered physician a permit to conduct a drug store or pharmacy in such village, which permit shall not be valid in any other village than the one for which it was granted, and shall cease and terminate when the population of the village for which such permit was granted shall become greater than five hundred: And provided further, that the board of pharmacy may, after due investigation, grant to any legally registered practicing physician in towns or villages of not more than five hundred, and not exceeding six hundred inhabitants, a permit to conduct a drug store or pharmacy in such village subject to the provisions of this Act."

Rather contradictory, but the inclusion of the paragraphs quoted was not at the request of the druggists of the State. They are there, Mr. Hancock informs us, "as the result of the opposition of physicians who wanted to register everywhere without examination." If these physicians in the practice of pharmacy "in villages of not more than five hundred, and not exceeding six hundred" get as badly mixed in their compounding as they have in the use of language in this part of the act the board of pharmacy will have some work to do.

The Association and the Law.

The new North Carolina pharmacy law throws much into the hands of the members of the State association which, in the language of the act, continues "to be a body politic and corporate" and gives the members the power of electing a resident pharmacist from its membership to fill the vacancy annually occurring in the board of pharmacy and who shall be commissioned by the Governor, the law being mandatory in this particular. By this provision the druggists have the power of appointment in their own hands and they should be able to know who of their number is the best man for the place and further, that when he is once nominated he is pretty sure to be commissioned.

A provision which will doubtless please the members of the National Association of Boards is that providing for the registration without examination of pharmacists licensed by other boards. To take advantage of this provision the applicant must present satisfactory evidence that he has been licensed by examination in another State, and that the standard of qualification there is not lower than that maintained by the North Carolina board. The interchange of certificates idea is growing and this provision of the North Carolina pharmacy law proves that the druggists in that State have taken a step in the direction of more rational and more thorough education in pharmacy.

Other Provisions of the Act.

Re-registration each year is made compulsory and the revenue derived therefrom will probably constitute the greater portion of the financial resources of the board. Fines and penalties for violations are recoverable by suit, and the secretary is empowered to prosecute offenders. The board is given power to refuse licenses to persons guilty of felony or gross immorality, or those who are addicted to the use of alcoholic liquors or narcotic drugs. Applicants for registration shall not be less than eighteen years of age, and are required to have had three years of practical experience, in lieu of which, time in attendance at a reputable college of pharmacy may be in part substituted. The pharmacist is not to be held responsible for the quality of the "patent or proprietary medicines" he may sell, and the act does not interfere with the selling at retail of non-poisonous domestic remedies, nor with the sale of "patent or proprietary preparations which do not contain poisonous ingredients." This latter provision prompts the question, who will determine what constitutes a poisonous ingredient, the board of pharmacy or the manufacturer of the proprietary?

North Carolina Anti-Narcotic Law.

Independently of the pharmacy law the General Assembly of North Carolina has enacted an anti-narcotic law, which makes it unlawful for any person to sell by retail or give away any cocaine, opium or morphine except on the written prescription of a reputable practicing physician, veterinary surgeon or dentist licensed in the State, and such prescriptions may not be refilled unless so directed by the attending physician, "except in cases of emergency and in the absence of a physician." The provisions of the act do not apply to sales at wholesale by any manufacturer or wholesale dealer who sells to the retail druggist in original packages only, "nor to sales of laudanum and paregoric, or other preparations containing not more than 30 per cent. of cocaine, morphine or opium." In other words, the wholesaler may sell these narcotics in original packages, but if he manufactures preparations they must not contain more than 30 per cent. of cocaine, morphine or opium, or he cannot sell them. We admit our incompetency to intelligibly interpret this act to our satisfaction. We are informed, however, that the act was passed without the concurrence of the legislative committee of the State association and that it "was fathered by a headstrong and ill-informed legislator who could not be persuaded to consent to aid in the passage of such an act as the druggists of the State knew would better accomplish the object intended."

That up-State clerk, who, Casabianca like, obeyed orders, when the boss told him to mix certain chemicals, which he knew would result in a fire, might make a good soldier, but he seems to be an inconvenient sort of a chap to have around a drug store. Obedience to orders is a highly commendable trait, but the exercise of common sense is also looked for in the drug clerk. Blind obedience to the general on the battlefield is all right, even if it leads to death, but in the drug store it is liable to lead to the same result, and then obedience ceases to be a virtue, and is all wrong.

ERA COURSE IN PHARMACY.

Graduates for May, 1905, Whose Grades are Above 90 Per Cent.

Number.		Per cent.
4172	Sister M. Constance, St. Elizabeth's Hospital, Danville, Ill.	95
3975	F. E. Shutt, Republican City, Neb.	95
4185	William B. Bush, Wilberforce, Ohio	95
4023	R. A. Hamrick, Tuskegee, Ala.	95
4089	W. R. Allison, Hopedale, Ohio	95

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it, for the sum of $2. Those who desire the latter should forward the necessary fee at once to The Pharmaceutical Era.

OUR LETTER BOX

COLLEGES AND DRUGGISTS.

New York, June 12.

Editor The Pharmaceutical Era:

The action of the Legislatures of the States of New York and Pennsylvania, in passing laws making a high school diploma a prerequisite for examination in pharmacy, is a fit subject for protest. The injurious effects on the drug business of legislation calculated to deny opportunities to thousands of able young men who desire to enter the business, but who have the misfortunte to be poor, cannot be overestimated. It is not my intention to decry the value of a college education and training in those institutions, but I am prepared to say that training in such institutions is not essential to the making of good pharmacists, and that in too many cases it retards rather than aids the young man who is starting out in life as a druggist. The tendency of the collegian to think he knows it all, is rather the fault of the individual than of the system, but it is a fault nevertheless, and one which time alone will eradicate.

The college education is undoubtedly a good thing, but alone it will not fit anyone to become a capable pharmacist. All things being equal, which means that both men must possess natural ability, industry and aptitude for pharmacy, the man who learns in a drug store will have a better chance than the man who learns in a college. My reason for thinking so is that the knowledge of one is practical, while that of the other is theoretical. This is an individual opinion, and as I am an old-fashioned druggist, I hardly expect it to coincide with modern ideas, but nevertheless, it is based on an experience extending over many years.

That the college man has the advantage of a more systematically trained mind, no one will dispute, and he is also more widely read. But of what value are these advantages to him? Do they help him in the actual experiences of life? Of how much use will his reading be in his chosen profession of pharmacy? The collegian must unlearn much of theories and acquire many practical ideas before his education will prove useful to him in his chosen vocation. The man who has worked faithfully in the store or laboratory, if he possesses the natural ability, stands a better chance to become quickly a practical pharmacist, for he has nothing to unlearn and his knowledge is of the sort that is needed every minute of the day if he would become a successful druggist.

A college education is unquestionably valuable, but that it is essential to the making of a good pharmacist is not proven by the records of the men who have gone to the front without the aid of a diploma. If the pupil has the requisite knowledge to pass the examination, why should the Board ask him whether he gained that knowledge in a college or by burning the midnight oil, after he had spent a day behind the counter in a drug store?

The diploma as a prerequisite would mean that many poor boys, who now get to the front through sheer pluck, and who could meet the requirements in all other respects, would be prevented from following their chosen profession in life because they could not obtain a college education. "OLD FASHIONED."

DRUGGIST AS VETERINARIAN.

Orange, N. J., June 10.

Editor The Pharmaceutical Era:

The articles which you have printed on "The Pharmacist as a Veterinarian" contain many valuable hints to the druggist in the country, and if he will read them closely he will profit thereby. The article last week on the handling and treatment of sick dogs was filled with good suggestions, especially valuable at this season of the year, which is the worst for the ills of dogs. As Mr. Jenner suggests, it is an easy matter to make a friend of the dog fancier, and many an honest penny may be earned by relieving the sufferings of pets. The work is not as objectionable or as hard as would seem, once the knowledge which comes with experience has been acquired. If it were known in a country district, especially such as this, that the druggist was capable and willing to treat sick dogs, many animals would be brought to him which are now treated at home until they are past the point of saving. In most instances the owners are willing to pay well for whatever relief is afforded their pets.

In this connection I have found a little book, "Veterinary Counter Practice," very helpful. It tells all about horses, oxen sheep and dogs and their diseases, and how to diagnose and treat them. The advice is sound and the treatment safe. It will be found of much use to country druggists, who should cultivate the veterinary trade and make it profitable.

One of the most frequent troubles with which I have found dogs afflicted has been worms. This is a complaint which is easily cured, but one which is usually allowed to become so aggravated that in many instances death results. There are several simple remedies for worms, which if administered in time, will effect a cure. All the tape worm class can be ejected by pulverized areca, if the powder is fresh and has not lost its virtue. A pill or capsule made of the following ingredients is often used with success, and it is applicable in almost all cases:

Santonine	2 grains
Powdered glass	5 grains
Powdered areca	10 grains
Oil of male fern, sufficient to make one pill or capsule.	

For a standby though, there is nothing better than powdered areca nut made into a pill, for ordinary sized dogs, of about one dram. For small dogs it is better to make it into two pills, giving one immediately after the other. The areca nut should be given at night, followed by a dose of castor oil in the morning. Wormseed and santonica are also good.

Eczema is a common disease among dogs, and is often mistaken for mange. This disease is usually the result of over-feeding and deranged digestion. In simple cases an aperient, such as syrup of buckthorn and olive oil are advised, to be followed up with the following mixture:

Potassium bicarbonate	1½	drams
Epsom salts	3	drams
Syrup of poppy	½	drams
Water enough to make	6	ounces

The dose is from one teaspoonful to two tablespoonfuls twice a day, according to the size of the dog. To allay irritation and prevent the dog from scratching, a bath of glycerine, one part, and water, 60 parts, should be given once a day.

These are but a few of the remedies which I have found effective in the cases which are most frequently brought to my attention, and any druggist who is called upon to treat many dogs, will find them useful. COUNTRY DRUGGIST.

Sodium Cinnamate.

Squires and Caines state (Pharm. Journ.) that although the solubility of this salt is 1 to 11 of water, a clear solution may be prepared by the aid of heat of a strength of 1 in 10, but it requires very careful handling, and the friction of the stopper of the bottle is very often sufficient to cause the salt to crystallize out. For hypodermic use the salt should be a little weaker than 10 per cent. Some authorities have claimed that a clear permanent 10 per cent. solution may be prepared in absolute glycerin, but this is contrary to our experience. The solution, though clear when first prepared, develops crystals in the course of a few days, and becomes practically a solid mass of crystals. The salt has assumed importance, owing to its hypodermic employment in the treatment of pulmonary tuberculosis and of cancer.

OUR OFFICE BOY IN CHARGE.

When I got home from my first day in the drug store, my parunts wud not allow me to sit in the same room until I had tuke a bath and changed my cloes & even then pa sed I smelt like a ded koyot. I was cent erely to bed & next day when I got to the store the bos sed the klerk wud not be back as the kustumers that kame into the store after I left had nerely linched him. Things were prity quiet til after the bos went home to lunch aftir telin me not to sel any poyson. A man with a jag kame in and askd for a sedliz powder in water. I gave him 2 duble strong 1's & he then askd for a box of liver pills. He opind the box & pored it in the glass and drank the hole bisnes of. When he had gone off anuther man kame in & askd for 10c. wurth of kokane. I thot that as it was nerely the same spelin as koka, that it kud not be a poyson, so I gave him a prity stif dose in soda water. He sat down in a chare & went to sleep in no time witch gave me a chanse to git a sigret & to smoke it at the frunt dore. The 1st thing that struck mi observing I was that the man's horse & bugy wer at the edg of the sidwak & that the horse was very thin, in fakt ivry rib shode. I went into the store agane & as the man was suorin I printed a kard with thes wurds. "Otes wanted apply with in" & hanged it on the horse. Ther sune was a krowd round the dore & then a kop kame in. He askd me who wantit otes so I sed that man thare. The kop shook him feirs but kud not waken him up, so he askd me what i had gave him. When i told him he telifoned for the amblance wagin & the bos, so the bos cent me home with a not to pa & i will draw a vale over the paneful sene that hapind when i got thare & which dowtles yu kan wel imajin.

PLEA FOR THE DRUGGIST.*

BY J. H. MALLERY, M.D.,
Eureka, Cal.

In these days, when we hear so much of the druggist's shortcomings, when the air is full of his faults, it seems but right that someone should present his side of the question.

For many years the professions of medicine and pharmacy have gone hand in hand. The physician wrote the prescription, or ordered the preparation, and the patient must needs wait until one skilled in the compounding of drugs could put together those agents ordered into the complete mixture. In those days many mixtures were undoubtedly imperfect, and as time passed, the pharmacist, whose whole time was given to this work, studied to improve them, to make them more palatable, to reduce their bulk and eliminate the inert portions, in short, to make them more elegant. It was a long and painstaking process, and our modern pharmacy, just as our modern medicine, contains the best thought and effort of all the shining lights of the profession for ages past. Each profession has been the teacher of the other and they have grown and improved side by side. Pharmacy is as old as medicine, it is as dignified as medicine, it is even as important as medicine, for without pharmacy medicine is well-nigh powerless. Where would the average physician be without the man behind the mortar, who covers up his errors, corrects his dosages, and once in a while saves him from a possibly fatal mistake? Therefore, gentlemen, I am presenting the case of an old, an honorable, and a necessary profession.

APOTHECARY OLD AS HISTORY.

The mixer of draughts and ointments, in short the apothecary, is as old as history. He was an honored member of society in the Old Testament days we know. When the father of medicine was teaching his followers in the Attic groves, the apothecary was mixing his draughts and making his ointments, and day by day improving them. The improvement was slow, until the time of Galen, the first great pharmacist, who taught that pharmaceutical mixtures should be elegant, and so set the goal toward which the profession has been striving ever since. After Galen there came many wise ones, each improving and adding to the lore of pharmacy, each leaving something of the best of his life to the profession he followed. They were all careful, painstaking, hard working men, as became their occupation, and they worked to maintain its ancient dignity and to lift it to even a higher plane.

SECRET REMEDY OLD AS TIME.

The secret remedy is as old as time. In the old days it was some miraculous love philter, which owed its wondrous power to the smiles of Venus, or a magic powder, guarding its partaker against evil spirits. It was always, as now, a play on the credulity of the public; and it is no far cry from the potions and philters of the ancients to the thousands of so-called patent medicines which cumber the modern druggist's shelves, because the trusting public believes everything it "sees in the paper."

Then one arose, who saw that while the physicians were learned in their profession, they were mortal men, and so credulous, and he presented to them a mixture, "the formula of a great African physician, now dead," which was a sovereign remedy, not for all the ills of the flesh, but only for those due to disorders of the nervous, digestive and circulatory systems; and the physicians bit. This remedy was easy to give, because it came put up ready for use; it was easy to write for, because it had a nice short attractive name, and it did the work, many times, because it was harmless and the patient got well in spite of the treatment. Thus arose the first of the great army of ready-made prescriptions, and with it appeared the first wave in the smooth sea over which pharmacy and medicine had been sailing. Many appeared, who, often without adequate knowledge of the art of compounding, mixed up a compound with a carefully obscured formula, and by means of attractive, plausible advertising and a detail man, built up a large and paying business at the expense of the physician and the pharmacist.

COMMON DRUGGIST FORESTALLED?

The careful druggist, realizing the situation, examined and analyzed many of these ready-made prescriptions and seeing that he could make better himself, did so, and offered them to the medical profession. He found himself forestalled, by the story of a new and secret process of preparation, or of a special method of compounding, and the tale of the greater ability of the man who devoted his whole time to one compound, as against the common druggist. And this in the face of the fact, that some of the more prominent of the "hand-me-downs" are so badly compounded, and contain ingredients of such poor quality that any self-respecting druggist would be ashamed to have them appear under his label. Again, why should we take the word of an unknown manufacturer against the man we meet daily, whose honesty we can judge at close range? The great manufacturer tells us that he uses only the purest chemicals and drugs, that they are compounded with exacting care, but how do we know? On the other hand we can prove the statement of the druggist who fills our prescription, as we can watch him put together the mixtures we have ordered and we can see for ourselves whether his work and materials be good or bad. Still we have taken the word of the man who puts up the ready-made against the man we know, and we have filled the shelves of every prescription pharmacy in the country with these, tying up the druggist's capital and attesting to the credulity and carelessness of the medical profession.

We know that many of the manufacturers are not the models of virtue which they profess to be, as when forced to give formulas for their various nostrums, they have deliberately falsified, and have resorted to more falsification as a defense when they were caught.

THE CHARGE OF SUBSTITUTION.

As the ready-made prescription man brought about the first breach between the two professions, so, wisely for himself, he wished to widen it and brought the first charge against the druggist: that of substitution. Personally, I do not think that such a thing as substitution exists among reputable pharmacists. But, consider the temptations. If a common drug-clerk can mix a little acetanilid with three very common and inexpensive chemicals, and with the help of a copyrighted name and a yellow tin box make a mixture worth a dollar an ounce, which would be dear at the same price per pound, why should not the druggist make the same mixture and save the profit? And why not, indeed? The physician cares little for copyrighted names or tin boxes, he wants results, and the druggist's mixtures give the same or better results. Yet, so thoroughly as the above case has been exploited, there are still men who in spite of the fact that they could not tell the copyrighted kind from the druggist's by looks, taste or action, insist on an alphabetical tablet or a properly colored box. And this class has done the most to bring about the second charge; that is, counter prescribing.

The druggist himself discovered this evil first, and for years the writers in the best drug journals have thundered against it. Still, every druggist is guilty of counter prescribing if you will. He does it in self defense.

WHO SEEK MEDICAL AID?

The people who go to a druggist seeking medical aid may be divided into three great classes: those who will see a physician if advised to; those who will see a physician after much coaxing; and those who will not see a physician under any circumstances. The first class, the druggist advises to see a physician, perhaps recommends the particular doctor, the patient sees him and all is well. With the second class he has more trouble. It is composed of those who either consider the trouble too trivial on which to waste a physician's fee, or who know a patent medicine which cured a case exactly like theirs. The druggist may be able to talk him into seeing a physician, but more often he must either sell a patent medicine, of which he knows nothing, or recommend "something better," of his own manufacture usually, which he knows to possess some merit. This he must do or lose a customer, perhaps permanently. The third class is the worst. To it belongs the man who has been unfortunate in the choice of physicians, and who has formed a bad opinion of the entire profession; and the man who knows as much medicine as the doctors. The first may be persuaded, but the last never. The man of the last type informs the druggist that he has a pain, and Dr. Blank uses Anti this or that for pain, and he wants some. Or he may have some other ailment and want this or that Ine or Compound or Elixer, "the same Dr. Dash used when my brother was sick." When the druggist demurs and suggests that these are powerful medicines to be used only by physicians, he is probably informed that "Dr. Space told me to keep Antiblank in the house and use it whenever I needed it," which is unanswerable.

MAKES HIS OWN DIAGNOSIS

The average man who gets a mixture over the druggist's counter makes his own diagnosis, and if the druggist does not put him up something, either buys a "patent medicine" or finds a man who will accommodate him. Not long ago a man came to me suffering from a severe cold. On inquiring as to previous treatment, I found that he had been taking freely a coal tar and codeine tablet, supposedly put up for physicians' prescriptions only. I asked

*Read at the annual meeting of the Humboldt County Medical Society. Reprinted from the California State Journal of Medicine.

BOOK REVIEWS

CLINICAL TREATISE on the Pathology and Therapy of Disorders of Metabolism and Nutrition. By Prof. Carl Von Noorden, Physician-in-Chief to the City Hospital, Frankfort-a-M. Authorized American Edition. Translated under the direction of Boardman Reed, M.D., Professor of Diseases of the Gastro-Intestinal Tract, Hygiene and Climatology, Department of Medicine, Temple College; Physician to the Samaritan Hospital, Philadelphia, etc. Part VI. Dietetic Restriction (Diet-cures), particularly in Obesity. By Prof. Von Noorden and Dr. Hugo Salmon. 12mo, cloth; 90 pages. 75 cents. New York: E. B. Treat & Co.

Following on Parts IV. and V., which we noticed a short time ago, comes along Part VI. of the series of monographs on the diseases of metabolism and nutrition. There are five chapters in the book. Chapter I. deals with a clinical and historical review of the therapeutic employment of thirst-cures in (a) diseases of the blood vessels, the stomach, the heart, the kidneys and in diabetes insipidus, and (b) in obesity; Chapter II. with a review of physiological investigations on the effect of thirsting on the organism, particularly on metabolism; Chapter III. with investigations by the authors on the effect of thirsting upon the metabolism of human subjects: (a) in subjects who were not obese; (b) in obese subjects; (c) review of investigations; Chapter IV. with conclusions, and Chapter V with therapeutic considerations; (a) the restriction of liquids in reduction cures; (b) in chlorosis; (c) in chlorosis of the liver; (d) in hemorrhages and tables and bibliography. The American editor claims that in this country "hot water drinking and colon douching have been carried to an irrational, ridiculous and very often harmful excess by the advice of certain irregular practitioners and cranks." The book is certainly an interesting one, and should not only interest the pharmacist and physician, but also the thinking layman.

BULLETIN OF THE LLOYD LIBRARY OF BOTANY, PHARMACY AND MATERIA MEDICA. Cincinnati, Ohio: J. U. & C. G. Lloyd. Reproduction Series No. 4.

This volume, No. 4 of the reproduction series issued by Messrs. Lloyd, is "An account of some of the vegetable productions naturally growing in this part of America, botanically arranged by the Rev. Manasseh Cutler, F.A.A. and M.S., and member of the Philosophical Society at Philadelphia," first published by the American Academy of Arts and Sciences in 1785. The "account," which is preceded by an address in the course of which the author observes: "The almost total neglect of botanical enquiries in this part of the country, may be imputed in part, to this, that botany has never been taught in any of our colleges, and to the difficulties that are supposed to attend it; but principally to the mistaken opinion of its inutility in common life," gives not only the proper Latin names of the New England plants, but also their English names, peculiarities and season. In addition to an excellent frontispiece portrait of the author, there is a preface by Mr. J. U. Lloyd, which informs us that "This treatise antedated by two years the 'Materia Medica Americana' of Johann David Schöpf," and gives a short sketch of the very versatile author, who entered Yale in 1761, graduating "with high honors" in 1765. He was very proficient in astronomy, meteorology and botany, became a schoolmaster, and after his marriage in 1766, became a storekeeper, fitted out whaling vessels, conducted business and even practiced law before the Court of Common Pleas. In 1768 he took his Master's degree from Yale, after which he studied for the ministry, and was ordained in 1771. Among his botanical correspondents and associates were such men as Professor C. S. Rafinesque, Professor B. S. Barton, Rev. Dr. Muhlenburg, and others of that time. In 1787 he formed the "Ohio Company" for the purpose of purchasing land for a western colony, which resulted in the settlement of Marietta and vicinity. He died in 1823 at the advanced age of eighty-one. The book, which consists of nearly 500 pages, is well printed, and should be in the hands of every student of pharmacy, young or old, who is interested in this interesting branch of the profession.

NEW BOOKS.

A List of Recently Published Books of Interest to Druggists.

Ailing, Arthur Nathaniel, and Ovidus, Arthur Griffin. "Diseases of the Eye and Ear"; a manual for students and practitioners. Philadelphia, Pa., Lea Brothers & Co., c., 17-252 p., il., 12°. (Lea's ser. of medical epitomes) cloth, $1 net.

Babcock, Robert Hall. "Diseases of the Heart and Arterial System": designed to be a practical presentation of the subject for the use of students and practitioners of medicine; 3 col. pl and 139 il., 2d ed., rev., New York. N. Y., Appleton, c. 21-853 p., pls. partly col., cl., $6; hf. leath., $6.50.

Barber, Elmer De Vergne. "Confessions of an M.D."; being a series of semi-humorous letters from a doctor to his son. Kansas City, Mo., Franklin Hudson Publishing Co., 250 p., por., 12°, cl., $1.50, pap., 50c.

Duncan, Rob. Kennedy. "The New Knowledge"; a popular account of the new physics and the new chemistry in their relation to the new theory of matter. New York, A. S. Barnes & Co., c. 18+263 p., il., 8 vo., cl., $2 net.

"Experimental Electrochemistry." Sixth paper Faraday's law. Distinction between current required and energy absorbed; experiments to show mechanical movement of material. New York, Munn & Co., pap., 10c.

Fanning, F. W. Burton, M. D. The open air treatment of pulmonary tuberculosis. Chicago, W. T. Keener & Co., 6+176 p., S., limp cl., $1.50 net.

Forward, C. W. "The Food of the Future"; a summary of arguments in favor of a non-flesh diet; with a preface by Ernest Bell. New York, Macmillan, 11+128 p., 12°, cl., 50c. net.

Hare, Hobart Amory. "A Text Book of the Practice of Medicine"; for students and practitioners; il. with 129 engravings and 10 plates in col. and monochrome. Philadelphia, Lea Bros. & Co., c. 17-199 p., diagrs., cl., $5 net; leath., $6 net; hf. mor., $6.50 net.

Holland, Ja. W. "A Text Book of Medical Chemistry and Toxicology." Philadelphia, W. B. Saunders & Co., c. 11-592 p., il., col. pls., 8°, cl., $3 net.

MacCallum, J. Bruce. "On the Diuretic Action of Certain Haemolytics, and the Action of Calcium in Suppressing Haemoglobinudia (preliminary communication)." Also "On an Improved Method of Artificial Parthenogensis (second communication)," by Jacques Loeb, Berkeley, Cal., University of California Press, 92 p., Q. (University of California publications, Vol. V. 2, Nos. 10 and 11.) Pap., 10c.

MacCallum, J. Bruce. "The Action on the Intestine of Solutions Containing Two Salts."; also, "The Action of Purgatives in a Crustacean (Sida crystalline)." Berkeley, Cal., University of California Press, 47-70 p., 4 to., pap., 25c.

Newton, G. Whittemore. "Practical Hygiene, For Use in the Home and School." Cedar Falls, Ia. Published by the author. 12 c., 157 p., 12°, cl., 50c.

Pattee, Alida Frances. "Practical Dietetics, With Reference to Diet in Disease." 3d. ed. New York, N. Y., A. F. Pattee, 16 c., 352 p., 12°, cl., $1 net.

Robinson, C. H. "Outlines For Field Studies of Some Common Plants." 2d. ed., rev., pt. 1. Mayville, N. D., C. H. Robison, c., 12°, pap., 25c.

Roger, G. Henri. "Principles of Medical Pathology"; authorized tr. by M. S. Gabriel, M.D.., with additions by the author. New York, Appleton, c. 7+545 p., 8°, cl., $5; leather, $5.50.

Root, C. Marvin. "What is Gingseng?" an account of the history and cultivation of gingseng. Omaha, Neb., J. M. Roucek, 59 p., il., 12°, pap., n. p.

Satterthwaite, T. E., M.D. "Diseases of the Heart and Aorta." New York, E. R. Pelton, c. 2-304p., il., 8 vo., cl., $3 net.

Scott, R. J. Ernst. Comp., "Questions in Physiology and Hygiene Asked at the Examinations Held by the New York State Board of Medical Examiners," complete, with references and answers to every question. Philadelphia, Pa., Lea Bros. & Co., 19 c., 216 p., il., 12° (State Board examination ser.), cl., $1.50.

Sidener, C. F. "Quantitative Metallurgical Analysis"; selected methods for chemical analysis of ores, slags, coal, iron, pig iron and steel. Minneapolis. Minn. H. W. Wilson Co., 12°, cl., $1 net.

Taylor, J. Traill. "The Optics of Photography and Photographic Lenses,' 3d. ed., rev.; with an additional chapter on anastigmatic lenses, by P. F. Everitt, New York, N. Y. Whittaker & Co., 280 p., il., 12°, cl., $1.

Redo.

Redo, a commercial name for calcium hydrosulphite, has found a wide field in the sugar industry. It is said to act in an alkaline solution, and does not have any action upon the saccharine.

THE PURE-FOOD LAW

makes it prohibitory to sell any but

STRICTLY PURE

Extract of Vanilla

Wyeth's Extract Vanilla is prepared from the choicest variety of carefully selected and properly cured Vanilla Beans, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

THE DELICATE AROMA a distinguishing feature of our preparation, is imparted by the natural flavor of the bean

Special Prices in Bulk

JOHN WYETH & BROTHER

INCORPORATED

Pharmaceutical Chemists PHILADELPHIA, PA.

Era Key to the U. S. P.

Every druggist and physician should have copies of this valuable little book in his vest pocket.

It contains a complete list of the drugs and preparations of the Pharmacopoeia and gives the official titles, common names and synonyms of the drugs, chemicals and preparations, their strength and doses in Apothecaries weights and measures with equivalents in Metric Terms.

As a companion to the U. S. Pharmacopoeia the Era Key gives to the physician and pharmacist an epitome of the contents of the official guide, in convenient shape for every day use and quick reference and in a form that will assist them as prescribers and dispensers.

Imitation Leather Binding, 25 Cents per copy, Postpaid

D. O. HAYNES & CO. = = New York

LAXATIVE BROMO QUININE

ON THE

DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles — the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO** QUININE.

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per Cent, **LAXATIVE BROMO** QUININE has been placed on the DIRECT CONTRACT SERIAL NUMBERING PLAN, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract, are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO** QUININE should take such action immediately.

If a supply of **LAXATIVE BROMO** QUININE is needed or if the stock on hand will permit it, the extraordinary DATING OFFER now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO** QUININE, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

LAXATIVE BROMO QUININE

Price $1.75 per dozen.

6 dozen lots,	1 dozen free,	. . . . .	Cost	$10.50 or $1.50	per	dozen
12 dozen lots,	2 dozen free,	5% trade discount,	"	$19.95 or $1.43	"	"
36 dozen lots,	6 dozen free,	8% trade discount,	"	$57.96 or $1.38	"	"
60 dozen lots,	10 dozen free,	10% trade discount,	"	$94.50 or $1.35	"	"

All Wholesale Druggists will accept orders under this DATING OFFER.

PARIS MEDICINE COMPANY,

Saint Louis and London.

(S. P. 4.)

News Section

ALLEGED CONSPIRACY.

Argument in Suit Against Baltimore Druggists Heard—Judge Reserves Decision.

Baltimore, June 10.—In the suit of Klingel's Pharmacy against the Calvert Drug Company, the Baltimore Retail Druggists' Association, Sharp & Dohme, John G. Beck, manager of the Calvert Drug Company; Dr. A. J. Corning, and Owen C. Smith, alleging that there is a conspiracy to control the price of drugs, argument was offered on June 3, before Judge Wright in part 2 of the Superior Court. It was contended by the defendants' attorney that the declaration was vague and indefinite, and that for this reason the plaintiff ought not to be allowed to recover. It is stated in the declaration that the defendants are engaged in the wholesale and retail drug business here, and that the object of the combination is to maintain extravagantly high prices for drugs and druggists' supplies, and that it has also been effected to prevent the plaintiff from securing goods. The suit is for $50,000 damages. Judge Wright reserved his decision on the plea offered.

The case grows out of the efforts to check the demoralizing work of the cutters, by making it impossible for them to obtain supplies. Mr. Klingel is one of the druggists who refused to abide by the price list fixed by the Baltimore Retail Druggists' Association.

In this connection it may be said that the proposed association of cutters to purchase goods in large quantities and distribute them among the members does not seem to have made any headway during the past week or so. It looks now as though the undertaking might fail.

AMERICAN CHEMISTS TO MEET.

Arrangements have been completed for the thirty-second general meeting of the American Chemical Society, which convenes at Buffalo, June 22 to 24. The session, which will be held in the rooms of the Buffalo Society of Natural Sciences, in the Buffalo Public Library Building, will begin next Thursday forenoon with an address of welcome by Herbert P. Bissell, on behalf of the Buffalo Society of Natural Sciences. President Francis P. Venable will respond for the chemists. The reading of papers will occupy the remainder of Thursday's sessions.

The Gratwick Research Laboratory will be visited at 4 p. m., and in the evening Francis A. J. Fitzgerald will deliver an address at the Iroquois Hotel on "The Electro-Chemical Industries of Niagara Falls." An informal luncheon will be served by the hotel. Friday afternoon there will be a trip in the harbor on the city fire tugs. Dinner in the evening at the Iroquois. On Saturday there will be an excursion to Niagara Falls, with visits to the power house and Niagara Research Laboratories.

SCIENTIFIC PAPERS FOR PH. A.

Eustace H. Gane, 91 Fulton street, this city, chairman of the Committee on Scientific Papers of the American Pharmaceutical Association, desires contributions of scientific interest for presentation at the forthcoming meeting at Atlantic City. The committee will endeavor to arrange the programme so that every paper submitted will receive consideration. Contributors are requested to send their papers to the chairman by July 20.

Attention is called to the change in Article IV., Chapter 14, of the by-laws, adopted at the Kansas City meeting last year, which provides that "any person desiring to submit a paper to the association shall present to the chairman of the particular section to which it refers, at least ten days prior to the meeting, an abstract of said paper indicative of its contents and consisting of not less than fifty or more than two hundred words. This abstract shall be printed as a part of the programme. The paper itself must be submitted to the officers of the section previous to the first session."

The committee announces that Dr. Charles Baskerville, professor of chemistry at the College of the City of New York, has consented to deliver a popular lecture on "Radium and Radio-activity," experimentally illustrated, on the evening of Friday, September 8. The other members of the committee are Daniel Base and Charles E. Caspari.

DRUG STORE'S COSTLY SITE.

The recent sale of the historic southeast corner of Wall Street and Broadway calls attention to the fact that the Wilson Drug store, which has been on that corner for so many years, probably occupied the most costly site of any drug store in the world. The lot measures only 29.10 by 39.10 feet, and includes 1,170 square feet, for which $700,000 in cash was paid. At this price a full lot, 25 by 100, would be worth more than $1,700,000. The building on the lot, the lower part of which was occupied so long by Wilson, is an old four-story structure, and is now leased to the United Cigar Stores Company for a net rental of $25,000 a year. Wilson sub-lets a part of the store from the cigar company.

The drug store which occupied the corner was one of the landmarks of New York, and the proprietor, William Wilson, is said to have made a fortune there.

SEABURY & JOHNSON APPEAL.

Seabury & Johnson announce that they will appeal from the decision of the Chancery Court in New Jersey, in which they lost their suit with Johnson & Johnson, over the red cross trade mark. Seabury & Johnson have instructed their attorneys to file a petition of appeals in the Court of Errors and Appeals. Meanwhile they intend to protect all purchasers of goods bearings the red cross label.

QUIET IN NEW YORK.

Ten Organizers Now at Work—Districting Nearly Completed.

Nothing of startling importance has developed in the N. A. R. D. situation in Greater New York during the past week. Dr. Hoffman has arrived, making the tenth organizer promised by Dr. Noel. The entire force is now at work on the districts, nearly all of which have now being organized. A general meeting of the local association will soon be called, but this rests with the Executive Committee of the M. A. R. D., which now meets regularly every week.

At the meeting of the Executive Committee, last week, all points of difference are said to have been finally adjusted. The M. A. R. D. is to get $1 out of every instalment of dues collected and the N. A. R. D. is to pay for the services of S. V. B. Swann as an organizer.

COMPLAINTS MUST BE SIGNED.

That hereafter all complaints as to violation of the Pharmacy Law must be signed in order to receive attention, is announced by Secretary Bradt, in the following letter:

"Albany, June 8, 1905.

"I beg to call attention to the number of anonymous communications received from different parts of the State, in the matter of alleged violation of the provisions of the Pharmacy Law, which letters are referred to the inspectors for investigation. While it is the policy and duty of this Board to investigate complaints as is provided for by said law, yet in the future the Board must decline to consider any complaint not properly signed. This attitude of the Board is prompted by the fact that the Middle Branch at least, has sent inspectors great distances and expended large sums of money in the investigation of these anonymous complaints, with the result that in most cases the writers of these anonymous communications were inspired by personal spite, and in nearly all instances no provocation existed.

"Very respectfully,

"WARREN L. BRADT,

Secretary.."

CIRCLE GIVES A DANCE.

A reception and dance was given by the Drug Clerks' Circle on May 31 at Terrace Lyceum, 206 East Broadway. The proceeds were used for the benefit of one of the members of the society, who is suffering from tuberculosis and must be sent West. About 300 people attended. A number of professional actors volunteered their services and helped to make the occasion a success. The arrangement committee consisted of Dr. Jos. Kahn, Philip Lewy, H. W. Dulberger, J. Klein, Dr. S. Harkavy, Mrs. R. Harkavy, Miss I. Pinkowitz.

TO REDEEM STAMPS.

President of Company Arrested and Promises Premiums.

President A. D. Marks, of the White Diamond Trading Stamp Company, of Jersey City, whose premium store in that city has been closed for the past week, has been released on bail, and has promised to redeem all the stamps which are out. It was said last week that an attempt was made to take away the goods, and warrants were issued for Marks and Marie Carroll, an eighteen-year-old girl, who was the manager of the store. Marks surrendered and declared there was no intention on the part of the company to go away without redeeming the stamps. Marks was finally given permission by the authorities to open the store and give out the premiums.

More than one hundred women turned over filled books to the police. One woman had four filled books. If Marks redeems all of the stamps, the charge of conspiracy will be dismissed.

TRADING STAMP TROUBLES

Schedules in bankruptcy of the Benedict & Macfarlane Company, the blue trading stamp concern of 156 West Twenty-third street, show liabilities of $78,257 for merchandise and on notes, and assets of $4,900, consisting of merchandise in the hands of the receiver, and $4,500 in cash in bank. No mention is made in the schedules of the liability on unredeemed stamps, of which it is reported there are outstanding 165,000,000.

CLERKS WILL INVESTIGATE.

At the meeting of the Drug Clerks' Circle, last Wednesday, the president was instructed to appoint a committee of three to investigate all complaints as to unlicensed clerks being left in charge of stores in the absence of employers. Complaints will receive attention when made by any pharmacist, whether a member of the society or not. All cases will be forwarded to the State Board of Pharmacy. The Circle requests that complaints be sent to "Investigation Committee, Drug Clerks' Circle, 235 East Broadway."

The secretary was instructed to cast one ballot for Dr. Diekman at the Board of Pharmacy election on June 15 (to-day). Dr. Joseph Kahn and H. W. Dulberger were chosen to represent the circle at the New York State Ph. A. convention at Saratoga.

OFFICE, 26; STOCK, 13.

Two baseball nines made up of men in the stock-room and office of Parke, Davis & Co., played a seven inning game at Prospect Park, last Saturday. The last two innings were left out because the office team got tired of running 'round the bases after they had rolled up a score of 26 to 13. They were captained by Tucker, while Stewer led the stock boys. An appreciative audience composed of heads of departments, pretty stenographers, etc., looked on and applauded several fine plays by Bourne, Hall, Carragan (Lester, not "Sid") and Dodd.

CHANGE OF DRUGS HARMLESS.

By a decision of Supreme Court Justice Gaynor, in Brooklyn, A. G. Wilson, a druggist formerly employed by the Bolton Drug Company, is exonerated from the charge of negligence, although he admitted having changed a prescription of Dr. William J. Cruikshank, written for Mrs. Emma Laturen.

Justice Gaynor says the alteration in question could not have harmed the patient as the complaint averred. The complaint was dismissed and the motion for a new trial denied. The court assured drug clerks that his opinion does not mean that they can change prescriptions without liability.

FRANK J. CHENEY,
Toledo, O., President, Proprietary Association of America.

A. B. C. IN THE MOUNTAINS.

Despite the threatening aspect of the weather, the A. B. C.'s held a very enjoyable run from Goshen to Newburgh, via Montgomery, last Thursday. At Goshen the little party ran across Mr. Frank, the popular leader of the Liederkranz Band, who very kindly piloted them around town and showed them the various points of interest. After dinner, wheeling was resumed to Montgomery.

A three-mile coast brought them into Newburgh and the Hudson was crossed to Fishkill, where the party took the inclined railroad up Mount Beacon. A beautiful sunset was watched from the Beacon monument on the highest point of the mountain, after which an excellent supper was eaten at Flannery's Hotel, in Fishkill, and the return to the city made via Hudson River R. R. train.

The next run, June 15, 16 and 17, will be a three days' trip, New York to New Platz, then to Ellenville, down the Ramapo Valley to Tuxedo and Suffern and back to the city.

SUCCESSFUL OUTING OF G. A. S.

Perfect Weather, Handsome Prizes, Moonlight Trip on the Water.

Blustering winds and cloudy skies deterred many members of the German Apothecaries' Society from boarding the steamer "Isabel," last Thursday morning, but the hundred and fifty of both sexes who braved the white-caps on the Sound were rewarded by perfect weather in the afternoon and evening. From the moment of arrival at Karatzonyi & Kmetz's, Glenwood, at 12.30 o'clock, all enjoyed themselves immensely until the time for departure at 9. The return trip was made by the light of a modest young moon which the Entertainment Committee had ordered for the occasion.

After an excellent luncheon had been put away, the prize bowling for ladies was started. In this Mrs. Henry F. Albert was first; Mrs. P. F. Gebicke, second; Mrs. R. H. Timmerman, third; Miss E. Eberhardt, fourth; Mrs. S. V. B. Swann, fifth. In the gentlemen's bowling, Hugo Kantrowitz won first prize by the remarkable score of 30 out of 30. R. Eschmann came second with 29. The other winners were H. F. Albert, Chas. H. White, Wm. F. Carr.

While a team from the Friday Bowling Club was wiping the alleys with their opponents of the Thursday Club, the other games were being held outside. In "Vogel-Stechen" (bird sticking), Miss E. Eberhardt showed her ability to hit the bull's-eye oftenest. Next in order were Mrs. A. Amend, Mrs. C. F. Klippert, Mrs. E. Becker. Most exciting and enjoyable were the egg races, won by Miss W. Conover, Mrs. Klippert, Mrs. A. Koehler and Mrs. Swann, in the order named.

Many more members arrived by train during the afternoon, so that when the banquet was served at 6 p. m. the dining room was well filled. The level rays of the setting sun shining on the golden beverages and the gay decorations, made a pretty picture and kindled the flame of good fellowship. President Imhof made a German-American speech of welcome—German for the members and English for the visiting salesmen. George Rieffin responded for the guests, who received the "drei mal hoch." A similar honor was given to the ladies, whom Emil Roller toasted in a graceful speech.

The names of the prize-winners, as announced by R. S. Lehman, were cheered to the echo, especially the "high rollers." The prizes were handsome and valuable, among other things being a pound of pepsin contributed by Sharp & Dohme.

A side-show not on the programme was a baseball game between the druggists and the salesmen, captained respectively by Essig and Neville, of Warner & Co. The druggists won, score, 7 to 6. They finished the ninth inning with six men on bases—so it was reported, but it is suspected that someone saw through magnifying glasses. The number of men on each nine is still uncertain.

—The next meeting of the Vermont State Board of Pharmacy will be held at the State House, Montpelier, July 6, at 10 a. m. Application for examinations must be made to J. G. Bellrose, secretary.

ELECTS NEW OFFICERS.

Rochester, June 6. The annual meeting and election of officers of the Rochester Ph. A., was held Friday, June 2. The meeting was enthusiastic and well attended. The pharmacists were doubly pleased to learn through the reports of their several officers that the association during the past year has made great progress. An increase in membership, and a corresponding increase in influence throughout the city and county, were among the facts made known through the reading of the reports. William R. Hall, treasurer of the association, in his report, showed the association as being on a sound financial basis, considerable money being in the treasury and no debts being outsanding of any importance. The election, which took place during the afternoon, resulted in the slate as prepared in the May meeting, being accepted without change. The officers are: President, Howard Moore; vice-president, William Esterheld; secretary, William T. McBay, and treasurer, William R. Hall. Messrs. McBay and Hall were re-elected.

CONTEST FOR POSSESSION.

Rochester, June 6.—The Burnham bankruptcy case at Watkins is becoming more complicated, and interest in it is daily increasing. Although Trustee George M. Stillwell placed a large padlock and heavy chain on the door of the drug store last week, Dr. L. M. Bennett again took possession of the store. He claims he is acting on the advice of his counsel, Thayer, Tuttle & White, of Buffalo, who advised him to secure and maintain possession at all hazards. The notice of the mortgage sale, which was torn down by the trustee, has been replaced, and Dr. Bennett asserts that the sale will take place. Nye & Velie, the Watkins attorneys, who secured a court order restraining Bennett from foreclosing his chattel mortgage, will undoubtedly take steps to have him arrested and punished for contempt. At the time of writing, Dr. Bennett was still in possession of the store.

DRUGGIST WINS SUIT.

Rochester, June 13.—Charles R. Gould, a druggist of Batavia, won his suit against the Merchants and Mechanics Fire Insurance Company, of Monroe county, last week. Mr. Gould brought an action in the Supreme Court to recover $1,500 insurance, as the result of a fire at his store, 92 Main street, Batavia, on November 20, 1903. A jury was waived and the court proceded to hear the evidence. Mr. Gould, J. A. Loveridge, H. B. Cone and J. J. Patterson gave evidence on behalf of the plaintiff and a judgment of $1,607.50, including interest, was ordered entered by the court. There was no defense offered.

SUIT OVER DRUG STORE.

A suit brought by Simon Chess, in Jersey City, N. J., against Emil Vockroth, a Newark avenue druggist, to recover $500 deposit on the purchase of a drug store, resulted in a non-suit in the circuit court. It appears that the price of the store was $7,000 and Chess claims that Mrs. Vockroth refuses to sign a bill of sale. The court non-suited on the ground that no legal tender of the purchase price was made.

"CANNIBALS" SHUT OUT.

The "Atoms," the newly organized baseball team of the Brooklyn C. P. Alumni Association, crossed bats last Thursday afternoon with the "Cannibals," a strong team composed entirely of physicians. The game was started at 4 p. m., on their grounds in Maspeth, and when rain interfered in the fourth inning, the score was 7 to 0, in favor of the "Atoms." "It's an ill wind," said the "Cannibals," but they were promptly challenged again. The next game will be played on Thursday afternoon, June 22, at 3 p. m., in Feltman's Park. The line-up last week was as follows: Anderson, 3b.; Bryan, c.f.; Weygandt, p.; Rave, s.s.; Harloe, 1b.; Kleine, 2b.; Sandman, l.f.; Stanislaus, r.f.; Brandenburg, c.

OLD DRUG HOUSE FAILS.

Schedules in bankruptcy of Frederick W. Keith, formerly doing business as B. Keith & Co., 45 Cliff street, show liabilities of $10,518, of which $1,600 are secured, and assets of $1,805, consisting of debts due. The firm was established many years ago and formerly did a large business, which is said to have fallen off considerably of late.

NEW YORK NOTES.

—Willard A. Smith, of Richfield Springs, is in town this week.

—F. P. Wohnlich, Florida representative of Parke, Davis & Co., has been assigned to cover New York State during the summer.

—Emil Imhof, son of President Imhof, of the German Apothecaries' Society, is now in Paris on his way to Carlsbad, where he will take the cure.

—Dr. A. S. Rosen, the former manager of the Park Pharmacy in East Broadway, has just returned from a wedding trip. He now owns a store in Yonkers.

—Albert H. Brundage has been appointed chairman and chief contributor for the department of toxicology and pharmacology of the Lewis and Clark Exposition, Portland, Ore.

—Tripp & Braswell, the Brooklyn druggists, have leased for a term of years the basement store in the Produce Exchange Bank building, at Broadway and Beaver street. The rental is $4,500 a year.

—There is a new face behind the desk in the Board of Pharmacy room. It belongs to George De Lacey. He has removed his mustache, that formerly struck terror into the hearts of prospective candidates.

—Among the many representatives of Schieffelin & Co. in town recently were: W. E. Jenkins, of the South; Rush E. Blackman, Northwest; L. D. Worden, New York State, and Geo. E. Burroughs, East.

—In town this week: R. E. Miller, manager of the Owl Drug Co., San Francisco; Thad. Benjamin, of M. F. Benjamin's Sons, Riverhead, N. Y.; H. H. Straiter, formerly a druggist at Colorado Springs, but now located at Santa Clara, Cuba.

—President McConnell, of the Board of Trade and Transportation, has named J. L. Hopkins, J. M. Peters and W. S. Armstrong as a committee representing the Drug Trade Section in the proposed action against the methods of the Census Bureau in prying into what are considered private business affairs.

URGING DRUGGISTS TO JOIN.

Invitation for Them to Become Members of the Pennsylvania Pharmaceutical Association.

Pittsburg, June 13.—B. L. Pritchard, chairman of the Committee on Affiliation of County Associations, has issued from the office of Prof. Julius A. Koch, president of the Pennsylvania Pharmaceutical Association, an urgent appeal to all druggists to come within the fold without further delay. Mr. Pritchard advances some strong arguments why every druggist should be in the organization, the strongest of which perhaps, is the work done during the last session of the Legislature in preventing the passage of mischievous laws and in aiding in the enactment of legislation which was needed by druggists.

Attention is called to other subjects of legislative enactment affecting pharmacy, and which will require close attention of the association to protect its interests. These proposed bills require the prescription of a known, reputable physician for each sale of so-called patent or proprietary medicine; forbid the refilling of any physician's prescription without the written consent of the prescriber; make provisions for a fixed educational requirement as a prerequisite for apprentices in pharmacy; require all apprentices in pharmacy to be registered with the State Board, the name of the preceptor to accompany said registration in all cases; fix sixty hours as a legal week's work for clerks; require that pharmacies be licensed in a manner similar to the provisions of the Brooks law; repeal that section of the pharmacy law requiring personal examination before being permitted to practice; amend the pharmacy law so as to provide all vacancies in the Board of Examiners shall be filled by vote of registered pharmacists instead of as present, by appointment by the governor; make it a misdemeanor to peddle medicines from house to house, or to hawk them in public places, without first having obtained a license from the State.

LANDMARK CHANGES OWNER.

Pittsburg, June 12.—One of the oldest landmarks in this city changed hands this week, when John H. Staley bought the late George S. Fleming's interest in the Market street drug store. It is said that the price was close to $40,000 and the new firm will assume responsibility for the debts, that may reach $50,000. W. P. Martsolf, who has been manager, retains his interest and has been elected vice-president and general manager. The name will continue the same.

OLD DRUG STORE SOLD.

North Abington, Mass., June 12.—The drug store known as "Spiller's North Abington Pharmacy," established by F. M. Spiller, who passed away April 5, after a long illness, has been sold to the new firm of Bemis & Cooper, the latter being the proprietor of the Plymouth Pharmacy.

Mr. Spiller commenced business in East Boston in 1871, and removed to North Abington in February, 1882. By close application he built up a good business and Spiller was well known among the wholesale houses for his uprightness and square dealings.

PHILADELPHIA DRUG CLERKS.

Sunday Closing not a Dead Issue with the Clerks—Prosperity and Growth.

Philadelphia, June 12. Business and pleasure were combined at the June meeting on Monday evening of the Philadelphia Drug Clerks' Association. Refreshments were served and the innovation proved a most attractive one, as the unusually large number of members present indicated. The principal subject of discussion was the Sunday closing question, but while no action was taken, it is evident that the matter is by no means a dead issue. Plans were discussed for bettering the position of the drug clerk in this city and it is likely that before long the proprietors will again be asked for a conference on the question.

The announcement that there was $147.62 in the treasury was received with applause, as indicating that the association is in a prosperous condition. With a growing membership, a most successful year is predicted. It was with regret that the resignation of Harry B. Lupin, manager of the employment bureau, was announced. Mr. Lupin has purchased a store at Seventh street and Snyder avenue, and consequently is no more eligible for membership in the association. He becomes an honorary member. His successor has not yet been appointed by President Geasey. Secretary Carl Schmitt, Jr., announced the following applications for membership: Juan D. Fernandez, Gordon S. Brown, William W. Wittinger and Philip Reiser. They were elected. It is expected that the strength of the organization will be greatly increased during the summer by the graduates in pharmacy from the various colleges in the city.

EXPLOSIVES IN PITTSBURG.

Pittsburg, June 12.—Despite the general protest of the wholesale and retail druggists here, the ordinance which has for its object the regulating of the selling, storing and transporting of explosives and combustibles was passed by the City Councils. The ordinance, as a whole, is a very complicated, voluminous document, covering ten pages legal cap, typewritten matter, divided into forty-five sections, and it is a matter of serious doubt whether any man, not excepting the author, thoroughly comprehends its bearing upon the various trades that it proposes to regulate. The most essential clauses have been printed in The Era. In brief, it provides for the creation of a bureau that will see that the act is carried out and fines are levied on the violators of the ordinance.

The clause pertaining principally to druggists follows: No druggists are allowed to keep on the premises muriatic, sulphuric, nitric, picric, chromic and carbolic acids, ethers, collodion, acetone, methyl and amyl alcohols, turpentine, naphthas, bisulphide of carbon, essential oils, nitrate of soda, chlorate of potash, nitrate of silver, chlorate of sodium and many other explosives and combustibles. This pertains to large quantities.

—The Delzell Drug Co., of Lewiston, Montana, has sold out to Horace G. Phillips and Linn Bradley. They will do business as the Phillips Bradley Drug Co., with a capital stock of $25,000.

PREPARING FOR CONVENTION.

Arranging for Big Attendance at the Pennsylvania Ph. A. Meeting.

Pittsburg, June 5.—Arrangements are rapidly being perfected for the annual State convention of the Pennsylvania Pharmaceutical Association at Bedford Springs, June 20 to 22, inclusive. The arrangements are being made by Dr. J. A. Miller, secretary.

About one hundred druggists from the Pittsburg district have announced their intention of attending the annual meet and it promises to be one of the most successful in the history of the association. Many questions of utmost importance will come up for consideration which will tend to create better conditions in the drug trade.

PENNSYLVANIA NOTES.

—N. O. Eckels has opened a new store at Shippensburg.

—J. R. Smith has purchased the Stedem Pharmacy at Narberth.

—A new "Innovation" fountain has been put in the Schwartz Pharmacy, at Waynesboro.

—The Ross Drug Co. has had a new "Innovation" fountain installed in the store at Ridgway.

—George A. Wertz, of Thirteenth street, below Market, has sold his store at Chester to S. Headley.

—Dr. F. Winger has installed a new fountain in his drug store at Ephrata and contemplates making other improvements before fall.

—Alonzo P. Blakesly, of Mauch Chunk, visited Philadelphia this week, and incidentally saw what was new n the way of trade matters.

—R. C. Roberts has made many improvements to his pharmacy at Ambler, the principal one being the installation of a handsome new soda fountain.

—The firm of Eschbach & Clapp, at Milton, has been dissolved. Clarence Eschbach purchasing the interests of his former partner, and continuing the business.

—W. A. Bright, formerly of Watsontown, has purchased the store of Daniel Harris, at Fortieth street and Girard avenue, Philadelphia.

—W. S. Young, of Coatesville, one of the best-known pharmacists in Chester county, accompanied by a party of friends, enjoyed a trip to Harrisburg this week, in an automobile, to witness a game of baseball between the Coatesville and Harrisburg clubs. Mr. Young's new store, it is expected, will be ready for occupancy by the first of July.

—Frank M. Musser, formerly of Lewistown, is building two new drug stores at Johnstown. He will pay particular attention to the soda feature and with that in mind has installed two fountains, one costing $5,000 and the other $3,000, in the stores. On the roof of the larger store will be a roof garden, where soda will be served exclusively.

—Alton, Ill., druggists are likely to decide soon upon a Sunday closing movement, as a result of the recent determination of Paul Brothers not to open their store on Sunday. They have carried out the movement without assistance from other druggists, and have found some encouragement from many persons.

DR. DONAVIN DEAD.

Store Noted Rendezvous for Newspaper Men and Politicians.

Baltimore, June 10.—With the death of Dr. M. W. Donavin, on last Sunday night, at his home, 1822 North Monroe street, an old-time druggist passed away. Dr. Donavin was for many years a well-known figure in South Baltimore, where he practiced medicine and also conducted a drug store on Sharp and Lee streets. The pharmacy became a gathering place for newspaper men, all of whom counted the doctor among their friends. He drifted into politics, and was for some years committing magistrate at various police stations.

He was born April 11, 1838, in Shippensburg, Pa., but had lived in Baltimore since he was nineteen years old. He attended public school in Shippensburg until his fourteenth year, when he began to assist his father in farming. Three years later he went to Charlestown, W. Va., and entered the drug business. The following year he removed to Washington, where he was employed in J. D. O'Donnell's drug store until 1857, when he came to Baltimore and soon engaged in the management of a pharmacy at Eutaw and Lee streets. In 1860 Dr. Donavin became the sole proprietor of the business and began the study of medicine at the University of Maryland, graduating in 1866. Most of his time, however, was devoted to the drug business, his activity as a physician being incidental. He served for three years as coroner, was elected to the City Council, occupying seats in both branches at different times, and was also a member of the House of Delegates in the Legislature, besides holding other positions. He is survived by a son and four daughters.

WEDGEWOODITES AFLOAT.

Baltimore, June 3.—The members of the Wedgewood Club had a royal time last Thursday, when they went down to Love Point on the steamer B. S. Ford, the trip of about thirty miles down the bay taking the form of a reunion of present and former members. At Love Point an excellent menu was served at the Casino, when a number of felicitous addresses were made, all of which had the merit of spontaneity. E. E. Quandt was the presiding officer for the occasion.

VACANCY IN PHARMACY BOARD.

Baltimore, June 10.—The resignation of David R. Millard from the Maryland Board of Pharmacy, in which he has served since the creation of that body as secretary, has once more given rise to speculation as to who will be named to fill it. It is intimated that all was not harmony in the Board and that a desire to avert friction was one of the reasons why Mr. Millard resigned so soon after being reappointed for five years. So far as can be learned, John A. Davis, who conducts a pharmacy at Carey street and Harlem avenue, has perhaps the best chance of securing the appointment. He stands high in the profession, being a graduate of the Maryland C. P., and enjoys an excellent reputation for probity and honor. He is a member of the College of Pharmacy Board, and being affil-

lated with the Maryland Pharmaceutical Association, as well as with the Baltimore Retail Druggists' Association, his appointment, it is believed by many, would be hailed with satisfaction.

VERDICT AGAINST DRUGGIST.

Baltimore, June 10.—A verdict for $1,000 damages was rendered by a jury in the Superior Court, last Tuesday, against Melville Strasburger, a druggist on the northeast corner of Fayette and Eutaw streets, for injuries sustained by John M. Vogel, five years old, who had been struck with a brick which fell from the chimney of the building. The accident occurred July 22, 1903, when the boy was standing on the corner with his grandmother, watching a parade of the Elks, who held their annual session here at the time. The brick was dislodged by persons on the roof and struck the boy on the head, fracturing his skull. The guardians of the boy sued for $10,000, the action being brought against Joseph Friedenwald, surviving trustee for the owner of the building, and Mr. Strasburger. Judge Baer directed the jury to bring in a verdict for Mr. Friedenwald, which action was forestalled by the other side taking a non pros.

DRUG CO. INCORPORATED.

Baltimore, June 10.—The Hamilton Medical Company, which intends to prepare medicines for the treatment of the drug and liquor habit, was incorporated last Tuesday by Dr. Ira E. Hamilton, Fanny G. Hamilton, Jesse H. B. Hurst, Catherine R. Hurst and Peter J. Campbell. The authorized capital stock is $5,000, divided into shares of $25 each. Dr. Hamilton has long conducted a private sanitarium for the treatment of the drug and liquor habit, and the incorporation is merely an extension of his plan.

MARYLAND DRUGGIST DEAD.

Baltimore, June 3.—From Emmitsburg, Frederick County, Md., is reported the death of E. R. Zimmerman, member of the drug firm of T. E. Zimmerman & Co., and a highly esteemed resident of that town. Mr. Zimmerman had been postmaster there for a number of years and was also one of the school examiners for the county. T. E. Zimmerman, his son, is the senior member of the firm, which will be continued under the old name of T. E. Zimmerman & Co.

BALTIMORE NOTES.

Robert Luck has opened a new drug store at Orleans street and Milton avenue.

—Mr. Hipsley, who has been clerking for S. Y. Harris, Poppleton and Lombard streets, has taken a position with Percy Crowl & Co., commercial printers.

—Fred. Esslinger has bought the pharmacy formerly conducted by Robert Luck, but afterward purchased by W. A. Pryor, at the southwest corner of Clinton and Elliott streets, Canton.

—M. A. Hance, of Hance Bros. & White, Philadelphia, stopped here last Saturday on the way to his country place near Queenstown, on the eastern shore of Maryland. He has just returned from a trip West.

—Druggist George A. Fox, northwest corner of North and Greenmount avenues, has purchased the property adjoining his pharmacy and will add the lower floor to it, just doubling the space and making it one of the largest and most commodious pharmacies in the city.

—Sprule Heaps, who has been clerking for Downes Bros., has accepted a position with Morgan & Millard, who will soon open their new pharmacy on the site of the old Sun building, Baltimore and South streets. The furniture has already arrived and will be installed without loss of time.

—William Herman, a druggist at Cumberland, Md., is charged with being responsible for the death of Miss Jean Maxwell, twenty-nine years old, of Williams Station, Pa., to whom he was engaged, by a criminal operation. One Dr. John H. Tompkins, a negro, is accused of having performed the operation. Both the accused are in jail.

—Among the Baltimore visitors last week was Herr Carl Berk, of the firm of Berk, Puettmann & Co., of Bagdad, Persia, who is here taking orders for gum tragacanth and other articles of which the firm makes a specialty. Mr. Berk was overjoyed to find in George L. Muth, of Muth Bros. & Co., some one with whom he could converse in his mother tongue. Mr. Berk speaks English with some difficulty.

—Most of the furniture for the new pharmacy of Morgan & Millard, on the old site of The Sun, has been installed, the soda water fountain is in place and little remains to be done. The store may be opened for business in a week or two. The pharmacy will be one of the best appointed in the city. The furniture is of mahogany and brass, and of beautiful design, while plate glass and mirrors add to the lustre.

E. W. THOMPSON DEAD.

Hartford, Conn., June 12.—Edward W. Thompson, who has been a druggist in this city for twenty-five years, died suddenly of heart trouble, last week. Mr. Thompson was born in New York State in 1850. He came to this city when a young man and bought out M. L. Long, of the firm of Long & Butler, druggists. The firm became Butler & Thompson. Later Mr. Butler's interests were purchased by Thomas Main, and the name of the firm was changed to Thompson & Main. Mr. Thompson bought out Mr. Main and the business has been conducted under the firm name of E. W. Thompson & Co.

Mr. Thompson was a successful business man and maintained for himself a high reputation in the quality of goods he sold and in the manner in which he conducted his business. He has been ill for a year. He leaves a widow and two sons.

DRUG STORE SOLD.

Denison, Tex., June 12.—The J. L. Jones & Co. drug store has been sold to A. G. Reynolds, who was formerly connected with the People's Pharmacy here. The price paid is said to have been nearly $10,000.

George C. Meyers, who was the half owner and manager of the store, will leave Denison, and probably locate in Missouri.

INDIANA PHARMACISTS.

Association Has Over 600 Paying Members—Election of Officers.

Terre Haute, Ind., June 10.—The Indiana Pharmaceutical Association closed its annual meeting here to-day, thoroughly enthused with the entertainment given by the local pharmacists, an entertainment in which everybody in Terre Haute assisted with abundant hospitality. The banquet was characterized by a series of brilliant speeches, some of which would have done honor to Senator Depew for witty and felicitous expression. At this meeting the association has reached its highest mark in membership, over 600 paying members now being enrolled. The association has been meeting in recent years in various cities of the State, and while this has been advantageous in adding to the membership, no other city possesses the central location of the capital, Indianapolis, and next year's meeting will be held there.

The following officers were elected for the ensuing year: President, Harry Gluck, Lafayette; vice-presidents, Carl Schultz, Lafayette; Charles D. Dean, Bluffton, and Louis Tepe, Evansville; secretary, Arthur Timberlake, Indianapolis, who has held the position for many years without opposition; executive committee, C. E. Coonley, South Bend; C. W. Everhardt and V. E. Silverberg, Indianapolis.

CREDITORS TAKE POSSESSION.

Indianapolis, June 10.—Gordon R. Gauld, a well-known druggist at Bedford, this State, kissed his wife and babies goodbye on the night of Tuesday, June 6, since which time he has been missing from his accustomed haunts, lost to the sight of numerous creditors. The law firm of Brooks & Brooks, of Bedford, have taken possession of the store in the interest of creditors. His only asset is his stock of goods, valued at about $3,500. He has borrowed right and left from friends and acquaintances, and if caught a criminal charge may be lodged against him for giving checks upon banks in which he had no deposit.

Gauld's liabilities will, it is said, reach $10,000. He went to Bedford five years ago from this city. He was recently a candidate for the Republican nomination for mayor, but was defeated in the primary. He was a Scotchman by birth and it is surmised that he has gone to Canada, whence he will make his way to Scotland.

CARROLL CO., IND., DRUGGISTS.

Flora, Ind., June 13.—The druggists of Carroll county met here this afternoon and effected an organization to promote business and for mutual protection. The officers for the ensuing year elected were: President, C. E. Nobes, of Flora; vice-president, U. E. Tesh, of Camden; secretary, M. M. Murphy, of Delphi; treasurer, R. S. Tidrick, of Bringhurst; executive committee, P. W. Van Gundy, of Camden; I. H. Orr, of Delphi, and P. W. Stonebraker, of Burlington.

The organization will be known as the Carroll County Retail Druggists' Association. It will also become a member of the national association.

OHIO VALLEY DRUGGISTS.

Arrangements for Annual Outing—Dues Now $10 a Year.

Cincinnati, June 13.—Arrangements are being made to make the coming annual outing of the Ohio Valley R. D. A. a success in every detail. The affair will be given on Tuesday, July 18, at Hartman's Grove, about twenty miles from this city, on the Little Miami river. President Zwick has appointed John H. Linneman chairman and officer of the day. Committees have been selected and various members are giving financial support. E. H. Thiesing has been appointed treasurer for these accounts and Henry J. Dusterberg, secretary.

At the last quarterly meeting of the association the following were appointed as delegates to the convention of the State association, which will take place at Cedar Point, on Lake Erie, June 20-23: Robert Groenland, Edward Voss, Jr.; Theo. D. Wetterstroem, H. B. Walterman and Alfred De Lang. It is expected that a large party from Cincinnati will attend the meeting.

The dues of the Ohio Valley R. D. A. have been raised to $10 per annum. Increased expenses made this move necessary and the members have offered no complaint.

DEATH OF JOHN BYRNE.

Columbus, O., June 10.—After an illness of several months, John Byrne, who was for many years a druggist in this city and who was president of the Ohio State Pharmaceutical Association and its auxilliary association, died last week. Mr. Byrne was one of the best known druggists in the State. He had long taken a prominent part in every movement that tended to advance the interests of the pharmacist and was elected president of the above-mentioned associations last June. Mr. Byrne was fifty-eight years old and leaves a widow, one son and four brothers.

He was a veteran of the Civil War, having been a member of Company B, One Hundred and Thirteenth O. V. I. He carried the mark of a bullet wound he had received at the battle of Resaca Mountain, Ga.

PISO CO.'S SUIT DISMISSED.

Cincinnati, June 13.—The case of the Piso Consumption Cure Co. against William L. Voight, of this city, was dismissed in the county courts by Judge Hosea, since there was no prosecution. The case was eight years old, had been before five judges and the bill of exceptions contained 2,500 pages and weighed over fifty pounds. The suit was brought in 1897 to restrain Voight from manufacturing a preparation almost similar and exactly like the plaintiff's product in shape of bottle and design of label.

MICHIGAN NOTES.

—C. H. Munson, of Republic, occupies a new building with his drug stock.

—The store of Dr. J. Meinhardt, at Whitehall, was burned; loss $1,100, partially insured.

—N. E. Roby is now sole owner of the store of Roby & Bailey, at Coldwater, having purchased the interest of his partner, Dr. Bailey, of Morenci.

—George Hemmeter, a well-known Saginaw druggist, has sold his business to G. W. F. Hesse, and has removed to Detroit, where he will re-engage in business.

—Tuttle Bros.' drug store at Metamora was visited by burglars last week. They took all the cash and some cigars. J. B. Cuttle and Harry Green were arrested. They pleaded guilty.

A pharmacal department is to be added to the Michigan College of Medicine and Surgery, in Detroit, which is about to move into its fine new building at the corner of Porter and Second streets.

—Redard & Lillie will open a new store at Webster and Pine streets, Muskegon. It will be in charge of Joseph Bedard. The firm conducts a store at Fruitport, which is looked after by Clyde Lillie.

—Howard A. Blackmar has again entered the drug business in Charlotte, after an absence of seven years. Before he went away Mr. Blackmar conducted a pharmacy in the city for ten years. His new store is a beauty.

—The old Beedon drug store in Battle Creek has changed hands, its proprietor, B. N. Beedon, having sold the business to William Peet, who has been connected with the establishment, under Mr. Beedon, for several years.

—A Grand Rapids newspaper is running half-tone cuts and sketches of the young business men of western Michigan, who typify the spirit of hustle, and James A. Skinner, druggist, of Cedar Springs, appeared in a recent issue.

—The job of city pharmacist for Detroit is a position much sought, and there are a number of candidates for the honor this year. The chances favor the reappointment of Dr. J. W. Hoffman, who has held the place the past two years.

—The Drug Clerks' Association of Michigan gave a "smoker" one evening last week. The boys report that they had the time of their lives. The association is in a most flourishing condition, and new members are constantly being added to the rolls.

—Jennie Horlacher, a pretty young woman of Central Lake, brought suit against John Vaughn, druggist of Bellaire, alleging breach of promise to marry, and a circuit court jury rendered a verdict of $4,000 in her favor. The case attracted wide attention in the State.

—W. K. Walker, who has been in charge of the drug store of the S. A. Martin estate, at Holland, for the past three years, has bought a store at Elk Rapids. Mr. Walker covered Michigan for Parke, Davis & Co., of Detroit, twenty years ago, and is a veteran in the drug business.

—W. H. Goodyear, who has been in business in Hastings the past forty years, has sold his stock to Arthur E. Mulholland, of Alma, and will take a well-earned rest. The new proprietor has already taken possession. He is a comparatively young man, and a clever pharmacist. He has taken to Hastings, as his chief clerk, T. W. Creech, a graduate and registered pharmacist, who was in Mr. Mulholland's employ in Alma.

TO CATCH FALSE DRUG MEN.

Reward Offered for Arrest of Man Who Sold Bogus Aristol.

Chicago, June 10. One hundred dollars reward is offered by Chief of Police O'Neil for the arrest of G. Ephraim, alias Eifer, who was indicted by the Cook County Grand Jury for selling adulterated aristol. He is described as a Polish Jew, speaking broken English; 45 to 50 years old; dark complexion; smooth shaven; dark hair; weighs 160 pounds; 5 feet 4 inches tall; high cheek bones; wears dark clothes; inclined to be slouchy; well known to drug stores.

Ephraim is a member of the "gang" of men who have been supplying bogus and adulterated chemicals, such as aristol, phenacetine, etc., to retail druggists. The operations of these swindlers have been quite extensive here. In a raid on the gang's headquarters, fully a ton of adulterated drugs was confiscated. Indictments were found against Edward H. Kuehmsted, 6323 Ingleside avenue; J. N. Levy, with a dozen aliases, 356 Dearborn street; W. G. Nay, alias F. B. Soper, 1452 Fulton street; Burtis D. McCarn, alias George A. Barton, 6113 Madison avenue; G. Ephraim, alias Eifer, 477 Ogden avenue. Levy is an ex-convict.

BIG SALE FOR DRY-SOLE.

The latest thing in the drug horizon of promising profit-producers is Dry-Sole—the liquid preparation which makes the soles of shoes waterproof and more durable.

An extensive advertising campaign covering all the leading magazines of national circulation is bringing the public to a realization of their needs for such a preparation. No person likes wet feet—and the mere suggestion of such a desirable and easy preventive as Dry-Sole has quickly brought a generous response from the public. This advertising campaign will create a demand on the druggists, which ought to make Dry-Sole a good article to put in stock. The terms on which it is sold insure a profit as high as 72 per cent., and the trade is always safe in stocking a well advertised preparation such as Dry-Sole, and it is best not to disappoint the first demand for it.

CENTAUR CO. WINS.

Detroit, June 5.—The Centaur Company, of New York, proprietors of Castoria, have been granted a permanent injunction against the Moxon Liniment Co., of Mt. Clemens, Mich. The injunction was granted in the Federal Circuit Court of Southern Michigan, on complaint of Charles H. Fletcher, president of the company, residing in New York, who charged the defendant company with imitating Castoria. Judge Swan decreed that the defendant company turn over for destruction, all wrappers, labels, electroplates, etc., and in lieu of damages, pay the Centaur Company $250, besides all court costs.

—The Charles Ammen Company, Limited, has been incorporated at New Orleans, with a capital of $10,000, to manufacture and sell proprietary medicines. This company is to be entirely separate from the retail business of Charles Ammen.

KRAMER AND MEYER

Now Officers of Lewis Mail Order Bank—Former Directors Ousted.

St. Louis, June 13.—Two men well known to the drug trade have been interested in the expose of the methods of the Lewis Mail Order Bank, in this city, during the last week. H. L. Kramer, of Kramer, Ind., treasurer and general manager of the Sterling Remedy Co., was and is vice-president of the concern, and T. F. Meyer, vice-president of Meyer Bros.' Drug Co., was made a director when the Lewis directors of the institution were ousted. No charge of intentional dishonesty has been brought against the bank officials, but from the evidence gathered, it has been demonstrated that E. G. Lewis was planning the institution for a "one man bank" and he was to be that man. Mr. Kramer had not given his personal attention to the bank. The selection of Mr. Meyer as a director has given the investors assurance that the $2,500,000 gathered in the institution by Lewis will be properly administered. The bank had investors from every state and city, more from other cities than in St. Louis, as the publications through which it was exploited by Lewis are not circulated in this city, where they are published, owing to the rules of the mails.

WORKING OF SERIAL NUMBERING.

St. Louis, June 6.—Local jobbers are not complaining as loudly about the serial numbering plan as was expected before the system was adopted by the additional manufacturers.

"I believe it is having a good effect," says Mr. Schell, of Meyer Bros. "The expense is not less than we expected. Two men devote their entire time to keeping things straight and that is about what we looked for. My hope is that the manufacturers will not load the system down with the small sale remedies. The big ones ought to hold the prices up without trouble. I do not object to giving a manufacturer a place on the list, when he published no roster of agents and trades his remedies to newspapers for space. The requirements need some careful inspection and they may wear us out, if they throw the gates down completely."

Another man connected with the jobbing trade said he could name two dozen preparations to be placed on the list that would give the movement sufficient moral effect to uphold prices.

MIXED ON LYMAN-ELIEL.

By an oversight in the report of the change of the Lyman-Eliel Drug Co. to the Eliel-Jerman Drug Co., Minneapolis, we printed "George R. and Frederick W. Eliel" instead of George R. and Frederick W. Lyman, as it should have been. Both these gentlemen retire from the firm. J. C. Eliel and H. H. Eliel, formerly vice-president and secretary, respectively, become president and treasurer of the new firm. C. A. Jerman becomes vice-president and James Crays secretary.

AMONG THE COLLEGES

THIRTIETH COMMENCEMENT.

Sixteen Graduates Receive Diplomas —Phi Chi's Annual Banquet.

Minneapolis, June 2.—The thirteenth annual commencement exercises of the College of Pharmacy of the University of Minnesota were conducted Thursday, June 1. Sixteen students were awarded the degree of pharmaceutical chemist.

The address to the graduates was delivered by Senator Knute Nelson.

The commencement exercises began Sunday, May 28, when President Northrop delivered the baccalaureate sermon. Monday was given over to the senior class day exercises.

Wednesday afternoon the Alumni Association held its annual meeting in the pharmacognosy building. Officers for the ensuing year were elected and the graduates were initiated. In the evening the usual banquet was held at the West Hotel. Paul H. Kelly, '04, was toastmaster. The principal speakers were Dean Wulling, on the subject "Things for the Alumni to do" and the Hon. W. J. Stock, on "Pharmaceutical Legislation." Gustav Bachman spoke on "Post Graduate Courses for Pharmacists"; J. W. Crowe on "Higher Education"; F. J. Noer on "Our Duties as Alumni"; I. H. Robitshek on "The Faculty"; and Mr. P. H. Vaughn on "The Class of '05." A smoker followed.

The graduates were: Irving G. Robitshek, George E. Haines, Jr., W. M. Jones, V. E. Chelgren, E. L. Hoffman, John W. Crowe, L. H. Herbert, C. C. Adams, E. S. Bowman, A. E. Essen, Florence Foote, A. E. Ostrander, Albert H. Mueller, A. G. Phelps, P. H. Vaughn and Edward O. Lyders.

The Chi Phi men held their annual banquet at the West Hotel on the evening of May 5. About thirty active and alumni members were in attendance. I. H. Robitshek proved a worthy toastmaster. The following men responded to toasts: L. M. Herbert, "Review of the Year's Work"; F. K. Butlers, "The Fellow"; A. L. Dortschko, "My First Impression"; P. H. Vaughn, "Members of the Active Chapter"; W. M. Jones, "Theta Chapter"; H. E. Peterson, "Our Intentions," and C. W. Praiss, "Relations of Chapters."

WINONA TECHNICAL INSTITUTE

Indianapolis, June 12.—This city now has an institution which is likely to prove a rival to the Purdue School of Pharmacy, at Lafayette. This institution is the Winona Technical Institute, a trade school which started a few months ago. On last Friday diplomas were conferred upon fourteen pharmacy graduates, as follows: J. E. Ergenbright, Arkansas; J. M. Riebeck, Vernon Parker, O.; P. and E. Weakley, W. Va.; N. R. Conwell, J. L. Mauk, W. G. Miller, Edward Wagner, Roy McLain, N. W. Long, A. C. Cornet, Lottie Vaughn, E. Turner, Indiana.

CINCINNATI C. P.

Graduates Advised Not to Foster Crime by the Sale of Subtle Alkaloids.

Cincinnati, June 13.—The thirty-third annual commencement exercises and banquet of the Cincinnati C. P., were held last Thursday evening, in the convention hall at the Grand Hotel. Rev. Robert Watson opened with a prayer and closed with the benediction. Dr. Louis Schwab spoke on behalf of the college and Prof. Charles T. P. Fennel on behalf of the faculty. Prof. Fennel gave wholesome advice to the young graduates, and in passing paid an eloquent tribute to the late Prof. A. W. Bain, who for thirty years was the secretary of the college. Dr. Schwab said in part:

"Young men, never be guilty of wilfully selling to your fellow creatures the least fragment of a drug that you believe will tend to destroy them.

"Let not your eagerness to acquire money lead to the indiscriminate sale of agents whose effect upon the human system is such that reason is impaired, mental excitement aroused and the victim led to acts of violence to his fellow man or upon himself.

"The police statistics record increasing crime due solely to the use of cocaine.

"In the general walks of life crime is fostered by the use of subtle alkaloids, whose baleful effects create uncontrollable frenzy.

"I am proud to say that the Ohio Pharmaceutical Association, in 1900, while considering the defeat of a legislative bill which sought to restrict cocaine selling, pledged itself to support a moral law to elevate the condition of their fellow-creatures by its restriction, in so far as it could compel it."

During the banquet that followed, Dr. Chas. Bonifield, Attorney R. G. Williams, Prof. John Uri Lloyd and Matthias E. Schwab responded to toasts. Dr. Julius Eichberg proved an excellent toastmaster. Music was given by the Eldorado Musical Club.

The prize winners were: Earl Lee Barton, prize in chemistry, given by Prof. Charles T. P. Fennel; H. Fenton Emerson, college prize for best average; John A. Hoffman, prize for practical chemistry, by Prof. John Apmeyer; Miss Bertha Ott, prize for microscopy; Roscoe Conklin Pryse, prize for materia medica, and Huber Serodino, prize for botany, by Prof. Adolph Leue.

The following were the graduates: Earl Lee Barton, Louis A. Bentler, Chas. A. Blankenbuehler, Walter A. Braunlin, Mathew S. Bronson, Hugh Joseph Brune, Leroy Carr, Elizabeth Lawler Clark, Abner J. Curtis, John Marion Depauw, Waldo E. Drummond, H. Fenton Emerson, Frank Thos. Gehrling, Clifford G. Hambo, Lewis Wade Heizer, John C. Helmsdorfer, John A. Hoffman, Helen Louise Hunter, Henry Conklin Keve, Luther Talmadge Kinnett, Ernst C. Klein, Louise A. Loechtenfeld, Arthur F. Lommel, William H. Mayo, Jr., Scott T. McGuire, Bertha Ott, Thomas H. Plummer, Roy L. Price, Roscoe Conklin Pryse, Vincent Rhein, Frederick R. Rigrish, Augusta M. Roegge, Mathias Ed Schwab, Huber Charles Serodino, Chester

JUNIOR CLASS 1905, SCHOOL OF PHARMACY, STATE UNIVERSITY, SEATTLE, WASH.

F. Spearing, Alexander H. Vossmeyer.

The annual election of officers of the alumni association was held last Wednesday, in the college building. President Wm. H. Gansz was re-elected. The other officers chosen were: M. Schwab, vice-president; Charles Bromley, secretary, and Fred Kotte, treasurer. The new graduates were then admitted to membership and a committee was appointed to draft a suitable memorial for the late A. W. Bair.

UNIVERSITY OF WASHINGTON.

Seattle, Wash., June 9.—The University of Washington has, for size and natural beauty, a campus that it would be hard to duplicate. The campus consists of 340 acres, which abound in vegetation, the variety of which is nowhere to be found north of California. The campus has about a mile of water front along the shores of Lake Washington, a lake thirty miles long and from five to six miles wide. Along the water front there are several peninsulas and these have been turned by the students of the different schools into picnic grounds. Not far from the Administration Building there is a huge natural amphitheatre.

The faculty, to encourage the beautifying of the grounds, set aside one day of each year for work on the campus, when the whole student body turns out in old clothes, each armed with axe, brush hook, shovel, etc., to make new paths and to extend the old ones. The pharmacy school was detailed to extend and improve the trail to one of the peninsulas on the lake shore, known as "Pharmacy Point." Several rustic seats were built and a sign placed along the trail, so that no one need be lost (this meaning visitors) in their endeavor to find it.

The new catalogue for the school of pharmacy is out.

Commencement exercises will be held on June 14. The graduation class is small in quantity but excellent in quality.

N. D. AGRICULTURAL COLLEGE.

Fargo, June 12.—The North Dakota Board of Pharmacy held its examination of applicants for registration, in the Science Hall of the college, May 25. T. A. Findley and I. Bannister, both students of the School of Pharmacy, were among those who successfully passed, the first-named carrying off the honors of the examination.

The class numbered fifty-three, of whom six passed as entitled to be registered as pharmacists and fifteen will be registered as assistant pharmacists. Those registered as pharmacists are: T. A. Findley, Westhope; R. Bennett, Willow City; J. G. Cowan, Carrington; E. E. Clemens, Jamestown; I. Bannister, Flaxton; A. S. Sigurdson, Valley City. Assistant pharmacists: J. C. Reinerson, Park River; A. L. Rachac, Fargo; Nelle E. Buck, New Rockford; W. R. Campine, Westhope; C. A. McKay, Langdon; H. N. Bjornson, Kulm; Olof Almklov, Portal; H. T. Francis, Langdon; Geo. A. Richards, Granville; O. O. Sund, Sherwood; G. M. Shephard, Glasston; F. A. Scheuble, Dazey; Robt. Swanlow, Milton; E. J. Skjold, Winnipeg, Man.; Joe Hayes, Hecla, S. D.

While the class examined was the largest in the experience of the Board, the number of successful candidates is not the largest at any one examination. The Board aims to keep the examination up to the standard and seeing that applicants are thoroughly qualified to enter the work. There are now about 300 registered pharmacists in the State. The next meeting will be held in Fargo, September 19.

DETROIT, C. P.

Detroit, June 13.—Commencement exercises at the Detroit College of Medicine were held last week, in Harmonie Hall. A representative audience was in attendance. There were twenty-eight graduates, eleven pharmacists and seventeen dentists. The class and faculty made an impressive picture ranged in a semi-circle around the stage. The exercises consisted of prayer and address by Rev. John Munday; conferring of degrees by President Sidney Miller; presentation of registration certificates by C. J. Gray, D.D.S., of the State Board of Dental Examiners; valedictory for the department of dental surgery, by C. W. Colter, D.D.S., and for the department of pharmacy by L. A. Seavich, Ph.G., these numbers being interspersed with vocal and instrumental music. At the close of the exercises the pharmacy graduates banqueted at the Hotel Metropole. They were: C. M. Coons, A. W. Gunn, E. Hammon, E. M. Herrick, G. W. Hill, E. M. Jones, L. Kreuger, A. Paton, W. C. Scott, L. A. Seavich and W. Thomczek.

—William H. Davis, a prominent druggist of Fall River, Mass., fell dead in his store, last week. Mr. Davis was only thirty-six years old. He was born in London, Eng. He left a widow and two children.

A SPECIFIC IN

Tuberculosis Cancer Syphilis

GRISERIN

NON-TOXIC

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now. Tell your doctors about it.

PRICE LIST

GRISERIN-ALPHA: FOR EXTERNAL USE ONLY!

1. For dusting on wounds and suppurating ulcerations.

2. For use in the GRISERIN Insufflator—in NOSE and THROAT AFFECTIONS for RHINITIS or DIPHTHERIA.

GRISERIN-ALPHA:

In Packages of	25	gramm	$2.00
"	50	"	4.00
"	100	"	7.50
"	250	"	18.00
"	500	"	34.00
"	1,000	" (1 Kilo)	65.00

GRISERIN-BETA: FOR INTERNAL USE ONLY

CACHETS—In Tubes (each tube containing ONE WEEK'S TREATMENT.)

		Retail	Wholesale
1 Tube Griserin Cachets Grammes	0.20	$1.75 per tube	$16.00 per dozen
1 " " " "	0.30	2.00 " "	18.00 " "
1 " " " "	0.50	2.50 " "	23.00 " "

		Retail	Wholesale
1 Tube Griserin Cum Tannalbin Gramm	0.20	$1.75 per tube	$16.00 per dozen
1 " " " " "	0.30	2.00 " "	18.00 " "
1 " " " " "	0.50	2.50 " "	23.00 " "

	Retail	Wholesale
Griserin Insufflators: - -	$1.25 each	$12.00 per dozen

	Retail	Wholesale
Griserin Solution (concentrated):	$1.00 per bottle	$9.00 per dozen

WRITE FOR BOOKLET

We Want Every Druggist to Become Familiar with

GRISERIN

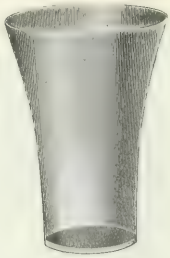
SOLE AGENTS FOR AMERICA

AMERICAN GRISERIN WORKS

108 FULTON ST., NEW YORK

(S. P. 5.)

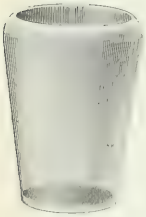
No. 440.


No. 430.

No. 147.

No. 375.

SODA TUMBLERS


No. 387

No.			Per doz., net.
147-A.	14½ ounce.	Thin	$ 84
147B.	15 ounce.	Thin sides, heavy bottom	1 20
375.	11½ ounce.	Heavy	84
387.	11 ounce.	Heavy	84
400.	12 ounce.	Heavy. Like No. 375, but larger	84
410.	12 ounce.	Thin. Like No. 147, but shorter	72
425.	10 ounce.	Thin. Flared. Style of No. 430	72
430.	12¼ ounce.	Thin. Flared	81
435.	11 ounce.	Heavy. Flared. Shape of No. 430	1 02
440.	14 ounce.	Thin	81

No. 129.

MINERAL TUMBLERS

No. 3

No.			Per doz., net.
0.	6 ounce.	Small Mineral	$0 48
1.	8 ounce.	Small Mineral	48
2.	6¾ ounce.	Small Mineral	48
3.	8 ounce.	Thin. Flared	60
4.	5 ounce.	Thin. Concave	60
129.	9 ounce.	Thin	60

The Contents given are of Tumblers filled to top

Small Mineral.

Soda and Mineral Tumblers at Purchaser's Risk of Breakage

In Original Barrel Lots, 10 per cent. discount. In Five Barrel Lots, 20 per cent. discount.

CONTENTS OF ORIGINAL BARRELS

No.		Doz.	No.		Doz.	No.		Doz.	No.		Doz.
147A.	Soda	10	400.	Soda	16	435.	Soda	14	2.	Mineral	25
147B.	Soda	10	410.	Soda	14	440.	Soda	14	3.	Mineral	18
375.	Soda	16	425.	Soda	14	0.	Mineral	30	4.	Mineral	25
387.	Soda	17	430.	Soda	11	1.	Mineral	24	129.	Mineral	19

MANUFACTURED BY

WHITALL TATUM COMPANY

MANUFACTURERS OF

Druggists', Chemists' and Perfumers' Glassware

Manufacturers, Importers and Jobbers of Druggists' Sundries

New York, 46 & 48 Barclay St. Philadelphia, 410-416 Race St. San Francisco, 45 Stevenson St. Boston, 91 Washington St., North. Sydney, N. S. W., 12 Barrack St.

A full line of samples of our goods can be seen at our Sample Rooms, No. 196 East Randolph St., Chicago.

(S. P. C.)

TRADE SECTION

GERMAN ESSENTIAL OILS.

Steady Increase in That Branch of the Chemical Industry.

SEMI-ANNUAL REPORT OF SCHIMMEL & CO. IN USUAL INTERESTING FORM.—DEPLORES RUSSIAN TROUBLES.—SCATHING REMARKS ON AMERICAN CUSTOM REGULATIONS. —1904 MORE PROSPEROUS THAN 1905 MAY PROVE.

A good deal of interesting light is thrown on the condition of the German chemical industry and considerable useful information on recent investigations in connection with essential oils, both from a scientific and commercial standpoint, is given by the semi-annual report recently issued by Schimmel & Co., and distributed in this market by their local representatives, Fritzsche Brothers. On the whole the German chemical industry, especially that portion of it connected with the production of essential oils, appears to be in a prosperous condition. This was especially true of the year just past, 1904. The present year has not opened so auspiciously, the two chief adverse influences being the upheavals in Russia, due to internal troubles and the disastrous war with Japan, and the inauguration of several commercial treaties or the imposition of new import duties which are objectionable to the German trade. The tone of the remarks on the Russian situation are noteworthy, as they are decidedly friendly, showing repeated evidence that German business men, at least in the chemical industry, regard Russia as an exceedingly valuable customer and one to be catered to in every possible way.

"We believe," says the report, "that every duty on raw material imported for use for manufacturing purposes is to be regretted." This remark is called forth by a consideration of the fact that the German tariff has been revised in several particulars. One of these is the increase of the duty on seeds, anise, fennel, coriander, caraway, etc., from the old basis of three marks per 100 kilos to four marks. Under the new regulations, seeds for use in extracting essential oils are admitted by Germany free of duty under the regulating control of the custom authorities, but it is evident that the manufacturers consider this provision of little real value, as they are not allowed to sell the residues after distillation for food for cattle, a custom which has formerly netted very considerable returns.

As to the German tariff on essential oils themselves, the inauguration of new commercial treaties with Italy and Russia has left details on the following basis: If the essential oils come from either of these two countries just mentioned, a duty of 20 marks per 100 kilos is exacted, while importations from all other lands require the payment of 20 to 30 marks. The same terms have been put in force for menthol in the form of migrane pencils. Turpentine and pine needle oil remain free of duty as formerly. Artificial perfumes are now assessed at 80 marks per 100 kilos. This classification includes vanillin, coumarin and heliotropin. Previously vanillin paid 50 marks and the others were free of duty.

Changes in the tariff regulations of other countries have been fairly numerous. In Roumania the rate on artificial perfumes has been raised from 12.50 lei per kilo to 20 lei. The changes in the duty exacted by Austria-Hungary on imported oils has been revised to the following basis:

1. Oils from citrus fruits (sweet orange, lemon, bergamot, etc.), oils of bitter almond, cajeput, cedarwood, melissa, mustard, peppermint, sandalwood, sassafras, hitherto 15 gold florins, now 36 crowns.

2. Other oils, not specially enumerated in the general tariff, hitherto 25, or under special treaties 15 gold florins, now 60 crowns.

The paragraph on the American tariff we quote verbatim, for it is always interesting to know what others think of us. "The sale of our (German) products to the United States of America was exceptionally important and remunerative. The trade with this country is impeded by all kinds of petty regulations by the American customs respecting the making out of consular invoices. Since some time, these invoices must contain not only details of the goods themselves, but also of the bottles, cases, corks, metal capsules and even the labels on bottles—paltry matters which are absolutely of no consequence. These regulations are unique in the world."

The inauguration of a tariff on imported printed commercial matter, price lists sent open, etc., by Australia is spoken of in the report. The Era has previously informed its readers of this regulation.

As to German trade with France, there is a good deal of complaint of "arbitrary" tariff classification of various products by the French officials. The Schimmel report waxes so eloquent over one of these cases that it is natural to suppose that the firm of Schimmel were the importers. "Anethol was recently declared a chemical product," says the report, "whereas it is nothing but a purified anise oil. The method of preparation is considered analogous to that of eugenol, which, however, as is well known, is not produced mechanically, but by chemical process, by means of the sodium compound."

Another case of French decision considered unfair by Schimmel was one made by the custom authorities at Reuilly-Paris, which held that a consignment of camphor was a synthetic product and so should pay the usual penalty. This camphor, the German firm states, they make from camphor oil, as a sort of by-product. Anyway, it is claimed that artificial camphor is not yet an article of commerce, still being in the experimental stage. All processes for manufacturing the synthetic are patented and yield a product quite different from that involved in this case. At least that is what is stated by Schimmel, who produced it. They claim that it still contains traces of camphor oil, which renders it undesirable for anything except technical purposes. Further, that synthetic camphor, being optically inactive, can be readily distinguished from the natural dextra rotatory camphor, and on these grounds it is hoped that a revision of the decision will be obtained through the expert opinion of such eminent French chemists as Professor Dr. Haller, of the Sorbonne, Paris, who has himself been the author of several valuable works on camphor.

The Japanese side of the war is not to be found featured to any extent in Schimmel's report. It is mentioned, however, that German trade with Japan has increased since hostilities commenced and that as that country had imposed increased duties on imports to raise revenue for war expenses, the buying of supplies in advance of the date of inauguration of this measure had been very considerable. A few other countries are mentioned with regard to trade conditions, among them Argentine and Mexico, in both of which business, that is, German business, is increasing.

The weather of the world for the past six months is generalized in the description "normal." The one serious climatic irregularity mentioned is that much damage was worked by cold in the south of France during January.

Our German friends wax quite eloquent over the increase in the adulteration of essential oils. The practice is said to be more wide-spread. The Schimmel firm operates a chemical analytical laboratory for the testing of samples for themselves and customers and in this many products of supposedly reliable houses have been proven adulterated. The remarks on this subject end with a pretty clear threat to publish some of these results unless the practice is given up.

The death of Dr. Friedrich Hoffman is fittingly recorded and a handsome tribute is paid to his ability, his work, and his personality.

The remainder of the report, which is gotten out in its usual neat form, is devoted to digests and abstracts on various essential oils and their raw materials. There is a great deal of pharmaceutical, chemical and commercial information in these pages. A large portion of the more scientific points related are the results of original researches by the Schimmel firm. To these are added the best new developments of the year, from whatever source, as long as it has any bearing on the situation in essential oils. Thus the report contains a real epitome of the scientific progress of the world in this special branch of activity. In short, the report is just as able and interesting as it usually is. It would be carrying coals to Newcastle to explain fully to the drug trade concerning something so well known.

THE SPONGE FISHERIES OF FLORIDA

Methods of Gathering and Preparing, with Description of Various Varieties of Sponge.*

How the Vessels are Rigged and Operated—Wages and Division of Profits—Production of Various Varieties and Prices Realized from Sales—Occasionally Gathered in Foreign Waters by Americans—In past years Supplies were Abundant but now Declining.

There are two well-defined areas of the Florida coast in which sponging is prosecuted.

A chain of "keys," or islands, starts from the mainland at about Miami, on the east coast, and extends, in the shape of a horn, far into the Gulf of Mexico, the Dry Tortugas being the westernmost point of the horn. In the waters surrounding most of these keys, and also between the keys and the mainland as far as Cape Sable, sponges are found. This is called the "key grounds" and is worked exclusively by spongers from Key West and the few inhabitants of the many keys. The earliest sponging was on these grounds.

The "bay grounds," which are the most prolific, are on the west coast, in the Gulf of Mexico, and extend from John's Pass, a few miles north of the entrance to Tampa Bay, to St. Mark's lighthouse, a distance of about 200 miles. Sponges are also found in the gulf between Tampa Bay and Cape Sable, but not in sufficient quantities to justify making trips specially to this region.

The sponges taken from these grounds are classified as follows by the spongers and buyers: Sheepswool, yellow, grass, velvet or board, and glove. A few other unimportant kinds, such as "wire," "hard head," etc., are generally included with those previously mentioned.

TYPES OF SPONGERS' VESSELS.

Vessels of a schooner or sloop rig, ranging from five to forty-six tons (averaging slightly over eleven tons), operate chiefly on the "bay grounds," while small sloops, usually of less than five tons burden, work mainly on the "key grounds." The larger vessels, which average about $1,168 in value, exclusive of outfit, carry from five to thirteen men, while the smaller vessels, which average in value about $783, including outfit, carry crews of from three to five men.

The larger Key West vessels make three to four trips per year to the "bay grounds," and some of them make one or two trips to the "key grounds." Each "bay" trip occupies about two months, while the "key" trip is made in about a month. The Tarpon Springs and Apalachicola vessels average about five trips each year, each trip occupying about two months. None of these latter vessels visits the "key grounds."

The "bay" trips are usually arranged as follows:

The first trip begins about the first week of January, and ends from the 10th to the 20th of March, the spongers working from the mouth of Anclote River to St. Martin's Reef, about forty miles. Many of the vessels do not make this trip, as the weather is usually cold and windy.

The second trip begins about April 1 and ends from the 10th to the 20th of June. The grounds between John's Pass and Cedar Key are visited during this trip.

The next trip begins about July 1 and ends from the middle of August to the 1st of September, and is also carried on between John's Pass and Cedar Key. This is usually the best trip of the year.

The fourth trip is called the "hurricane trip," from the fact that it is prosecuted during the hurricane season, and lasts from the middle of August to about the 10th of October, the same grounds being visited as on the two previous trips.

The last trip usually begins the early part of November and ends December 20, the Rock Island grounds being visited.

A number of the vessels refit previous to the last trip, while other wait until the first two months of the year for this purpose.

DIVISION OF PROFITS.

The crews work on shares. The owner, or "outfitter," furnishes the food, fuel, boats, apparatus, etc., for the trip. While sponging in the "bay" each member of the crew is assessed thirty-five cents per trip for watchman's fee at the "kraals," and fifty cents per trip for wood. After deducting these two items from the gross proceeds of the trip, the vessel takes half of the remainder, and the other half is divided up equally among the crew. Besides his regular share with the crew, the captain gets 10 per cent. of the vessel's share, and each "hooker" gets one-fourth of one share from the vessel's portion. Should the captain also be a "hooker," which is generally the case, he only gets his regular 10 per cent.

The same division of proceeds is followed on the "key" trips, except that there are no charges for watchmen and for wood. The men generally camp on the keys where wood and water are convenient, and as settlers are scarce in this region the "kraals" do not have to be guarded.

The only apparatus used in this fishery is the sponge hook, a three-toother curved hook attached to poles of varying lengths, according to the depth of the water in which the sponger is working, and the sponge glass—a common water bucket with the bottom knocked out and a pane of window glass substituted. The latter is used for seeing below the surface when the water is disturbed by ripples.

A sponge "kraal" or pen is generally about ten feet square, built of wattled stakes, and is placed in shallow water in the shelter of some key or island. Each vessel usually owns one, and for better protection from thieves, a number of them are congregated at some convenient place and a watchman employed to guard them. For a number of years many of the "bay" spongers had their kraals at the north end of Anclote Key. As these were exposed to the full force of the wind when blowing from certain directions, considerable loss was sustained on several occasions by the storms washing the sponges out of the kraals and carrying them out to sea. Owing to this the kraals were removed in 1890 to Bailey's Bluff, on the mainland about two miles north of the mouth of Anclote River. The latter are sometimes called the "Cabbage kraals," from a large cabbage palm standing on the beach just opposite the kraals. At Bailey's Bluff there are about eighty-five kraals, while at Sawyer's there are about forty. A few kraals are also located at North Key, close to the town of Cedar Key. This was at one time a very important kraaling place.

GATHERING AND PREPARING.

Kraals were also located at Rock Island and near St. Mark's lighthouse at various times.

The key spongers build their kraals at various places, no effort being made to keep them together, as in the "bay." The spongers usually select a convenient key and make their camp on shore, and build their kraal in some sheltered cove close to the shore. They suffer very little from thieves, so do not require watchmen. Should the key have any inhabitants, these usually watch over the kraal.

When first brought to the surface, the sponges are black and slimy. As soon as a dingy has secured a load it is sculled to the vessel, unless the latter is too far away, when she sails down to the boat, and the load is transferred to the deck of the vessel. They are then spread carefully over the deck in their natural upright position, so as to allow the slimy matter, or "gurry," to run off easily. At first they have a strong ammoniacal smell, exceedingly disagreeable to those unaccustomed to it; but this is soon succeeded by a scent very similar to that of decaying seaweed. After several days' exposure on the deck, the sponges die and a good part of the "curry" runs off. In the "bay" the vessels usually return to the kraals every Friday. The sponges are then transferred from the vessel to the kraal, where they are allowed to soak until the vessel returns from the next week's trip. Those brought in the previous week are then beaten out with a short, heavy stick, which removes most of the slime and animal matter still remaining in them, while those to which the black scum still adhere are scraped with a knife. The sponges are then squeezed out quite thoroughly with the hands, after which they are removed to the shore and strung on pieces of coarse twine about six feet in length, in which shape they are ready for sale. All sponges are sold by auction.

*By John N. Cobb, Agent of the United States Fish Commission.

VESSELS AND KRAALS AT BAILEY'S BLUFF.

SPONGES GATHERED IN FOREIGN WATERS.

In September, 1900, the schooner Serafina C., of Key West, made a trip to the Mosquito Coast of Nicaragua, and brought back about 1,016 pounds of sheepswool sponges and forty-four pounds of velvet sponges. Most of these were taken in water shallow enough to permit of the sponges being secured by wading. No effort was made to gather other kinds, as they would not have sold for enough to pay for the collecting. The sheepswool and velvet sponges were of an inferior grade. On landing the sponges at Key West they were compelled to pay duty on them. Owing to the success of the Serafina C., several other vessels have since been working on these grounds. For some years past Key West vessels have made occasional visits to these grounds, the schooner Sea Gull having been wrecked while returning from such a trip in 1886.

Shortly after the close of the Spanish war, one or two of the vessels visited Cuba and brought back a few sponges. These were not gathered by the crew, however, but were purchased from the natives. As they were of an inferior grade, and duty had to be paid upon them, no effort was made to continue the business.

PREVIOUS ABUNDANCE.

The Key West sponge forms now the greatest portion of sponge sales. Cedar Key and St. Marks have dropped out of the fishery entirely, while Tarpon Springs and Apalachicola have decreased slightly since 1897, so far as the quantity is concerned.

The catch for 1900, in both quantity and value, exceeded that for any other year for which figures are available. The catch of sheepswool sponges for 1900 is lower than for 1895, but higher than for the other years. The value of this kind has increased very much, however. The catch of yellow sponges increased nearly 90 per cent., while the catch of grass sponges has almost doubled since 1899.

As far as values are concerned, the most noticeable features are the great increases in value of the sheepswool and the yellow sponges. While the sheepswool has been steadily increasing in value for years, the yellow suddenly jumped from twenty-nine cents per pound in 1899 to fifty-nine cents in 1900. In 1901 they soared higher, some lots being sold on the Key West sponge wharf for an average price of about $1 per pound. This increase is accounted for by the fact that the high prices prevailing for sheepswool sponges has caused many people to use yellow sponges in their stead for certain purposes. The general average for all kinds is also the highest for the period under question.

While the average catch of sheepswool has been decreasing, the average value has remained about the same. In 1900 the average value of yellow sponges is the highest of any previous year. The grass sponges show an increase in the average quantity over all other years, except 1897, which was an exceptional year for this kind.

BOER WAR SPECTACLE.

Realistic and complete in detail is the Boer War Spectacle which is being produced at Brighton Beach Park this season. A short but comprehensive introductory scene is followed by the battle of Colenso, in which the Boers were victorious. The defeat and surrender of Cronje in the battle of Paardeberg and DeWet's miraculous escape terminate the entertainment, in which over a thousand horses and men are actively engaged the greater part of the time.

Colonel Harrington, the South African explorer, procured a number of pygmies from the Great Central Forests while there, and six of the number will be exhibited at the Brighton Beach Park in the near future, for the edification of naturalists and the public.

ABOUT FISHING TACKLE.

Whether a fisherman be an expert or the veriest tyro, there is nothing so aggravating as tackle which breaks at the supreme moment when the man behind the reel is about to land his catch. It is always the biggest fish that gets away, and when it is lost through defective tackle, it is the man who sold the tackle who comes in for the condemnation. Pflueger's fishing tackle, which is advertised in another column of The Era, is recommended as the sort which every druggist, who handles fishing tackle, should buy, if he wants to make sure of landing his customers. When they find the tackle will hold they will buy a second time, and excuses for poor tackle will not have to be made. Hooks, flies, lines, trolls, phantoms, spinners, reels, furnished lines, and in fact everything needed by the most enthusiastic disciple of Izaak Walton, is supplied by the Enterprise Manufacturing Company, Akron, Ohio, which makes the Pflueger tackle. An illustrated catalogue, metal sign and an eight-color window transparency will be sent to all dealers in sporting goods.

IMPORTANT ANNOUNCEMENT.

The American Peroxide & Chemical Co., 88 Maiden Lane, New York, has requested us to announce that a change has occurred in the management of that company, Mr. E. B. Carroll being now vice-president and general manager.

They are ready to receive orders from the trade for the "American Brand" of peroxide of hydrogen, or for peroxide of hydrogen of guaranteed quality, bottled under the dealer's own label.

APPRAISERS' DECISIONS.

H. Kohnstamm & Co. imported at New York, November 28, 1904, certain merchandise invoiced as "Extract d'Orseille B crist," upon which duty was assessed at 30 per cent. advalorem. The importers claimed it was free of duty as "orchil or orchil liquid." The Board of General Appraisers found from the evidence that the article was in small, irregular particles of a dark green color with a metallic luster, is made from a crude fluid extract of archilla weeds (*Rocellatinctoria* or *R. Fuccformis*), fermented in the presence of ammonia and containing more or less woody fiber. By the use of diluted sulphuric acid and filtering, the woody matter is removed; then a powder is precipitated and dried. This orchil powder is treated with fuming sulphuric acid, and the sulphonated article in question is the product. The sulphonation of orchil changes its constitution, and the product is an acid color or dyestuff soluble in water. It is not the orchil or orchil liquor provided for in paragraph 628 of the tariff, which are crude products from which coloring matters are formed.

The invoice heading of the manufacturer contained a description of the goods in French, which the Boards translated as follows: "Orchil and extract of orchil, for dyeing and printing. Special extracts of orchil, for the coloring of edible goods." This, with the invoice description and other evidence, was conclusive of the correctness of their finding in the Board's opinion. The protest was overruled and the importation held dutiable under paragraph 58, as a color.

Gauge of Whisky in Bonded Ware-House.

The Board of General Appraisers has decided that imported whisky which has been entered in bond for warehouse is properly assessable for duty on the quantity of the whisky as ascertained at the time of entry in bond, and not upon the quantity as shown by the gauge of the whisky at the time of the withdrawal from bond.

Liquidation—Severable Causes of Action.

Many of the various claims or demands which may arise from a single liquidation of an entry by a collector are severable causes of action and may be made the subject of separate protests, which may be considered and decided at different times.

Finality of Board Decision—Not a Bar to Proceedings under Pending Protests in Certain Cases.

A decision of the Board sustaining a protest is not a bar to further proceedings under another pending protest against the same liquidation and covering the same and other merchandise, but raising a question which was neither expressly nor necessarily determined in the decision of the former case.

Reliquidation under Board Decision—Effect upon Pending Protests.

A reliquidation of an entry by a collector to execute an order of the Board of General Appraisers sustaining an importer's protest is not a "decision of the collector," within the meaning of section 14 of the customs administrative act. It will give no new right of protest nor invalidate another protest filed against the original liquidation.

Rights and Liabilities on Abandonment of Goods in Bonded Warehouse.

Imported tobacco which has been produced in and exported from Cuba, and which has been placed in public stores or bonded warehouse and has remained there three years without being withdrawn is regarded as abandoned to the Government, and may be sold under such regulations as the Secretary of the Treasury may prescribe, and the proceeds paid into the Treasury.

The convention between the United States and the Republic of Cuba having been proclaimed by the President, and put in force and becoming operative on December 17, 1903, during the period of the three years while such merchandise remained in bond and prior to the date of abandonment, the dutiable character of such tobacco is governed by the provisions of such treaty. The rights and liabilities of both the Government and the importers were fixed at the time of such abandonment.

A protest claiming that such tobacco is subject to a reduction of 20 per cent. of the rates of duty provided for in paragraph 213, tariff act of 1897, under the provisions of said treaty, held to be tenable and will be sustained.

These rulings were given by the Board of General Appraisers in the case of importations of tobacco from Cuba by Chas. B. Lewis, at Boston. The goods were imported in January, 1901, and entered for rewarehousing in the months of February and May, 1901, respectively. The portions of these entries involved were withdrawn from warehouse on September 6, 1904, more than three years after the date of being placed in bonded warehouse.

Ground Kalkspar.

F. H. Shallus imported at Baltimore ground kalkspar, which was classified as gypsum calcined. The importer protested it was dutiable at a less rate as an unenumerated manufactured article. The Board sustained the protest.

Cologne Bottles.

Certain cologne bottles imported at Chicago by A. C. McClurg & Co., were classified as composed in chief value of cut and ground glass. On examining the protest of the importers, the Board decided they were dutiable as manufactures of metal, as composed in chief value of silver.

Cosmetic—Toilet Preparations.

The Board affirmed the assessment of duty on merchandise imported by E. Utard, at New York, and invoiced as "cosmetique" which was classified under the paragraph of the law for cosmetics and other toilet preparations. The importer contended that it was free of duty as a product of petroleum. An analysis failed to reveal indications of ingredients derived from petroleum.

Smokers' Articles.

Smokers' stands imported by R. F. Downing & Co., equipped with metal trays, cigar cutters, etc., also wooden pipes or cigar holders, were assessed as smokers' articles.

RUBBER GOODS NOVELTIES.

With a Reply to Some Unjust Remarks on the Thermalite Bag.

Two new designs in hot water bottles have recently been put upon the market. The first is characterized by a series of ribs made of rubber, which extend right across the surface of the bag. There are four of these and they are supposed to stiffen the bag enough to make it retain its shape, whether full or only partly full. This scheme also makes it easier to keep the bag in place on the patient's body when it is in use. The other appears to possess little real merit, but it is certainly novel. It is made to resemble a fish. The mouth of the bottle protrudes through the mouth of the fish. The surface of the fish bag is covered with scales (rubber, of course) and fins project at the sides like handles. The tail is bored with a hole, so as to permit hanging the bag by it.

Another perfume demonstrator has appeared. It is intended for the convenience of dealers who are demonstrating perfumes to customers. For it is claimed economy of perfume as well as speed. A seamless rubber bulb is attached to a spraying tube. The drops of perfume in the tube, after demonstration, need not be wasted, for by compressing the bulb with one finger over the spraying point, all the fluid in the tube may be returned to the bottle, saving one or two drops each time, an important matter in the case of an expensive perfume. Insecticides, deodorizers or disinfectants may be sprayed in solution with the same appliance.

These articles are described in the India Rubber World for June. In the same issue the World has an article on the Thermalite Bag, with which all readers of The Era are already familiar. Following the description is an interview with one of the leading manufacturers and marketers of rubber hot water bottles, which is so interesting that we quote it:

LOOKS LIKE FEAR OF A RIVAL.

"I cannot see," said the manufacturer, "how the Thermalite bag will menace the supremacy of the hot water bottle. It is novel and to my mind its chief claim to attention lies in that characteristic. It cannot be any cheaper, as the rubber bag used costs as much as if it were to hold water, while the chemicals are certainly as expensive as hot water. Then, too, it is a bother to get a big kettle of water and set it boiling for the purpose of getting the heat into the Thermalite. It would seem to be much simpler and quicker to fill a bag with hot water, which in the modern home is always on tap. The point in favor of thermalite which occurred to my mind when I first had it brought to my attention was that it was a solid, and therefore could not flow out of a leaking bag. But as I now understand it, that solid, when hot, is liquefied, and only regains its solid form when it gives up its heat. Personally I should be just as willing to be scalded by hot water as hot melted salts, although with high grade bottles neither is necessary."

Another important manufacturer in the same line said "that he believes the success of the new article would be found to lie in the selling organization of the company marketing it. Marked selling ability

might succeed in bringing about a large demand. In this event the rubber trade would not be sufferers. His own firm had already made some of the Thermalite bags."

Very interesting, but some exception may be taken to a number of points. It certainly does menace the supremacy of the hot water bottle for several good reasons, as is proved already by the great demand for it. There seems to be some evidence of fear of the new rival and a very natural attempt to make light of its merits while seeking faults in it. But there are none to find. It is novel. But it lives up to all claims made for it when in actual use. It can be used when wanted without immediate preparation and with the loss of hardly any time. It gives out a better, longer sustained and dryer heat than a hot water bottle could ever hope to. It does not lie on a patient like a clammy, loathsome corpse in the early morning hours, when no one is near to remedy, as the hot water bottle does. When it is cold it is not unpleasant to touch or sight. It fits itself to the patient's form closely and comfortably. It does not drop all over everything, and it does not have to be filled.

THE ADVANTAGES OF THERMALITE.

Certainly the Thermalite bag is no cheaper than the hot water bottle; the wonder is that it is as cheap, when its advantages are considered. Its worst enemies cannot say it is expensive. It can hardly be any more bother to put the Thermalite bag into a kettle of hot water than to draw hot water from the tap. If there is no hot water in the pipes of the house, water must be boiled to fill an ordinary hot water bottle with just exactly the same amount of trouble as boiling the Thermalite bag requires. If it is a city apartment and hot water can always be had (and how many apartments we all know which are not so blessed) it is just as easy to heat the Thermalite bag by holding it under the running hot water as it is to fill a hot water bag. No, the trouble is just the same in either case. And the advantages of the Thermalite bag should be considered. It does not have to be filled or prepared as often as the old style bottle by a difference of two to one. It can be prepared for future use while the hot water bottle must be used at once. It can be taken off the chair, without rising, and the heat turned on immediately.

As to the point of Thermalite being a liquid when ready for use and so being able to flow out and scald the patient; that is absurd. True, it is in a liquid state, but when thoroughly liquid it is cold, and it is while it is solidifying that it gives off its heat so that in a very little while it is too solid to flow from any ordinary aperture. As to the hot water bottle, it is well known that they sometimes do break. And it is a certainty that if the impossible should happen and the Thermalite leak out, it would not run all over everything the way hot water would, and the damage being confined to a smaller territory, would be more easily remedied.

The second manufacturer was right. The management of the Thermalite Company has marked selling ability, and is creating a widespread demand. But it is not all due to management. The bag has great merit.

SHOW WINDOW FEATURES.

When Original Ideas Are Exclusive Try a Color Harmony.

SEVERAL INGENIOUS DISPLAYS. A LAUNDRY SCENE; TUB, LINEN AND ALL, SIGNALIZES A NEW ENTERPRISE.—FEATURING SUMMER STATIONERY.—REFERENCE TO WELL-KNOWN TOPICS OF THE DAY ALWAYS ATTRACT ATTENTION.

Ranney's Pharmacy, 27 Pearl street, New York, has been remodeled. All the fixtures and features pertaining to the old store are gone. Large new show cases of the silent salesman type greet the eye as one opens the door. A new soda fountain has been installed. These modern fittings, with the fine linoleum on the floor gives as pleasing an impression as is created by any upper Broadway store.

In one window is a display of violet ammonia which is featured by the use of violet crepe paper. This covers the floor and raised stands. In the form of a fringe two inches wide it covers the moulding of the window frame and so borders the whole display. The first row of bottles is prone, the next slightly elevated, their corks touching the base of a two-step platform upon which is one row of six bottles, and on the top eighteen bottles in a double row, there being six facing the street and six facing the store, while two at each end complete a long rectangular formation. Violet electric bulbs are arranged at regular intervals in the crepe fringe. There is one white bulb in each corner. By a device contrived by Mr. Renney, the current is so regulated that as one set of bulbs lights up, the other darkens. This intermittent light gives a very pretty effect at night. The second window has the electric display, but the bulbs are red and white, as they are aiding in featuring calisaya. This window has red crepe paper of the same color as the goods. The general arrangement is the same as in the other display. One peculiar line of trade supplied at this store is the furnishing of medicinal supplies for ships.

BETTER THAN POOR DISPLAY.

Heydenrich Brothers, 167 Atlantic avenue, Brooklyn, have extra large show windows of good depth, but do not attempt displays. The firm's policy eliminates them. The floors of both the corner and the Atlantic avenue windows are tiled in blue and white, with a walnut color border to match the fixtures. Standing in the center of each is a large, square, silent salesman, filled with sponges after the German style. These are reinforced by eight large show bottles, two to a window. An artificial potted palm stands on the top of each case of sponges. All this is because the firm does not care to boom side lines, seeking chiefly a prescription business.

The Alper's Pharmacy, Broadway and Thirty-first street, Manhattan, is calling attention to an own make listerated foot powder by a good window. The floor and draperies are pure white. The containers are white with orange colored covers which, when fitted on, extend down over about one-third of the box. These cartons are similar in style to a talcum powder box, but are square. The goods are arranged in a conventional style, three pyramids, flanked by lesser groups. It is the combined effect of orange and white, also the feature of the decoration scheme of the soda fountain within, which attracts the eye.

F. L. Chambers, 782 Fulton street, Brooklyn, devotes both windows to a malted milk. They are arranged exactly alike. The floor is covered with dark red crepe paper. There is no background. In each window are two show bottles, mounted on high pedestals. The formation of the white cartoned goods suggests a piece of honey comb. This is achieved by placing the first square carton with its angle to the street. The second row has three cartons, the next five, and so on until the base is complete. On top of this is built the second layer in the same manner, which leaves small open spaces between the units. The plan is closely followed until the comb is finished off with one carton on top. There are no cards to tell the price or describe the virtues of the goods exhibited; the fact that they are generally well known seems to be thought sufficient.

W. S. Rockey, Thirty-fourth street and Eighth avenue, New York, has been holding a soap sale with prices to suit the pockets of all comers. The soap display window has a large "S" marked in colors on the pane, so big that it completely covers the whole window front. This forms the initial letter of the words "soap" and "sale" the other letters of the words being placed in smaller characters in the upper and lower curves of the "S."

A BABY WINDOW.

John Eckert's store, at Ferry and Jackson streets, Newark, is in a neighborhood where the most popular song is "The Babies on Our Block." Catering to the needs of the little ones brings Mr. Eckert much trade, and he has arranged an original and unique show window of things for the baby. There is a big sign bearing the greeting, "How is the baby?" It is in letters so large that it is sure to attract attention, and it is the greeting that appeals to every mother. Underneath it is another sign, "Everything for the little sucker." This sign is supported by a row of nursing bottles, with a string of nipples entwined about them. The front of the window is given over to straight rows of boxes of talcum powder. Above these in pyramids rise semi-circular rows of other boxes, with a neat arrangement of nursing bottles, malted milk, baby food, sponges, nipples, sterilizing bottles, teething beads, rattles, comforters, baby combs and brushes, bottle brushes and a score of other articles which may be needed by the little one, from the bottle to the slipper. In a conspicuous place is an old piece of footwear, which looks as if it had done duty in a family where every effort had been made to rout the race suicide theory. The window has attracted much attention, and Mr. Eckert says it is a trade maker.

—The Off & Vaughn Drug Co. has incorporated with a capital stock of $40,000, at 352 South Spring street, Los Angeles, Cal. S. F. Bothwell is president and H. M. Newlon, secretary and treasurer.

KEY TO QUICK SALES.

"More sales and quicker sales" is the motto of the Detroit Show Case Company, and the claims they make for their "Quick Sales" Show Cases are based on actual experience. They are being used in thousands of stores, and pleased customers everywhere offer their testimony as to the efficacy of these show cases in adding to the volume of trade. These cases in a store indicate a progressive spirit. They are modern and breathe the spirit of the present, giving the impression of vim and enterprise. The claim is made for them that they help business and bring people into the store. They certainly add greatly to the appearance and convenience of any establishment. The time for antiquated fixtures has gone by, and nothing but the most modern and up-to-date will do now for the merchant who wants to keep abreast of the procession. The illuminated "Quick Sales" Show Cases win friends on their merits. They take the place of the old fixtures, which have retarded trade and undo the damage which has been done by a lack of the progressive spirit.

A TIMELY HINT.

Nothing could be more timely just now than a hint about Fly Paper, and a suggestion as to where the best is to be found. The pestiferous insect is more troublesome during the dog days than at any other time and those days are fast approaching. Tanglefoot is the trap which is said to be the surest method of killing the troublesome fly. The claim is made for this paper that it is sanitary and is the only device known which will catch and hold both the fly and the germ and coat them over with a varnish, from which they cannot escape. Any device that will diminish the annoyance caused by flies in hot weather should be welcomed, and there is a wide field for Tanglefoot.

AN ARTISTIC CATALOGUE.

Artistic in design and execution is the catalogue which has been issued by the George W. Pitkin Co., Chicago. It is full of information about paints, and dealers and consumers will find in it all the information needed to enable them to purchase intelligently. The booklet is beautifully illustrated, showing the many colors which are made by the company. There is also a historical sketch of the house, which makes interesting reading, and pictures of the big factory where the paints are made, giving a pretty fair idea of the process of manufacture and the extent of the business. Several hundred paints, colors, varnishes, dryers, fillers, and enamels are indexed in the catalogue.

FULL OF INFORMATION.

There is much information in the little book, "How Money Grows," which is issued by W. M. Ostrander, 351 North American Building, Philadelphia, and which will be sent free on application. There are timely hints on "How to tell a good investment"; "How to invest small sums"; "How to guard against poor investments," and scores of other hints and suggestions to the investor or beginner in business. The work has been carefully compiled, and is replete with all that relates to successful business methods.

BUSINESS RECORD.

ALABAMA.

New Decatur.—W. G. Pride & Bro., succeed Pride & Slack.

ARKANSAS.

Brighton.—City Drug Store (Virgil Brawn, Propr.) succeeds Breckenridge Bros.

CALIFORNIA.

Kelseyville.—Geo. H. Voss, succeeds W. A. Maxwell.

San Jose.—Morehead-West Drug Co., succeed Geo. G. Morehead.

CONNECTICUT.

New Britain.—E. W. Thompson & Co., 181 Main St. E. W. Thompson, dead.

IDAHO.

Mackay.—Chas. F. Baker, succeeds Baker & Paling.

Twin Falls.—C. C. Bedford, succeeds Williams & Gooding.

ILLINOIS.

Chicago.—Hamilton Park Phcy., 73d and Vincennes Ave., new store.

Hitchcock Phcy., succeed A. Rosenwald, 1181 E. 67th St.

North-Western Economical Phcy. (Mr. Glassman, Propr.), succeeds E. B. Meserow, 1015 Milwaukee Ave.

Oia Drug Co., 802 W. Lake St., new firm.

Danville.—H. A. Hall, succeeds Jno. L. Goten & Son, 103 N. Vermilion St.

INDIANA.

Indianapolis.—E. E. Stuart, should be n. w. corner Senate Ave. and 21st St., and not Summit Ave.

Richmond.—Dickinson Phcy., succeeds Ballard & Snyder.

South Bend.—Economical Drug Store (Nicholas Schilling, Mgr.), succeeds Reuben Fink.

INDIAN TERITORY.

Atoka.—Atoka Drug Co., succeeds Mrs. G. L. Alexander.

Kingston.—W. S. Courtney, succeeds R. W. Berry (Kingston Drug Store).

IOWA.

Boyden.—Dr. Norton succeeds M. Bunts.

Des Moines.—Landford's Drug Co., 414 E. 5th St., new store.

Eagle Grove.—Eagle Drug Co., succeed A. C. Smith.

Kellerton.—W. S. Watson & Co., succeed G. W. Carmean & Co.

Le Mars.—Red Cross Drug Store, succeeds Gayno. & Black.

Oskaloosa.—A. A. Matthews Drug Co., closed up; no successor.

Washta.—Adams Drug Co., succeeds A. Orner & Co.

Whitten.—W. E. Koeneman, succeeds W. E. Koeneman & Son.

KANSAS.

Florence.—Fred. A. Bichet, new store.

Kansas City.—Grandview Drug Co., succeed Hugh Collins.

KENTUCKY.

Berea.—Porter Drug Co., succeed East End Drug Co.

Marion.—Haynes & Taylor, succeed R. F. Haynes.

MAINE.

Presque Isle.—W. H. Ryan & Co., damaged by fire.

MARYLAND.

Baltimore.—Jacob Shulman, succeeds Levy & Shulman, 1407 E. Pratt St.

MASSACHUSETTS.

Boston.—W. H. Cole, 1876 Dorchester Ave., damaged by fire.

Westfield.—Dewey & Parsons, Elm and School Sts., damaged by fire.

MICHIGAN.

Battle Creek.—Wm. H. Peet, succeeds B. N. Beeden, 8 W. Main St.

Kalamazoo.—H. J. H. Babcock, moved from Galesburg, new store.

Whitehall.—J. D. Meinhardt, damaged by fire.

MINNESOTA.

Cloquet.—A. M. Brunelle, succeeds Allen & Brunelle.

Duluth.—Martin Larson Phcy., succeed Ekman & Co., 1613 Piedmont Ave.

Minneapolis.—Dillon Drug Co., succeed S. E. Sanderson, 828 Nicolet Ave.

St. Charles.—Fitsch & Co., succeed E. O. Rollins.

MISSISSIPPI.

Shuqualak.—J. W. Murray, succeeds C. D. R. Kirk.

MISSOURI.

LaMonte.—Louis Yunker, succeeds Chatham & Co.

MONTANA.

Lewistown.—Phillips-Bradley Drug Co., succeed Delzell Drug Co.

NEBRASKA.

Fairfield.—J. V. Deines & Co., succeed Bradwell & Knapp.

NEW JERSEY.

Avon.—Wm. H. Sanborn, succeeds Avon Drug Store.

NEW YORK.

Cortland.—B. C. Quick, succeeds F. I. Graham.

New York City.—Geo. E. Tappenden moved from 1921 Broadway to 186 Columbus Ave.

Rochester.—Chas. Houghton, succeeds Strasenburgh & Houghton, 418 West Ave.

Scottsville.—L. C. Galpin, dead.

Syracuse.—Alonzo B. Hubbard, succeeds Soldan & Hubbard, 110 N. Salina St.

OHIO.

Jefferson.—John Jones succeeds J. L. Heitzman.

Medina.—Mr. Tuttle succeeds, Tuttle & High.

OKLAHOMA.

Moore.—Unique Phcy. (H. J. Fry, Propr.), succeeds W. S. Courtney.

OREGON.

Amity.—Amity Drug Co. (Harris & Yoe, Props.), succeed Mrs. N. K. Saunders.

Salem.—G. W. Putnam, dead.

PENNSYLVANIA.

Bethlehem.—Eugene P. Unangst, dead.

Pleasantville.—H. C. Zeamer, new store.

Sykesville.—H. Alex. Stokes, new store.

RHODE ISLAND.

Newport.—John M. Callahan, succeeds Geo. A. Wood & Co., 106 Broadway.

Woonsocket.—O'Connor & Rowen, new store.

TEXAS.

Cooper.—McKinney Drug Co., succeed R. E. Dickinson.

VIRGINIA.

Petersburg.—W. E. Brown, 155 N. Sycamore St., damaged by fire.

WYOMING.

Rawlins.—Rawlins Drug Co., succeed Rawlins Consolidated Drug Co.

PEPTO-MANGAN IN PORTO RICO.

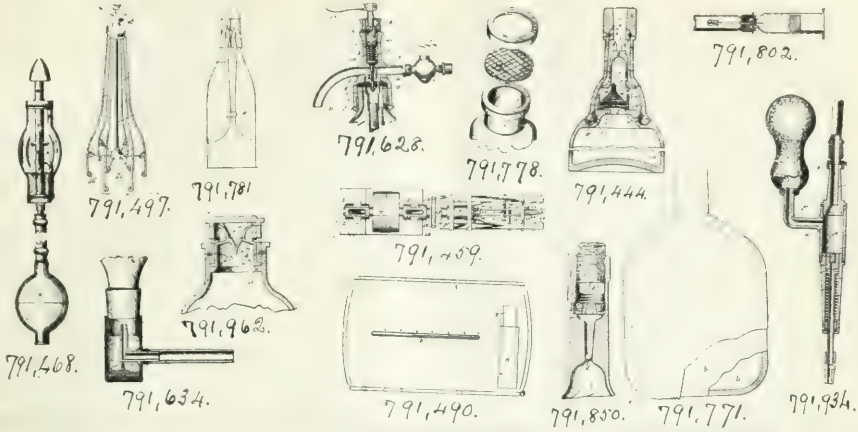
Gude's Pepto-Mangan was the only proprietary used by the Federal commission of experts, appointed in February, 1904, according to their just-issued voluminous report, in the treatment of the hookworm anæmia in Porto Rico, due to the blood-sucking of the parasite "ankylostoma."

The tests, which were successful, were prosecuted in tent wards at Bayamon and Utuado. The treatment consisted in the administration of a purge to remove mucus from the intestinal tract, a fast to the following afternoon at one o'clock was compulsory, and at that time a dose of thymol, not exceeding four grammes was administered; another purge was then administered. That treatment was continued until the fæces failed to show any more of the parasites' bodies. The treatment removed the toxine and was preparative for the reconstructive medication which followed.

According to the report a few pharmacopœial remedies were used, but in eighteen of the most severe cases of anæmia Pepto-Mangan alone was used. The patients responded to the treatment, and what is not to be overlooked is the fact that no cases of gastro-intestinal disturbance were observed from the continued administration of the proprietary.

The report is that of an unbiased committee and as such is flattering evidence to be offered to the attention of practitioners by the M. J. Breitenbach Company, of 53 Warren Street.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued June 6, 1905.

791,444—Robert J. Bartley, Cleveland, O. Non-refillable bottle.

791,459—William Elmether and Joseph A. Laughead, Jeannette, Pa. Tool for finishing bottle necks.

791,468—Olin Q. Holman, Chicago, Ill. Nebulizer.

791,490—Jean Parmentier, Paris, France. Sterilizer for surgical instruments.

791,497—Willis E. Putnam, Worcester, Mass. Bottle cleaner.

791,628—Lewis Landau, San Francisco, Cal., assignor by direct and mesne assignments, to Landau Economic Siphon Co., San Francisco, Cal., a corporation of California. Siphon bottle.

791,634—Edward A. Lufkin, Beloit, Wis. Shot cup for bottle washing machine.

791,675—Louis Descamps, Lille, France. Process of making hydrosulphites.

791,774—Thomas M. Gregory, Akron, O., assignor to the Miller Rubber Mfg. Co., Akron, O. Form for making seamless rubber articles.

791,778—William E. Heath, Baltimore, Md., assignor to Standard Bottle-cap Corporation, Wilmington, Del., a corporation of Delaware. Sealing device.

791,781—Gustave A. Heuckel, East Orange, N. J. Holder for bottles or other articles.

791,802—Justin de Lisle, New York, N. Y. Hypodermic syringe.

791,850—William I. Wolff, Upper Marlboro, Md. Non-refillable bottle.

791,934—Peter Mcgrath, Hibbing, Minn. Siphon.

791,962—Alvin W. Weikert, Washington, D. C. Non-refillable bottle.

TRADE-MARKS.

Published June 6, 1905.

174—Bloomington Canning Co., Bloomington, Ill. Canned fruits and vegetables. The word "Climax."

188—F. August Luyties, St. Louis, Mo. Medical preparations for catarrh. The word "Pyrodol."

189—F. August Luyties, St. Louis Mo. Tonics. The word "Manola."

322—E. C. DeWitt & Co., Chicago, Ill. Salves. The words "De Witt's Carbolized Witch Hazel Salve," arranged with parallel lines above and below the words "Witch Hazel."

390—Frederick William Speidel, Senath, Mo. Cure for bowel and stomach troubles. The words "Drops of Life," associated with the representation of a recumbent invalid, etc.

603—Pineule Medicine Co., Chicago, Ill. Remedies for the cure of diseases of the kidneys and blood. The word "Pineules."

607—Pineule Medicine Co., Chicago, Ill. Remedies for liver and kidney diseases. The word "Teko."

1,250—Mulhens & Kropff, New York, N. Y. Antiseptic fluid for internal and external use. The word "Resistine."

1,443—Charles F. Lavery, Westesburg, N. Y. Remedy for the relief of dyspepsia. The word "Cupepso."

1,464—The Piso Co., Warren, O. Medicinal tablets for the cure of diseases of women. The facsimile signature of "M. C. Talbott, M.D."

2,503—Seeger & Clarke, New York, N. Y. Electrical curative apparatus designed for use in treatment of nervous, rheumatic and similar diseases. The word "Oxygenkure."

2,515—The S. H. Wetmore Co., New York, N. Y. Atomizers and bulb and fountain syringes. The word "Century."

2,545—The Herpicide Co., Detroit, Mich. Remedy for diseases of the hair and scalp. The representation of healthy and diseased hair roots. Below the representation of the healthy hair roots are the words "Healthy Hair" and below that of the diseased hair roots are the words "Unhealthy Hair."

2,546—The Herpicide Co., Detroit, Mich. Remedy for diseases of the hair and scalp. An outline representation of the head and arm portion of a plurality of human beings each holding a comb, etc.

LABELS.

Registered May 30, 1905.

12,168—Title: "Save the Baby." (For croup specific.) William W. Lee, Troy, N. Y.

12,169—Title: "Phospho Sumbul Comp." (For medicine.) Lenox Chemical Co., New York, N. Y.

12,170—Title: "Revital, a Head Cooler." (For medicine.) Merton E. Waite, Syracuse, N. Y.

12,171—Title: "X-O Remedy." (For a proprietary remedy.) Alexander Crichton, Castleton, Canada.

12,172—Title: "The H. & O. Comfort Shaving Cream." (For shaving cream.) Erwin C. Hanford, Stamford, N. Y.

12,173—Title: "Hoffman's Hair Tonic." (For hair tonic and antiseptic dandruff cure.) Richard H. Hoffman, Denver, Colo.

12,178—Title: "The Keepclean Tooth Brush." (For tooth brushes) Florence Mfg. Co., Northampton, Mass.

12,179—Title: "Prophylactic Tooth Brush." (For tooth brushes.) Florence Mfg. Co., Northampton, Mass.

Registered June 6, 1905.

12,191—Title: "Dr. Kirby's Golden Formula." (For medicine.) The Dr. Kirby Medicine Co., Canton, O.

12,192—Title: "Antiseptic Refrigerant." (For medicine.) The H. P. Meyer Antiseptic Co., St. Louis, Mo.

MARKET REPORT

TURPENTINE IS LOWER.

Prices Down in Sympathy with Decline at Primary Market.

SITUATION TOO UNWIELDY FOR SPECULATORS. — FLUCTUATIONS GENERALLY OF MINOR IMPORTANCE.—MARKET CONDITIONS ARE SEASONABLE. — BUSINESS IS OF SATISFACTORY CHARACTER.

New York, June 12.—Fluctuations in prices of drugs and medicinal chemicals during the period under review have been limited chiefly to articles of minor importance, and, where changes have occurred in the so-called leading commodities, they are wholly the result of natural causes, and do not call for much in the way of extended comment. Conditions, however, are seasonable, and no anxiety is manifested on the part of dealers.

Jobbers report a fairly steady inquiry for moderate quantities to meet current requirements of consumers, but the movement is also wholly of a routine character and it is only in the aggregate of sales that the volume of business reaches satisfactory proportions. Consequently, there is a disposition to report the general market quiet, but that is chiefly due to the absence of orders for large parcels.

Perhaps the most noteworthy change in prices since a week ago to-day is a sharp reaction in values of spirits of turpentine, with the decline here wholly in sympathy with a corresponding condition of affairs at primary sources of supply in the South, where speculative operators have apparently found the situation too unwieldy to maintain prices at their recently abnormally high level. It is as true of turpentine as of any other article, that prices can be forced upward to a point where consumption will inevitably show a material decrease.

OPIUM.—Under the influences noted last week, the market for this leading commodity is again stronger, with prices showing a further advance. Foreign markets continue strong and estimates of the new crop have been further reduced to 3,500 cases. Business, however, is of only moderate volume and the revised jobbing quotations are $3.10@3.25 for 9 per cent. and $3.20@3.40 for 11 per cent. Quotations for powdered have been marked up to $4.00@4.25 for 13 per cent. and $4.75 @5.00 for 16 per cent.

MORPHINE.—There is no change in the condition of the market for this staple and a continued moderate movement into consuming channels is noted, with jobbers quoting $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, and $2.30@2.40 in 5-oz. tins, according to brand and quantity.

QUININE SULPHATE.—Transactions are limited to small jobbing parcels to meet the light current wants of consumers, but the market is steady in tone under the influence of a slightly higher unit value of bark at the Amsterdam auction on Thursday last. The ruling quotations are 20@21c. for bulk in 100-oz. tins, 20½@21½c. in 50-oz. tins, 21@22c. in 25-oz. tins, 22@23c. in 15 or 10-oz. tins, 25@26c. in 1-oz. tins and 28c. in ounce vials, according to brand and quantity.

SALOL.—Manufacturers' prices are 10c. per lb. lower and the revised jobbing quotations are $1.05 per lb. for 5-lb. packages, $1.20 for pounds, $1.25 for halves, $1.35 for quarters and 12c. for ounces.

SPIRITS OF TURPENTINE.—Prices have reacted sharply from the high level prevailing last week, owing to a corresponding decline at primary sources of supply, and jobbers have reduced their quotations to 68@69c. in bbls. and 80@90c. for smaller quantities, according to size of order.

TARTAR EMETIC.—Owing to increased cost of raw material, jobbing prices have been advanced to 37@42c., as to quantity.

SILVER NITRATE.—Values of bullion have again receded slightly and jobbers have further reduced quotations to 43½@48c. for crystals and 44½@49c. for fused.

OIL OF ORANGE.—Cables reporting higher primary markets, have caused local jobbers to advance quotations to $2.30@2.55 for pound bottles and $2.45@2.65 for pound coppers, both inclusive.

OIL CAJEPUT.—An easier feeling has developed among dealers, both here and abroad, and jobbing prices show a decline to 75@90c.

CASCARILLA BARK.—Owing to extreme scarcity of desirable grades, the tone of the market is firmer and jobbing quotations have been marked up to 27@32c. for whole and 32@37c. for powdered.

BELLADONNA LEAVES.—Supplies are more plentiful and quotations for German in jobbing quantities have been reduced to 24@29c. for whole, 27@31c. for ground and 29@34c. for powdered.

SAFFRON.—American is easier, owing to the near approach of new crop and spot jobbing quotations have been reduced to $1.15@1.25 for whole and $1.25@1.35 for powdered.

LADIES' SLIPPER ROOT.—Stocks are light and the market is firmer, with prices of jobbing parcels advanced to 60 @70c. for whole and 65@75c. for powdered.

LOVAGE ROOT.—Holders offer more freely and an easier feeling has resulted in a decline in prices to 85@95c., as to quality and quantity.

MATICO LEAVES.—Supplies have been reduced and the market is stronger, with jobbing quotations showing a decline to 40@45c. for whole, and 45@50c. for powdered.

RED ROSE LEAVES.—The market is better supplied and jobbers have reduced quotations to $1.15@1.35 for whole and $1.25 @1.35 for powdered.

BLUE VITRIOL.—Manufacturers' prices are slightly lower and jobbing quantities are available at 5½@6c. in bbls., and 7@10c. in smaller quantities.

SUN FLOWER SEED.—Owing to scarcity, jobbers have advanced quotations for prime quality to 5½@6c. by the bag and 8@10c. for less, according to size of order.

GUM ELEMI.—Only a limited inquiry is noted and jobbing prices have declined to 30@35c., as to quantity.

LYCOPODIUM.—Moderate improved consuming inquiry, together with reduced stocks, jobbing quotations are firmer and show a reaction to $1.05@1.15.

CHAMOMILE FLOWERS.—New crop Roman have began to arrive and are held at 30 @35c. while old are quoted at 25@30c.

CANARY SEED.—Owing to the influences noted last week, jobbers have advanced quotations to 5½@5¾c. for Smyrna by the bag, and 6½@8c. for less, 5¾@6c. for Sicily by the bag and 7@9c. for less.

SPIKENARD ROOT.—The market is firmer with jobbers holding at 30@35c., as to quantity.

PUSHING A GOOD THING.

Pushing a good thing is what the Pompeian Manufacturing Company is doing in calling attention to Pompeian Massage Cream. By constantly keeping before the public the claims which are made for the cleansing and beautifying powers of this cream, the sales of the druggist are increased. The axiom of the company seems to be "we set the pace, let the others follow." Attention is called to the many imitations which always follow the success of an article of merit, and dealers are warned against handling goods which are not genuine. The company aims to protect druggists to the limit, and they are asked to send in any complaints at once. Pompeian Cream has been on the market for a long time, and the degree of success which it has met has been due to the high standard of the goods.

SOMETHING NEW AND NOVEL.

Something new and novel are Saklets, which are being put on the market by Lehn & Fink. The many advantages of Saklets over seals or cachets are apparent at a glance. They are easy to fill, easy to close and no machine is required for closing them, which is a distinct advantage in itself. Saklets are wafer bags or capsules for the convenient administration of pulverous medicines. In order to fill them it is only necessary to hold the Saklet in the left hand, insert a spatula or knife in the flap, exert a slight pressure upon the sides, when it will open and then can be readily filled. To close, moisten with a camel's hair brush or other convenient means, which is another distinct advantage. Simplicity and convenience are the two strong points which will recommend Saklets to the busy druggist.

ACCURACY ASSURED.

In counting pills and tablets the first desideratum should be accuracy, after which speed and a saving of time should receive due consideration. To combine these three points is a most important matter to the pharmacist, and the Ayers' Pill and Tablet Counting Machines do this. They are successful and quick operators on any shape or size, plain or coated, and run by hand or power. The possibility of breakage in these machines has been reduced to a minimum.

MARKETING PROPRIETARIES.

We wish to call particular attention to an ad. in this issue under the above title, on page 23, offering the long-needed benefits of a plan to radically correct the evils of cutting and substitution.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JUNE 22, 1905. Number 25.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

90 WILLIAM ST. :: NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—New Jersey Ph. A.'s Affiliation With the N. A. R. D. New York Prerequisite Law. Sale of Poisons.—Now a University School.—Letter Box.—Colleges and Druggists. The Race Problem.—Mr. Millard's Resignation. Cultivation of Medicinal Plants.—Theory and Practice.—Question Box.—Gurjun Balsam Oil.

NEWS.—Brooklyn C. P. Exempt From Taxation.—N. A. R. D. Meeting.—More Colleges Recognized.—Seminar Revised. New Jersey's Annual Meeting. Violation of Laws in Wisconsin. Boom in Philadelphia. Farewell to Chemists.—The Dow Suit.—Substitution Charges. Sunday Closing Compulsory. Druggist Acquitted.—C. E. Dohme at Home.—Honors from Columbia.—Denied Use of Mails.—New Badger Pharmacists.—Among the Colleges.—Nebraska Druggists Meet.

TRADE.—Medicines for the Indians.—Water Power of Chattanooga. Key West Leads in Sponge Fisheries. Domestic Yield Not Equal to Demand.—Window Displays Presenting Some Novel Features.—Appraisers' Decisions. — Tax on Cigarettes.—Patents, Trade Marks, Etc., Registered.—Market Report.—Light Movement Into Consuming Channels.—Spirits of Turpentine Lower.

EDITORIAL COMMENT

New Jersey's Affiliation.

It is five years since the New Jersey Pharmaceutical Association decided, after one year of affiliation, to have nothing further to do with the National Association of Retail Druggists. During all this period New Jersey has been the one State in the Union which has steadily refused to give its support to the national movement. The change of attitude recorded at the convention last week must be highly gratifying not only to the officers of the N. A. R. D., but also to the men who have striven year by year to obtain this result.

What it means to have a scientific body of men like the New Jersey association cast its lot with an essentially commercial organization like the N. A. R. D. is too significant to be lightly passed over. The surprising action of the State association can only be explained by the supposition that its members have begun to realize at least two things with regard to the N. A. R. D.: First, that it is no longer an experiment; and second, that its greatest usefulness will ultimately be found in a sphere far removed from that of mere dollars and cents.

If the N. A. R. D. has been called "essentially commercial," it is because every great organization having for its object the general uplifting of any trade must of necessity first promise concrete cash returns in order to appeal to the great majority. But now that the motto "Live and let live" is in a fair way of being realized, we venture to predict that at no distant day this phase of the national work will be found of the least importance. Indeed, if we may take the Mann bill, the day of a higher and broader field of activity is already dawning.

The New York Prerequisite Law.

Not all pharmacists in this State have been agreed upon the advantages that would accrue to pharmacy by the enactment of a prerequisite law. Such a measure was passed, however, and it has now been in operation since January 1 last, too short a period, perhaps, to show all that its supporters claimed for it, or, upon the other hand, to develop all of the hardships which were predicted would come to pass by those opposed to its enactment.

The most distinguished critic who has raised his voice against the law is Prof. Joseph P. Remington, of Philadelphia. At the recent meeting of the New Jersey Pharmaceutical Association he stated that New York druggists had undoubtedly made a tremendous mistake in requiring eight years of academic work and twelve regents' counts before entering college. This requirement, he said, would bear hard on the young men who had been clerking for some time, as they could not be expected to go back to high school for an education. The pharmacy law, in his opinion, should only require graduation from a reputable college of pharmacy.

It seems to us that if the possession of a college diploma is to be made a prerequisite for examination for registration at all, then it becomes the duty of the State to determine what constitutes a reputable college of pharmacy. It is hardly possible for it to do this unless it prescribes certain standards of entrance requirements, hours and courses of study, etc., etc. This is just what the Legislature of New York did, and it remains to be seen whether the measure will work any hardships or not. But meantime, what about the young man who can demonstrate his ability to pass a board of pharmacy examination and has had the necessary experience, but who is financially unable to take a course in a college? He is the one who will feel some hardship, at least. All are agreed that public health and safety require that the pharmacist should attain a certain degree of education and training to fit him for his responsible duties; the machinery necessary to secure this equipment is another matter.

Now a University School.

It was only a short time before the consolidation of the New York College of Pharmacy with Columbia University that a prominent educator of the West reproached the pharmacy of

the Eastern States with a lack of recognition by teachers of other branches of science in the great centers of learning. The reproach was removed when the affiliation was effected, and if any act was needed to consummate the bond of relationship it was completed at the commencement exercises of the University last week, when the degree of pharmaceutical chemist was conferred for the first time.

It is only a little over a year since the college became a part of the University, but since that time enough has developed to show the advantages of academic training and breadth of scope in even so commercial a calling as the practice of pharmacy. As Dr. H. H. Rusby remarked at the meeting of the American Pharmaceutical Association at Kansas City last year, the interest of the State Department of Education and the Board of Regents in pharmaceutical institutions can now be relied on to aid in the best development of the educational interests of pharmacy in New York City. Time has demonstrated that his faith was well founded, and the New York College of Pharmacy may well be proud of the work so far accomplished.

Altering Prescriptions.

The daily press all over the country has been using a great deal of printer's ink within the past two weeks over a decision of Justice Gaynor, in Brooklyn, with regard to the interpretation of a carelessly written prescription. The facts, as understood by most sane persons, were to the effect that the pharmacist had received the prescription for a certain preparation containing heroin. Having in stock a bottle of that preparation which did not contain heroin, he simply added sufficient of that ingredient to fill the prescription as called for.

A great many pharmacists undoubtedly do the same thing every day in the week, and it is difficult to see what harm there is in it. But in some mysterious way Justice Gaynor's decision has been exploited as a license to pharmacists to alter a physician's prescription. This utterly ridiculous notion has been gravely taken up and terrible warnings have been printed against the danger of giving additional power to a class of men already under public suspicion as adulteraters and substituters.

To explain how such an absurd idea ever got abroad taxes the ingenuity. Justice Gaynor never made any mention, either express or implied, of a pharmacist's right to alter the prescription of a physician, without his knowledge, for such a right does not exist. What Justice Gaynor did was to hold the pharmacist justified in interpreting a vague prescription as he did.

New Drug Store, New Booze.

"One of the six drug stores in Hiawatha changed hands last week." It is supposed this means the introduction of a new brand of booze in the country town. When it gets thoroughly introduced look out for another murder up there."

So runs a newspaper item in a Kansas town. Its meaning is not so cleverly concealed but what it can be detected by the careful reader. There seems to be something radically wrong with the druggists of Hiawatha, else why should the fact of a simple change in ownership mean the introduction of "a new brand of booze"?

A Question of Self-Respect.

A druggist in Grand Rapids has placed an electric push-button on a post outside his store so as to be readily reached by occupants of carriages and automobiles. The inference is that people who own such luxuries should not be given the trouble of stepping out and entering the drug store.

This is "drumming up trade" with a vengeance. As an appeal to a particular class of people it is all right, but it is questionable whether the druggist will gain anything in self-respect by being literally at the beck and call of every carriage owner. Many men in the trade will no doubt be of the opinion that anybody who needs the drug store man needs him badly enough to walk in and get what he wants. This is what the great public has to do in pretty nearly every other line of business. Why druggists should begin the practice is hard to understand.

The New York Convention.

From present indications the convention of the New York State Pharmacists' Association next week will not be the harmonious affair that it was last year. So far as the entertainment goes, of course, the visiting druggists are certain to have a most enjoyable time. But some of the subjects that promise to come up for discussion during the business sessions bid fair to be of a warm character. To take only a single question, we imagine that a very large share of attention will be given to placing where it belongs the credit for the repeal of the stamp tax on liquor. It is openly charged that the responsibility for the loss of this privilege rests with a certain element of druggists up the State who brought calamity upon themselves and others by demanding that they be allowed to sell a quart of liquor instead of a pint. Not so long ago the up-staters also started a movement against the prerequisite law.

These questions of conflict between the two parts of the State are bound to induce a healthy and enlightening discussion. The prospect of straightening out the various tangles and of placing the responsibility where it belongs, should result in a larger attendance than ever before. Unlike its predecessor, the twenty-seventh annual convention will undoubtedly "do something."

Double Trouble.

A Denver paper mentions the unfortunate experience of a druggist in a small town, who, in addition to running his store, is also an agent for the telephone company. He employed a young man in the drug department and a young lady to attend to the telephone. One fine day both went to Denver, where they were married. Moral—there isn't any.

Sales of Poisons in New York.

Not all of our readers seem to be familiar with the requirements of the amendment to the Penal Code "in relation to crimes against the public health and safety," otherwise known as the "Hill bill," which received the signature of the Governor recently, thereby becoming a part of the law of the State. Every druggist should become familiar with this law and endeavor to observe it.

Under this act any person carrying on the business of selling drugs or medicines, who sells or gives away any poison or poisonous substance without labeling and recording the sale as provided, is guilty of a misdemeanor. To quote the language of the act:

> It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed, to the bottle, box, vessel, or package, a label containing the name of the article and the word "poison" distinctly shown, with the name and place of business of the seller, all printed in red ink, together with the name of such poisons printed or written thereupon in plain, legible characters which schedules are as follows, to wit:
>
> Schedule A.
>
> Arsenic, cyanide of potassium, hydrocyanic acid, cocaine, morphine, strychnia and all other poisonous vegetable alkaloids and their salts, oil of bitter almonds, containing hydrocyanic acid, opium and its preparations, except paregoric and such others as contain less than two grains of opium to the ounce.
>
> Schedule B.
>
> Aconite, beliadonna, cantharides, colchicum, conium, cotton root, digitalis, ergot, hellebore, henbane, phytolacca, strephanthus, oil of tansy, veratrum viride and their pharmaceutical preparations, arsenical solutions, carbolic acid, chloral hydrate, chloroform, corrosive sublimate, creosote, croton oil, mineral acids, oxalic acid, paris green, salts of lead, salts of zinc, white hellebore or any drug, chemical or preparation which, according to standard works on medicine or materia medica, is liable to be destructive to adult human life in quantities of sixty grains or less, and such other poisons as the state board of pharmacy, under the authority

given to it by the public health law, may from time to time add to either of said schedules

Every person who shall sell, dispose at retail, or furnish any poisons, included under schedule A shall, before delivering the same make or cause to be made an entry in a book kept for the purpose, stating the date of sale, the name and address of the purchaser, the name and the quantity of the poison, the purpose for which it is represented by the purchaser to be required and the name of the dispenser, such book to be always open for inspection by the proper authorities, and to be preserved for at least five years after the last entry. He shall not deliver any of said poisons without satisfying himself that the purchaser is aware of its poisonous character, and that the said poison is to be used for a legitimate purpose. The foregoing portions of this section shall not apply to the dispensing of poisons on physicians' prescriptions. Wholeale dealers in drugs, medicines, pharmaceutical preparations or chemicals shall affix or cause to be affixed to every bottle, box, parcel or outer enclosure of an original package containing any of the articles enumerated under said schedule A, a suitable label or brand in red ink with the word "poison" upon it. Any person who violates any of the provisions of this section shall be guilty of a misdemeanor.

The act takes effect September first next.

We have before commented on the importance of this law, which, in effect, unifies the former opposing and anomalous provisions of the Penal Code and the pharmacy law, so that now the druggist has but one law to obey. He should know what the Commonwealth expects of him. Experience has demonstrated that such restrictions do have a tendency to reduce mistakes and accidents, and serve to place a check upon crime. Poison laws also materially aid in fixing the responsibility for mistakes, and in detecting some of the mistakes they cannot prevent. Can the druggist afford to neglect them?

A Western druggist spent a part of his honeymoon before the board of examiners, where he passed the examination enabling him to become a registered pharmacist. The bride should give the diploma a place among her most prized wedding presents.

Adulteration of Saffron.

Pure saffron in the course of time becomes covered with a fine grayish efflorescence which, when examined under the microscope in olive oil, is seen to consist of irregular crystals; this substance appears to be sugar, of which saffron contains some 14 per cent. Such efflorescences have been observed by Vogl and Hannusek. If powdered sugar be dusted on saffron and allowed to stand, a similar efflorescence is produced, but in this case the crystals are well defined. Such fraudulent addition of sugar can easily be made to a considerable extent, and the addition cannot be satisfactorily determined by chemical means.—Zeitschr. f. Uaters. Nahrungs u Genussm., Pharm. Journ.

All indications point to a record breaking meeting of the Iowa Pharmaceutical Association on July 12, 13 and 14. There have been liberal contributions in cash and prizes for the many events.

OUR LETTER BOX

THE RACE PROBLEM.

Bradentown, Fla., June 12, 1905.

Editor The Pharmaceutical Era:

Dear Sir: I have read, not with interest, however, in The Era of June 8 (page 637), that the German Apothecaries' Society of your city has recently heard from Editor von Skal on the Race Problem in the Southern States based on "personal experience."

What can have induced our friends to discuss the race question? Would they not be better employed discussing the recent marriage of the Crown Prince of Germany, or the grammatical construction of the following:

"Den lieben langen Tag
Hab ich nur Schmerz und Plag,
Und abends muss ich immer weine,
Wenn ich am Fenster steh,'
Und in die Nacht 'naus seh,'
Bin ich alleine,
Dann muss ich weine."

They might do a great deal of good by discussing either one of the above topics and they certainly can do no good to anyone in listening to personal experiences on the race problem in Florida or German East Africa.

I have suggested the above topics to them as Germans. In their capacity of an Apothecaries' Society, they might discuss proposed improvements in the manipulation of glyceritum acidi tannici, or the compulsory use of the metric system, or the definite composition of hexamethylenetetramine; possibly it is tetramethylenehexamine.

However, if they wish to help along the solution of the race problem in the Southern States, I would suggest that their society meet again and at once petition Congress to appoint a committee to solve the problem everywhere on earth, and that the committee shall be composed of three members, to wit: Theodore Roosevelt, President of the United States; Henri Soufranz, ex President of Hayti, now of Tampa, Fla., and W. T. Stead, of Pall Mall (London, England) Gazette fame, the latter to be chairman of the committee, and that as such chairman, he be allowed to cast his vote, but it shall not be counted, so that he may the more fully realize the condition of the negro voter in the South, that of the Anti-Chamberlainite in Birmingham, England, that of the working man in Barcelona, Spain, and that of the intelligent member of the Russian Zemstov. In case of a deadlock in any action of the committee, then and in that case they shall call upon the Begum of Bhopal to give the casting vote; to be given in person and not by cablegram.

And during the deliberations of this committee, I would suggest that our German Apothecary friends petition Congress to repeal all Chinese exclusion laws in full, without equivocation, and that they insist that the President shall call a special session of Congress to meet at once to pass such a bill instanter.

Yours truly,
JOHN M. STANSFIELD.

COLLEGES AND DRUGGISTS.

Brooklyn, N. Y., June 17, 1905.

Editor The Pharmaceutical Era:

The article in last week's Era entitled "Colleges and Druggists" interested me sufficiently to make a reply.

I do not agree with the writer that higher legislation bars thousands of poor men from becoming pharmacists. Being in close touch with one of the largest medical colleges in this country, and from which hundreds have graduated, I have made the acquaintance of many poor men, who in spite of high entrance requirements and a four years' course (in which practically every hour of the day is occupied), have succeeded, not only in graduating, but in obtaining honors.

Now then, if such poor men can take a medical course which is so rigid, why cannot a poor man study pharmacy? The poor man has a better chance to study pharmacy for the simple reason that he can work while taking his college course, the hours of study being so arranged that he can earn a living by working alternate days.

I will, of course, admit that in some cases the "practical" man is superior to some of our "college" men, but the writer cannot deny the fact that "practice and theory" combined are far superior to either one alone, and as some of our colleges require their students to have practical experience before diplomas are issued, graduates of such institutions are certainly, in the majority of cases, better pharmacists.

I will also admit that many a man has become a good pharmacist without a college education, but times are changing, and if we do not progress, we only retard others who are only too willing to take up the task. As a further proof that a poor man has a chance, there are evening courses in public and high schools which will fit a man for entrance to any college or university in the country. Thus the poor man has a chance, and while he needs a great deal of pluck to accomplish success, still, if he has made up his mind to obtain it, he certainly will, and it is a well-known fact that those who generally stand high in their classes and professions are those who have had to overcome the greatest obstacles.

WM. H. WEYGANDT.

MR. MILLARD'S RESIGNATION.

Baltimore, June 17, 1905.

Editor The Pharmaceutical Era:

I wish to impose myself upon your time, and request you to correct the statement made by your reporter that friction exists in the Maryland Board of Pharmacy, and that this was the reason I had resigned. This report is not only untrue, but does the gentlemen of the Board, as well as myself, a serious injustice. The reason has been stated (and rightly) that my private affairs demanded my attention. I wish to state in passing that I am not one who runs away when danger approaches, but only after it has been met, and if possible, overcome. I consider every memmer of the Board a personal friend, and the only regret I have in retiring is that I shall have to sever our official relations. I would be pleased to have you print this in your next issue.

Yours, very truly,
D. R. MILLARD.

MEDICINAL PLANTS.*

Suggestions on Their Cultivation in California.

By Dr. Albert Schneider, San Francisco.

As explained in the previous paper California is a country of varied vegetation, native and introduced. On looking over the existing agricultural, horticultural, and arboricultural resources of the state one is astounded at the variety of crops grown successfully. With few exceptions the plant-cultural enterprises are conducted on an enormous scale as compared with similar European efforts, or even those of the eastern and southern states. This brief statement should suffice as a significant hint to those who have the intelligence, ambition, and courage to begin the cultivation of medicinal plants in California.

Though a repetition, it may be stated that all medicinal plants which thrive well in the state of California (and this certainly applies to the majority of species now in use) may be cultivated profitably provided the enterprise is properly initiated and carried on. It should be emphasized that random, unintelligent, illy-considered attempts are to be discouraged, as they lead to mistaken conclusions and to failures. Excepting perhaps in a few instances, it is not advised to grow medicinal plants as a side line or "small crop," nor is it advised that those unfamiliar with the chemistry, constituents, and physiological action of vegetable drugs should initiate or superintend such cultural efforts. Well educated pharmacists are primarily qualified to take the initiative in this work, and it is to these that the information here given is primarily directed.

In order to avoid the unprofitable preliminary experimenting above hinted at, it is very strongly urged that beginnings be made with well-known and highly important medicinal plants, as digitalis, aconite, belladonna, scopola, rheum, golden seal, and others. While it is possible to get valuable information from books, correspondence, and hearsay, with regard to the desirable cultural methods, and accordingly to make fairly successful beginnings, it would nevertheless be very profitable to send qualified men to countries where these various plants are already grown successfully, with instructions to remain at least several months, to work in the fields and to collect concise and reliable data with regard to the most successful and most profitable methods employed. On returning, these observers should be placed in charge of the field work, with specific instructions to adapt, to the best of their ability, the foreign methods to American (Californian) conditions and requirements. The difference in cost of European and American labor must be adjusted by the use of suitable labor-saving machinery and devices. For example, if it is desired to begin the culture of digitalis and other plants, an intelligent, well-educated man should be sent to the digitalis fields of England, secure employment as a laborer, and carefully record the culture methods, methods of curing, garbling, packing, shipping, marketing, etc. In the course of a few months, or perhaps one season, he should be in a position to give reliable and exact advice as to how to begin the successful culture of English digitalis in California, and should be in position to conduct, take charge of, and superintend the field work, etc. As to what additional or new may be desirable in the way of methods, machinery, devices, etc., must be determined by experience, and inventive genius. Similarly, chamomile, chicory, and bittersweet culture should be studied in Germany; licorice, saffron, squill, and belladonna culture in Spain; licorice and rheum culture in Turkey and Asia, etc. Following these suggestions would in the end prove most profitable. As an instance may be cited the very successful Anglo-American method of growing English mustard in the Lompoc Valley, Santa Barbara County, Cal. Much may of course be learned from the several attempts that have been made in this country, particularly in California. For example, insect flower, chicory, canaigre, English mustard, calendula, lavendula, tan oak, humulus, eucalyptus, rose (American Beauty), poppy, cardamom, ginger, have been grown with more or less success, to say nothing of the staple crops as onions, sugar-beets, oranges, lemons, limes, olives, carob, asparagus, celery, Indian hemp (for fiber), etc., and the native medicinal plants as cascara, yerba mansa, berberis, manzanita, and others.

Beginnings have been made in the United States to grow drug plants proper on a commercial scale, as for example, the mints, belladonna and a few others. Numerous ginseng gardens have been established within recent years in different parts of the United States. Pot and garden herbs are grown everywhere, but almost wholly for culinary purposes.

SUGGESTIONS ON CULTURE METHODS.

Most of the medicinal plants like most other economic plants require rich well-tilled soil. Some thrive best in a moist rich soil, as rhubarb, iris, mints, luffa, colocynth, may apple, hydrastis and ginseng, while others thrive better in a rich, sandy, comparatively dry soil, as cacti, aloes, digitalis, aconite, mustard and belladonna. Some require shade, as hydrastis, ginseng, may apple, wild ginger, etc. We cannot enter into a discussion of the subject in full, nor can we discuss fertilizing of soil, rotation of crops, irrigation, special methods of cultivation, etc. These are all subjects which must be carefully considered by those who are about to enter upon drug culture.

It will be found that most of the plants recommended for cultivation are herbs or herbaceous, either annuals or biennials. In the case of biennials it is of course necessary to wait two seasons for a marketable crop, as with digitalis and hyoscyamus.

In conclusion it is desired to call attention to the possibilities in extending the range of successful plant culture, in many instances. We need only recall the extension northward of the orange and lemon culture in California. There is no doubt that many drug-yielding and other plants of the tropics and sub-tropics, which are now looked upon as unlikely of successful culture in California, may on careful and more extended trial do well, as ginger, cardamoms, cinchona and others. (For further information consult literature cited.)

PREPARATION FOR THE MARKET.

The following remarks are intended as mere suggestions which it is hoped will be found useful in adopting suitable methods of drug culture in California.

The exact chemical constituency of many medicinal plants is as yet not fully understood and much research work along these lines is still to be done. This applies especially to plants bearing medicinal alkaloids and glucosides. It is also known that the amount of active constituents varies greatly during the vegetative period and in plants from different localities, and it would be very desirable for the drug growers to make chemical analyses of the plants grown at intervals of about one or several months in order to determine the exact period when the active constituents are most abundant and what plant parts are most active. Such work should of course be supplemented by a reference to the literature on analyses made of plants growing in other localities.

The manner in which the drug is prepared also modifies the active constituents, quantitatively as well as qualitatively, for which reason the following suggestions are offered.

TIME OF COLLECTING.

Drugs should be collected at the time when the desired active principle or constituent is present in maximum quantity. Unfortunately this period is as yet not accurately determined for many plants. The chemical analyses above referred to should be applied in order to clear up the uncertainties.

Naturally the time of collecting depends upon the part of the plant to be used. In a general way it may be stated that the drug is collected when the plant organ or part to be used medicinally has reached its full development. Flowers, floral parts, fruits and seeds are collected at the time of maturity; not after maturity. There are, however, numerous exceptions. The flowers of pale rose, lavendula, orange, santonica, the fruits of the poppy, elaterium, vanilla and the seeds of pepper, allspice and cubeb, are collected before maturity. Most leaves and leafy herbs are collected at the time of flowering or shortly before that period. Generally leaves and herbs not having a strong odor, as aconite, belladonna, verbascum, stramonium, digitalis, hysocyamus and others, are to be gathered shortly before blossoming, while aromatic leaves and herbs as absinthium, tansy, the mints, pennyroyal and rosemary should be collected at the time of blossoming.

With subterranean organs as roots, rhizomes, tubers and bulbs, also the bark of trees and shrubs, the time of collecting is more at variance. The most suitable time for collecting these is just prior to or at the time of the cessation of active seasonal growth of the plant, and as is known to the plant grower, this period varies considerably. There are, however, some very notable exceptions to this general rule. Belladonna roots gathered from the blossoming and fruit-bearing plants (July, in the Eastern States and in Europe) are twice as valuable as those collected in March or in October. The roots of taraxacum, valerian, gentian, angelica, tormentilla and others should be collected in the spring, although there is some difference of opinion with regard to

*Reprinted from San Francisco Druggist.

taraxacum and valerian, some authorities stating that these roots should be collected in the fall. Aconite roots should be collected from the flowering plants. Roots and rhizomes of perennial herbaceous plants, as calamus, asarum, inula, licorice, hydrastis, ginseng and others should as a rule not be collected before the close of the third year or season. Roots of biennial plants should be collected in the fall of the second year. Barks should as a rule be collected in the fall, at the time of the cessation of the seasonal active growth.

Leaves are generally collected at maturity, without any special reference to the age of the plant from which they are obtained. However, there are notable exceptions. The best tea is obtained from the exceedingly young leaves and terminal branches. The best coca leaves are picked from the shrubs three to five years old. The first year leaves of digitalis and hyoscyamus are not to be used, nor the young (dorsiventral) leaves of eucalyptus.

COLLECTING THE DRUG.

It is practically useless to attempt giving suggestions which will be of real value to the large grower of medicinal plants. It is very important that detailed information should be obtained from those who have been engaged in enterprises of a similar kind for years. The following are mere hints which may prove useful.

Roots, rhizomes and other subterranean organs may be turned up by means of a plow, like potatoes. Picking and removing dirt must no doubt be done by hand, although various mechanical devices as rake, hooks, etc., may be found very useful. It would be very desirable to invent a device for removing leaves and flowers from plants. It may be that such machinery is on the market, but none has come to the notice of the writer. In some instances the entire plant may be cut and dried and the leaves removed by flailing, as is done in the case of Eriodictyon californicum (mountain balm). This method could no doubt be employed with other herbaceous and shrubby plants having rather thick leaves which become very brittle on drying. Herbs can, of course, be cut by means of mowing machines. Flowers and fruits must be collected by hand unless some one will invent suitable machinery to do the work, and the same may be said with regard to the removal of barks. Seeds, like mustard are collected by mowing the plants, drying and thrashing, as is done in the mustard fields of the Lompoc Valley, California. This method would be very practicable with unbelliferous fruits, as anise, conium, caraway, fennel, etc. Some seeds and fruits can be removed from the plants by shaking and afterwards gathering by means of rakes or similar devices.

CLEANING AND GARBLING.

All drugs should be freed from foreign and undesirable matter which may cling to them. This applies particularly to subterranean organs, which must be freed from soil, sand, foreign roots and rootlets and other foreign particles. Most of the soil may be removed by brisk shaking, especially if the soil in which the plants have been growing, is quite dry and sandy. Wet adobe soil clings quite tenaciously and after drying it bakes and clings still more firmly. Soil which cannot be removed by shaking must be removed by washing in clean water. Leaves, herbs, barks, fruits and seeds should not be washed.

Washing should only be employed when necessary and should not be prolonged more than is required. Prolonged soaking and washing in water removes much of the active principle and reduces the value of the drug accordingly.

Garbling consists in sorting the drug; that is, removing by picking, sifting or winnowing all undesirable parts or particles. Careful cleaning and garbling gives the drug a clean, wholesome appearance and adds greatly to its commercial as well as medicinal value. Machinery and various mechanical devices are desirable or necessary in cleaning and garbling and splendid opportunities will present themselves to the progressive, enterprising, inventive genius.

Sorting proper it not permissible with drugs. That is, separating the crop yield into grades or different qualities as in the case of fruits and grains, for only first grades or qualities are wanted. Wholesale as well as retail dealers always call for the best quality drugs. The grower who should place on the market an inferior sorted article would be guilty of a gross misdemeanor.

PEELING, CUTTING AND SLICING.

These processes hasten drying by increasing surface exposure and increasing the rate of evaporation of moisture. The special function of the epidermis and cork tissue is to reduce the evaporation of moisture from the interior of plant organs. Removing these tissues therefore permits the more rapid escape of moisture; as a result the drug dries more quickly, which is not only time saving, but also lessens the decomposition of active principles and reduces the tendency toward the development of microbes, moulds, mildews and other fungi as well as animal parasites.

Occasionally peeling is for the purpose of removing the outer inert portions, as with many barks (cinnamon, elm, soap bark, butternut, etc.) and the fruit of colocynth. In some instances peeling is practiced when it is unnecessary or undesirable, as in the case of ginger and calamus.

As a rule drugs which are cut or sliced are not peeled or decorticated for reasons which are perhaps self-evident, though there are exceptions, as for example, rhubarb roots, which are both peeled and cut. These operations are performed on fleshy roots, rhizomes, tubers and bulbs. Some are sliced or cut transversely, as bryonia, calumba and colchicum; some longitudinally, as gentian, calamus, belladonna, and some are generally cut in any direction, as inula, rhubarb and zedoary. The stems of bittersweet, rhizomes of couch grass, roots of chicory and others are cut transversely.

It should be remembered that peeling, cutting and slicing exposes the tissues containing the active constituents to the climatic influences which hasten their evaporation, dissipation and chemical decomposition, therefore these operations should be reduced as much as is practicable with a reasonably rapid and uniform method of drying or curing. In other words, the pieces should be left as large as possible.

Peeling is done by hand, likewise rossing (removing the outer bark) of barks, but cutting and slicing may be done by suitable mechanical devices.

SCALDING.

Certain drugs, as some ginger, sarsaparillas, curcuma, salep and a few others are placed in boiling water before drying. This kills the cells and prevents sprouting, it destroys parasites which may be present and hastens drying because moisture escapes much more rapidly from dead cells than from living cells.

LIMING AND BLEACHING.

It has become customary to bleach and lime certain drugs, as some ginger, calamus, orris root and althaea roots. These processes are not necessary or desirable, excepting perhaps in rare instances and will be passed over without further comment. This also applies to the pernicious custom of coloring certain substances, as tea and coffee.

DRYING.

After the drug has been collected, cleaned, garbled and otherwise prepared, it is ready to be cured or dried. This is an exceedingly important process to which much attention should be given. The object to be attained is the removal of moisture in order to prevent the development of microbes, higher fungi and other organisms which feed upon the cell contents and as a consequence decompose the active constituents. It is desirable to dry drugs as quickly as possible. Exposing the drugs to direct sunlight is as a rule not desirable. Drying should be done under a shed with open sides and ends to insure free circulation of air. Fortunately the work of drying becomes easy as well as simple in the State of California, as most drug-yielding plants mature during the dry season, so that provision for rains need not be made. However, the dews and fogs of the nights, in many localities, especially near the coast, demand special consideration. Large sheds as above suggested should be built with tables or hurdles, on which the drug is spread. These sheds should be long and narrow and the roof should be quite high above the hurdles. The drug should be spread evenly and turned several times daily. The tops of the hurdles or tables should be perforated to permit ready circulation of air from below. As soon as the air becomes very damp in the evening the drug should be heaped and covered with canvas to prevent the re-absorption of moisture from the atmosphere. This applies especially to leaves, flowers, and herbs. Fleshy drugs (roots, rhizomes, tubers) may be left uncovered for the first night or two. Some drugs can no doubt be dried in the field on the ground, as mustard, fennel, caraway, mountain balm and some others.

Whether artificial heat is necessary or desirable must be ascertained experimentally. It would appear to the writer that aid drying would prove satisfactory in nearly all instances. Such drugs as jalap, rheum, curcuma, ginger, salep, sarsaparilla and a few others, are often dried in ovens, in houses, over an open flame, and in other artificial ways, but that is done only in countries where the natural dry air is not available.

PACKING AND SHIPPING.

As soon as the drug is thoroughly dried it is ready for packing and shipment. No drug should be packed, either in small or large packages, unless thoroughly dry

throughout. Containers, for shipment, whether large or small, should be porous so as to permit the escape of atmospheric moisture, and the escape of moisture, slight though it must be, from the drug itself. Gunnysacks, barrels, wooden boxes, paper bags, pasteboard boxes, etc., will be found available. The problem of size and nature of containers, modes of shipment will solve itself with experience. The important facts to be kept in mind are that the drug should be thoroughly dry when packed, should be put in a dry clean, porous containers, should be stored in a dry place and should be kept dry in shipment.

MARKETING DRUGS.

It is of course perfectly natural that no one will attempt the cultivation of any drug unless there is a market for it. Nor is it reasonable to suppose that growers will so glut the market as to reduce the market value very considerably within say several years. No doubt the numerous ginseng plantations which have sprung up all over the United States within recent years will sooner or later reduce the market value of ginseng, but such effect is not yet appreciable. The grower can easily ascertain by inquiry where he can dispose of his product.

DRUG CULTURE AND MANUFACTURE.

In many instances it would be most desirable or even almost absolutely necessary for the grower to become manufacturer. The grower of lavendula, for example, should manufacture and market the oil lavender. The California growers of insect flower manufacture and market also the insect powder (buhach). An Eastern manufacturer of belladonna plasters cultivates all the belladonna required in his business. The grower of mints would find it profitable to also manufacture the oil and menthol. This applies especially to the growers of those drugs which should be used in the fresh or undried state for example, such as yield stearoptens, oils, gums, etc.

The mere suggestion must suffice as it would be impossible, within the scope of this paper, to enter into a discussion or fuller explanation. It is reasonable to suppose that a maximum profit accrues from an enterprise when the resources are developed in all possible directions. If it is profitable, for example, to cultivate mustard it would no doubt also be profitable to manufacture and market mustard oil. It is hoped that some enterprising individual may experiment with the cultivation of the less common drugs and the manufactured products that are obtained from them. For example, the rose and rose oil, the eucalypti richest in oil, thyme and the oil, etc.

Emulgen.

Emulgen is an emulsifying agent which has recently been brought into commerce and 20 Gm. of which is sufficient to produce rapidly a good emulsion with 100 Gm. of oil. The composition of the emulgen is found to be as follows: Tragacanth, 10; gum acacia, 5; gluten, 5; glycerin, 20; alcohol, 10; water, 50. The emulgen contained 4.96 per cent. of proteids, existing according to Aufrecht's opinion, in the form of gluten.—Pharm. Zeit., through Pharm. Journ.

THEORY AND PRACTICE

Disinfecting Catgut with Benzol.

The catgut, wound on glass reels, is introduced into a copper bomb, fitted with a screw cap, which contains pure crystallizable benzol. After securing the cap, the bomb is heated in an autoclave for twenty minutes, then cooled. The reels of gut are then removed, placed in separate flasks, which are then immersed, uncorked, in a fresh bomb of benzol. This is heated as before in the autoclave, the temperature being gradually raised until a pressure of two atmosphers is obtained. The apparatus is then allowed to cool down. When the bomb is cold the screw cap is removed and the orifice plugged with wool, through which a syphon is passed, and the greater part of the benzol is syphoned off. The rest is evaporated, without removing the wool plug, on the water bath. When the benzol has been driven off, alcohol (70 per cent.) is syphoned into the bomb. After macerating for a time the flasks are withdrawn by means of a sterilized forceps, and corked. After this maceration the gut regains its suppleness and elasticity, while its breaking strain remains the same before and after sterilization.—Journ. Pharm. Chim. Pharm. Journ.

New Reaction for Aconitine.

In the examination of a specimen of pure aconitine, the red coloration with sucrose and sulphuric acid was not obtained. The alkaloid was readily saponified by alcoholic caustic potash, but no formation of veratric acid could be detected. The new reaction for pure aconitine is as follows: The alkaloid (0.0005-0.0002 grm.) is gently warmed with 5-10 drops of pure bromine, 1-2 c.c. of fuming nitric acid are added, and the mixture evaporated to dryness, with the addition of a little more bromine if necessary. from 0.5 to 1 c.c. of a saturated alcoholic solution of caustic potash is then added, and the mixture evaporated to dryness; the residue has a more or less intense brown or red color, according to the quantity of aconitine present. After cooling, 5-6 drops of an aqueous 10 per cent. solution of copper sulphate are added, when the solution soon acquires a deep green color, if aconitine be present.—Chem. News.

Salicylic Acid in Foodstuffs.

The colorimetric determination of small quantities of salicylic acid presents difficulties when tannic acid is present. The following method (Analyst. Pharm. Jour.) takes advantage of the insolubility of lead tannate and the solubility of lead salicylate in caustic alkalines: 50 Gm. of the sample is mixed with a little water, 15 C.c. to 20 C.c. of a strong solution of lead subacetate added, and then 25 C.c. of roughly normal soda. With this 15 C.c. to 20 C.c. of roughly normal hydrochloric acid is mixed, and the whole made up to 300 C.c. 200 C.c. is filtered off, acidified with hydrochloric acid, refiltered if necessary, extracted three times with ether, and the salicylic acid determined in the usual way. Different samples require different treatment with regard to the quantity of lead subacetate and alkali to be used, which can be judged by practice.

Sterilizing Catgut.

A new method of sterilizing catgut is recommended by Bartlett (Cent. f. Chir. through Jour. Am. Med. Assoc.) which consists in drying the catgut, placing it in liquid paraffin until it becomes transparent, about twelve hours, then heating to 160° C., and setting aside in a one per cent. methyl alcohol solution of iodin. The author claims that a year's experience and countless tests have proved the superiority of catgut sterilized by this simple, inexpensive technic.

NEW BOOKS.

Calm, C. Emil. Sulphurous Acid and Sulphites as Food Preservatives. Chicago, Ill., Hygeian Chemical and Research Laboratory, 34 p., il., O., pap., $1.

Clark, G. H. The A B C Manual of Materia Medica and Therapeutics. 2d ed. enl. Philadelphia, Pa., Boericke & Tafel. 301 p., 12mo., cl., $1.25.

Einhorn, Max. Practical Problems of Diet and Nutrition. New York, William Wood & Co. 64 p., 12mo., cl., 75c.

Hampson, W. Radium Explained; a popular account of the relations of radium to the natural world, to scientific thought, and to human life; with illustrative diagrams. New York, Dodd, Mead & Co., 122 p., D., (Practical Science ser.) cl., 50c. net.

Kiliani, O. G. T. Surgical Diagnosis; a manual for practitioners of medicine and surgery. New York, William Wood & Co. 449 p., il., pls. 8vo., cl., $4.50 net; hlf. mor., $5.50.

Powell, W. M. Saunders' Pocket Medical Formulary; with an appendix. 7th ed., rev. and enl. Philadelphia, Pa., W. B. Saunders & Co. 301 p., 16mo., flex. mor., wallet style, $1.75 net.

Raymond, J. Howard. Human Physiology; prepared with special reference to students of medicine. 3d ed. rev. Philadelphia, Pa., W. B. Saunders & Co. 687 p., il., partly col., 8vo., cl., $3.50 net.

YEARBOOK OF THE UNITED STATES DEPARTMENT OF AGRICULTURE. 1904. Washington: Government Printing Office. 776 pages; 8vo.; cloth.

The present volume is uniform in style with those of preceding years and contains much information that will be appreciated by the agriculturalist. There are some matters of value to the pharmacist, principally in regard to the work of the Bureau of Chemistry, especially that relating to the investigation of food preservatives and adulteration, and the drug plants of America. An exceedingly able chapter is by Charles M. Daugherty, of the Bureau of Statistics, on "The Castor Oil Industry." The book is well filled with general useful information.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Sodium Bicarbonate and Bismuth Subnitrate.

(S. B.)—"I enclose the following prescription which was handed to me a few days ago. Will you kindly comment on it and give me the formula for 'Aq. laurocerasi?' I am not familiar with it."

℞

Sodii bicarb	ʒjv
Bis. sub-nit.	ʒjv
Aq. chloroformi	℥iij

M. et add.

Aq. laurocerasi	℥iij
Strych. sulph.	gr. ½

M. Sig. A teaspoonful in a little water ½ hour before each meal.

The principal difficulty here is due to the reaction between the bismuth subnitrate and sodium bicarbonate, a reaction that was fully explained in a somewhat similar prescription in The Era of June 8, 1905, page 636. On allowing the mixture to stand the cherry-laurel water is decomposed. The propriety of combining strychnine sulphate in the prescription may also be questioned. We do not think the above prescription should be dispensed.

"Aqua Laurocerasi," or Cherry-laurel Water, is official in the British Pharmacopœia, and is made by distilling fresh cherry-laurel water leaves with water so that when the finished product is tested it shall contain one-tenth per cent. of hydrocyanic acid (HCN). There is no corresponding preparation in the U. S. Pharmacopœia, unless bitter almond water may be so called. The latter is a weak and uncertain preparation, however, as it contains variable proportions of hydrocyanic acid, owing to the character of the commercial oil of bitter almond from which it is prepared.

An artificial cherry laurel water, sometimes employed, is the following: Hydrocyanic acid, dilute, 1 dram; oil of bitter almonds, 4 minims; alcohol, 3 drams; distilled water, 20 drams. This, however, should not be used without the consent of the prescriber.

Grease Extracting Paste.

(M. S.)—Try one of the following: (1)—Fullers' earth, 15 parts; French chalk, ½ part; yellow soap, 10 parts; pearlash, 8 parts; mix thoroughly and make into a paste with spirits of turpentine. Color, if desired, with yellow ochre. Form into cakes. (2)—An earthy paste for removing grease spots is made as follows: Mix ½ pound of fullers' earth, free from gritty matter, with ½ pound of soda, 8 yolks of eggs, well beaten up, and ½ pound of purified oxgall. Grind the whole together until a thick, uniform paste is obtained, which cast into balls or cakes, and lay aside to dry. A little of this detergent is scraped off with a knife when wanted for use, made into a paste with water and applied to the stain.

Oxgall soap may be similarly applied for removing grease stains. It is made by triturating extract of quillaja, 1 ounce; powdered borax, 1 ounce, with fresh oxgall, 4 fl. ounces. Then add 15 ounces of common or castile soap in powder, and beat the whole to a uniform consistence, and cut into cakes of the desired size.

Other formulas have been published in The Era. Consult the indexes.

Anti-Perspiration Powder.

(M. C. D.)—A typical formula for an anti-perspiration powder is furnished by the National Formulary under the title, "Salicylated Powder of Talcum." The corresponding preparation of the German Pharmacopœia contains starch instead of boric acid. Here are some other formulas:

(1.)

Zinc oleate, powdered	1 ounce
Boric acid, fine powder	2 ounces
Talcum, powdered	3 ounces

(2.)

Salol	100	grains
Oil of wintergreen	½	fl. dram
Powdered talcum	10	ounces

(3.)

Salicylic acid	2	drams
Powdered alum	4	drams
Starch	2	ounces
Oil of bergamot	½	dram
Alcohol	4	fl. drams
Powdered talcum	7	ounces

Dissolve the acid and the oil in the alcohol, and rub in a mortar with the other ingredients until the alcohol is dissipated.

Keeping Ice Cream.

(J. F. B.)—There is nothing better for keeping ice cream firm and in good condition than one of the various ice cream cabinets made for soda dispensers who serve ice cream at their fountains. Experienced dispensers say that by their use one can save ice, time and trouble, and the cabinets keep the cream in good condition over night, and always at the right consistency.

Here are some formulas for ice cream in which gelatin is employed to give the cream more "body":

(1.)

Cream	1	gallon
Unskimmed milk	1½	gallons
Gelatin	3	ounces
Vanilla extract	2	fl. ounces
Powdered sugar	2	pounds

Soak the gelatin over night and add to it ½ gallon of hot milk (gradually), dissolve in this the sugar, and strain into the balance of the milk and cream. Place all in the freezer, allow the mixture to cool in the ice 20 minutes or more before adding salt, then proceed to freeze. In less than 20 minutes the plungers may be removed, and the cream is ready to repack. It will be noticed that the cream swells 40 to 50 per cent., according to the rapidity with which the churning is done.

(2.)

Good cream	2	gallons
Milk	½	gallon
Granulated sugar	5	pounds
Best vanilla	2	ounces
Whites of eggs	1	dozen
Gelatin (shred)	3	ounces

Dissolve the gelatin in the milk by the aid of heat, and be careful not to scorch it. Mix the milk and cream, and dissolve the sugar in it by stirring. The cream should not be ice cold or it may lump the gelatin. Strain into the freezer and commence freezing at once.

Moulding Sealing Wax.

(F. B. C.)—Moulds for casting sealing wax may be obtained from almost any manufacturer of candle or other moulds. However, Brannt, in his book on the fabrication of sealing waxes, states that brass moulds are rather expensive, on account of the cost of engraving. He also states that moulds may be constructed very cheaply by first making a single mould in which a stick of fine sealing wax is cast. The stick of wax is then rubbed over with a film of olive oil, the oiled stick being then placed in a suitable form and plaster of paris poured over it. When the plaster has become hard, it is carefully detached from the stick and thoroughly dried at a moderate heat. The plaster form is then in turn rubbed over with olive oil and a stick of plaster of paris moulded in it, which becomes a replica of the first casting of the sealing wax. The stick is now thoroughly dried and placed in a small wooden box, and melted type metal poured over it. In this manner, moulds of type metal are obtained which may be used like brass moulds. Many copies can also be made from a single form by the galvanoplastic process.

To mould the wax: Take the melted sealing wax from the melting vessel with a ladle and pour into a casting ladle provided with a spout and wooden handle, which has been previously heated. The wax is then poured into the moulds in a uniform stream. When the wax has become cold the moulds are covered with a board, turned over, and the sticks detached from the forms by a gentle tap. Moulds consisting of two pieces are opened and the sticks pushed out.

Label Varnish.

(E. E.)—We do not know that we can improve on the formulas given on page 580 of the May 25, 1905, Era. However, we give the following formulas for label varnishes for what they are worth, the first being recommended by E. Dieterich:

(1.)

Sandarac	150 parts
Mastic	50 parts
Venice turpentine	15 parts
Alcohol	800 parts

Macerate, with repeated stirring, until solution is effected. Then filter, and add enough alcohol to make 1,000 parts. Paper labels are first sized with diluted mucilage, then dried, and then coated with this varnish. If the labels have been written with water-soluble inks or color, they are first coated with two coats of collodion, and then varnished.

(2.)

Dissolve 10 parts dammar in 90 parts of carbon disulphide, and apply. This var-

nish is very glossy and is said to resist the action of both water and steam.

Celluloid Varnish.

Digest 2 parts of colorless celluloid with 20 parts of acetone, in a closed vessel, during several days and with occasional shaking, until a clear, thick mass results. This is mixed with 78 parts of amyl acetate and allowed to clarify by subsidence during several weeks.

Water Glass.

(R. M. J.) "Will you kindly give me through the Question Box, a formula for preparing liquid salicylate of soda, otherwise known as 'water glass?'"

Water glass is not a liquid salicylate of sodium, as you infer, but it is a solution of sodium silicate, or to use the pharmacopeial title, it is "liquor sodii silicatis." This is made by fusing together sand and dried sodium carbonate, then boiling the mass with water. This solution contains about 20 per cent. of silica (SiO_2) and 10 per cent. of soda. It is used in surgery in preparing mechanical dressings. Potassium carbonate is also employed, the resulting silicate being more expensive. Sometimes sodium or potassium sulphate is substituted for carbonate, a little carbonaceous matter (small coal) being added, which reduces the sulphate to sulphide, which acts freely on the silica.

Commercial soluble water glass varies between the limits $Na_2O.4SiO_2$ and $Na_2O.2SiO_2$, the commonest grade being about $Na_2O.3SiO_2$, and is made by fusing 2 parts of quartz sand with 1 part of sodium carbonate and 0.1 part of small coal. The solubility varies inversely as the proportion of silica, a glass rich in silica being very sparingly soluble. Consequently, a large proportion of soluble glass is sold in solution, as the solid is often slow to dissolve. Soluble glass is decomposed by the feeblest acids, even CO_2, gelatinous silica being separated. It is employed in the building trades for making artificial stone, fire-proofing wood, as a detergent, and for protecting natural stone that does not stand the weather well.

Keeping Flies Off Horses.

(J. A. W.)—Infusions of bitter substances like quassia, gentian, smartweed, etc., have been used for keeping flies off of horse, it is claimed, with satisfactory results. They are applied by means of a sponge or brush. Preparations like the following have also been recommended:

(1.)

Carbolic acid	1 ounce
Oil of pennyroyal	2 ounces
Spirits camphor	2 ounces
Oil of tar	[illegible] ounces
Glycerin	2 ounces
Lard oil	4 ounces

(2.)

Pine tar	1 part
Fish oil	2 parts

The oil is used to keep the tar from stiffening, if fish oil cannot be obtained, lard oil may be used. An addition of 2 ounces of crude carbolic acid to the gallon of paste will improve it. Paint the mixture on when necessary.

(3.)

Melt 50 parts of tallow or other cheaper fat with 25 parts of resin; add 50 parts of crude soda and 25 parts borax, boil with water; add 75 parts carbolic acid and 30 parts calcium sulphide solution, and finally 80 parts extract of tobacco.

Weather Indicator.

(J. H. W.)—"Please publish formulas for preparations to put on paper or cloth to indicate changes in the weather. When the weather is fair the paper or cloth will be of one color, but when it is damp the color of the paper will change."

Various formulas have been published under such names as "weather forecaster," "paper barometers," "weather service indicators," etc., but all of them usually contain some salt of cobalt. The following will probably answer your purpose:

(1.)

Cobalt chloride	1 part
Gelatin	10 parts
Water	100 parts

(2.)

Copper chloride	1 part
Gelatin	10 parts
Water	100 parts

(3.)

Cobalt chloride	1 part
Nickel oxide	0.75 part
Gelatin	20 parts
Water	200 parts

These solutions may be painted on the insides of windows, or may be applied to paper or cloth. In fine weather No. 1 appears blue, No. 2 yellow, and No. 3 green. When wet weather approaches, the colors disappear.

Limeseed Oil.

(T. D. M.) "Referring to pages 1054-5 of the Proceedings of the American Pharmaceutical Association for 1895, there is a mention of limeseed oil. Have you any knowledge as to work done since on the line suggested there?"

The oil referred to in the abstract is that obtained from the seeds of one of the varieties of the European linden or lime tree. The seeds are said to contain about 58 per cent. of oil, which has properties which should warrant its extraction on a large scale. It is compared to olive oil in color and taste, is non-drying, will not become rancid, and does not congeal at —21.5° C. Quite a thorough search through recent literature fails to show results of later investigations.

Books on Essential Oils.

(M. & C.).—Distillation as employed in the manufacture of essential oils, is pretty fully described in books on perfumery. The following may be consulted: Askinson, "Perfumes and Their Preparation," $3; Deite, "Manufacture of Perfumery," $3; Gildmeister and Hoffman, "The Volatile Oils" (translated by Dr. Kremers), $5; Idris, "Notes on Essential Oils," $2; Parry, "Chemistry of Essential Oils and Artificial Perfumes," $5. Sawer's "Odorographia," 2 vols., will give you much information about raw materials and drugs used in the perfume industry and the aromatics used in flavoring. This work is published in London and we believe costs about $11.

Swedish Nomenclature.

(S. R. C.)—has received an order from a Swedish customer for some "Dubla Malorts Droppar," and he wants information about the preparation and its formula.

We cannot find this title in any of the polyglot reference works at our command, but we strongly suspect that it is the Scandinavian vernacular for some preparation containing wormwood employed in domestic practice. Possibly some one of our readers familiar with Swedish pharmacy can supply the information.

Formulas for Cold Cream, Skin Food, Etc.

(E. G. Mfg. Co.).—The Era Formulary ($5) contains a large number of formulas for cold cream, skin foods, etc. It may be obtained through this office. Other formularies are Koller's "Cosmetics" ($2.50); "The Standard Formulary" ($4); Griffiths' "Non-Secret Formulas" ($5); MacEwan's "Pharmaceutical Formulas" ($2.50).

Massage Cream.

(M. S.)—See last week's Era, page 659.

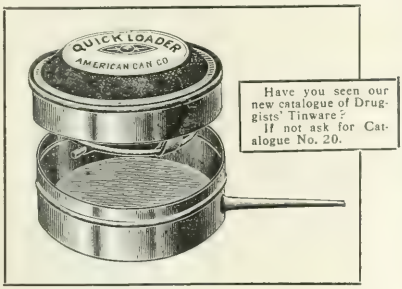
Gurjun Balsam Oil.

Gurjun balsam, obtained from *Dipterocarpus* species, is becoming more and more important for the trade, owing to its industrial and medicinal applications. The balsam is usually obtained in the spring, by cutting a deep slit in the trunks of the trees at an angle of 45°, and then making a wide cavity 'round the hole, in which the vessel serving for collecting the balsam is placed. At the commencement of the operation a few red-hot pieces of coal are put at the base of the slit, in order to start the flow of the balsam, which continues for about six months; that obtained during the dry season is the best. Some trees annually yield 200 litres or more of balsam; the average is 80 litres. The color of the balsam varies from bright yellow to black-brown, according to the species of *Dipterocarpus* from which it is obtained; in transmitted light the balsam is clear and more or less red, in reflected light it is grey-greenish and non-transparent. The odor reminds of copaiba balsam, but is less strong; the taste is bitter, not acrid. The balsam consists of a resin and an essential oil of yellowish color and faint odor. From the resin, gurjunic acid, soluble in ether, carbon disulphide and alcohol has been isolated.

Gurjun balsam finds general application in Cochin-China as a varnish for coating boats, etc., as it increases the resistance of the wood. Experiments made in Europe for preserving wood with gurjun balsam have also given satisfactory results. The white balsam, "shondrau," is most valued, and is exported in large quantities to China where it is used in the manufacture of lacquers. The medicinal application is similar to that of copaiba balsam, and is constantly gaining ground in France, where it is prepared into emulsions and capsules for internal use. Four markets come chiefly under consideration for the balsam of Cochin-China, namely: Tayninh, Thudaumot, Choben and Taymit. —Schimmel's Report.

The "Quick Loader" Insect Powder Gun.

This gun has for several years been a favorite with the trade and with users. It is readily loaded, emits the powder with force



and is a compact, handsome and durable gun. Carried in stock by all large jobbers.

Ask for the *"Quick Loader."*

American Can Company,

New York Chicago San Francisco

VAROMA

A Disinfectant, Deodorizer and Antiseptic

FOR

WHOOPING COUGH, CROUP, CATARRH, ASTHMA BRONCHITIS, PNEUMONIA, DIPHTHERIA SCARLET AND TYPHOID FEVERS

Varoma, complete ..... Vaporizer, Lamp complete, 2 oz. bottle Varoma	doz.,	$9 00
Varoma, two ounce	doz.,	2 00
Varoma, four ounce	doz.,	4 00
Varoma, sixteen ounce (Hospital size)	doz.,	12 00
Extra Vaporizers only	doz.,	5 50
Extra Lamps Complete (lamp, globe, burner, wick)	doz.,	2 00
Extra Lamps (without globes)	doz.,	1 50
Extra Globes, only	doz.,	50
Extra Burners only	doz.,	75
Extra Founts, only	doz.,	75
Extra Wicks	gross,	50

Freight: On orders amounting to $50 00 net purchase at one time, and shipped to one point, freight will be paid by us by lines of our own selection.

Manufactured by the Varoma Medical Co.

Schieffelin & Co. - NEW YORK

SOLE AGENTS

"BORDEN'S" MALTED MILK

IS

GENUINE MALTED MILK

that is, it is milk the casein of which has been partially predigested by the proteolytic ferments of Malted Barley.

BORDEN'S MALTED MILK IS NOT

merely a mechanical mixture of milk and malt extract (the ferments of which have been killed by unscientific methods of handling).

	PER DOZ.
Trial Size, 1 doz. in. Carton, 12 Cartons in Case,	$ .75
Small Size, 1 doz. in Case - - - -	4.00
Large Size, 1 doz. in Case - - - -	8.00
Hospital Size, ¼ doz. in Case - - - -	33.00

BORDEN'S CONDENSED MILK CO., Largest Manufacturers of Milk Products in the World. **NEW YORK CITY.**

(S. P. 3.)

CAPSOLIN

As efficacious as the mustard plaster, and twenty times as useful, because so convenient and cleanly; very beneficial in

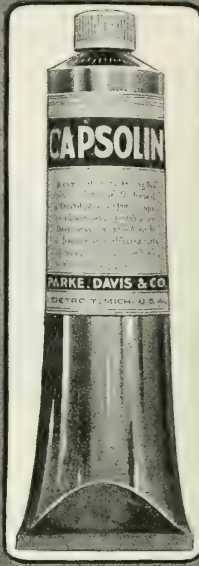
MILD FORMS OF RHEUMATISM, NEURALGIA, LUMBAGO, SCIATICA, SPRAINS, INFLAMMATORY AFFECTIONS, ETC.

Capsolin is a comparatively new product. It will be a big seller when its merits are known. And the pharmacist who helps to develop the market will reap a harvest of good business.

NET PRICES.

Per dozen collapsible tubes, $1.75.

PUT CAPSOLIN ON YOUR WANT LIST.



Emollientine

A SURE MONEY-MAKER!

A soothing, antiseptic ointment.
Just the thing for

BURNS, BOILS, SPRAINS, SCALDS, FELONS, JOINT-PAINS, BRUISES, ULCERS, ECZEMA,

and all kinds of local inflammation. Just a little promoting work will make *Emollientine* go with a rush. Try it.

NET PRICES.

Collapsible tubes, per dozen, $2.00; pound cans, per dozen, $10.80; 5-pound cans, per pound, $0.85.

We supply advertising matter bearing the dealer's card. Write us about it.

PARKE, DAVIS & CO.

(S. P. 4.)

News Section

EXEMPT FROM TAXATION.

Kings County Society Gets Welcome News Regarding Its College.

Very little business was transacted at the meeting of the Kings County Pharmaceutical Society, last week. The welcome announcement was made by Dr. Muir that the Cotton bill, exempting the Brooklyn College from taxation, had become a law. This will not become effective, however, until next year.

As this was the last meeting before the summer recess, the attendance was poor. Treasurer Ray reported a balance in the society's treasury of $829.91. In his report on legislation, Dr. Muir thought that the passage of the Raines bill, doing away with the stamp tax and making the penalty for violation suspension of the pharmacist's license for one year, showed that the intention was to keep liquor out of the drug business. He thought the idea a good one, provided it were strictly carried out. On motion the secretary was instructed to notify all members of the new law and the penalty for violation.

An outline of the New York State Ph. A. meeting at Saratoga was given by Dr. Muir. Dr. Joseph L. Mayer read an interesting paper on "Some practical benefits to be derived from frequently consulting the College Pharmacy library." He called attention to the many practical helps and suggestions obtainable from drug journals, which can be had in complete files only in the library. Every variety of information is easily found by means of a card index system. Very few persons, said Dr. Mayer, have consulted the library during the past year.

The following committees were announced by President Paradis: Legislative, William Muir, T. J. France, O. C. Kleime, A. E. Hegeman, W. H. Bussenschutt; Pharmacy, A. P. Lohness, W. F. Morgan, C. Heimerzheim; Trade Matters, J. G. Wischerth, B. Rosenzweig, E. J. Huels; Pharmacopœial Revision, Walter Bryan, D. O. Mangan, H. W. Schimpf, F. P. Tuthill, J. H. Droge; Library, W. C. Anderson, W. J. Hackett, C. A. Kunkel, C. L. Gesell.

Messrs. Anderson, Muir, Mangan and Rehfuss were appointed a committee to attend a joint conference on the projected University of Brooklyn, on June 20, at the Broooklyn Club.

O. C. Kleine reported on the progress made in organization. He thought the King's County society should aid the N. A. R. D. organizers with the benefit of its experience. This was opposed by Dr. Muir. He thought that the work should go over until September, as that would be a better time for organization and it might then be possible to levy an additional tax of $4.

Letters of thanks and congratulation were received from the Piso Company and the Dr. Miles Company. Dr. Anderson conferred the degree of Ph.G. on Abraham Schweitzer, who graduated this year, but has only just fulfilled the age requirement. Dr. Anderson also made an earnest plea in behalf of the A. Ph. A., urging the druggists to join and to attend the meeting at Atlantic City.

DATE FOR N. A. R. D. MEETING.

The date for the N. A. R. D. convention in Boston, as finally selected by the Executive Committee, is September 18-23, and not October 9-13, as has previously been stated. As there is some doubt as to whether any hotel in Boston could furnish the required accommodations, Revere Hall, in the Mechanics' building, is spoken of as a possibility. The chairmen of the subcommittees are: Local transportation, J. P. Collins; reception, C. P. Flynn; entertainment, J. J. Tobin; financial, H. O. Nute; hotels, E. H. La Pierre; printing programme and badges, S. V. Rintels; telephone, H. O. Nute; ladies' auxiliary, C. H. Packard; information bureau, J. A. Bean; press, J. G. Finneran.

OUTING OF ANTISEPTIC CLUB.

The Antiseptic Club, an organization made up of men, young and old, in the employ of Merck & Co., held an outing at New Dorp Beach Hotel, Staten Island, on the afternoon of June 17, and from all accounts the microbe killers had rare sport. The committee in charge of the games was made up of Thomas Keble, "Fred" W. Knapp and Charles A. Darius, and they had in their possession a number of attractive prizes to award the winners of the various events, such as the swimming race, 100-yard dash, broad jump, sack race and hurdle race.

Everybody was well provided with cigars and in a convenient part of the field was established a wet-goods emporium, where the parched throats of contestants and lusty rooters were rendered aseptically moist. A bounteous dinner was spread in the hotel dining-hall, at dusk. When the cigar and coffee period had arrived, Master of Ceremonies Darius skilfully brought a number of diners to their feet to say a word or two on outings and good fellowship and allied topics. A number of guests from other houses responded. Encouraged by the success of its first effort, the Antiseptic Club intends to conduct another outing next year.

DEATH OF MRS. E. R. SQUIBB.

Mrs. Caroline L. Squibb, widow of the late Dr. E. R. Squibb, died last Sunday, at her home, 152 Columbia Heights, Brooklyn, the same house in which the noted chemist passed away on October 25, 1900. Mrs. Squibb was seventy-one years old. As Miss Carolin F. L. Cook, of Philadelphia, she was married to Dr. Squibb in 1852. He was survived at his death by his wife, two sons, Dr. Edward H. and Charles F., and one daughter.

HONORS FROM COLUMBIA.

Degree of Pharmaceutical Chemist Conferred for the First Time.

For the first time in its history, Columbia University, at the commencement exercises last week, conferred the degree of "pharmaceutical chemist," the candidates receiving the degree being George Martin Broemmel, B.S., Ph.G.; Samuel Kutscher, Ph.G., and Benjamin Nicholas Levy, Ph.G. These young men are the first to complete the new academic course provided for when the College of Pharmacy affiliated with the University, a little over a year ago.

The programme followed at the commencement included general exercises for the various affiliated colleges and schools, more than a thousand degrees being conferred. The pharmaceutical candidates were presented to the president of the University by the dean of the College of Pharmacy, Dr. H. H. Rusby, who gave them some kindly words of advice and congratulated them on the character of their work and their honorable efforts to secure the university degree.

The commencement was one of the most impressive ever held by Columbia University. The members of the College of Pharmacy faculty appeared with Columbia's faculty, the board of trustees of the college present being given the right of line in the academic procession. Among those present and representing the College of Pharmacy were Dr. H. H. Rusby, Prof. Charles F. Chandler, C. O. Bigelow, Ewen McIntyre, Thomas F. Main, Max B. Brietenbach, Gilbert B. Knapp and Thomas P. Cook.

MORE COLLEGES REGISTERED.

At a recent meeting of the "Ad Interim" Committee of the Board of Pharmacy and the Department of Education of New York State at Albany, the following colleges registered under the provisions of the prerequisite law:

California College of Pharmacy, Northwestern University, School of Pharmacy, College of Pharmacy of the University of Maine, Massachusetts College of Pharmacy, School of Pharmacy of the University of Michigan, College of Pharmacy of the University of Minnesota. The Cincinnati College of Pharmacy was placed in the accredited class.

These are in addition to the Colleges registered some months ago. At that time there were several colleges which had not complied with all requirements. To consider and act upon these cases, an "Ad Interim" Committee was appointed, consisting of C. O. Bigelow (chairman), Dr. Willis G. Gregory, F. P. Tuthill, Warren L. Bradt. The Department of Education was represented at the recent conference by Dr. H. L. Taylor.

—R. A. Kerr, a druggist of Logtown, Miss., killed himself recently, by drinking carbolic acid.

FAREWELL TO CHEMISTS.

Smoker Given to Those Soon to Leave for London Meeting.

A farewell smoker was given by the Chemists' Club to the members of the New York Sections of the American Chemical Society, Society of Chemical Industry, Verein Deutscher Chemiker and American Electro-Chemical Society, last Saturday night, in the rooms of the club, 108 West Fifty-fifth street. It was intended as an occasion for bidding "bon voyage" to those about to sail for England to attend the meeting of the Society of Chemical Industry in London. About 250 persons were present. Dr. Wm. H. Nichols, president of the society, was the guest of honor.

The total of members and their families who will attend the London meeting numbers 115. They include Dr. Wm. H. Nichols, Dr. Charles Baskerville, professor of chemistry at the College of the City of New York; Dr. Nicholas Murray Butler, president of Columbia University; Dr. Charles F. Chandler, professor of chemistry at Columbia University; Mrs. Chandler, Virgil Coblentz, professor of chemistry at the New York College of Pharmacy; Dr. W. A. Converse, directing chemist of the Dearborn Drug and Chemical Works, Chicago; Dr. A. R. L. Dohme, of Sharp & Dohme, Baltimore; Herman Frasch, president Union Sulphur Co., New York; Wm. Wilson Hanna, of Schoellkopf, Hartford & Hanna Co.; Mrs. Hanna; Dr. Russell W. Moore, in charge of laboratory, U. S. Appraisers' Office, New York; Albert Plaut, of Lehn & Fink; T. J. Parker, of the General Chemical Co., New York; Hugo Schweitzer, Farbenfabriken of Elberfeld Co., New York; I. F. Stone, president of the Drug Trade Section of the Board of Trade and Transportation; Dr. H. W. Wiley, Chief of the Bureau of Chemistry, U. S. Department of Agriculture; C. B. Zabriskie, Pacific Coast Borax Co., eastern manager; Mrs. Zabriskie.

TO GET LIQUOZONE REWARD.

Deputy Sheriff Murray has received an attachment against the Liquozone Company, of Chicago, for $5,000, in favor of Ignatius V. S. Stanislaus, on a claim for a reward which the company advertised regarding the contents of its medicine. The attachment was discharged by the company giving a bond.

An attachment for $24,209 has also been obtained in the New York Supreme Court against the company on an assigned claim from the Cumberland Manufacturing Company for alleged breach of contract for glass bottles which the Liquozone Company refused to accept.

NEW YORK NOTES.

—B. B. Hamlin, Jr., formerly with the American Peroxide & Chemical Co., is now manager of the Hydrox Chemical Co., of this city.

—Some of those calling on the trade this week are Chester J. Brown, Newburg; D. E. Rosenbaum, Mt. Vernon, Indiana; James F. Wood, of A. F. Wood's Sons, New Haven.

—M. L. Holton, of Holton & Adams, has just returned from a three-months' business and pleasure trip to the Pacific Coast. On his way he stopped at the Lewis and Clark Exposition at Portland, Ore.

—The outing of the Alumni Association of the New York College of Pharmacy came off in good shape last Wednesday, at Bachmann's, Staten Island. Over a hundred members and friends attended. A testimonial in album form was presented to Mrs. H. J. Binder, as a mark of appreciation for the handsome banner which she recently made for the association.

—Herbert Turrell, head of the "special preparations" department of Parke, Davis & Co., gave an outing to all the members of his department, last Tuesday, at his summer home in West Orange, N. J. This has come to be an annual affair and as the guests were told to pick flowers and play on the grass all they pleased, they enjoyed themselves immensely.

"NOT GUILTY" FOR GARDNER.

Boston, June 17.—A little over a year ago, Frederick M. Gardner, of this city, a druggist, was arrested by Hunking & Christie, of Haverhill, on the charge of extortion. In a criminal session of the Superior Court in Salem, before Judge Stevens, on June 6, the case was tried, and after Dr. Hunking had testified, without any further evidence being given on either side, and without any argument on the part of counsel, Judge Stevens ordered the jury to bring in a verdict of "not guilty" without leaving their seats, as there had been no crime committed.

SYRACUSE NOTES.

—George Snyder, a clerk in the drug store of Walley & Co., of Auburn, has complained to the police that he had his pocket picked of a purse containing $117, while on the trolley car between Auburn and Syracuse.

—George E. Thorpe, former president of the S. D. A., is a candidate for first vice-president of the New York State Ph. A., and Wayne B. Bissell, the president of the association, is candidate for member of the State Board of Pharmacy.

—Dr. A. W. Beach, the druggist, has come out with a statement that hereafter he will sell cocaine only on prescription by a reputable physician and has had signs posted in his store to that effect. He urges all druggists to take the same action.

DR. GALPIN DEAD.

Rochester, N. Y., June 13.—Dr. C. L. Galpin, for more than twenty years a druggist and pharmacist at Scottsville, died Sunday morning, June 4, of paralysis of the heart, which was induced by a severe case of blood poisoning which he had been fighting several weeks.

While unpacking drugs at his store, he injured his hand and the wound was irritated by the excelsior packing about the drugs. It is thought that this was the immediate cause of the trouble, for his hand began to swell and gradually the poison spread through his system.

Dr. Galpin was born in McLean, Tompkins county, New York, in 1840, being sixty-five years old at the time of death. He served in the Civil War and received a wound which never healed and which probably hastened his death. The remains were interred at Burns, Allegheny, where he lived at one time.

SEMINAR REVIVED.

Department Chemists Resume Their Self-Imposed Work.

REORGANIZATION ON BROADER LINES.—OFFICERS ELECTED FOR THE ENSUING YEAR.—REPORTS ON THE FIRST FOUR MEETINGS.—RESULTS OF INVESTIGATIONS.—DRUGGISTS INTERESTED.

Washington, June 15.—After lying dormant for nearly a year the Chemical Seminar of the Bureau of Chemistry of the Department of Agriculture was reorganized May 3. The object of the original Seminar was for the discussion of current literature by the several members of the Agricultural Department.

Following a number of inquiries regarding the discontinuance of the Seminar meetings a canvass was made. Dr. H. M. Wiley acted as temporary chairman of the first meeting which was called and as a result of the canvass a permanent organization was effected with great enthusiasm. The officers elected were: President, Dr. H. W. Wiley; Vice-President, L. S. Munson and Secretary Miss Doyle. The purpose of the new organization as determined upon at that meeting was to be two-fold: First, to receive reports from the several laboratories as to investigations being conducted and their object. Second: to review current literature. In addition, a committee was appointed for the consideration of important incidentals, such as new specimens and new methods which were to be presented for consideration. When the permanent organization was consummated it was decided to hold regular meetings Wednesday of each week, the sessions to last one hour.

At the second regular meeting, May 10, Dr. W. D. Bigelow read an interesting resume of "Food Inspection in the United States," beginning at 1883, when the initial food bulletin was issued. It also contained a general review of the food laws, their application and effectiveness; the divers difficulties encountered by the Federal government, the methods resorted to to overcome those difficulties; the adjustment of the delayed goods controversy. The scope of the branch laboratories was also reviewed.

Harmless adulteration was discussed but not condemned when purchasers were apprised of the fact that they were purchasing adulterated food stuffs.

The Journal Topic, "Preservatives," was ably handled by Mr. Dubois, who reviewed recent developments in connection with benzoic and salicylic acids. The reports of chemists of the presence of the acids in food and the repeated denials of the manufacturers that they had adulterated their products led to investigations which showed conclusively that those acids or their compounds were present in the natural fruits. A report of a French chemist that salicylic acid or its equivalent could always be detected in grapes when more than the stipulated amount was taken for analysis was lost sight of until a short time ago when a consignment of wine was detained on the basis that it contained salicylic acid as a preservative. The work of the Food Laboratory in conducting an

investigation to determine whether benzoic acid was contained in cranberries resulted in demonstrating that the acid was present in the berry in all stages of its growth. The method of determination was to pulpify the fruit, pressing the juice and extracting the acid with ether. The chemists also demonstrated that salicylic acid existed naturally in a number of other fresh fruits but in such small quantities that they were not easily detected.

The third meeting was devoted to dairy products. Professor G. E. Patrick, chief of the Dairy Laboratory, read a detailed report of his work and the physical and chemical methods employed in inspection investigations; in his experience the microscope furnished the most important and reliable single test for renovated butter. At the present cotton seed butter is undergoing investigation. Mr. Rodgers followed with an interesting talk on the "Influence of Bacteria on Dairy Products." The functions of molds, bacteria and enzymes present in butter, cheese and milk were outlined and the agencies influencing their growth and end products were clearly set forth. He said if the cheese were lightly compressed aerobic bacteria were shown to act much more vigorously than when firmly compressed. The resulting products vary, and temperature and amount of free acids are influential factors.

At the meeting of May 24, Professor C. C. Moore discoursed on "The addition of proper amounts of different plant foods to soils whose composition was known." The speaker stated that it was possible to add but the approximate amount needed and that in practice sufficient was usually added to replace any possible shortness.

Professor J. K. Haywood followed with a review of a method by which it is now possible to determine not only furfural in plant products, but methyl furfural can also be estimated, and separated from ordinary furfural-phloroglucin combination by its solubility in alcohol.

Dr. W. D. Bigelow next displayed a can of force rations as are used in the U. S. Army in cases of emergency. The can was hermetically sealed and contained a day's rations for one man. It is in the regulations for the men to open in the presence of an officer. The sample can examined contained three compressed cakes composed of cereals and nitrogenous food and three chocolate tablets. Despite complaints of the regulars that they were being starved it has been demonstrated, said Dr. Bigelow, that they can live for a week on the rations and frequently a gain in weight has been appreciable.

The meeting of May 24, was probably of greater interest to the druggists in that it was devoted to the discussion of "patents." Dr. K. P. McElroy, who was for a number of years in the patent office, read a paper on the "Practice in Patents." He pointed out that the patentee's aim was to make his claim as broad as possible while the duty of the examiner was to restrict the scope of the patent to proper limits. The subject was freely discussed and Dr. McElroy clearly stated that he was not in favor of the recently defeated Mann bill, which bill, he believed if it had become a law, would have been a great detriment to the country and would have worked a great injustice to chemical inventors.

BOOM IN PHILADELPHIA.

Many New Drug Stores Being Opened in the Quaker City.

Philadelphia, June 19.—Judging from changes already, this year promises to be a most active one as far as the buying, selling and opening of drug stores is concerned. Last year there were 126 changes in the ownership of stores within the city, and from present indications this number will be surpassed before September 1. The principal reason for this is the rapid development of West Philadelphia, following the commencing of work on the subway.

The rush to secure homes and stores near the subway route has halted the growth of other suburbs to a certain extent and the result has been that in not a few cases proprietors who had opened branch stores in boroughs and towns near the city have sold out when they could, and in many instances closed their branch establishments. Then, too, not a few of the 160 graduates in the classes this year at the several colleges in this city are on the look-out for desirable corners.

There never has been a year when druggists have taken so much interest in the development of their soda business. Although thus far the season has been a backward one, in every part of the city old fountains that have been doing duty for five, ten and often many more years, are being taken out and replaced with the modern apparatus.

A DAY'S OUTING.

Philadelphia, June 17.—Rarely has the roomy old mansion, "The Orchards," at Essington, the summer home of the Philadelphia Athletic Club, been the scene of a happier gathering than on Thursday, when members of the Philadelphia Drug Athletic Association with their friends, arrived on the scene for a day's outing. They were the guests of Charles Willis, an active spirit in both organizations.

After going over the historic building and grounds, the visitors threw reserve to the winds and soon were deeply engrossed in baseball, shuffle board, pool, billiards and the other pastimes. Dinner was served at seven o'clock. Mr. Willis in the capacity of toastmaster was a pronounced success. Among those responding to toasts were Messrs. Masholder, Kraus, Duffy, Pollard, Hahn, Johnson, Davis and Wittle.

After dinner there was a boat ride on the Delaware river, and it was said that there was a "quiet game" engrossing the attention of about seven of the members who were strangely missing. At 10.30 the party, sunburned and tired, took the train for Philadelphia, after passing a vote of thanks to the host, Mr. Willis, for one of the most delightful of the many gatherings that the association has had.

PHILADELPHIA NOTES.

—During the contest now being waged between Mayor Weaver and the machine politicians, the drug stores of the city have been used as distributing stations for literature issued by the reformers, and for tickets of admission to the numerous monster mass meetings that are being held nightly.

DENIED USE OF MAILS.

Baltimore, June 17.—Postmaster General Cortelyou has come to the aid of unsophisticated negroes who have been buying a preparation guaranteed to "turn the blackest skin to purest white without pain, inconvenience or danger." The individual who, it is alleged, has been taking advantage of the guileless colored citizen is Dr. James A. Herlihy, of Chillicothe, Ohio, and the Post-office Department at Washington issued an order to-day which denies him the use of the United States mails in furtherance of his scheme.

Herlihy has been working the same game on the negroes of Southern Ohio that was practiced recently, it is averred, by the Rev. Winfield Company, of Richmand, on the negroes of Richmond, Virginia, and other Southern States. He advertised for sale a chemical preparation which, externally at least, was warranted to change the Ethiopian into a Caucasian. "Black no more," is the alluring title of the great discovery, and it is sold for $2 a bottle. The formula is practically the same as that of "Marwin," the "wonderful French boon" which the Richmond firm was palming off on the Old Dominion negroes. The ingredients are bichloride of mercury, tincture of benzoin, glycerin and distilled water, according to an analysis made by the Bureau of Chemistry of the Agricultural Department. Herlihy, however, seems to have been less considerate of his victims than Winfield, for he charged double the price for his marvelous skin changer.

CHARLES E. DOHME AT HOME.

Baltimore, June 17.—After an absence of months, Charles E. Dohme, of Sharp & Dohme, once more made his appearance at his desk to-day. The desk was almost covered with flowers, the gift of employes and friends. The recipient of these attentions spoke a few words of grateful acknowledgment. He said that while he had seen much that is of interest and had derived great benefit from the trip, he was glad to get back once more and it was especially gratifying to him to receive such expressions of kindly feeling and regard as those represented in the floral gifts.

Dr. Dohme looks exceedingly well and has been greatly benefited by the journey, which extended over a large part of Europe, and led him to many noted spots. Louis Dohme, who has been abroad since last October, is expected to return this week. Charles E. Dohme was accompanied by his wife and daughters.

ADVERTISING A DRUG STORE.

Baltimore, June 17.— Druggist F. W. Schanze, who conducts a pharmacy on the southwest corner of North and Pennsylvania avenues, is causing consternation among his business competitors by his original and decidedly aggressive methods of advertising. He believes in carrying the war into Africa, and with this end in view he is on the lookout for vacant lots in the neighborhood of pharmacists, who draw business in a measure from the same neighborhood. Having found such a lot, he proceeds to erect thereon a large bill

board, which is promptly adorned with a highly colored picture of his attractive horse and delivery wagon, and other characteristic pictures. The illustration is, of course, accompanied by suitable lettering. These bill boards have made their appearance at a number of places, some of them at a considerable distance from the pharmacy, and the druggists near whose stores they are erected have become rather severe critics.

DRUGGIST ACQUITTED.

Baltimore, June 17.—James W. Cocke, a well-known druggist of Petersburg, Va., was on trial in the Hustings Court there, yesterday and to-day, on the charge of stealing $95 from the safe in the drug store of W. E. Brown, to whom Cocke had sold the pharmacy. To-day R. H. Mann, attorney for the Commonwealth, asked the court to instruct the jury to return a verdict of not guilty, as the testimony showed there was a reasonable doubt as to the guilt of the accused. This was done and the prisoner was discharged.

The arrest of Cocke caused a sensation, as he had been a prominent druggist for ten years, and was a member of the Petersburg Club. Cocke himself was put on the stand and denied all knowledge of the theft. His wife also was a witness.

MARYLAND PH. A.

Baltimore, June 19.—The arrangements for the annual meeting of the Maryland Ph. A., to be held at Betterton, on the Eastern Shore, this week, are complete, and an interesting session is anticipated. This is the first time the organization has selected a meeting place in the northeastern part of the State, the purpose in making the selection being to interest particularly the druggists of Harford, Kent, Cecil and Queen Anne counties. Among other things, desirable amendments to the State pharmacy law will be discussed. The legislature meets next January and some changes in the existing law are likely to be made; at least the druggists of the State may ask for modifications, with the view to securing greater effectiveness of the statute. As stated some weeks ago, ample provision has been made for the entertainment of the delegates.

DRUGGIST'S CHARGES DISMISSED.

Norfolk, June 19.—Charges preferred by Dr. Bowen, a colored druggist, against Patrolman George C. Beacraft, have been dismissed by the police commissioners. Bowen alleged that Beacraft came into his store intoxicated, and talked in an offensive manner. The druggist gave contradictory testimony, and the policeman had many witnesses to prove that he was not in the store at the time stated in the complaint.

DRUGGISTS' EXCURSION.

Pittsburg, June 16.—Invitations have been issued for an outing to be given by the Western Pennsylvania Retail Druggists' Association on Thursday, June 29. There will be a steamboat excursion and a basket picnic.

THE DOW SUIT.

Complainant Under Technical Arrest for Refusing to Answer Questions.

Cincinnati, June 20.—Miss Cora Dow, operator of seven cut-rate stores in this city, who recently filed suit against the Ohio Valley D. A., and a number of wholesalers and retailers, for $50,000 damages for alleged interference with her business, was placed under technical arrest last week. She refused to answer certain questions in the taking of depositions in the suit against the O. V. D. A. She was placed technically in charge of the sheriff, under a commitment to jail for contempt. A petition in habeas corpus was at once filed and a writ issued for her release. She was allowed to go on her own bond, pending a hearing at a date to be agreed upon by opposing counsel.

SUBSTITUTION CHARGES.

Cincinnati, June 20.—A sensation was created at the hearing before the Board of Public Service of the charges that substitution was practised at the City Hospital and that different drugs were stolen. Representatives of nearly all the local wholesale firms were in attendance, although they had not been summoned. Substitution was admitted by the chief druggist, but charges that medicines had been stolen were denied. The matter has been, temporarily at least, dropped.

Hereafter supplies for the hospital will not be purchased exclusively from Cincinnati firms. Last week a proposition was received from a New York house to sell hexamethylenetetramine, carbolic acid and other drugs for less than prices charged by local concerns. In the future supplies will be purchased in the lowest market. There was an ironclad rule that all the buying be done in this city.

SUNDAY CLOSING COMPULSORY.

Moultrie, Ga., June 17.—The Moultrie Council has passed a resolution forbidding the opening of drug stores on Sundays. The drug stores have been allowed to keep open on Sundays heretofore. Prescription clerks will be allowed to fill prescriptions, but will not be allowed to open the doors or to admit anyone. The resolution was passed at the request of the churches.

PADUCAH DRUGGIST WEDS.

Paducah, Ky., June 16.—Edward Pettitt and Miss Lillian Rush were married here by the Rev. Father Jansen. Mr. Pettitt is in the drug business at Twelfth and Trimble streets.

SALARY ONLY $500 A MONTH.

It must have struck many readers that $5,000 per month, said to have been claimed in a suit brought by Bruno Batt, in St. Louis, was a pretty generous salary. Unfortunately, a misguided printer added an extra cipher to the original $500. Mr. Batt modestly disclaims having asked for a bigger salary than "what we pay our Teddy for running the whole United States."

NEW BADGER PHARMACISTS.

Madison, Wis., June 12.—Thirty-seven applicants for pharmacists' certificates were examined by the State Board of Pharmacy on June 8, and the following received registered pharmacists' certificates: Percy V. Atkinson, Milwaukee; Alfred M. Berg, Eau Claire; Charles L. Muggah, Ellsworth; Clarence E. Riester, Chippewa Falls; Herbert J. Schell, Superior. Assistants' certificates were granted the following applicants: Robert N. Bauer, Milwaukee; Benjamin N. Smith, Janesville; George A. Miller, Cadott; Winfield S. Hess, Johnson's Creek; Anna J. Fetzer, Sturgeon Bay; Phillip J. Naber, Milwaukee; Claude C. Morrison, Bloomer; Frank L. Walter, Waupaca; Matt Clohisig, Mukwonago.

Members of the State Board present and passing upon the examination papers were: President D. A. Taylor, Stevens Point; Secretary H. G. Ruenzel, Milwaukee; A. F. Menges, Madison; Otto J. S. Boberg, Eau Claire, and H. A. Peters, Oconomowoc. The next examination will be held in Milwaukee, August 16 and 17.

AGED DRUGGIST DEAD.

Racine, Wis., June 15.—Horace Stone, aged 91 years, died at his home here. He was a resident of Racine since 1842. In 1834 he came to Sheboygan and erected the first hotel and also a government lighthouse. In 1850 he went to the gold fields of California and acquired a large fortune. He conducted the drug business here until two months ago. He leaves a widow and one son.

MICHIGAN'S OLDEST DRUGGIST.

Detroit, June 16.—St. Johns is very proud of A. O. Hunt, who is without doubt the oldest practicing druggist in the State of Michigan. He has just passed his seventy-third birthday, and has been in business in this city continuously for the past fifty years. He rarely misses a day at the store, and there are none of the younger generation who can give him any pointers on the business.

Mr. Hunt was a native of New York State, having been born near Rochester, May 3, 1833. He came to Michigan in 1838 with his parents, spending his boyhood days in Union City and Kalamazoo. On attaining his majority he came to St. Johns and opened a pharmacy for himself, and his career has been one continued success. Mr. Hunt is an ardent sportsman, and for the last thirty-eight years has spent a part of every year in northern Michigan, deer hunting. He has killed more than sixty deer in that time. He was married forty-five years ago, and is engaged in many charitable enterprises.

ELECTS NEW OFFICERS.

Grand Rapids, Mich., June 10.—The Druggists' Association of Montcalm county has elected officers for the year as follows: President, J. H. Passage, Greenville; vice-president, Sid V. Bullock, Howard City; secretary and treasurer, W. W. Slawson, Greenville; executive committee, S. V. Bullock, Howard City; W. J. Bullock, Fenwick; C. W. Vining, Lakeview; H. J. Wilson, Edmore.

VIOLATION OF THESE LAWS

Punishable by Forfeiture of Offender's Certificate or Closing His Store.

Madison, Wis., June 17.—Two bills, which passed the legislature and which have been signed by the governor, are of interest to druggists, especially in local option towns. One prohibits agents for brewers or distillers, whether resident agents or traveling representatives, from soliciting orders for any kind of intoxicant in "no license" towns and prevents grocers, druggists or other merchants from procuring stocks of liquors and selling to patrons as agents.

The other law prohibits druggists in prohibition towns selling liquor except for medicinal purposes. Each sale of liquor must be upon prescription only and each sale must be registered, the register to be kept in a public place in the store and subject at all times to the inspection of any citizen.

Violation of these laws is punishable by the forfeiture of the offender's certificate. A second offense means that the store shall be closed for from three months to a year A third offense puts the offender out of business in the State.

DRUGGIST ROPED AND ROBBED.

Kansas City, June 16.—F. G. Summers, a druggist in the Chamber of Commerce building at Riverview Station, in Kansas City, Kas., was robbed in his store, last Tuesday night, by two men, in much the same fashion as was Louis Beck, proprietor of the Bonaventure Pharmacy in this city, the Wednesday night previous. Summers was closing his place at 11 o'clock, when the men entered, leveled pistols at his head and ordered "hands up." They took keys from Summers' pocket and unlocked a vault, from which they took $40 and a gold watch valued at $100. They then placed Summers in the vault and were about to lock him in, when he asked them to tie him instead. This they did with small rope and shoe strings. He managed to open the front door, twenty minutes after the robbers left and called for help. A patrolman responded and cut the cords, which still bound his hands. The men have not been arrested.

SOUTH DAKOTA PH. A.

Dells Falls, S. D., June 16.—Secretary Bent, of the State Pharmaceutical Association, has issued a letter in regard to the annual meeting, which will be held at Aberdeen three days, commencing August 9.

The letter calls attention to the fact that $65 was appropriated at the 1904 meeting for prize papers, $15 and $10 for the best two papers on any subject in scientific pharmacy, and like amounts for the best two papers on any phase of commercial pharmacy. Besides these offers there are $15 for the best two papers on any subject, first prize $10 and the second $5, to the members of the Ladies' Auxiliary. The local secretary, with an active committee to assist him, promises a most attractive programme.

AMONG THE COLLEGES

WASHINGTON STATE COLLEGE.

Pullman, Wash., June 16.—The junior class had a delightful outing to the foothills of the Rocky Mountains, eighteen miles distant, and made its annual collection of botanical and medicinal plants, which grow wild in the Palouse country. Professor Watt, who is well versed in the botany of the plants growing in the neighborhood, was leader. A healthy specimen of Ursus Major was encountered, but on account of its known dangerous properties, it was left undisturbed.

The annual interscholastic contest and field meet of the high schools of Eastern Washington took place here. Sixteen schools were represented by over one hundred athletes. Several prospective pharmacists were among the visitors.

The cadet band and battalion have had a week in camp at Portland. Most of the members are pharmacists, and several of the seniors are on the hospital corps.

The college now offers a four years' course in pharmacy, and graduates receive the degrees of B.S. and Ph.G.

CHICAGO C. P.

Chicago, June 14.—Beginning with the next session of the University of Illinois School of Pharmacy (Chicago College of Pharmacy), the Searle & Hereth Company will offer a prize, to be known as the Searle & Hereth Prize, consisting of a complete set of the Proceedings of the A. Ph. A., and nomination to membership in the association. The prize will be awarded to the senior student who attains the highest proficiency in chemistry.

In the new rooms of the school, the senior chemical laboratory is provided with a working library, which includes a set of the Proceedings, and which is frequently consulted in laboratory work. It is the intention of the donors of the prize to call attention to the value of the Proceedings for reference reading, and incidentally to stimulate an interest in the association itself. It is believed that this is the first time that a prize of this kind has been offered. Several schools have offered membership in the association, but none have before offered a set of the Proceedings.

TEMPLE COLLEGE.

Philadelphia, June 17.—Robert Trafford Devereux was the only graduate in the course in pharmacy at Temple College and Daniel Edward Maloy and Patrick John Maloy received diplomas as pharmaceutical chemists at the same institution, at the annual commencement held this week. President Russell H. Conwell announced that it is the intention of the trustees to erect a much larger building at Broad and Brown streets, so that college work can be carried on in a more extensive manner. Among the changes in the faculty announced was the appointment of Miss Jennie C. Adams, a graduate of the University of Pennsylvania and the Philadelphia Normal School, to be an instructor in botany and zoology.

NEBRASKA DRUGGISTS MEET.

Big Attendance at 24th Annual Session of the State Association.

York, Neb., June 17.—Much important business was transacted at the twenty-fourth annual session of the Nebraska State Pharmaceutical Association, which was held here last week. Delegates and members were present from nearly every city and town in the State. The druggists were welcomed by Mayor M. Sovereign, who told them to make themselves at home, and that they had the keys of the city. Henry Gering, of Plattsmouth, responded to the address of welcome. George Jerome also welcomed the druggists, and he was responded to by E. L. Wilson. The York Commercial Club and their ladies tendered a reception to the delegates and their ladies, its large rooms being beautifully decorated for the reception.

At the second day's session the following papers were read: M. Minnich, of Palmer, "Assay of Linseed Oil," with demonstrations; C. E. Hopping, of Beaver City, "How to Get Next to an M.D. and Keep Him Next to You." F. Simons, of Oakland, and F. B. Hardesty also read papers on the same subject. J. Earle Harper, of Plainview, "The Standard of Pharmacy"; John Motl, of Omaha, "Graduation"; Theresa St. Martin, of Eddyville, "Women in Pharmacy."

There was a street parade in the afternoon and a vaudeville entertainment at night. At the afternoon session the legislative committee made an excellent report. The committee on membership reported an addition of upwards of seventy. The last day's session was given over to the election of officers and the appointment of a committee to investigate the adulteration of linseed oil. The committee was: Dr. Minnich, of Palmer; H. Gering, Plattsmouth; Charles Sherman, Omaha.

The following officers were elected for the ensuing year: Nels. P. Hansen, Kearney, president; Dr. F. Simon, first vice-president, Oakland; J. E. Harper, second vice-president, Norfolk; D. V. Adams, third vice-president, Johnson; George Downs, fourth vice-president, Bloomfield; N. B. Brough, fifth vice-president; Carl Spielman, treasurer, Sutton; O. P. Bauman, secretary, Grand Island.

Following are the applicants examined by the Board of Pharmacy who passed the examination: Ralph W. Beckly, Elmwood; R. L. Crawford, Bancroft; George E. Downs, Bloomfield; Elmer P. Johnson, Carroll; Orel Jones, Omaha; Mrs. Orel Jones, Omaha; Marry Millie, DeWitt; David L. Murray, Fremont; J. Roy Smith, Tecumseh; Burton Watson, Omaha; Frank. X. Wright, Cairo.

Hastings was the place selected for the meeting next year.

PROMINENT DRUGGIST DEAD.

Kansas City, June 19. — William P. Hucke, died at his home here recently, of spinal meningitis. He had been ill several months and incapacitated from attending to business. He was thirty-eight years old. For many years he had been in the drug business at Eleventh and Walnut streets. A widow, formerly Miss Minnie Kinze, survives him. The business will be continued under her direction.

NEW JERSEY JOINS N. A. R. D.

Now Affiliates With That Body for the First Time in Five Years

Very Little Opposition at Thirty-fifth Annual Convention at Atlantic City—152 New Members Elected—Severe Criticism of New York's Prerequisite Law—Will Meet in Atlantic City Next Year.

For the second time in its history the New Jersey Pharmaceutical Association has decided to affiliate with the N. A. R. D. This action was taken at the thirty-fifth annual convention at Hotel Islesworth, Atlantic City, last week, with only a few dissenting voices. The last remaining State association has thus been gathered into the N. A. R. D. fold. It is five years since the New Jersey association broke away from the N. A. R. D.

So well did the members enjoy themselves at Atlantic City that they decided to meet in the same place next year. The unusual number of 152 active members were elected during the meeting.

The first session was opened on Wednesday, June 14, at about 11 a. m., with an address of welcome by Mayor Franklin P. Stoy, of Atlantic City. He felt so confident that the druggists would behave themselves that he had no hesitation in turning over to them the keys of the city. A response was made by E. A. Sayre, of Newark.

PRESIDENT'S ADDRESS.

In his annual report, President George M. Beringer, of Camden, congratulated the Committee on Publication on its rapid work in publishing the proceedings last year and on the use of a portrait of the late Wm. R. Laird, as a frontispiece to the volume. He recommended the selection of the late Wm. Thompson Brown's picture for a similar purpose this year. To reduce the percentage of errors in the published proceedings, the president recommended that the secretary engage a competent stenographer, and that in future galley proofs of discussions be submitted to the authors for examination.

There has been danger of a deficit in the past, which was augmented by the failure of the Monmouth Trust Co., in which part of the funds were deposited. But in the past year the bank has declared a dividend and there is now a decided improvement. The president recommended that action be taken on members delinquent in dues.

The Board of Pharmacy has had a busy year and Mr. Beringer hoped the Board would investigate the sale of drugs by unqualified persons in districts not "rural." Although the State Board of Health has made some prosecutions for the sale of adulterated drugs, they were heartily endorsed. The claim of the druggists to representation on the Health Board was presented to Governor Stokes last January. Nothing had yet been realized from this effort, but this was no reason for abandoning the work. On the subject of adulteration, he said:

ADULTERATION OF DRUGS.

"That adulteration of drugs is practiced to some extent must be admitted; and the modern skilful adulteration is far more difficult to detect than the crudities of the past. It is the desire of every honest druggist to expose such fraud and in every way possible protect our calling and associates from improper accusations and prosecutions.

"I would therefore recommend that the association appoint a Committee on Adulteration, whose duty it shall be to collect samples of sophistications and information relating to same and through an annual report and publication in the proceedings, give the widest publicity to such acts and the means of detecting them."

An energetic campaign for members was carried on during the year. One member offered $25 as a prize for the largest number of new members. The president recommended the enlargement of the membership committee by the addition of auxiliaries composed of at least one member from each county. He thought the membership lines should be broadened so as to admit traveling men, pharmaceutical writers, chemists and non-resident pharmacists. Some provision for the establishment of life membership was recommended.

PREREQUISITE LAW WANTED.

Concerning legislation, the president touched on the defeated anti-diphtheritic serum bill and then criticised New York's "prerequisite" law as being harsh and unfair to many of the young men who have entered the drug business in recent years. The Pennsylvania law was considered more moderate. It was recommended that the Legislative Committee prepare and secure the passage of a prerequisite amendment to the New Jersey pharmacy law.

"A radical and impractical advance is not contemplated," said Mr. Beringer, "but New Jersey must not be made a pharmaceutical dumping ground."

Other recommendations made were: The discontinuance of the Trade Interest and County Committees; co-operation of the Proctor Memorial Committee with the A. Ph. A.; co-operation with the A. Ph. A. in connection with their coming meeting at Atlantic City; a standing committee on the U. S. Pharmacopœia.

Seven members died during the year, namely: H. T. Bernhard, Wm. T. Brown, F. B. Drake, H. B. Otto, W. F. Mutchmore, Spencer Van Dalsen, T. P. Whiteneck, Fred Hoffmann. Memoirs of these were appended.

Secretary Frank P. Stutzlen's report showed a membership for the past year of 458, with twelve honorary members. Letters were sent to fourteen manufacturing pharmaceutical houses selling direct to physicians. Responses were received from six, who pleaded "not guilty." The following delegates were received: Kings County Ph. S., A. E. Marstand and F. P. Tuthill; New York State Ph. A., F. P. Tuthill; Ohio Ph. A., H. Lohmann.

Prof. Jos. P. Remington, amid great applause, was called upon for remarks on the new pharmacopœia. He stated that the work was already in its second edition and gave much interesting information regarding its compilation.

Treasurer J. C. Field's report showed a balance of $2,170.38. The membership committee presented 152 applications for active and forty for associate membership. All the active members were unanimously elected. Henry A. Jordan, secretary of the Board of Pharmacy, reported on the year's work. There are 1895 registered pharmacists in the State and seventy-nine registered assistants. Out of a total of 407 candidates examined, 135 passed. There were fifteen violations of the pharmacy law. Treasurer George W. Parisien's report showed that the Board had turned over a balance of $262.67 to the State Treasurer.

The following committees were appointed: Nominating, George H. White, E. T. N. Stein, L. P. Staley, Chas. Wuensch, E. B. Jones; Place of Meeting, E. A. Sayre, J. C. Gallagher, Wm. F. Ridgway; Publication, W. P. Rich, E. A. Sayre, Wm. M. Davis.

GUESTS OF THE YACHT CLUB.

In the afternoon the members were the guests of the Atlantic City Yacht Club, which provided music and refreshments. The entire party were treated to a long ride in launches owned by the hospitable yachtsmen. Calamity befell several individuals with weak stomachs.

About 150 persons sat down to the banquet in the hotel at 9 p. m. The souvenirs were dose-glasses for everybody, given by Whitall Tatum Co., while the ladies received bottles of perfume. Chairman Deakyne, of the local committee, made an excellent toastmaster.

NEW YORK LAW CRITICISED.

Prof. Remington, the first speaker, sounded a note of warning on the subject of prerequisite laws. Every man desires advancement in pharmacy, he said, but in New York they have undoubtedly made a tremendous mistake in requiring eight years' academic work and twelve regents' counts, before entering college. This would bear hard on the young men who had been clerking for some time, as they could not be expected to go back to high school for an education. He commended the Pennsylvania law, which requires only graduation from a reputable college of pharmacy.

President Beringer was the next speaker and Wm. M. Davis followed with a witty toast to "The Ladies." C. A. Mayo responded to "New York." George H. White, speaking from his experience on the Board of Pharmacy, emphasized the primary need of ordinary common school education among candidates. Other speakers were W. P. Rich, James C. Field and E. A. Sayre, the last-named responding to "What shall we do with our ex-presidents?" Mr. Sayre believed that they were fully able to care for themselves; Dr. Osler not required.

MEMBERS IN ATTENDANCE AT THE THIRTY-FIFTH ANNUAL CONVENTION OF THE NEW JERSEY PH. A., ATLANTIC CITY, JUNE 13-14.

TRAVELERS' AUXILIARY FORMED.

Thursday's session opened at 10.20 a. m. W. P. Rich reported for the Auxiliary Committee that a traveling men's auxiliary had been successfully launched in the past year and that there were now about fifty members. At the suggestion of the president, a record of this organization was ordered made in the proceedings.

The amendment to Art. 3, section 2 of the constitution came up, making manufacturers, wholesale druggists and traveling men calling on the trade, eligible to associate membership. This was amended to include also chemists, pharmaceutical writers and non-resident pharmacists, and after a warm discussion over technical points, both amendments were unanimously adopted. At his own request, Charles F. Squibb, an honorary member, was also elected an associate member. Forty-five associate members were elected.

Harry C. Blair, of Philadelphia, delegate from the Pennsylvania Ph. A., was then received. Reports of delegates to various associations were called for, but the only complete report was made by Mr. Davis, delegate to the New York State Ph. A. A telegram of greeting from the Missouri Ph. A. was read and ordered acknowledged. Henry A. Jorden, for the Legislative Committee, made a complete report of the year's work.

The reading and discussion of papers, presented by Chairman Lohman, of the Query Committee, was next in order. Dr. P. E. Hommell, of Jersey City, read an interesting paper on the uses of slippery elm bark. "Drugs Containing Tannic Acid," by Dr. Hommell, was read by title. Professor Chas. La Wall, of Philadelphia, followed with a comparative study of tests for formaldehyde, which created some discussion. George W. Parisien gave an easy method for the preparation of Tr. Cudbear.

SERIAL NUMBER PLAN HIT.

"The Preparation of Fluid Extracts" was treated by George M. Beringer, the "Estimation of Camphor in Camphor Preparations of the U. S. P.," by E. Fullerton Cook, of Philadelphia, and "Syrup of Hypophosphites," by Adolph F. Marofmir. E. A. Sayre submitted a paper on "One Year of the Serial Numbering Plan in Essex," criticising severely the methods by which the contracts on certain proprietaries were not put into effect until some months after the announcement of the adoption of the plan. By this means ample time was given cutters to stock up and they now sell the goods at prices equal to what the average druggist must pay for them.

All the papers were referred to the Publication Committee and adjournment taken at 12.45.

When business was resumed at 2.30, the report of the Trade Interests Committee was presented by Stephen D. Woolley. He told of good work being done for the N. A. R. D. in the various counties, ten of which are now organized. He recommended the continuance of the county organizations, as they have been a great help.

For the committee on the president's address, Mr. Woolley reported concurrence with all the recommendations except those relating to the employment of a stenographer, the establishment of life memberships and the discontinuance of the Trade Interests Committee. The committee's report was adopted. Twenty-six delinquent members were dropped from the roll.

Mr. Gallagher announced that Lakewood had been chosen as the next place of meeting. Mr. Cole moved to substitute Atlantic City, and this was enthusiastically agreed to. As part of the report of the Executive Committee, Mr. Davis announced that the names of Henry A. Jorden, Stephen D. Woolley and Louis L. Staehle had been chosen to be submitted to Governor Stokes as candidates for the approaching vacancy on the Board of Pharmacy.

N. A. R. D. RESOLUTION.

Joseph G. Smith, of Rahway, after introducing himself, began to talk of organization and the N. A. R. D. He mentioned that the New Jersey association was the only State body not affiliated with the N. A. R. D. Mr. Smith offered for adoption the following:

"*Resolved*, That the New Jersey Pharmaceutical Association affiliate with the N. A. R. D., and that the treasurer be directed to forward $25 to the N. A. R. D."

Discussion showed that some members

objected to being "switched off" into the national organization.

"This is not a question of 'switching off,'" said Mr. Cole. "This is the first time that any serious work has been done. Shall we stand by and watch the procession pass, or shall we get on the band wagon, where we belong? Our action does not bind every member to abide by the principles of the N. A. R. D. A man can be a cutter if he likes."

A QUESTION OF TUNE.

"Suppose I belonged to a fife and drum corps," demanded George S. Campbell, "would the other members have the right to make me join a brass band?"

"If Mr. Campbell belonged to a fife and drum corps," retorted Mr. Cole, "does he think he would be allowed to play out of tune?"

After this passage of arms, Mr. Campbell was "squelched." In reply to a question, Mr. Gallagher stated that $25 would pay the dues of one hundred members to the N. A. R. D., and so entitle the New Jersey Ph. A. to one delegate. The resolution was then put and carried by an overwhelming majority.

A communication from Secretary Wooten, of the N. A. R. D., was taken up. The Mann bill was endorsed, while the question of alcohol tax reduction was laid on the table. George H. White reported that the Nominating Committee had chosen the following officers for the ensuing year:

OFFICERS ELECTED.

President, Wm. M. Davis; first vice-president, P. E. Hommell; second vice-president, A. D. Cuskaden; secretary, Frank C. Stutzlen; treasurer, James C. Field; Executive Committee, John C. Gallagher, L. E. Feindt, Jacob Betzler, George H. Whipple; Legislative Committee, George M. Beringer, Henry P. Thorn; local secretary, H. H. Deakyne. All were unanimously elected. An amendment to the constitution was unanimously adopted, empowering the president to fill vacancies in committees. Adjournment was taken at 4.30, and all went down to watch the ladies bowl for prizes, under the auspices of the traveling men.

The last session was held at 8.30 p. m., when with all ceremony, the newly elected officers were installed. Only one hitch occurred, when Mr. Deakyne asked to be relieved of the duty of local secretary and suggested instead G. M. Hays Deemer. Mr. Deakyne's resignation was accepted with regret and Mr. Deemer elected.

On behalf of the local committee, Wm. F. Ridgway returned the donation of the association and reported all bills paid. D. E. Bransome, of the Auxiliary Association, presented the bowling prizes. The winners, in order, were as follows: Mrs. Horning, Mrs. Staehle, Mrs. Ridgway, Mrs. Beringer, Mrs. Clarence Smith, Mrs. Drake.

The rest of the evening was devoted to a smoker given by the traveling men, in the "Dutch room" of the hotel. There were corn-cob pipes in plenty, tobacco and hard and soft drinks for both sexes. A vaudeville performance was given by local talent, comedians, negro minstrels, etc.; the shapelier element was also represented. The general opinion was that the traveling men knew how to "do things up in style." Not until a late hour did the revelers retire, to dream of another good time next year.

MISSOURI PHARMACISTS.

More Druggists Interested in State Association Than Ever Before.

NEW OFFICERS ELECTED.—PHARMACEUTICAL TRAVELERS IN EVIDENCE.—MEETING OF BOARD OF PHARMACY. — LIQUOR QUESTION AND COCAINE LAW DISCUSSED.—250 PRIZES AWARDED.

St. Louis, Mo., June 20.—"We had a mighty good time and we interested a lot of new men," is the terse report given by most of the druggists and traveling men who have returned from Pertle Springs, where the twenty-seventh annual meeting of the Missouri Ph. A. and the fourteenth annual meeting of the Missouri Ph. Travelers' Association were held from June 13 to 16.

The attendance at the meetings was excellent, more druggists taking direct interest in the association than ever before. While no direct effort toward legislation was made at this meeting, the appointment of Charles L. Wright, of Webb City, as chairman of the legislative committee, was regarded as the most forward movement in this line in the history of the organizations' efforts. Mr. Wright was president in 1903-1904, and he has some strong ideas regarding pharmacy legislation, included in which is a plan to establish a board with considerable money at its command to enforce the laws.

The new officers are: J. F. Llewellyn, Mexico, president; C. D. Merrem, St. Louis, first vice-president; W. R. Ashbrook, Jamesport, second vice-president; Louis Grother, Cole Camp, third vice-president; Wm. Mittlebach, Boonville, treasurer; H. C. Wesner, Windsor, assistant secretary; Dr. W. H. Whelpley, St. Louis, permanent secretary; council, Wm. H. Lamont, St. Louis; Ed. G. Orear, Maryville; Wm. E. Bard, Sedalia; Dr. Otto Claus, St. Louis; Paul Hess, Kansas City.

The travelers elected Frank V. Perry, St. Louis, president; Dan Liddy, St. Louis, vice-president; Ed. Hunter, St. Louis, second vice-president; Henry J. Stolle, St. Louis, treasurer; Oscar Ott, secretary; Frank Koeneke, St. Louis, chairman of the council.

At the meeting of the Board of Pharmacy prior to the convention, the following candidates were registered and granted certificates: O. Taylor, Warrenton; Charles R. Love, Otterville; George H. Bragdon, Reeds; M. F. Jackson, Montrose; Ed. L. Kelley, St. Louis; Grover C. Hall, Lee's Summit; George M. Dunn, Pleasant Hill; Arthur Walsh, Cuba, Ill.; Herbert A. Knight, Conway; Charles F. Hurt, California; Gilbert Gross, Kansas City; Lewis C. Driesel, St. Louis; Charles L. Jones, St. Louis; A. F. Keiser, St. Louis.

President Ed. G. Orear, of Maryville, in his annual address, urged each druggist to do whatever was possible for the extension of the organization, as the only hope for improvement throughout the State was in the State Association. He expressed, especially, a hope that many more members would be enrolled by next year, when some definite steps would be taken to draft legislation to be presented to the next legislature, as there is no session this winter. G. W. Carmack, of Plattsburg, the retiring member of the board of pharmacy, responded to the president's address.

The papers and subjects for discussion were along ethical and local lines. The liquor question, the new cocaine law and other topics were the burden. Business sessions were held only in the mornings. The afternoons were devoted to outdoor sports and entertainments. Two interesting fights arose, one being over the effort of President Orear and his friends to take the next convention to Maryville, Mo. The effort was lost, however, for Pertle Springs was too strong a favorite. The Springs is an ideal place for conventions and is called the "convention city," and as the druggists were the first to gather there this year, they were greeted as "boys who had come home to visit." This treatment won the day.

The second struggle was between Charles Geitner, of St. Louis, and G. W. Carmack, of Plattsburg, the retiring member, for indorsement for appointment on the State Board. The result was so near a tie, that the association recommended the appointment of "one of the two." St. Louis has not had a member for several years, but they are not fighting Mr. Carmack on his record.

Two hundred and fifty prizes were contributed by manufacturers and jobbers as rewards for those who entered the contests arranged by the travelers. W. H. Lamont, Mike Arendeas, H. O. Stolley, Charles Wagner, "leader of the band," and Larry Seitz had charge and they had many novelties. The ladies were given the lion's share of the pretty things.

The soda water manufacturers and specialty men were liberal in their displays, and no druggist or traveler had any excuse for going thirsty. Crushed fruits were always on hand for those who wanted a little ice cream in the shade.

A barber shop, where safety razors and all the other necessities for a shave were on hand, was a welcome feature. The displays arranged by those who cater to the druggists' wants were never as good as this time.

Dr. H. M. Whelpley, the permanent secretary, who is permanent, and Mike Arendeas, who each year vows he is through with the entertainment features, and will only enjoy the next convention, raced to see who could get to Pertle Springs first and stay the longest. Whelpley won by getting there Saturday, but Arendeas took his children and they added seven days' advantage for each day he was there, and as they remained until the next Sunday, Arendeas claimed the championship.

DELAWARE PH. A. OFFICERS.

Wilmington, June 17.—At the annual meeting of the Delaware State Pharmaceutical Association, the following officers were elected: President, Joseph P. Williams, of Wilmington; vice-presidents, J. C. Mecannon, New Castle county; J. S. Sterling, Kent county, and R. W. Kauffman, Sussex county; secretary, F. W. Fenn, Wilmington; treasurer, Oscar C. Draper, Wilmington.

—William Whitney, of Saranac, Mich., is dead. He was for a large number of years in the drug business in that city. He leaves a widow and one daughter.

A SPECIFIC IN

Tuberculosis Cancer Syphilis

GRISERIN

NON-TOXIC

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now. Tell your doctors about it.

PRICE LIST

GRISERIN-ALPHA: FOR EXTERNAL USE ONLY!

1. For dusting on wounds and suppurating ulcerations.

2. For use in the GRISERIN Insufflator—in NOSE and THROAT AFFECTIONS for RHINITIS or DIPHTHERIA.

GRISERIN-ALPHA:

In Packages of	25	gramm	$2.00
"	50	"	4.00
"	100	"	7.50
"	250	"	18.00
"	500	"	34.00
"	1,000	" (1 Kilo)	65.00

GRISERIN-BETA: FOR INTERNAL USE ONLY

CACHETS—In Tubes (each tube containing ONE WEEK'S TREATMENT.)

		Retail	Wholesale
1 Tube Griserin Cachets Grammes	0.20	$1.75 per tube	$16.00 per dozen
1 " " " "	0.30	2.00 " "	18.00 " "
1 " " " "	0.50	2.50 " "	23.00 " "

		Retail	Wholesale
1 Tube Griserin Cum Tannalbin Gramm	0.20	$1.75 per tube	$16.00 per dozen
1 " " " " "	0.30	2.00 " "	18.00 " "
1 " " " " "	0.50	2.50 " "	23.00 " "

	Retail	Wholesale
Griserin Insufflators: - -	$1.25 each	$12.00 per dozen
	Retail	Wholesale
Griserin Solution (concentrated):	$1.00 per bottle	$9.00 per dozen

WRITE FOR BOOKLET

We Want Every Druggist to Become Familiar with

GRISERIN

SOLE AGENTS FOR AMERICA

AMERICAN GRISERIN WORKS

108 FULTON ST., NEW YORK

REDUCED

"Vest-Pocket-Boxes"

TO

$1.75 Per Doz.

One Gross Lots—5% Discount
FROM ALL JOBBERS

THE ANTIKAMNIA CHEMICAL COMPANY
ST. LOUIS, U. S. A.

ANOTHER NEW IDEA

The "Pennysaver" envelope for circular letters combines 3 in 1.

It has the appearance of a sealed envelope.

It carries the insert safely.

It brings the same results as first-class mail at a saving of $10.00 per M in postage.

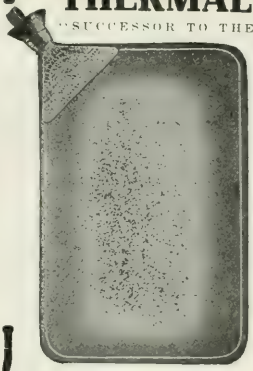
Used by the largest circularizers in this country and abroad.

We manufacture all kinds of envelopes, shipping tags, lace papers, bon-bon cups, soufflet cases and paper specialties of all descriptions.

Write to nearest factory for samples and prices.

SAMUEL CUPPLES ENVELOPE CO.
St. Louis Chicago New York

The Wonderful New Heat-Imparting
THERMALITE BAG
"SUCCESSOR TO THE HOT WATER BAG"



THE BAG that is hot in half a minute without hot water. The Bag that gives a long-sustained, even, unvarying, vitalizing heat for hours—three to four times longer than a hot water bag of the same size, yet weighing only half as much as the hot water bag.

The Bag that will not scald or burn the user—that cannot burst at the seams.

The Bag that will last for years—that can be patched or vulcanized if necessary.

Retail Prices

No. 1—Quart Size	$1.50
" 2—2 Quart Size	2.00
" 3—3 Quart Size	2.50
" 4—4 Quart Size	3.00

Write for descriptive literature. If our claims are true it's the article your customers want.

The Thermalite Co.
161 Elm St., New York, U. S. A.

ESTABLISHED 1862
CARL H. SCHULTZ'S
Correct
ARTIFICIAL MINERAL WATERS
MADE WITH DISTILLED WATER AND PUREST INGREDIENTS

LITHIA-SELTERS

Compounded expressly as a Water for General Use

PUT UP IN QUART, PINT AND HALF-PINT BOTTLES

Artificial Vichy	Homburg
Selters	Artificial Saratoga
Carbonic	Bilin
Lithia	Obersalzbrunn
Double Carlsbad	Ems
Quadruple Carlsbad	Gleichenberg
Lithia Carlsbad	Pyrmont
Marienbad	Schwalbach
Bitter Kissingen	Iron Water
Kissingen	Pyrophosphate of Iron
Pullna	Wildungen

CLUB SODA, GINGER ALE, SARSAPARILLA, LEMON SODA

CARL H. SCHULTZ
430 to 444 First Ave. New York City
Write for Price List and Descriptive Pamphlet

TRADE SECTION

SALE OF LIQUOR.

Minneapolis Druggists Promise to Quit the Practice.

MAYOR CALLS A HALT AND HAS SEANCE WITH OFFENDERS.—SALOON KEEPERS THE ACCUSERS, AND ARRESTS WILL FOLLOW IF PRACTICE IS RESUMED.

Minneapolis, Minn., June 15.—"The powers that be" have been giving some of the druggists of this city an awful whirl. They were forced to "walk the plank" in Mayor Jones' office and the seance was something whose like had never been witnessed in the Flour City.

It came about very naturally and developed into a scare that several of the druggists will not forget in a hurry. The start was made when the prosecuted saloon keepers, hard pressed by the mayor's orders, asserted it would be a good thing to look after the druggists, in whose stores alcoholic drinks, plain whisky, high balls and fizzes were often sold. But the mayor did not believe it. He thought only saloon men would sell liquor, and so let it pass. But before long it was brought to his attention forcibly.

License Inspector Longfellow met a friend who was under the influence of some potent elixir and casually asking him where he got his load, was informed it was at a drug store.

"If you don't believe me I'll go and get another bottle," said the happy volunteer witness.

The inspector allowed the test. Another bottle was procured, with the result that an arrest was threatened and a crusade with wholesale arrests appeared to be in sight, when several frightened druggists went to their friends, the wholesalers, who in turn called upon Mayor Jones.

All accounts agree that the occasion was warm. The mayor accused the drug men in general of serving intoxicants to fair women and brave men who wouldn't drink in saloons. There was a general denial, however, and an armistice for a day or two was agreed upon. Then came another meeting, at which the mayor laid down the law. The druggists wanted his honor to stop procedings which were bound to injure their reputation if wholesale arrests followed and would probably mean the workhouse for one of them. The mayor relented. He said he had evidence, but he wanted them to promise to abandon the sale of liquor as a beverage. They accepted the terms and the prosecutions were stopped. But it is understood that if the mayor finds the practice complained of is resumed, arrests will be made all along the line.

The Florence Manufacturing Company, Astoria, L. I., is the name and address of a new concern which manufactures chondroline preparations.

CHATTANOOGA WATER POWER.

We have received from C. W. Olson, president of the Chattanooga Chamber of Commerce, a copy of the Chattanooga Daily Times, which contains a highly interesting description of the organization of the Chattanooga-Tennessee River Power Company and the outline of its plans to construct the largest water power plant, next to Niagara, in America. This vast scheme to improve the natural advantages furnished by the Tennessee river at Chattanooga is to be supported actively by the government, whose engineers have been instructed to co-operate with the company. A tremendous industrial and commercial development should result from the undertaking, not only for the region in the immediate vicinity of Chattanooga, but for the whole South in a more general way. The drug trade will bé interested not only in the possibilities of development for Chattanooga and the natural interest aroused by such a huge enterprise in everyone, but will be more directly touched by the fact that J. A. Patten, who is well-known to druggists as the secretary of the Chattanooga Medicine Company, is vice-president of the Chattanooga Chamber of Commerce. The successful completion of the great work will be hoped for by everyone. The new plant, when finished, will produce a continuous current of 36,000 horse power, which will undoubtedly cause the erection of a great number of factories.

CLOVERINE SALVE.

Cloverine Salve, manufactured by the Wilson Chemical Company of Tyron, Pa., under their well-known "Cloverine Salve" trade mark continues to be one of the best selling salves on the market. No effort on the part of the manufacturers has been spared to present a smooth, consistent salve which can be applied with ease. The two varieties, red and white, selling at ten cents and twenty-five cents are so well known to the trade they really need but a few words to remind the druggist that all jobbers supply the trade.

INSECT POWDER GUN.

The "Quick Loader" insect powder gun, manufactured by the American Can Co. of New York, Chicago and San Francisco, is the most compact, sure and powerful gun for the purpose on the market to-day. The gun is carried in stock by all jobbers and has large sales.

The insect gun is neat, attractive and is easily loaded. Slight compression suffices to eject a volume of any death-dealing bug dust the pharmacist may load the little machine with. The gun has proved the most satisfactory of any kind on the market.

—H. L. Buell, a pioneer druggist of Elgin, Ore., took a dose of aconite, mistaking it for camphor, and died from the results of the poisoning.

MEDICINES FOR INDIANS.

Much Care Is Exercised in the Selection of Drugs for Them.

Francis E. Leupp, Commissioner of Indian Affairs, has adopted a policy which he believes will safeguard the interests of the government, and the Indians as well, in connection with the contracts for the award of Indian supplies. In the purchase of medicines, for example, the commissioner, to test the purity of the drugs, has all the samples analyzed by a professor of chemistry at the Chicago University. Then he has a well-known druggist examine the drugs and the price list, and say whether the supplies are offered to the government at a fair price. Quality is always placed before cheapness. In order to learn whether the drugs and hospital supplies are suitable for distribution among the Indians, the commissioner has one of his agency physicians, a man who has been among the Indians for fifteen years, pick out the kinds the Indians can be most easily induced to take.

Indians are more particular about the sort of bandage to bind their limbs and the appearance of the medicine they take, than they are about the food they eat. Physicians have to respect many little prejudices along this line. Mr. Leupp believes by these methods he will get better materials, with less loss by reason of waste than heretofore.

MILK CHOCOLATE.

The question whether the taste for milk chocolate was a fad or whether the chocolate was to become a staple confection has been answered. Milk chocolate is here to stay. As an importation it proved an attractive titbit, for there are many who prefer to pay more for an imported article than for a domestic production. However, the intrinsic worth of the confection established it, and now that a manufacturer in this country is producing milk chocolate, having smoothness, richness, fine flavor and nourishing qualities, it is replacing the foreign chocolate in the esteem of the public.

Runkle Brothers, the well-known firm of confectioners of 445 to 451 West Thirtieth street, this city, have placed on the market "Creme De Milk Chocolate" which not only equals the several foreign products but is superior to them in several ways. Runkle Brothers' "Creme De Milk Chocolate" has been aptly styled: "The Confection of Perfection," and as such is rapidly superseding the foreign chocolate.

TO MANUFACTURE PERFUMES.

Oxford, Mass., June 19.—H. B. Hilton, of Oswego, N. Y., is fitting up a laboratory here and will shortly begin the manufacture of perfumes. He will cater to the wholesale trade.

DISPENSING SODA WATER IN DELAWARE

How the Business is Conducted in the Oldest Pharmacy in the State

"Serve the Best, Secret of Success," Says Z. James Belt, of Wilmington—Trade in Hot and Cold Weather—Raises Own Berries—Fruit Syrups are Home Made—Gets Ten Cents for Ice Cream Soda

There are two important reasons for the popularity of the soda dispensed over the counters in the store of Z. James Belt, Sixth and Market streets, Wilmington, Del. The first is the quality of the soda itself and the second is the reputation of the house and the fact that at its head is a man who since January 13, 1847, has been building up this reputation.

Mr. Belt enjoys the distinction of being the oldest pharmacist as far as location in one place is concerned, not only in the city of Wilmington but in the State of Delaware. Located in the heart of the city, with several lines of city and suburban cars passing its doors, the store is a favorite stopping place for residents and visitors. For years Mr. Belt continued to use a small fountain with a limited variety of flavors, but a year ago to accommodate the rapidly increasing trade he made many improvements, including the installation of one of the latest types of fountains, which it was supposed would entirely fill the bill. The results were beyond expectation.

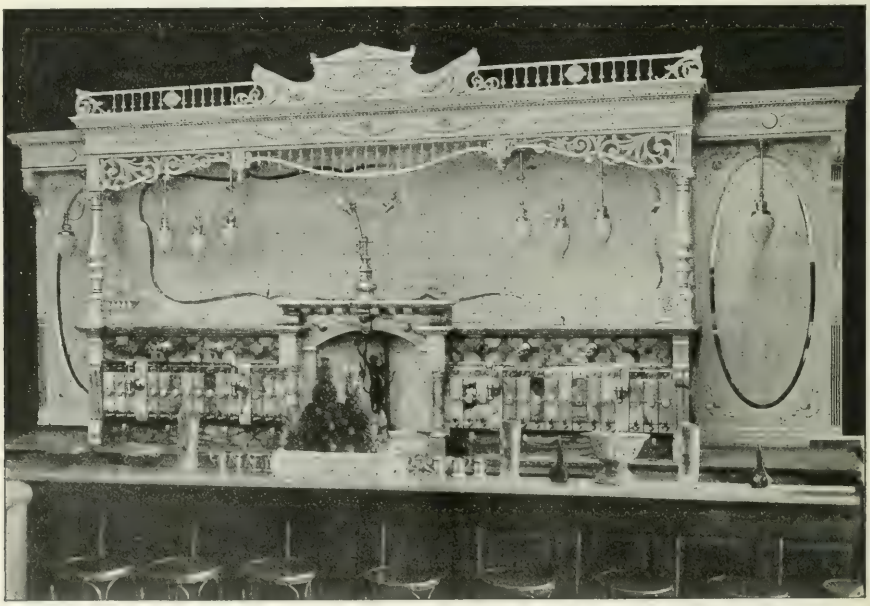
SERVES ONLY THE BEST.

In discussing the development of his soda business, Mr. Belt declares that when a boy in the store of Edward Bringhorst, under whom he learned the business and subsequently succeeded, the worthy Quaker instilled into the minds of his employes the necessity of serving only the best and of making improvements wherever possible.

"For years we had served the standard flavors, such as vanilla, strawberry, pineapple and others, paying little attention to the growth of that branch of the business, until I found that it was taxing us, with our facilities, to accommodate all those who were visiting our fountain," said Mr. Belt. "Last year we did away with our old fountain and made other extensive improvements. The new fountain was made by Robert M. Green & Sons of Philadelphia, and with its tasteful display of onyx, marble and German silver, it has, we believe, attracted trade as well as given excellent satisfaction. With more than twenty feet of counter space, we find that we are frequently crowded and it is likely that before the year is out we shall have to extend the soda counters along the entire side of the store.

HOT AND COLD DRINKS.

"Our busiest time is late in the afternoon and in the evening. Our fountain is well-lighted with electric lights and without giving an appearance of heat, we make it as bright and attractive as possible with the result that many who are waiting for cars on the corner, find that they have time for a glass of soda and a cracker. In Winter when it is cold work waiting on a corner for a car, we sell many hot drinks. While our busy season is just beginning, our fountain is by no means idle during the season for hot drinks. Hot chocolate leads in popularity, but other favorites are beef tea, tomato bouillon and malted milk. Just now we are introducing a number of drinks with local and popular names, which promise to become very popular. They are chiefly sundaes dressed with cherries, berries and slices of the fruits that are in season.



A DELAWARE FOUNTAIN.

In the store of Z. James Belt, in Wilmington. Made by Robert M. Green & Sons. Fine Mexican Onyx, with White and Gold Superstructure, Embellished with Electric Fixtures and French Plate Mirrors. Length, about 20 feet.

"We use whipped cream and the best ice cream that is manufactured in the season. Unlike the druggists in neighboring cities and many here in Wilmington, I am getting ten cents for my ice cream soda. For five cents, the ruling price, we would have to put out a combination that would be inferior compared to the other drinks we dispense and rather than do that, we would take it off our lists. We overcome what to some would be an objectionable feature by really giving a ten cent drink. Our most expensive drink is the 'horse's neck' which costs a quarter.

"Sundaes and egg drinks are our best sellers but there is a big demand for coca cola, root beer, which we buy by the keg, ginger ale, domestic and imported. Coca cola is the principal ingredient in a line of drinks that we are putting out at present with considerable success. It includes the coca cola glace, sundae, trilby, milk-shake, frappe, flipp, lemonade, cabinet-sour, rickey and ice cream.

RAISES OWN FRUIT.

"I raise nearly all of the berries used at the fountain and for the other fruits we buy only the finest in the markets. We make all our own fruit syrups in quantities large enough to last us for a day or two. Not a particle of any preservative goes into our syrups. As we make them, we put them up in hermetically-sealed vessels and as we need it we open the jars one by one and in that way avoid carrying over supplies which would ferment if a preservative was not used.

"We also manufacture all our carbonated waters. We have a 900 gallon tank for filtering purposes and an electric carbonator.

"We believe that it is a good plan to give a wafer or cracker with our drinks, and there are always little trays with a few of them on the counter. The Japanese paper napkins, too, we think is a paying feature of the management of the business. The attendants are instructed as to neatness in appearance as well as to the care of the counters and glassware and silver. Carelessness in these respects means the loss in short order of many the most desirable customers. For decoration we depend upon pyramids and baskets of fruit, frequently re-arranged, as well as cut-glass vases and dishes filled with flowers

USES FEW SIGNS.

"Our signs are few and small, containing only a few of the more popular fancies, which act as a suggestion to a variety of soda drinkers who are always on the look-out for something new. These signs are changed every day or two. We are open from 7.30 a. m. to 11 p.m., but there is no soda sold on Sunday. The check system we find to be the most satisfactory. The patron buys a paper check from the cashier and exchanges it for his or her order at the soda fountain. The attendant upon receiving it tears it in half and deposits it in a jar on the counter. There is not the disagreeable feature of handling wet change for the customer, while we find that there are the advantages of quickness by avoiding the making of change and the loss that might result from other systems that we have tried in the past."

YOUTHFUL, THOUGH OLD.

While Mr. Belt is seventy-two years old, he looks much younger. He never misses a day at the store. To his fondness for out-door life and his regular habits, Mr. Belt attributes in part his excellent health. Mr. Belt gives to each of his employes two hours off each day for recreation in addition to the regular times for meals.

The store at Sixth and Market streets was established in 1830 by Edward Bringhorst and has been a drug store ever since. The present proprietor entered the employ of Mr. Bringhorst as an

Z. JAMES BELT.

errand boy January 13, 1847, and ten years later was admitted to the firm which became E. Bringhorst & Co. Twenty years ago Mr. Belt purchased the interests of Mr. Bringhorst's sons.

CIGARETTES TAXABLE AT $1.08 PER THOUSAND.

Cigarettes, when sold by the manufacturer to one or more persons exclusively, under a contract or agreement, at a price not exceeding $2 per thousand are taxable at the rate of $1.08 per thousand, instead of 54 cents. Under these conditions the purchaser sells and distributes the cigarettes to the trade at a price exceeding $2 per thousand, and he, instead of the manufacturer, fixes the wholesale price, upon which the tax is based. This has just been announced by the Commissioner of Internal Revenue.

A STRONG STATEMENT.

The following is what The Medical Council has to say about Goldbeck's Malt Extract:

"The best malt preparation in the world; the one which has survived its competitors and stands out triumphant as a therapeutic success, is Goldbeck's Malt Extract. For literature, address John F. Betz & Son, Ltd., Crown and Callowhill streets, Philadelphia, Pa.

APPRAISERS' DECISIONS.

"Preserved."

The Board of General Appraisers has recently decided that the word "preserved" has no technical or commercial meaning different from its ordinary signification, namely, to put in a condition of preservation so as to resist fermentation or decay.

Ground Pepper Shells or Cuticle.

The Board has decided that a residuum from the process of decorticating the pepper berry, in the form of a fine powder, which, without further grinding, is used to adulterate ground pepper, is dutiable under the provision for "spices not specially provided for," and not free under the enumeration of the free list of "pepper, black or white * * * when unground," or dutiable as "waste not specially provided for." Grinding is the process of reducing to fine particles or powder by crushing or friction, and the process by which this result is attained is not important.

The case in point was an importation at New York by Frame & Co., which they invoiced as pepper shells. It was assessed for duty at 3 cents per pound as "spices not specially provided for." The importers protested it was free, under paragraph 667, exempting, among other things, "pepper, black or white, when unground," or dutiable at 10 per cent. ad valorem, as "waste, not specially provided for."

The Board claimed that the article is produced from black pepper berries by a machine prepared for the purpose of decorticating the pepper berry. The berries are placed in the machine between a stone and a wire covering, and by means of friction a coarse woody shell forming the outside covering of the berry is broken and removed. This rough outer covering, in the condition in which it comes from the machine, is the commodity which was held to be pepper unground in the United States v. Leggett. After the outer shell is removed the process of decortication is continued until a further covering, intermediate between the outside shell and the kernel, is removed and the white kernel of the pepper is produced. The goods subject of this protest are the residuum from this continued operation of removing the inner cuticle from the white kernel.

Examination of the sample of the importation in evidence shows it to be in a fine powdery state. The testimony shows that it is imported for the purpose of mixing with various ground peppers to weaken them and reduce them in price. Nothing further is necessary to be done to it to change it into the pepper of commerce except to mix it with the ground pepper.

The only provisions in the act covering pepper by name are those for "capsicum or red pepper, or cayenne pepper," in paragraph 287, and for "pepper, black or white, * * * when unground," in paragraph 667. Ground peppers, other than red or cayenne pepper, must apparently find their classification under the provision for spices in paragraph 287. Under the principle of the Leggett case the article is clearly pepper. "Neither the berries, kernels nor shells," the court said, "are anything but pepper." The only point for us

to decide, then, is whether or not the article is ground.

The dictionary definition of grinding is to reduce to fine particles or powder by crushing and friction. The Board has said, "grinding implies the process of reducing to fine particles or pulverization." We do not think it matters whether the commodity is reduced to a fine powder by a system of decortication, or by trituration, or what is more generally known as grinding. In either event, if it is reduced to a fine condition or powder, we think it must be considered to have been ground.

The protest was therefore overruled.

Green Earth—Pigment.

The Board of General Appraisers has decided that ground earth of a grayish-green tint, known as "green earth," which is used as a substratum or base upon which are precipitated certain aniline dyes which impart color to such base, thus obtaining pigments or dry paints known as "lime-proof greens," is not a pigment, but a manufactured earth, and is dutiable at $2 per ton and not at 30 per cent. ad valorem as originally assessed. The importers who had protested were A. B. Ansbacher & Co. and the merchandise was imported at New York. A large number of experts gave very contradictory testimony before the Board.

Coumarin Synthetic.

The protest of George Lueders & Co., that coumarin synthetic imported by them, should be classified as a coal-tar preparation, not a color or dye and not medicinal, was sustained by the Board.

Hydroferrocyanate of Quinine.

This was imported by Merck & Co., and was held free of duty as a salt of cinchona bark, by the Board. Another protest of the same firm that gaduol was dutiable as a chemical compound, was sustained on the authority of a previous decision.

Toilet Articles.

In the case of the protest of B. Illfelder & Co., it was held that so-called toilets consisting of mirror plates set in leatherette cases, without combs or other fixtures, were properly classified as mirrors. Other toilets containing, besides the mirror, a comb, nail-cleaner, buttonhook, etc., were held to be dutiable as manufactures of the component material of chief value, as claimed by the importers. Other toilets imported by C. F. Rumpp & Sons were held dutiable as manufactures of leather.

Orange Flower Water.

The Board of General Appraisers held that orange flower water imported by George Leeders & Co., had been properly classified as a medicinal preparation.

Coumarin.

The protest of Ungerer & Co. that coumarin was dutiable as a coal tar preparation, not a color or dye, and not medicinal was sustained by the Board.

Marjoram Flowers.

The assessment on marjoram flowers or origanum as a spice was affirmed in the protest of Moral & Co., importers. The Board did not find it necessary to classify the flowers as a crude non-edible drug, as the importers made no such claim.

SHOW WINDOW FEATURES.

Many Unusually Novel and Attractive Displays.

A SUCCESSFUL SOUVENIR DAY.—A COMICAL MECHANICAL WINDOW.—"THE OLD OAKEN BUCKET" TO THE FRONT ONCE MORE AS A DECORATION.—A STORE WHICH HAS SEVEN WINDOWS.

A spring souvenir day was a great success at J. W. Reed's Pharmacy, 118th street and Seventh avenue, Manhattan. Those customers who attended were more than pleased by a reduction of one-third in all prices and the premium of a souvenir as well. Large crowds took advantage of these inducements. Invitations were issued a week in advance in the form of an attractive circular of pale blue tinted paper with the text printed in dark blue. These were adorned on the cover with the figure of a mounted herald in medieval costume with his trumpet, on the banner of which was the inscription, "Great Souvenir Day." The pages were filled with descriptions of the bargains offered and the last one was devoted to a tabulation of prices on staple articles for the occasion as compared with the regular quotations. Some of the articles presented to customers by the house were chocolates, Japanese pictures, cedar moth camphor, and trays for pins and cigar ashes. A similar celebration was held at the other Reed store, 888 Columbus avenue, on Monday, May 29. In most respects it was a duplicate of the first celebration.

At the One Hundred and Eighteenth street store a new talcum powder was featured in the window, while at the same time a demonstrator discoursed eloquently on its merits, giving a picture of a Japanese child in native costume, a colored print, to every purchaser of a 25 cent quantity. The window, columns, sides, floor and background, was covered with white crepe paper dotted with a violet design. Large bunches of artificial violets, alternating with cans of the talcum powder, were attached to the columns and sides of the window. On the floor, lying prone, were four rows of the powder containers, in a geometrical design, from which rose a show card announcing that a Japanese picture was free with every purchase and emphasizing the fact that no advertising matter appeared on these prints. To the corners of the card were fastened bunches of violets. Samples of the pictures were, of course, exhibited in the window. They were framed in a dark cherry-colored wood, with Japanese matting used as mats.

MECHANICAL AND COMIC.

An unusual display was made in a window of the agency of the National Cash Register Company at the corner of Schermerhorn and Court streets, Brooklyn. As it attracted large numbers on the street and even brought many of them into the store by the originality of some of its points, it may serve to suggest some hints to druggists for their own windows. In the center of the window was a mechanical device of rapidly revolving balls, which were connected with a central rod by strong thin shafts. There were sixteen of the globes, colored red, white, blue and green. The power was supplied by a concealed electric battery. The whole arrangement was framed and stood out on a background of variegated tinted paper, copiously sprinkled with sand to make it sparkle in the lights. The whirling balls were very effective in attracting attention. The best part of the display, however, were two comically designed figures, representing a messenger boy and a "Mamma's Darling." The former was clothed in a blue coat, yellow trousers and a flaming red tie. An undelivered message was protruding prominently from his breast pocket. His eyes seemed to protrude with wonder (an unusual thing in a messenger boy) as he gazed at the whirling globes. The other small boy was also in an attitude of fascinated admiration. He had a dejected-looking dog on a leash. His clothing was extravagantly effeminate. The only reading matter in the window was a sign running, "Confusing mistakes in business explained by the National Cash Register." The rapid motion of the central balls of the electric device certainly were confusing to the eye and suggested the first idea of the sign, while the stupefied expressions of the dummy boys enhanced it and brought the thought quickly to the mind of each observer. But this relation of the decorative design and the business application of the sign did not dawn on most spectators, who were thereby enticed into the store to inquire the why and wherefore. And a display which draws people into a store is a good one.

"HOW DEAR TO OUR HEARTS."

The "Old Oaken Bucket" was appropriated by the W. B. Riker & Son Company in the decoration of their window in the 456 Fulton street, Brooklyn, store, to feature the idea of purity in connection with their liquid green soap. The floor of the window was covered with imitation long grass, upon which the goods were strewn. In the center was erected a well box of pine in exact imitation of the genuine old-fashioned country well. A lay figure of a woman is cleverly made up and placed at the well. She is dressed in black and white printed calico, a white apron, and a blue sunbonnet. She is in the act of lifting the old bucket off the well sweep. On the front of the well curb is the inscription done in green, with prices, "Pure as the water that's drawn from the well. Get it at Riker's." The whole scene is extremely natural "b'gosh."

That the Sherman Square Pharmacy, 2035 Broadway, has more than the usual number of show windows is due to the peculiar location of the store. It is at the interesection of three streets, thus permitting seven windows, of which three are rectangular and the other four about the width of an ordinary entrance door with arched tops. On the Amsterdam avenue side one rectangular window is devoted to own make chlorides, arranged neatly on tiers rising towards the back of the window. But the thing that takes the attention of every passer, because of its application to present well-known conditions, is a card, green, with white lettering, which runs, "Meningitis Disinfectants, price 40c." Other cards state, "Prevents Contagion, Purifies the Air," and "Deodorizing Chlorides." Another window contains sick room and bath room supplies.

KEY WEST LEADS IN SPONGE FISHERIES*

Catch There is Many Times Larger Than at All the Other Grounds Combined

Nearly $500,000 Worth Shipped in One Year—Blacks Largely Predominate as Spongers—Domestic Yield is Not Equal to the Demand—Condition of the Water Has Much to Do With the Size of the Catch

As the yield of domestic sponges is not equal to the demand, large quantities are imported each year, the greater part of these coming from the Bahama Islands, Cuba, Haiti, Greece, Austria-Hungary, and Turkey. During the fiscal year ending June 30, 1900, the imports of foreign sponges amounted in value to $536,303, almost as much as the value of the catch of domestic sponges for the calendar year 1900, which was $567,685. During 1900 we exported 71,642 pounds of domestic sponges, valued at $32,199, most of which went to Great Britain, Germany, Netherlands, Belgium and France. Most of these were grass sponges, for which there is very little demand in this country. We also exported $84,100 worth of foreign sponges which had been previously imported. Except in the imports during 1900, there has been very little fluctuation during the last three years. The following table shows the imports and exports for the fiscal years 1896, 1897, 1898, 1899 and 1900:

Fiscal year.	Imports of foreign sponges.	Exports of Domestic sponges. Pounds.	Exports of Domestic sponges. Value.	Exports of Foreign sponges
1896.	$499,766	36,398	$14,237	$73,740
1897.	487,143	125,492	53,962	75,704
1898.	401,725	75,819	34,547	89,192
1899.	430,231	71,657	26,452	92,664
1900.	536,303	71,642	32,199	84,100

STATISTICS OF FISHERIES.

The season of 1900 was one of the best that the spongers have had for years. Owing to the unusual clearness of the water on the "key grounds," the spongers were enabled to work over almost all the grounds, a thing which has not happened for some years. This was especially noticeable around Sandy Key, near Cape Sable. Usually yellow, muddy water is found stretching out for about forty miles in every direction from this key, except toward the mainland, which is about four miles distant, and from a distance the surface looks like a light yellow mud bank exposed at low water after the mud had had time to dry. Last season was the first time in about fourteen years in which the spongers were enabled to work this section. A noticeable feature was the unusual number of rotten sponges gathered on this ground. No sign of this rot appeared on the surface of the sponge, but after it had been cleaned it could easily be seen by pulling aside the fiber at the bottom. In some of them the whole inside had been rotted away, while the exterior presented a clean, healthy appearance.

*By John N. Cobb, Agent U. S. Fish Commission.

The tables show the condition of the industry for 1900. The great preponderance of Key West is very noticeable in all of the tables, and this place leads in persons engaged in all branches of the business, with a total of 1,827 persons. Tarpon Springs is second, with 354.

SPONGERS AND EQUIPMENT.

An interesting table is the one showing the color and nationality of the persons engaged in the business. Among the spongers themselves, the colored people predominate, there being 1,356 engaged, while the whites number 757. This disproportion is especially high at Key West. Among persons employed exclusively on shore the whites predominate, with 119 to 13 colored. Of 2,113 persons employed directly in sponging, 1,268 are British provincials, mostly from the Bahamas; of these 1,013 are colored. The native-born Americans numbered 339, of whom 343 are colored. One Norwegian and five Portuguese are also engaged in the business. Among the shore employes the native-born Americans lead, with 114, of whom thirteen are colored. The British provincials numbered seventeen, all white. There was also one Greek.

In the matter of vessels, boats, apparatus and shore and accessory property, Key West far exceeds all the others combined, with a total investment of $518,932. Tarpon Springs is second, with $65,014, followed by Apalachicola, with $10,652. The total investment for the fisheries amounts to $594,598. The Key West fleet shows a most gratifying increase since 1895. In the latter year there were 99 vessels of over five tons, and 185 vessels under five tons measurement hailing from this place, while in 1900 there were 136 vessels of over five tons and 183 vessels of under five tons measurement, a gain of 37 vessels of over five tons and a loss of two vessels under five tons. So far as vessels of over five tons are concerned, Tarpon Springs has practically held her own, while Apalachicola has dropped off considerably, but in the matter of vessels under five tons, Tarpon Springs had made a considerable increase.

KEY WEST IN THE LEAD.

Key West leads in the catch of all kinds of sponges, with 359,854 pounds, valued at $488,744, followed by Tarpon Springs, with 53,173 pounds, worth $70,320, and the Apalachicola, with 5,098 pounds, valued at $8,621. All the glove and velvet sponges were taken by Key West vessels. The total catch amounted to 418,125 pounds, valued at $567,685.

An interesting feature is the showing of the catch by kinds and grounds. The "key grounds" were worked exclusively from Key West and the surrounding keys. The total catch from the "bay grounds" amounted to 228,461 pounds, valued at $389,890, and for the "key grounds," 189,664 pounds, worth $177,795. Sheepswool sponges are more frequent on the "bay grounds" than on the key grounds, while the reverse is the case with yellow sponges. The grass-sponge catch is almost equally divided between the two grounds. Very few glove and velvet sponges are taken on the "bay grounds."

The following table shows the average price per pound received for each kind from the various grounds. The "bay" sheepswool are much more valuable than the "key" variety, while the "key" yel-

SPONGERS AT WORK.

low, grass and velvet are all more valuable than those from the "bay." There is no difference in the value of the glove sponges from either ground. The general price was $1.36.

Kinds.	Pounds.	Value.	Average price per lb.
"Bay" sheepswool	123,817	$356,045	$2.89
"Key" sheepswool	58,294	127,218	2.18
"Bay" yellow	32,433	18,097	.55
"Key" yellow	42,033	25,948	.62
"Bay" grass	71,686	15,516	.22
"Key" grass	71,426	17,447	.25
"Bay" velvet or boat	386	64	.17
"Key" velvet or boat	6,422	5,256	.82
"Bay" glove	1,185	168	.14
"Key" glove	11,243	1,626	.14
	418,125	$567,685	$1.36

Heretofore the law in regard to the gathering of sponges less than four inches in diameter has been more honored in the breach than in the observance. This was largely owing to the fact that the law did no prohibit the sale of such sponges or the having of them in possession. The law was amended in 1901 to cover these points, and will doubtless prove useful in protecting the small sponges from the depredations of the spongers, if properly enforced.

DISASTERS TO THE FLEET.

The spongers have not been exempt from the many perils of the deep, as is well shown by the following brief record of the principal disasters to the fleet since 1880:

Year.	Vessel.	Remarks.
1882	Minnie.	Struck on bar near Stump Pass.
1886	Sea Gull.	Capsized by cyclone near Cuba, while on her way back from sponging trip to Nicaragua; 7 lives lost.
1892	Ethel.	Struck a drift log and foundered.
1893	Silver Spray.	Burned.
1894	Adelaide.	Capsized at Peckles Reef in gale.
1895	Marion, Rosalie, Euphemia and Ada Norman.	Carried by cyclone into the woods, near Cedar Key.
	Shamrock.	Capsized near Sea Horse Key; 6 men lost.
1896	Competitor.	Captured by Spanish gunboat while carrying cargo of contraband goods to Cuban insurgents. Crew condemned to death, but saved through intervention of United States.
1897	Rosalie.	Capsized during cyclone; 4 of her crew lost.
1897	Euphemia.	Capsized in gale.
1898	Speedwell.	Capsized near Marquas Keys. Had just been launched and was getting ready to go into sponging; 9 persons lost.
1899	Amanda Rosalie.	Stranded during heavy blow.
1900	Vim.	Beached.
	Evening Star.	Struck on St. Martin's Reef.
	Lone Star.	Struck on a rock near Anclote and was sunk.

The Enderle Pharmacy, at Chestnut and Sixth streets, St. Louis, advertises Charcot's Sarsaparilla as follows:

"In the spring a young man's fancy
Lightly turns to thoughts of love.
If you would have the girl adore you,
Take a bottle of the above
Sarsaparilla, 83 cents a bottle." Another window contains a display of hair tonic at 39 cents a bottle.

BUSINESS RECORD.

ARKANSAS.

Eureka Springs.—Eureka Springs Phcy., new store.

CALIFORNIA.

Los Angeles.—Off & Vaughn Drug Co., 352 S. Spring St., new firm.

COLORADO

Pueblo.—S. A. Miles, Pine and Northern Ave., new store.

FLORIDA

Atlantic Beach.—Dr. J. A. Conover, new store.

Jacksonville.—E. K. Norwood, Florida and Odessa Sts., dead.

Melrose.—Melrose Drug Co., succeed W. A. Vogelbach.

ILLINOIS.

Freeburg.—John F. Becker, succeeds Chas. King.

Mound City.—Dr. M. L. Winstead, new store.

New Salem.—J. L. Wheeler, succeeds D. Cover.

Peoria.—Peoria Drug Co., Jefferson and Fulton Sts., new firm.

INDIANA.

Anderson.—Howard Witt, succeeds W. B. Conner & Co., 1014 Meridian St.

Bedford.—Owl Drug Store, succeeds Wm. C. Elliott.

Boonville.—J. A. Demberger, new store.

Chesterton.—R. A. Woyahn, dead.

Connersville.—Riley D. Smith, succeeds Geo. Cain.

IOWA.

Davenport.—Doyle Drug Co., succeed Frank Nadler Co., Brady and 4th Sts.

Dubuque.—A. J. Hartig, succeeds O. M. Ruete, 1st and Locust Sts.

Ireton.—J. H. Pryor & Co., succeeds Parker Drug Co.

KANSAS.

Atchison.—John F. Lynde, succeeds Myers & Kaffer, 6th and Court Sts.

Parsons.—Alva Miller, succeeds Woodland & Miller.

Richmond.—Atchison & Atchison, succeeds B. F. Wood & Co.

KENTUCKY.

Danville.—T. P. Curry & Son, damaged by fire.

Glasgow.—Leech & Ellis, damaged by fire.

Rockfield.—Andrews & Williams, succeeds J. T. Andrews.

Springfield.—Price N. Wells, succeeds Wood & Wells.

LOUISIANA.

New Orleans.—Katz & Besthoff, 732 Canal St., new store.

MAINE.

Livermore Center.—A. J. Leavitt, new store.

MASSACHUSETTS.

Chester.—C. H. Rinenburg, succeeds F. B. Mason.

Fall River.—Wm. H. Davis, dead.

Fitchburg.—J. F. Hayes, succeeds Hayes & Pierson Co.

MICHIGAN.

Cadillac.—Wheeler & Leisel, succeed Timothy Burke.

MINNESOTA.

Mankato.—Frank Thomas, 111 N. Front St., new store.

New Paynesville.—P. H. Bradley, dead.

Princeton.—Home Drug Store (Miss M. U. Gibbons, Prop.), new store.

St. Cloud.—Martin Molitor, damaged by fire.

Warroad.—C. M. Parker, destroyed by fire.

MISSISSIPPI.

Macon.—Macon Drug Store (Dr. D. W. Sherrod, Mgr.), succeeds M. M. Warren Drug Store.

Meridian.—Rogers & Co., new store.

Silver Creek.—Silver Creek Drug Co., destroyed by fire.

MISSOURI.

Cape Girardeau.—J. C. Dennis, succeeds Coffman & Co.

NEBRASKA.

Harvard.—J. C. Newton, succeeds J. R. Everett.

Hemingford.—A. D. Millett, succeeds Geo. F. Hedgecock.

Laurel.—J. B. Felber, succeeds J. B. Felber & Son.

Searchlight.—D. Dallance, succeeds F. J. Nutting.

NEW YORK.

Ballston Spa.—S. W. Ottman, succeeds B. L. Cole.

Dobbs Ferry.—Howard F. Cant, succeeds E. C. McCullough.

Buffalo.—W. E. Lemon, moves from 372 Amherst St. to Tonawanda and Riverside Ave.

Brooklyn.—H. E. Dillon, succeeds H. O. Wichelus, 223 Court St.

NORTH DAKOTA.

Dickinson.—Benzie Drug Co., Inc., succeed David M. Benzie.

Hope.—John J. Wamberg, succeeds Wamberg & Jacobson.

Munich.—Tyrrell & Burke, new store.

OHIO.

Defiance.—C. H. Lefferson, succeeds Preisendorfer & Zellers, Clinton and 5th Sts.

N. G. Woodward, new store.

OKLAHOMA.

Oklahoma.—John Foster, succeeds Armour Bros., 19 S. Robinson St.

PENNSYLVANIA.

Beaver.—Irwin D. Miller, succeeds Martha Wilcox.

Philadelphia.—John H. Wood & Co. succeed D. Marshall & Co., 112 Market.

SOUTH CAROLINA.

Orangeburg.—T. C. Doyle, succeeds H. Reeves & Co.

Union.—F. C. Duke, succeeds Duke Drug Co.

SOUTH DAKOTA.

Sioux Falls.—L. T. Dunning Drug Co., succeeds Bales, Dunning Drug Co.

TENNESSEE.

Summertown.—Gilliano & Pickard, new firm.

TEXAS.

Ballinger.—Walker Drug Co., succeed Edw. D. Walker.

Dallas.—Elder Bros., Elm & St. Paul Sts., new store.

Houston.—Wallace & Johnson, 19th Ave. and Ashland St., new store.

Navasota.—Quinn & Semple, succeed J. D. Quinn.

Port Arthur.—W. M. Fauville, succeeds Fauville & Caraway (Port Arthur Drug Store).

Westminster.—W. L. Tryce & Co., new store.

WASHINGTON.

Odessa.—H. L. Kemp, succeeds Kemp Bros.

WEST VIRGINIA.

Wheeling.—W. E. Criss, succeeds J. G. W. Schaefer.

WISCONSIN.

Marinette.—Schulz Pharmacy, new store.

CANADA.

N. W. T.—Snowflake.—Mr. Cannan, new store.

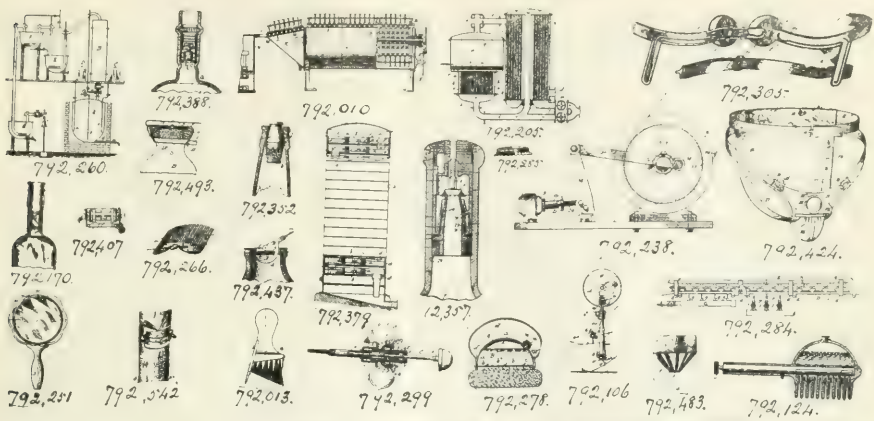
CRUSHED FRUIT BOWLS.

Leading wholesale druggists, confectioners, jobbers of bar supplies and soda fountain adjuncts, all soda fountain manufacturers and liquid carbonic people carry in stock the Bohner patent Crushed Fruit Bowls. The bowls only cost $1.00, and $1.50, and are such fruit savers and so cleanly that no dealer in crushed fruits can afford to do without them. The Bohner patent bowl keeps the ladle handle clean, the crushed fruit fresh and sweet, and free from dust and flies.

NEW ADVERTISING MATERIAL.

Horlick's Malted Milk as produced by the Horlick's Food Company continues to be a standard drink this summer at the soda fountains as heretofore. The Company is asking readers through The Era's advertisng columns whether their supply of fountain signs, window strips and formulæ cards is complete. If any druggist happens to lack such advertising matter all that is necessary for him to do is to write the company and his wants will be filled forthwith.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued June 13, 1905.

792,010—Otto Eick, Baltimore, Md. Bottle washing or sterilizing apparatus.

792,013—Carl E. Flemming, Schonheide, Germany. Combination brush and comb.

792,106—Fritz Worz and Gustav Eisner, Munich, Germany. Malt turning apparatus.

792,113—William N. Blakeman, Jr., New York, N. Y. Oil, and process of making same.

792,124—William H. Evans, Monticello, Ill. Fountain Comb.

792,148—Ernesto Monteleone, Jersey City, N. J. Lotion.

792,170—John S. Root, Chicago, Ill., Non refillable bottle.

792,205—George Eschellmann and Albert Harmuth, St. Petersburg, Russia, assignors to Tov. Tenteievskago Ximichesk Zavoda, St. Petersburg, Russia. Catalytic apparatus for making sulfuric anhydrid.

792,238—Henry Robinson, Newark, N. J., assignor to Oscar Heyman, New York, N. Y. Machine for capping bottles.

792,251—Robert R. Debacher, Hoboken, N. J. Toilet article.

792,260-1 — Jacob Grossmann, Manchester, England, assignor to the Grossman Cyanide Patents Syndicate, Limited, Manchester, England. Process of making cyanides.

792,266—Mary P. C. Hooper, New York, N. Y. Hair retaining comb.

792,278—Patrick J. McCarthy, Providence, R. I. Bath brush.

792,282—Wallace Nowacke and Max P. Loesser, New York, N. Y. Hair retaining comb.

792,284—William Painter, Baltimore, Md., assignor to the Crown Cork and Seal Co., Baltimore, Md., a corporation of Maryland. Method of manufacturing bottle closure.

792,285—William Painter, Baltimore, Md., assignor to the Crown Cork & Seal Co., Baltimore Md., a corporation of Maryland. Bottle sealing cap or closure.

792,299—Samuel M. Weaver, Cleveland, O. Syringe.

792,305—Francis B. Allshouse, Chicago, Ill., assignor to Illinois Truss Co., Chicago, Ill., a corporation. Hernial truss.

792,352—Adolph H. Schmedtje, St. Louis, Mo., assignor of one-half to John Schmedtje, St. Louis, Mo. Bottle stopper.

792,355—Samuel M. Shields, New Kensington, Pa. Bottle.

792,379.—Herrmann A. Abendroth, Berlin, Germany. Ammonia still.

792,388.—Paul B. T. Berner, Brooklyn, N. Y. Non-refillable bottle.

792,407.—Wendel Emge, Hohentengen, Germany. Support for the treatment of injured legs.

792,424—Ferdinand King, New York, N. Y. Truss.

792,426—Gottlieb Knodler, New York, N. Y., assignor to Katherine Conover, New York, N. Y. Apparatus for producing purified water.

792,437—William G. Midgley, Buffalo, N. Y., assignor of one-third to Home Fuel Saving Co., Buffalo, N. Y., a corporation of New Jersey. Bottle opener.

792,483—Albert S. White and George L. Gardner, New Orleans, La. Turpentine cup.

792,493 — Edward J. Brooks, East Orange, N. J. Bottle seal.

792,515 — Jacob Grossmann, Manchester, England. Process of making nitrates.

792,542.—Archibald C. McLeod, Quitman, Ga. Turpentine box.

12,357—Ramon G. Julien, Jerez de la Frontera, Spain, assignor to Pedro Domecq, Jerez de la Frontera, Spain. Bottle; re-issue.

TRADE-MARKS.

Published June 13, 1905.

148 — Emerson Drug Co., Baltimore, Md. Granular effervescent salt for the cure of headache, nervousness, etc. The hyphenated word "Bromo-Seltzer."

191—Orlando H. Jadwin, New York, N. Y. Preparations for the destruction and extermination of water or croton bugs, roaches or cockroaches and other vermin. The words "Hooper's Fatal Food."

604—Pineule Medicine Co., Chicago, Ill. Cure for piles. The words "Man Zan."

644—Foerg Remedy Co., Evansville, Ind. Medicine for purifying the blood and cure of syphilis, etc. The letters "F. R." arranged in a monogram form.

666 — Chesebrough Mfg. Co., Consolidated, New York, N. Y. Emollient and medicinal preparation for external and internal use. The words "Blue Seal."

712—The Swift Specific Co., Atlanta, Ga. Remedy for the cure of all blood and skin diseases. The letters "S. S. S."

875—J. A. Patlis Co., Cincinnati, O. Hair curling preparations. The word symbol "Fluffene."

1,019—John W. Davis and Sons, Detroit, Mich. Pile cures and remedies. The word "Pylo" and the pictorial representation of a pile of logs beneath the same.

1,221—The Drevet Mfg. Co., New York, N. Y. Peroxide of hydrogen. The words "Marchand's Peroxide of Hydrogen" and the signature of Charles Marchand.

1,230—Edward Fuehrer, New York, N. Y. Laxatives. The word "Tamarets."

1,231—Edward Fuehrer, New York, N. Y. Depilatories. The word "Obliterine."

1,359 — Louis A. Siebert, Columbus, O. Specific for rheumatism and the blood. The hyphenated word "Se-Co-Na."

1,395 — Isaac W. Douglas, Michigantown, Ind. Tonics. The word "Sylilian."

1,557—Frank Traudt, St. Louis, Mo. Internal remedy for colic and cholera. The words "Dr. Hoffman's Red Drops."

1,646 — McCormick & Co., Baltimore, Md. Glue. The words "Iron Glue."

1,649—McCormick & Co., Baltimore, Md. Flavoring extracts and fruit syrups and juices. The representation of a four leaf clover over which is a horse shoe. On the horse shoe are the words "Luck Found," associated with the word "Clover."

MARKET REPORT

NO IMPORTANT CHANGES.

General Inactivity—Light Movement to Consumers.

SUBSIDENCE OF INTEREST IN TURPENTINE. OPIUM AND QUININE FIRM. GOOD BUSINESS IN OIL OF ORANGE.—ADVANCE IN ALCOHOL. —SHORT BUCHU EASIER.

New York, June 19.—In the wholesale market the inactivity incident to this season of the year has been a conspicuous feature during the past week, and a similar condition of affairs is noted among the jobbers, but while the movement into consuming channels has been comparatively light, the aggregate volume of business shows satisfactory proportions, and there is no disposition on the part of dealers to complain. Fluctuations in values have been chiefly within a narrow range and of no particular consequence, the changes being wholly the result of natural causes. Interest in spirits of turpentine, which has been a prominent feature for several weeks, seems to have entirely subsided, and market conditions, so far as this article is concerned, are again of a normal character. Consumers are buying only in accordance with current requirements and the speculative element at primary sources of supply appears to have withdrawn. Among the leading commodities, opium and quinine are very quiet, but both are held with considerable firmness, the former wholly in sympathy with strong producing markets where reports have been received from the growing sections that unfavorable weather has materially curtailed the proper development of the poppy plants. Quinine has been influenced by steadier prices for bark in Amsterdam, reduced bark shipments from Java during the first half of the current month, and a firm Batavia market for quinine at the monthly auction last week.

OPIUM.—Although there is only a limited routine inquiry, with a consequent small volume of business, the tone of the market continues firm, owing to corresponding conditions abroad, and the advance in values noted last week is well sustained. The ruling quotations are $3.10 @3.25 for 9 per cent. and $3.20@3.40 for 11 per cent. Powdered is finding a moderate consuming outlet at $4.00@4.25 for 13 per cent. and $4.75@5.00 for 16 per cent.

MORPHINE SULPHATE.—Jobbers report an average movement into consuming channels, with the tone of the market steady and quotations are well sustained at $2.50@2.60 for eights in ounce boxes, $2.45@2.55 in 2½-oz. boxes, and $2.30@2.40 in 5-oz. tins, according to brand and quantity.

QUININE SULPHATE.—Consumers' wants are light and transactions continue limited to small parcels, but the bark situation abroad is firm and dealers are not inclined to force business through the medium of concessions. Consequently prices are steadily maintained at 20@21c. for bulk in 100-oz. tins; 20½@21½c. in 50-oz. tins; 21@22c. in 25-oz. tins; 22@23c. in 15 or 10-oz. tins; 25@26c. in 1-oz. tins, and 27@28c. in ounce vials, as to brand and quantity.

MENTHOL. Liberal spot supplies, a bountiful consuming demand and easier markets abroad have caused local dealers to modify their views to some extent and jobbing quotations have been reduced to $2.35@2.50, as to quantity.

OIL OF ORANGE.—Primary markets are cabled higher and local jobbers have advanced quotations to $2.30@2.55, according to brand and quantity. A fairly good seasonable business is in progress.

OIL CARAWAY.—Values are higher, owing to increased cost of seed and jobbing quotations show an advance to $1.35@1.60 for imported and $1.85@2.10 for domestic.

LOVAGE ROOT.—Available supplies are smaller than was supposed and the market is firmer, jobbing quotations having reacted to $1.00@1.10.

ALCOHOL.—Distillers have advanced prices 2 cents per gallon and spot values are correspondingly higher, the revised jobbing quotations being $2.47@2.48 by the bbl. and $2.57@2.62 for smaller quantities. Odorless is quoted $2.52@2.53 by the bbl. and $2.62@2.77 for less.

UNICORN ROOT.—An easier feeling has developed under the influence of the near approach of new crop and values are lower. True (aletris) is quoted at 55@60c. for whole and 60@70c. for powdered, while false (helonias) is held at 60@65c. for whole, 63@68c. for ground and 65@70c. for powdered.

ANTIMONY.—Owing to extreme scarcity of needle, jobbing quotations for powdered have been advanced to 14@17c., as to quantity.

CANARY SEED.—Primary markets continue to show a hardening tendency and jobbing quotations have been further advanced to 6@6¼c. for Smyrna by the bag, and 7@8c. for less; Sicily, 6¼@6½c. by the bag and 8@9c. for less.

HEMP SEED.—Russian is firmer, in sympathy with stronger markets abroad and local jobbers have advanced quotations to 3¼@3½c. by the bag and 4@6c. for smaller quantities.

BUCHU LEAVES.—Shorts are easier, owing to an overstocked market and a slow consuming demand, together with weaker conditions abroad, and jobbing quotations have been reduced to 33@38c.

ERGOT.—Supplies are offered more freely from abroad and at a concession from previous prices. As a result, the local market is easier, with jobbing quotations reduced to 48@53c. for whole, and 53@58c. for powdered.

SPERMACETI.—Reduced stocks and a stronger feeling among dealers have caused an advance in jobbing quotations to 31@34c. for lump, and 32@35c. for cakes.

MATICO LEAVES.—Owing to keen competition among dealers, values have reacted sharply and jobbing parcels are obtainable at 30@35c. for whole and 35@40c. for powdered.

JAPAN WAX.—Easier markets both here and abroad are reflected by a decline in spot jobbing quotations to 15@20c., as to quantity.

SAFFRON.—American is again easier under the influence noted last week and jobbing prices have been further reduced to $1.10@1.20 for whole and $1.20@1.30 for powdered.

GUM MASTIC.—The market is firmer under reduced stocks, and jobbers have advanced quotations to 60@65c. for whole, and 65@70c. for powdered.

RED CLOVER TOPS.—Spot supplies are very scarce and the market is stronger, with jobbing quotations advanced to 25@30c.

SPIRITS TURPENTINE.—Under the influences noted last week, jobbing quotations have further declined to 67@68c. by the bbl., and 78@85c. for smaller quantities.

SHELLAC.—Foreign markets are higher and local jobbers have advanced quotations to 80@90c. for D. C., 60@65c. for bleached, 45@50c. for native, 60@65c. for orange, and 55@60c. for powdered.

CARPATE SALVE SELLS.

The plant of the Carpate Salve Co., where Carpate salve is manufactured, has been increased to double its size and capacity in order to meet the increased demand for the remedy. While only on the market a short time, Carpate salve has proved itself all the makers have claimed for it. It sells at ten, twenty-five and fifty cents the box, and is recommended for burns, skin eruptions, cuts, bruises and piles.

Only a short time ago the manufacturer states that he had occasion to use the salve in his own household. One of the women servants accidentally sustained severe burns on both feet. The salve was not applied immediately but cold water was, thus irritating the injured tissue all the more. Daily applications of the salve for three days resulted in the wounds healing by first intention.

RIPPEY'S FOAMOLINE.

Now that the country is again in the midst of a heat wave charged with considerable moisture, the advertisement of William Rippey, of 105 E. Second street, Cincinnati, O., reminding the soda dispenser that he sells Powdered Foamoline, which is especially prepared for manufacturers of ice cream, sherbet, fruit frosts and water ices to give those preparations body and to save ice and labor, is timely.

Foamoline enriches and gives the smooth pasty appearance which is so attractive to lovers of internal refrigerants It not only adds to the body of the cream but keeps it cooler and more solid longer than with ice. Users of Foamoline are not compelled to use either heat or eggs with it, but simply to mix it with the dry sugar, then adding milk and cream.

METAL FURNITURE.

Substantial and graceful in every line are the products of the Chicago Wire Chair Co. of 67 N. Jefferson street, Chicago, Ill. Manufacturers of metal furniture of all kinds for many years, with unusual facilities for the production of wire furniture, the company quote prices to open the eyes of every progressive druggist in the world. That their goods are satisfactory they invite prospective purchasers to inquire from those who have been using their metal furniture ever since it has been on the market.

THE PHARMACEUTICAL ERA

EVERY THURSDAY

VOL. XXXIII. NEW YORK, JUNE 29, 1905. Number 26.

Entered at the New York Post Office as Second Class Matter.

Established 1887

THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

SUBSCRIPTION RATES:

U. S. Canada and Mexico, - $3 per annum
Foreign Countries in Postal Union, $4 per annum

The Price List Editions of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber.

Era Binders—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 months.) We supply a substantial Binder at 75 each each, postpaid.

D. O. HAYNES & CO., PUBLISHERS

99 WILLIAM ST. = NEW YORK

CABLE ADDRESS, "ERA" NEW YORK
TELEPHONE, No. 5653 JOHN

CHICAGO OFFICES 36 La Salle Street.
TELEPHONE, MAIN 953.

SUMMARY.

EDITORIAL AND PHARMACEUTICAL.—Pure Food Laws.—Publicity and Corruption.—The Message of Byrne.—A Secretary's Ideas.—Post Hoc, Ergo Propter Hoc.—Those Liquor Stamps.—Plea for the Druggist.—Letter Box.—Bulk Perfume Trade.—Commendable Enterprise.—The Era in Egypt.—Colleges and Druggists.—Some Timely Topics.—New Remedies.—Assay of Cape Aloes. Brandy.—Medicinal Plants.—Theory and Practice.—Question Box.

NEWS. Food Men Combine.—Stamps to be Redeemed.—A. Ph. A. Exhibition. Brooklyn University.—New York R. D. A. Election.—Veterans' Golden Wedding. Canadian Wholesalers. Pennsylvania Druggists Meet.—Chloroform Combine.—Connecticut Ph. A.—Maryland Pharmacists in Session.—Wants Partnership Dissolved.—Downes a Benedict.—St. Louis Retailers Make Merry.—Chicago Veterans' Toast. In Missouri. Druggist Foils Burglars.

TRADE.—Sargent Memorial Service.—A Phase of City Practice.—How an Indiana Druggist Has Made a Success of the Soda Fountain.—Soda in the Subway Tavern.—Castor Oil Industry and the United States as a Consumer. Show Window Features.—Appraisers' Decisions. New Crop Sponges. A Sponge Man.—Business Record.—Patents and Trade Marks.—Market Report.—Menthol Erratic and Prices Advance.

EDITORIAL COMMENT

Pure Food Laws.

The National Food Manufacturers' Association, which was launched last week in New York, has set out to secure a national food law which shall safeguard the public health and at the same time protect the rights and legitimate interests of the manufacturers. The object is a worthy one and of course legitimate manufacturers need not fear any legislation of this character. Such a law would put an end to the continual strife between the food and drug interests and the Bureau of Chemistry of the Department of Agriculture.

But there are one or two serious difficulties in the way of this project which seem to have been dismissed altogether too lightly or totally neglected by the men who perfected the organization last week. In the first place, it is hardly possible that the representatives of so many different industries would be able to agree on a law satisfactory to all. Manufacturers in the past have been noted for an unselfish and disinterested policy, but we doubt whether even they would allow their philanthropic tendencies to go so far as to consent to a law which would injure them while benefiting their neighbors.

A still greater obstacle is the impossibility of passing a pure food law without having a pure drug clause added thereto by the Department of Agriculture. This is bound to happen in spite of the excellent intention of the food men in proposing to leave drugs out of their movement. And when a pure drug clause is inserted, the drug industry will have to be reckoned with. It is well and strongly organized and would not for a moment stand idly by and watch the enactment of what might be obnoxious legislation.

"Post Hoc, Ergo Propter Hoc."

New discoveries in medical science which are calculated to destroy disease or arrest its progress have always been regarded with so much suspicion by ignorant classes of people that we must regard as extremely unfortunate the case of a little girl, apparently in good health, who died twenty minutes after receiving an injection of antitoxin. This was given her as a preventive, her little sister being ill with diphtheria.

A coroner's inquest has since shown that the child's death did not result from the use of antitoxin but from the narrowing of important arteries near the heart, due to fear and excitement. Yet while the sensation lasted there were many who said nasty things about diphtheria antitoxin. Of course such an isolated case will have practically no effect on its professional employment, but the effect on the class of people most benefited by it is much to be deplored.

A Secretary's Ideas.

Secretary R. H. Walker, of the Texas Pharmaceutical Association, made some epigrammatic expressions in an extemporaneous speech at the recent annual meeting. Here are some of them:

"Ninety-nine per cent. of the druggists of this State are asleep. Over 90 per cent. of them never know a social moment."

"In Texas there are 5,000 druggists, and, honestly, some of them do not know that the war is over."

"The average druggist in Texas is wedded more tightly to his business than he is to his wife."

"It is a blazing shame that a druggist will not leave his pill tile and spatula for three days."

"The druggists of Texas are dying by inches and don't know it."

"You never in your life heard a druggist laugh so you could hear him a half block away. He is too much afraid he'll hurt somebody's feelings."

"You never knew a poor druggist in your life. The profits of the business are large enough to demand that all druggists be silent in public on the subject."

"I can talk about my own section. If all the energy in the druggists of San Antonio was collected and concentrated into dynamite, there would not be enough of the explosive to raise a child's hat an inch from the ground."

"Druggists are mixers in name only, not in practice."

The reported membership of the Texas association rather confirms Secretary Walker's comment that but a few of the druggists of the State have awakened to the benefits of organization. Shall the few do the work for the many? That is a question all associations have had to consider and are everywhere considering. Many pharmacists seem to forget that in union there is strength. To accomplish results pharmacists must have strong organizations. The great benefits are

particularly those derived from legislative work, and if the druggists of Texas were all united it is safe to predict that an all-State pharmacy law would soon be an accomplished fact. The opportunity to meet is also productive of good, for it engenders personal friendships which do more to consolidate diverse opinions and eradicate irregular practices in business than all other efforts.

Those Liquor Stamps.

New York pharmacists who still have unused liquor stamps and are anxious to know what to do with them, will be reassured to learn that these stamps may be redeemed at their face value by application to the State Commissioner of Excise at Albany. No doubt a great many are ready to avail themselves of this privilege and as pharmacists will be compelled to wait thirty days from the time they send in stamps before the latter are redeemed, they should lose no time in attending to this important matter.

Plea for the Druggist.

There is much food for thought in "Plea for the Druggist," by Dr. J. H. Mallery, which was printed in a recent issue of the Era. Evidently his remarks are made after long study and reflection upon the subject in its manifold phases. Dr. Mallery's contention is that the druggist is what he is largely because of the attitude of the physician. And this is a view which will be shared by many who have given the subject even so much as a passing thought. The two professions are so dependent, one upon the other, that what works to the good of one is sure to be reflected to some extent in the other. Dr. Mallery points out that the physician should extend a helping hand wherever the pharmacist evinces a disposition to pull himself out of the slough into which he has unwittingly fallen, and in doing this, who shall say that the medical man is not helping himself almost as much as he is the brother to whose aid he has come?

There may be those in the profession who will resent the suggestion of the need of a plea for the pharmacist, but his plight is plainly pointed out. The writer gives pharmacy all credit, and shows that the practice of the profession is as old as medicine. If the practitioners of pharmacy and medicine have fallen from the high state they occupied in earlier days, is not this fall due in great part to the drawing aside of the veil of mystery which surrounded everything pertaining to medicine in ancient days, as much as to the fact that the compounder of drugs has had to recognize that self-preservation is the first law of nature? It is not always evidence of an unpardonable weakness when a man yields to a temptation, when to resist would mean that he would eventually be driven to the wall.

Must Work Together.

Dr. Mallery's call for the physician to undo the harm he has done is timely and full of strength. It is a plea that should go straight home. How much effect it will have is problematical. The habit of using the ready-made prescription is an insidious one, and while Dr. Mallery's appeal to physicians to write more of their own formulas will be heeded by some, in too many instances it will fall upon deaf ears. If the druggist would become more than "a bottling machine," and the physician rise above the sphere of "an automaton signing ready-printed prescriptions for dopine in the original 12-ounce bottles," they must fight shoulder to shoulder. The disposition to accept things as they are, and to let the manufacturer point the way, must be put aside firmly and finally. An era of push and perseverance must make its advent. There must be no backward step, but the evils which have been engendered by the too eager rush forward must be overcome. Each of the two professions must recognize the weakness of the other and extend a helping hand wherever and whenever it is needful.

It is a case of a strong pull, a long pull and a pull altogether. With the pharmacist and the physician working in unison to remedy present conditions and to remove the much-complained-of evils which have crept into the professions, conditions will soon be restored to a normal state, and both will be in the high position they once occupied as prescriber and compounder of remedies for the alleviation of human ills.

Publicity and Corruption.

We publish this week a letter from a native of Jerusalem who rejoices at a great reform which has taken place in that city. This is no less than the closing of 250 drug stores which had been running without licenses in open violation of the law. Our correspondent attributes this wholesale cleaning up to the influence of an article published in The Era last fall which came to the attention of the Turkish authorities.

Whether the reforms accomplished are the result of natural causes or the influence of this newspaper, the fact remains that the light of publicity is fatal to corruption and crooked practices, or at the least contributes to their destruction. That this light, having its origin here, should have fallen on the other side of the globe is all the more remarkable. Our correspondent himself furnished the facts for the original article and he may well be proud of the achievement. He goes to his new employment in Cairo with the good wishes of this paper and of all advocates of clean pharmacy.

The Message of Byrne.

Some of the old philosophers have taught that there is an outward man, a man whom we know or think we know, and beneath that outward man, there is a man hidden and unknown. This dual personality, if possible, was in a degree reflected in the life of the late John Byrne, of Columbus, O., who died a few days before the annual meeting of the Ohio Pharmaceutical Association and of which he was the honored president. The address he was to have delivered as the presiding officer was but partially completed, yet in it one may discern the love of right-doing, fair play and justice that existed in his heart.

The pharmacists of Ohio were probably not indebted to John Byrne for any particular new thought, but he was a man among his fellows, and we may believe that none of those who listened to his unfinished address as it was read before the association thought but that the deceased president felt he had a message to deliver, or why these words?

> "With the murmuring song of the wave-washed breakers, playing a lullaby at the eve of a strenuous day lending additional inspiration to the good we may have accomplished in an earnest endeavor to solidify and to make good all claims that pharmacy will, as a profession, remain true to its ancient traditions, and to progress with progressionists along lines of scientific research; a research into the earth's storehouse of all that it contains therein, and turn them to good and useful purposes. I say useful and not mercenary; useful in the intent that God and the discoverer of chemicals from Nature's storehouse intended as a means to alleviate human suffering. But, alas, we have in our profession some whose ideas of honor are so low that for a little extra pelf they would rather sell the elixir of Hades than the elixir of life—as has been shown in the courts of this country, and is still an everyday occurrence, much to the disgrace of our profession and the dishonor of those who engage in such a nefarious traffic. I would recommend that this association go on record and assist our Legislature in placing upon the statute as giving to our state board of pharmacy such power as they may require morally and financially in weeding out from our profession such culprits."

These words prove that John Byrne did not shrink from performing his duty, and as a pharmacist to pharmacists his appeal carries with it a demand for the elimination of an evil which is the curse of the calling. It is a pleasant thing for us to cast our thoughts upon the noble aspirations of such a man, and to believe that his sentiments are those of the rank and file of right thinking pharmacists.

That judge in South Dakota who has recently laid down the principle that no man except a registered pharmacist can own and conduct a drug store, even though he employs a registered pharmacist, has not only the

backing of the law, but the moral support of public opinion. When the public buys its drugs, it believes in the shoemaker sticking to his last. In other words, the pharmacist is the only man who can be safely trusted to dispense drugs.

In Hoboken.

Will the New Jersey blue laws be enforced in Hoboken? That is the question which is engrossing the attention of the druggists and grocers and the saloon keepers in the neighboring town across the river. The druggists and grocers, it is reported, seem quite determined to requite the saloon keepers for the energy they have displayed in securing evidence against them for selling liquors without a license. The druggists threaten, it is said, to close the saloons on Sunday, and the saloon keepers retaliate by asking how the druggists would like to be prevented from selling anything except on prescription on the Sabbath? Enforce the blue laws! But who should get gay with intruders knocking at the door?

Those Hyde Park druggists who have formed a club for the purpose of maintaining and increasing prices on counter goods and bringing about pleasant relations with physicians, have taken a step which cannot be too highly commended. Such subjects as refilling of prescriptions, self-dispensing, counter prescribing and the giving of copies of prescriptions are to be discussed. They will be taken up in a friendly spirit, and as the friction between doctor and druggist is too often the result of misunderstandings, an era of better feeling and a clearer conception of these questions should result from the coming together of the two.

Pharmacists' Meeting Time.

This is the season of the year when pharmacists from every section of the country meet in annual convention, at seashore or mountain, for the interchange of ideas and the enjoyment of a brief respite from the cares of business. The yearly meetings of the pharmaceutical associations accomplish much good. They bring together all classes of men, holding diversified opinions on subjects of varying degrees of importance to the trade, and permit of a discussion of these subjects in a friendly spirit, so that the wheat and the chaff of thought are separated, and methods and means of advancing the business interests of all are brought to the front.

The range of discussion is wide and covers an almost unlimited field. For instance, at one of the meetings last week prizes were offered for the first and second best papers on the scientific pharmacy and commercial pharmacy. Papers from many contributors were read, and among them were erudite compositions upon the matter under discussion, thus adding not a little to the literature on subjects which will always be open to an honest difference of opinion.

At this meeting, as at all of the others, there were papers discussing nearly every phase of pharmacy, containing many suggestions for the advancement of the calling, some of them rather Arcadian, but others filled with the germ of common-sense and practicability. It is the reading of these papers, and the discussion of subjects near to the pharmacist, that make these meetings of value to those who attend them.

Keep Out of the Rut.

The druggist who decries these meetings as a waste of time is in danger of falling into a rut, which he will find it difficult to get out of. There is nothing which so quickly and thoroughly sharpens the wits as contact with one's fellow-men. The philosopher has said that all work and no play makes Jack a dull boy. So it is with the pharmacist who cannot find time to leave his counter. He begins to regard the four walls of his store as encompassing the world, and a tendency to narrowness in his views is developed. It is good for him to get out and away from his business for a few days each summer, to meet his fellow-druggists and learn from them how this or that thing is done in their towns. There may be something new in their ideas. In any event it can do him no harm to listen to them. The mode of expression is different to what he has been accustomed, and this alone will be one step towards getting him out of the rut. Brush against the world, find out how things are done outside of your own town, and there will be no danger of falling into the rut.

At all of these meetings prizes are offered for the best papers read, and while from a monetary standpoint they may not possess large value, from a sentimental viewpoint their value is inestimable, from the fact that they were won in competition with men of brains and in an effort to throw light upon subjects which have baffled able students. The thought that even a single idea for the betterment of pharmacy has been advanced is a gratifying one, and carries with it compensation for any inconvenience which may have resulted from the braving of the terrors of the hot season. The social features of these gatherings are now so mingled with the business sessions as to effect a combination of work and play, which makes them most attractive.

OUR LETTER BOX

THE ERA IN EGYPT.

New York, June 23, 1905.

Editor The Pharmaceutical Era:

Several months ago, on information furnished by me, you published an article on the demoralized condition of the drug stores in Jerusalem and the Holy Land. I sent copies of your paper to Constantinople, Egypt and the United States Consul at Jerusalem. The article came to the attention of the Imperial School at Constantinople, and I now learn that by the authority of the Turkish government, 250 unlicensed drug stores have been closed. In Jerusalem all the stores not regularly licensed as pharmacies were closed, with the exception of the hospitals.

As a result of this work, the druggists of Egypt have offered me several positions, because they consider that I, with the help of The Pharmaceutical Era, was instrumental in securing the closing of these places. One of these positions I have accepted, and as I leave New York next month for Cairo, I take this opportunity to thank The Pharmaceutical Era for the good work done through its aid. I shall be happy to communicate with you while in Egypt on the condition of affairs there.

As a member of the New York Retail Druggists' Association and the Drug Clerks' Circle, I wish them success in their efforts to stop the giving away of presents and to make drug stores real drug stores, without all the foolish side-lines that they have over here. Let them live together in a more brotherly way, without trying to cut each others' throats—the druggists on prices and the clerks on wages.

Very truly yours,

WOLF D. SACHS.

COLLEGES AND DRUGGISTS.

New York, June 27.

Editor The Pharmaceutical Era:

Mr. Weygandt seems to have a misconception of the ideas sought to be conveyed in the letter of "Old Fashioned," in The Era of June 15. It is kind of him to admit that there is some logic in a few of the arguments in favor of the druggist who has the misfortune not to be a college man.

There is no argument as to the poor man having a chance, and we all know that many of the men who have made the greatest marks in the history of the world have been those who had to surmount the most difficult obstacles. Man is put upon this earth to work out his own salvation, and if he has real grit, the world will be forced to recognize his worth. But because a man has the pluck to win success in the face of all these obstacles is no reason for making it harder for him to reach the goal. That is equivalent to making his pluck and perseverance a burden upon him, rather than that through which he shall eventually reap his reward in the battle of life.

There was no intention in my former letter to decry the value of a college education either in pharmacy or any other vocation, for the man who assumes this

attitude towards the higher education writes himself down as opposed to progress. But the college education should not bear the hall-mark of selfishness. Because one man has been fortunate enough to be placed in a position where he has acquired a college education, that does not warrant him in saying to his less fortunate brother, "go thou and do likewise, or you cannot enter the profession of pharmacy." This is, of course, presuming that the two men have an equal knowledge of pharmacy. To the less fortunate brother, who has been barred from the college education through force of circumstances over which he has no control, and despite a willingness to put forth every effort to equip himself for the struggle with the world, such an attitude looks very much like selfishness, however harsh the word may sound.

There is no disposition to tear down the requirements which have been built up for the protection of pharmacy, but it is time to enter a protest when these requirements reach the point where the honest and sincere man may find a single unnecessary obstacle thrown in his way when he seeks to become a member of this honored profession. "OLD FASHIONED."

BULK PERFUME TRADE.

New York, June 23, 1905.

Editor The Pharmaceutical Era:

In your issue of May 25, page 576, we note that Mr. Spiehler, of Rochester, takes almost a page to make the assertion that there is no such thing known as re-orders for "conc. flower oils." For the benefit of your readers, and in justification to ourselves, we wish to "head off" this very misleading statement, proofs of which we can at any time show.

We started the manufacture of conc. flower oils over seven years ago, and today can show by our books that we have more than trebled our sales for 1904, and furthermore that we have customers who bought of us the first year, and who are still reordering three and four times a year. We admit that there may be some concerns who have tried to market a line similar to ours and have not been successful on account of lack of merit in their products, but we wish to protect the good name we have labored successfully to establish, through the good results obtained by the use of our conc. flower oils.

To verify what we have said, we would mention the names of a few people with whom we have been and are now doing quite a large business each year; these names are representative and the fact should speak for itself, viz.: John W. Sheehan & Co., Utica, N. Y.; Brewer & Co., Worcester, Mass.; Woodwards & Co., Boston; Benson, Smith & Co., Honolulu, H. I.; F. F. Mykrantz, Columbus, O.; Reid, Yeomans & Cobit, New York City; F. E. Rockstroh, San Francisco; The Sun Drug Co., Los Angeles, Cal.

Does this list of customers make it look as if re-orders for our goods were unknown. Even Mr. Green, who has been referred to by our friend Spiehler in his letter, and who has stores in Worcester and Springfield, Mass., has been among our heaviest customers and promises to be a still greater purchaser.

Do not all of these facts show that bulk perfume extracts can be successfully made with conc. flower oils, and doesn't it further show that a little fine feeling of jealousy or something of that nature, which caused Mr. Spiehler, of Rochester, to make the assertion? Furthermore, it shows quite plainly to us that we or some of our contemporaries in the same line, must be treading on his corns rather hard.

Thanking you for the valuable space you may see fit to give this, we remain,

Truly yours,

EVERGREEN CHEMICAL CO.

COMMENDABLE ENTERPRISE.

Detroit, June 26.

Editor The Pharmaceutical Era:

Permit me to disagree with your suggestion that the druggist in Grand Rapids, who has placed an electric push button on the outside of his store, so it can be read ily reached by occupants of carriages and automobiles, has sacrificed his dignity, if not his self-respect, by thus appealing for patronage. It seems to me to be commendable enterprise. In these days of keen competition, there are so many things the self-respecting man is reluctantly forced to do if he would keep his trade that it is hardly fair to find fault with him for making it more convenient for the patrons of his store.

Doubtless there are many sales of other things than actual necessities to persons who would not stop to buy if they had to leave their carriages or automobiles. There can be no objection to the enterprise of the druggist who makes shopping the easiest possible task for those who really need him and for those customers who take a fancy to something that they could easily dispense with but which they buy because they find no trouble in gratifying their wishes.

This is certainly drumming up trade with a vengeance, but this druggist has not gone as far as the New Yorker who sends messenger boys over a route to take orders. Probably in nine cases out of ten the customer who is awaited upon at the curb line is a woman, and it is just such little attentions as these, a disposition to inconvenience yourself, ever so little for her comfort, that makes a woman the friend of the merchant who is considerate of her, and with the gentler sex on his side, the druggist can afford to sacrifice any false sense of dignity which might eventually drive trade through the doors of his more accommodating competitor.

By placing the bell in a post on the curb, the Grand Rapids druggist has only advanced one step further than merchants in every line in the rural districts, who make it a practice as far as possible to wait upon customers without putting them to the inconvenience of leaving their vehicles, in that he has provided an easy means by which they may signal, instead of having to wag a wireless message to a clerk within the store. READER.

PREJUDICE AND LABELING.

Chicago, June 13, 1905.

Editor The Pharmaceutical Era:

Your editorial on "Prejudice Against Druggists" (Era, June 8, page 629) is a timely sermon and of a character that cannot be preached too often. You are right—the percentage of blind ones is small, but that percentage is only the more pernicious in its effect on the entire rank and file of pharmacists and casts a stigma on all of us, hence we are the ones who must correct and corral that small percentage.

Your editorial on poisons and labels is equally to the point. Many times we have cases against druggists for not labeling articles sold, as the law requires, and at once the cry goes up, "a technical prosecution," "just for not labeling," etc. Labeling articles is not only law per statute, but law per horse-sense for the protection of both public and pharmacist. If the druggist really was mistaken in selling wood alcohol for lime water and had he rightly labeled the stuff, he would have been O. K. W. BODEMANN.

OUR OFFICE BOY GOES FISHING.

After the paneful episoad refered to in my last, i was to skared to go bak at onc to the drug store & bein afrade the cop wud arest me for murder I thot i wud go up & sea the Editour & when I had told him mi tail he sed he thot it was kwite posibel & very probabel, so noing him to be a jineros kind of man I thot i wud strike him far a $5 bill & much to mi sur prize he gave me 10 dollers, so i thot i wud klere out to the fishin. i will not tell yu where i went in kase yu wud kno to good a thing. i got to the seeside & kame akros a kid that had nothing to do, so i bot 2 dep see lines & luked around fur a bote. There was an old man on the seeshoar that was suposed to let out the botes, but he was havin a gentel nap, so we thot it wud be a pity to disturb him, & we jest tuke a bote & were of. We went about 3 miles out befor we droped the ankur & proceded to bate our hooks with makeril. In a short time we had kwite a no. & began to think it was time to pul in. Jest at that minit the kid kaut a kod fish & wud yu believe it, there was a bas hangin on to its tale, a dog fish hanging on to its tale, & a porpoyse on to its tale. The kod wud not let go the hook, the bas wud not let go the kod, the dogfish wud not let go the bas & the porpoyse hung on like old Harry to the dogfish. We did not want to lose the lines so i kried to the kid to hold on to the line & i cut the ankur klear.

The porpoyse imedyately begun to swim away & tuke us first to boston, witch is sometimes kald the hub, & then it struk out fur the new hampShire koast. There the porpoyse ran rite on to the land, dragging the bote into the bushes. It was so exsausted that it lay down and exspired. The kid & i tuke al the other fishes & sold them & with the muny teligrafed the sleping buty whare his bote was to be fowned & then we toled the pepul what a large strange fish we had sene on the shoar. If yu do not believe this true tail yu kan jest iuke in the boston Herild, & wil see fur yurself, onli the papers sade a see sarpent had been diskuvered.

Gease, a New Enzyme.

Geine is the name of a glucoside obtained from the root of Geum urbanum, or water avens, a native of Europe. An accompanying enzyme called "gease" by Bourquelot and Herissey (Comp. rend.) decomposes the glucoside, an operation that was found impossible by means of known enzymes like emulsin, invertin, etc. The authors therefore conclude that gease is a new enzyme.

GLYCERITUM ULMI.*

BY P. E. HOMMELL, M.D., PH.G.,
Professor of Materia Medica and Physiology, New Jersey College of Pharmacy.

At the present time there are many elegant vehicles and adjuvants for the administration of unpleasant and even nauseous medicinal agents. Syrups come first they are largely prescribed and fill the bill, as a rule, very well; thus we find that the syrups of yerba santa, licorice and chocolate are popular to disguise the bitter taste of such alkaloids as quinine, cinchonidia and cinchona.

Syrups of wild cherry, tolu and licorice are largely exhibited as vehicles for the different cough expectorants, respiratory stimulants and anodynes.

Hypnotics and sedatives are often combined with aromatic syrups to cover disagreeable taste. Aromatics in the form of elegant elixirs are highly esteemed among the physicians to administer remedials of the mineral, vegetable and animal kinds; and like the syrups, they oftentimes give good results, so far as palatability is concerned.

But have these syrups and elixirs any objectionable features so far as ingestion is concerned? They have. Syrups, outside of cough mixtures, have no curative value; they do possess a certain nutritive value, providing they do not undergo active fermentation in the alimentary tract, which they do many times, especially in the stomachs of those who are debilitated and very ill with an acute or chronic disease. J. B. Moore says that the sugar of heavy syrups has a tendency in many cases to debilitate the stomach, and in a measure to destroy the appetite, which should always be avoided where possible.

Some patients will often complain of the medicine souring on their stomach so much so that something else besides sugar has to be substituted, and the agents which replace these syrups are usually some aromatic elixir or elegantly flavored cordial, which not only carries the medicine, but on account of the alcohol in it, tickles the palate and makes the patient feel good. But alcohol is sometimes offensive to sensitive patients and also, on account of its irritating character, it is not admissible in diseases of the mucus membranes.

Malt in liquid form is sometimes employed as a vehicle, but malt combinations cause nausea in some patients, and with iron and manganese and other drugs, constipation is another drawback. Malt is therefore not an ideal vehicle.

Saccharin in the form of an elixir, containing sodium bicarbonate, alcohol and water, is sometimes employed to replace sugar and glucose as a sweetening agent, and it does very well in some instances, as in solution, it has an intensely sweet taste and therapeutically is an antiseptic, but saccharin in the form of an elixir is not always a desirable vehicle, as it is a derivative of coal tar, and the commercial article is not a pure or uniform product.

Borstein, in the course of a series of experiments on himself, found that continued daily doses of four grains of saccharin caused diarrhoea, the fæces containing nitrogenous and fatty matter in greater quantity than at other times. It appears probable that irritation and inflammatory stomach disturbances, as frequently observed with diabetic patients, may be due in many cases to continued use of saccharin. We have then, no ideal vehicle in either syrups, malt or the elixirs containing sugar or saccharin.

What could be suggested to replace these agents so that a large number of valuable therapeutic agents could be successfully given without drawbacks?

I recently found in Ulmus fulva or slippery elm bark combined with glycerin, an excellent vehicle for a number of valuable drugs. For subnitrate and subcarbonate of bismuth, it holds these stomach sedatives and intestinal astringents in suspension very nicely, especially so if a little gum arabic is added. The same applies to chalk and the typical antacid magnesia. Citrate and acetate of potassium are oftentimes combined with triticum, buchu, collinsonia and saw palmetto; here Glyceritum ulmi affords an agreeable and efficient vehicle, adding to the effect of the diuretic drugs, on account of its demulcent action on inflamed mucus linings, and also aiding in proper absorption.

Glyceritum ulmi combines well and to some extent renders more palatable the fluid extracts of ergot, hydrastis, hamamelis and viburnum. The iodides of potassium and sodium are ideal mineral alteratives in certain diseases; their judicious exhibition, however, is frequently contraindicated, not alone from the unpleasant effects of "iodism," but from irritating the mucus membrane of the stomach; here the glyceritum ulmi will form a perfect emollient vehicle. The addition of some suitable aromatics will add to the taste.

The carbonate, chloride and iodide of ammonium, with creosote and other agents, cannot always be conjoined with syrup on account of the tendency to produce fermentation and nausea. The value of a properly prepared combination of slippery elm and glycerin as the proper vehicle, is here indisputably demonstrated.

Glyceritum ulmi is particularly valuable as a vehicle for medications administered to diabetic patients, where carbohydrate sweets are positively interdicted. Certain pathological conditions sometimes demand the exhibition of the simple bitters as gentian, colomba and quassia to increase the flow of gastric juice and saccharin vehicles for these are apt to disturb digestion and hence are not proper vehicles. A perfectly innocent and suitable combination for the purpose would be glyceritum ulmi.

It also serves as an efficient lenitive for external use; mucilage of slippery elm is frequently applied in certain cutaneous diseases, the addition of glycerin preventing the lenitive from becoming dry, and enhancing the demulcent and other curative action.

The formula for the glycerite follows:

Slippery elm bark	10 parts
Glycerine, C. P.	25 parts
Water, sufficient quantity to make	100 parts

Boil the bark with the water for five minutes, macerate for two hours, strain and add sufficient water to make 75 parts, add the glycerin and filter; in order to insure perfect preservation of the product a half a grain of benzoic acid is added to each fluid ounce.

*Read before the New Jersey Ph. A., Atlantic City, June, 1905.

TIMELY TOPICS.*

BY DR. H. M. WHELPLEY, PH.G.,
St. Louis.

THE NEW U. S. P.

The eighth decennial revision of the pharmacopœia will be on the market before the month of June is over. It will be a more useful working manual than any of its predecessors have been and consequently a greater necessity in the drug store. Do not delay ordering a copy.

When the book comes, carefully review it by devoting a few minutes to it each day until you have a good idea of its scope and plan of treating subjects. Note carefully the changes in strength of preparations and remember that as a rule they have been made weaker. This avoids dispensing accidents, but the changes have been made to conform with the standards of the International Congress on Unification of Heroic Remedies.

Talk to your physician about the new pharmacopœia. Show the book and point out the changes in strength so that the doctors can regulate the doses in their prescriptions. Remind the medical profession that the new standard becomes the legal authority on August 1. After that date, the pharmacist is criminally liable who dispenses forty per cent. tincutre of veratrum viride in place of the then official ten per cent. tincture or the old thirty-five per cent. tincture of aconite instead of the new ten per cent. preparation. Post the doctors on the changes in official titles and urge them to drop the use of synonyms. The new pharmacopœia relegates synonyms to the index which has become almost a glossary.

You will need a dispensatory when the new revisions are out next winter, but that commentary does not fill the long felt want for the new pharmacopœia, with its well displayed and conveniently arranged formulas and the prominently stated tests and descriptions with the average dose under each article used internally. Perhaps you got **along without** the old pharmacopœia, but it will be poor economy to try and save the $2.50 which should be spent for the new revision.

THE N. F.

The National Formulary is absolutely independent of the United States Pharmacpœial Convention which controls the pharmacopœia. The National Formulary is a legitimate child of the A. Ph. A., and is revised by a committee of that organization. A new edition will necessarily follow the appearance of the pharmacopœia, but it is not likely to be out until fall. A few of the National Formulary preparations are now pharmacopœial, but for the rest use the present edition of the National Formulary until a new revision is announced.

A. PH. A. GENERAL INDEX.

The A. Ph. A. General Index to the first fifty volumes of the proceedings is a $5 book, which does not appeal strongly to even those who belong to the association and have many volumes of the proceedings. This is due to a lack of training in the use of works of reference. Buy the index and make it a rule to consult it whenever you desire information you do not find in a dispensatory. Only in exceptional

*Read at the 1905 meeting of the Mo. Ph. A., June 14

cases will you fail to find the subject indexed. If the reference is to a volume not in your library, you should write to a pharmaceutical journal and ask the editor to copy the information and publish it. If you live in St. Louis or Kansas City, go to the college of pharmacy and consult the set of proceedings in the library.

JOIN THE A. PH. A.

Join the A. Ph. A. has been a timely injunction for the past fifty-three years. If you have failed to heed it, remember, it is not too late to mend your ways. It will cost you $5 per year and the volume of proceedings will give you many times that value in formulas and other information. You must, however, exercise the "consultation instinct" and look up things as the occasion suggests. I do not suppose that the druggist writes to the editor one time out of ten when he fails to find in his own library the information he desires. I do believe, however, that nine times out of ten the editor is able to answer the question by reference to the A. Ph. A. proceedings. Does this plain matter of fact statement appeal to your business judgment? If so, lose no time in consulting William Mittelbach, chairman of the A. Ph. A. committee on membership.

Join the N. A. R. D. would be words wasted on you, for your membership in the M. Ph. A. enrolls you as an N. A. R. D. unit. The organization was born in Missouri, and is a development of the Western Interstate Associated Pharmacists idea.

THE MISSOURI IDEA.

The Missouri idea is the popular way of designating amusements at the State meetings. Many times have I been asked how it is that we all enjoy the extensive programme of sports and games. The stay-at-home druggists figure out that the amusements and the work of the committee on papers and queries must cause the kind of friction that irritates. That such is not the case, we, who attend the meetings, are ready to assert. The explanation I consider easy. When two trains going in opposite directions attempt to pass each other on the same track, trouble is certain to ensue. Our amusement train and the papers and queries train keep to their individual tracks, and all are happy. The sessions adjourn at the appointed time, and the games are called after business is over. Thus it is that we find Mr. Seitz in a front seat at the meetings, and Professor Hemm quickens his step as the band plays for the sports to begin and his face bears the smile that will not come off.

Cleansing Leather Gloves.

A preparation for cleaning and dyeing leather, gloves and tanned skins is made by dissolving stearic acid in "benzine" or other hydrocarbon, adding a concentrated solution of alkali, alkali carbonate or bicarbonate, together with a dyestuff insoluble in water. For example, "benzine" (100 parts) is shaken up with concentrated ammonia (5 to 20 parts); stearic acid (3 to 6 per cent.) is added, together with a suitable dyestuff, e. g. Nigrosine for black gloves. Lanoline may be added to the composition in order to increase the natural softness and flexibility of the leather. The process is patented.

ASSAY OF CAPE ALOES.

BY A. TSCHIRCH AND R. HOFFBAUER.

1. Detection of Capaloin. A 0.1 per cent. of aqueous solution of the aloes should exhibit a green fluorescence on the addition of 5 per cent. of powdered borax.

2. Detection of Aloe-emodin.—10 c.c. of the same aqueous solution of the aloes are shaken for one minute with 10 c.c. of benzene; the benzene is separated and shaken with 5 c.c. of strong solution of ammonia. The latter should acquire a rose-red color.

3. Distinction from Barbados Aloes.—To 10 c.c. of the aqueous solution, one drop of a 5 per cent. aqueous solution of copper sulphate is added; the liquid assumes an intense yellow color, which does not change to red on the addition of a trace of sodium chloride and a few drops of alcohol.

4. Distinction from Natal Aloes. A small quantity dissolved in concentrated sulphuric acid in a porcelain dish and mixed with a trace of fuming nitric acid does not assume a green coloration.

5. Anthraquinone Reaction.—1 Gm. of the aloes is mixed with 20 c.c. of concentrated nitric acid in a porcelain dish, and the mixture treated on a water-bath for two hours, the nitric acid being replaced as it evaporates. The residue, finally dried, leaves a brown residue, insoluble in water, which dissolves in ammonia with violet coloration.

6. Assay of Active Constituents.—5 gm. of the aloes is macerated with 5 c.c. methyl alcohol for two hours in a 50 c.c. flask; the mixture is warmed to 50-60° C., and 30 c.c. chloroform gradually added; the whole is now shaken and allowed to stand for half an hour. The chloroformic solution is filtered into a tared flask and distilled, the distillate being returned to the aloes residue, and the treatment repeated four times in all. The residue from the chloroformic solution, dried at 100° should weigh not less than 4 gm.

The residue obtained in the last test consists of aloin mixed with other substances, some of which are anthraquinone derivatives, whilst others are not. The amount of aloin in them (and also, therefore, in the aloes) can be approximately determined by ascertaining the limit of dilution with borax solution at which fluorescence is still perceptible. This for capaloin is 1 in 250,000. The proportion of substances yielding chrysammic acid may be determined by a similar colorimetric method applied to the residue after treatment with nitric acid. (See No. 5.) Similar reactions may be applied to other aloes, and the following table gives the results obtained with commercial aloes:

Variety.	—Chrysammic acid.— Aloin.	Other substances yield'g.	Substances not yield'g.	Resin.
Cape soft.	20	55	11.8	13.2
Cape, dry.	16	59	6.2	18.8
Uganda ..	16	34	30.4	19.6
Barbados .	18	32	22.4	27.6
Curacao ..	18	32	16.6	33.4
Socotra ..	8	25	3.6	63.4

The authors conclude that Cape aloes is the best, as it contains much less resin than Barbados, Curacao or Socotra, and the resin is the only non-purgative substance contained in the aloes.—Transl. in abstract from Schweiz. Wochensch. Pharm. Journ.

NEW REMEDIES.*

SODIUM TAUROCHOLATE.—Yellowish powder, or brownish resinous mass. Cholagogue. Soluble in water (2 in 1), partially soluble in 90 per cent. alcohol. Given in the form of pill. The substance is so deliquescent that the pill may be massed by simply beating in a mortar with the smallest possible quantity of 60 per cent. alcohol; the pills should be coated with melted salol or keratin. Dose—2 to 6 grains.

IODOPYRIN (Iodantipyrin).—Colorless crystals or white crystalline powder. Antipyretic and antiseptic. Sparingly soluble in water and more soluble in 90 per cent. alcohol. Given in tablets. Dose—5 to 15 grains.

NEURODIN (Acetyl-Para-Oxy-Phenyl-Urethane).—Colorless crystals. Antipyretic and antineuralgic. Dose—5 to 15 grains.

DIGALEN.—A so-called soluble digitoxin which appears in sealed tubes containing 15 c.c. After once opening, the contents can be kept only for fourteen days. Each c.c. contains 0.0003 gm. of amorphous digitoxin, dissolved in distilled water containing 25 per cent. of glycerin and 5 per cent. of alcohol, which serves to prevent the formation of mould growths. The addition of one per cent. of acetone chloroform (chloretone, tertiary trichlor butyl alcohol) serves also to aid in preserving such solutions. One c.c. of digalen corresponds to 0.15 gm. of the powdered leaves in physiological effect.

OREXIN.—Whitish powder, with pungent taste. Tonic and stomachic. Insoluble in water. Used chiefly in the form of tannate. Dose—1 to 5 grains.

TUKLIN.—An acidified formalin-alcohol-ether mixture containing volatile oils. It is used as an antiseptic inhalant in treatment of diseases of the air passages.

PHLORIDZIN (Phlorizin).—Whitish or pale yellow crystalline powder. Tonic and antiperiodic. Slightly soluble in water, but readily soluble in 90 per cent. alcohol (1 in 4). Sometimes used as a substitute for quinine. Given in pills or mixtures. Dose—5 to 15 grains.

LECITHIN GRANULATED.—Prepared by dissolving 5 gm. of lecithin and 0.25 gm. vanillin in 40 gm. of 90 per cent. alcohol, which is used for moistening 440 gm. of granulated sugar and then dried. (Phar. Centh.)

FERROCOLIN.—A solution of peptonized guaiacol-ferri albuminate in syrup of thymol. Used in scrofulous conditions, chlorosis and incipient tuberculosis.

NECTANDRA BARK.—Dried bark of *Nectandra Rodioei*. Tonic, febrifuge and antiperiodic. Contains beberine, which is given in the form of sulphate or hydrochloride.

SODIUM GLYCOCHOLATE.—Stellate crystals. Cholagogue, given in dyspepsia and gouty obesity. Dose—2 to 10 grains.

IODOTHYRON (Thyroiodin).—Light-brown powder. Remedy for myxœdema, goitre, etc. Insoluble in water, but soluble in alcohol or alkalies, being precipitated from the alkaline solutions by acids. Given in tablets. Dose—5 grains.

QUININE HYDROCHLORO-CARBAMIDE.—Colorless crystals. Antiperiodic. Soluble in water (1 in 1). Used in the

*Adapted from Pharm. Journ.

form of hypodermic injection. Dose—5 to 15 grains.

TINOSPORA (Gulancha).—Dried stem of *Tinospora cordifolia*. Tonic, alterative, diuretic and antiperiodic. Contains berberine, starch and a bitter glucoside. Used in the form of infusion (1 in 10), concentrated solution (1 in 2), and tincture (1 in 5).

SODIUM NUCLEINATE.—White or greyish-white amorphous powder. Soluble in water. Germicide. Used in the form of a 5 per cent. aqueous solution.

HEDONAL (Methyl - Propyl - Carbinol-Urethane).—Colorless crystals or white crystalline powder. Hypnotic. Slightly soluble in water. Given in cachets. Dose—15 to 30 grains.

TODDALIA.—Dried root-bark of *Toddalia aculeata*. Bitter tonic and stomachic. Contains a resin, a bitter principle, and a volatile oil. Used in the form of infusion (1 in 10) and concentrated solution (1 in 2).

NERVOCIDINE.—Yellow. hygroscopic powder. Local anæsthetic. Readily soluble in water, but only slightly soluble in 90 per cent. alcohol or ether. Used in dental work.

PURGATIN (Purgatol; Anthrapurpurin Diacetate).—Yellow or brownish-yellow micro-crystalline powder. Purgative. Insoluble in water, but sparingly soluble in 90 per cent. alcohol. Dose—5 to 15 grains.

SIMABA CEDRON.—Seeds, Febrifuge. and antidote to bites of venomous animals. Contain cedrine. Given in the form of powder or tincture. Dose—2 to 5 grains.

NAPHTHALENE TETRACHLORIDE.—Colorless crystals, without odor. Antiseptic. Given in pills or cachets. Dose—2 to 10 grains.

GUAIAPEROL (Piperidine Guaiacolate)—Yellowish-white crystals. Antiseptic. Soluble in water. Given in mixtures for phthisis. Dose—5 to 30 grains.

GUACAMPHOL (Guaiacol Camphorate).—Colorless crystals or whitish powder with aromatic odor. Antiseptic. Insoluble in water, but soluble in alcohol and chloroform. Given in cachets or tablets for checking night sweats of phthisis. Dose—5 to 10 grains.

NARGOL (Silver Nucleinate).—Light brownish-yellow powder. Antiseptic. Soluble in water (1 in 4). Contains about 10 per cent. of silver. Used in the form of injection (¼ to 1 per cent.) for gonorrhœa, or in aqueous solution (5 to 20 per cent.) for ophthalmic use.

LENTIN.—A trade name given by E. Merck for metaphenylene diamine hydrochlorid, a well-known chemical which is used in treatment of acute diarrhœa. Dose in 0.01 gm. several times daily for children, and 0.1 to 0.3 gm. for adults. The urine takes on a dark brown color.

IODOMENTHOL.—Brownish-white powder, consisting of iodol mixed with 1 per cent. of menthol. Antiseptic.

Mukogen.

Under the name mukogen, the hydrochlorate of dimethylphenyl-ammonium-oxynapthoxazine has been put on the market as an antipyretic. Its formula is $C_{18}H_{15}N_2Cl$. It forms blue crystals insoluble in water, but soluble in alcohol and in alkaline solution. It is given in doses of 1.5 to 4.5 grains.—Ch. and Dr.

MEDICINAL PLANTS.

"Medicinal Plants, Old and New," was the subject of an address delivered before the Royal Horticultural Society of England recently, the speaker being Mr. E. M. Holmes, well known to English-speaking pharmacists as an authority on medical botany. In his lecture Mr. Holmes pointed out that although horticulture must have begun at a very early period of civilization, the plants required for medicinal use were chiefly collected from the fields and woods and were not specially cultivated, except those which, like the pomegranate and almond, afforded edible fruits, and like hanna were planted for their fragrance, and like the lily for their beauty. Even in the time of the Greeks and Romans, although horticulture had made great strides and pipless apples and long grapes were known, violets and roses were found in winter, yet there is no record of distinct physic gardens. It was only in the records of monasteries, abbeys and nunneries in the Middle Ages, that there is found any mention of a physic garden or portion set apart for the cultivation of medicinal herbs, usually near the surgeon's residence and distinct from another portion of the garden retained for culinary herbs. One of the first lists of plants cultivated in these physic gardens was given in "Capitulary of Charlemagne." Subsequently, wealthy citizens had physic gardens and during the reigns of the Tudors there were physic gardens under the charge of the apothecary who attended royalty. Private physic gardens were followed by municipal physic gardens, and these developed into the modern botanical gardens to which horticulture owes so much.

Descriptive catalogues of the plants grown in these gardens and containing an account of their medicinal properties were published by their owners, and form the herbals on which domestic medical treatment was based until the early part of the last century, when a large number of medical plants described in them were omitted from the pharmacopœias, and the herbals were succeeded by more advanced work on medicinal plants and the pharmacopœias. During the last half of the eighteenth century, the growth of the population led to increased demands for medicinal plants and their preparations, and the cultivation of these was carried on on an agricultural scale. The increasing use of quinine led to cultivation of cinchona bark on a large scale in India and Ceylon, followed by that of coca in various colonies. Mr. Holmes also alluded to the cultivation of Indian hemp for medicinal purposes and to the ancient and more extensive cultivation of the opium poppy in various countries.

BRANDY.

The best brandies are those produced in the Cognac districts, viz., Charente and Charente Inférieure; then follow in order of value those from Armagnac, Marmande, Nantes and Anjou; the cheapest class is that known as "Montpelier." The marc brandies form a class by themselves, those from the Burgundy districts commanding high prices. Cognac brandy is generally made by a system of double distillation, known as "brouillis et repasse," in simple pot-stills. The spirit is distilled very slowly, a charge of 110 gallons occupying 8 hours. The first runnings come over at a strength of 60-65 per cent. of alcohol, rapidly rising to 70-75 per cent., and distillation is continued until the distillate consists of water. The first distillate is sometimes divided into three fractions; it has an alcoholic strength of 25-35 per cent., and is known as "brouillis." This is rectified during the "repasse"; the first runnings, to the extent of about 5 per cent. of the whole, are mixed with the next charge of "brouillis." The middle fraction, or fine spirit, comes over at a strength of 80-85 per cent. at first, and is collected until the strength has fallen to about 56 per cent.; the average strength of this spirit is 66-70 per cent. The residue is distilled until water passes over; this last fraction is called "seconde"; it has a strength of 20-25 per cent., and is either mixed with a fresh charge of wine, or is rectified separately.

In recent years simple forms of rectifying stills have, to a certain extent, displaced the pot-stills. Such a still is known as "Alambic des Iles." The new stills enable the distiller to obtain the brandy in a single operation, and have had the effect of extending the range of wines which can be employed for brandy manufacture, a result rendered desirable on account of the ravages of Phylloxera. As regards the extent to which rectification of a grape spirit may be legitimately carried, the author would make no restriction beyond that imposed by the necessity of depending only on the natural odor and taste of the wine for the flavor of the brandy. Passing to the question of the definition and chemical analysis of brandy, the author proposes to limit the term "brandy" to a "spirit distilled in France, the volatile constituents of which are derived entirely from the grape, and which contains no added matter of any kind excepting water, sweetening and coloring matter and of which the taste and odor are those ordinarily associated with that designation."

The question of analytical criteria must be approached with great caution, since the number of well authenticated analyses of genuine brandies is really very small; but the tendency to base a judgment as to the genuineness of a sample of brandy upon the proportion of esters alone is emphatically condemned. A spirit fifty years old is in no way comparable with one only five to six years old, and the physiological properties of very old brandies are due only in a minor degree to the initial constituents of the spirit.—J. Inst. Brewing, Journ. Soc. Chem.

Reaction for Quinine

The alkaloid is treated in the cold with a mixture of concentrated sulphuric acid and ammonium molybdate, heated gently with a few crystals of ammonium persulphate, and then treated with a 40 per cent. solution of formaldehyde and a drop of a strong solution of ammonium thiocyanate. The dark blue color produced by the treatment with sulphuric acid and ammonium molybdate changes to yellow on heating with ammonium persulphate. On adding the potassium thiocyanate solution, the mixture is colored an intense reddish-brown if cinchonine be present, while if only quinine be present, either no reaction takes place or the mixture becomes faintly red after a long time.—Pharm. Zeit. and Chem. Zeit.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Oil Elaine.

(P. M. A.)—Replying to your query, this journal, June 15, 1905, page 659, Mr. J. A. Treat, Stuart, Iowa, writes: "Some fifteen years ago there was a kerosene oil in the market under the copyrighted name of 'elaine.' It was a prime article made from the middle run of certain wells in Pennsylvania, and containing very little paraffin and benzine or gasoline. This may be the oil wanted."

Mr. William Bodemann, of Chicago, sends us a letter containing similar information. He adds that he "used to pay 15 cents for paraffin oil at the jobbers," but he "now buys at 7½ cents of the Trust. The monopoly article is received in neatly wrapped packages and sells at fifteen cents." He "recently paid twenty cents a pint for paraffin oil from the jobber that can now be bought from the monopoly at ten cents a gallon. Talk about the small profits of the jobbers and the ——— trusts!"

Quinine Hair Tonic.

(E. L. M.)—We cannot give the formula for the proprietary article. However, the following are formulas for so-called "quinine hair tonics," any one of which will probably answer your purpose:

(1.)

Alcohol	50	c.c.
Quinine sulphate	1	gram
Tincture of cantharides	8	grams
Borax	3½	grams
Ammonia water	3½	grams
Glycerin	100	c.c.
Caramel solution	3½	grams
Bay rum, enough to make	500	c.c.

(2.)

Quinine sulphate	1¾	grams
Alcohol	55	c.c.
Tincture of cantharides	3½	c.c.
Tincture of capsicum	1¾	c.c.
Ammonia water	15	c.c.
Glycerin	30	c.c.
Bay rum, enough to make	175	c.c.

(3.)

Quinine sulphate	20	grains
Tincture of jaborandi	2	fl. ounces
Glycerin	1	fl. ounce
Eau de cologne	2	fl. ounces
Bay rum	2	fl. ounces
Diluted sulphuric acid	q. s.	
Rose water, enough to make	20	fl. ounces

Dissolve the quinine in the rose water with a few drops of diluted sulphuric acid, then add the other ingredients and filter.

Lice on Poultry.

(L. J. L.)—Lice result from uncleanliness. A work on veterinary medicine directs the birds to be washed daily with wormwood boiled in water, and the fowl and coop to be sprinkled with the infusion. Another remedy is to dust into the feathers flowers of sulphur, or sawdust moistened with petroleum ether (benzine), or carbolic acid. The henhouse should be whitewashed with a solution of lime to which a little carbolic acid has been added. To remove chicken lice from coops, try one of the following:

(1.)

Carbolic acid, crude	1 fl. ounce
Water	15 fl. ounces

Wash the woodwork with this mixture and sprinkle in nests and on floor.

(2.)

Make the roosts perfectly clean with hot water and soap, and afterward apply spirits of turpentine or kerosene oil. Also strew some sprigs and branches over the floor of the coop. The building should be kept clean.

(3.)

Crude carbolic acid	6 fl. ounces
Carbon disulfid	5 fl. ounces
Oil tar	2 fl. ounces
Kerosene	1 gallon

Put all in a 2-gallon jug, adding the kerosene last; shake well until thoroughly mixed. Do not cork tight when first put in the jug, or it will burst the jug. After being well mixed, cork tightly. Apply to roosts, walls, etc., with a brush or whisk broom.

Elixir of Lactated Pepsin.

(E. E.)—We cannot give the formula for the proprietary article. A good working formula for "elixir of lactated pepsin" is that given by the National Formulary for "compound digestive elixir," and which contains the equivalent of 10 grains of saccharated pepsin, or 1 grain of pure pepsin to the fluid dram. This is the strength of the ordinary commercial preparations. A similar formula printed in The Era some years ago follows:

Pepsin	128 grains
Pancreatin	40 grains
Diastase or ptyalin	10 grains
Powdered cudbear	180 grains
Dilute hydrochloric acid	20 minims
Lactic acid	3 drops
Alcohol	3 fl. ounces
Water	7 fl. ounces
Simple syrup	6 fl. ounces

Mix all of the above except the syrup, macerate for three days, agitate frequently; filter to the filtrate, add the syrup, and through the filter add enough of a mixture of alcohol and water, in the proportion of 5 to 7 by volume, to make the liquid measure 16 fl. ounces. Other formulas of a similar character have been published in The Era.

Books on Flavoring Extracts.

(E. E. V.)—There are very few books devoted entirely to the manufacture of fluid extracts. However, Harrop's "Monographs on Flavoring Extracts" ($2), published by Harrop & Co., Columbus, Ohio, may answer your purpose. The larger formularies all contain formulas for flavoring extracts, and you can find many processes in The Era Formulary ($5). Other smaller books are Hires' "Recipes for the Manufacture of Flavoring Extracts (80c.); Scoville's "Extracts and Perfumes" ($1), and Hiss' "Manual of Beverages" ($4).

Dr. Pepper.

(Inquirer.)—A reader of The Era residing in Texas informs us that "Dr. Pepper" is a name applied to a soda beverage sold in that State. He submits the following formula:

Acid solution	6	ounces
Caramel	1	ounce
Essence of bitter almond	1½	drams
Ruby S. aniline, Merck	½	dram
Simple syrup	1	gallon

The acid solution is made as follows:

Citric acid	8	ounces
Tartaric acid	8	ounces
Boiling water, enough to make	2	pints

The essence of bitter almond is made by dissolving 4 drams of oil of bitter almond in 8 ounces of deodorized alcohol, and the coloring solution by dissolving 4 drams of ruby S. aniline, Merck, in 4 ounces of alcohol and enough water to make 1 pint.

Swedish Nomenclature.

(S. R. C.)—Replying to your inquiry, this journal last week, page 684, a reader of The Era informs us that by "dubla malorts droppar" is intended "doppelte malurt droppar," equivalent to a "strong tincture of wormwood" or "Tr. Artemisia Absinthium fortes."

Oil of Birch Buds.

H. von Soden and F. Elze *(Berichte)* have undertaken the investigation of oil of birch buds. The oil, first described by Haensel as having a gravity at 20° C. of 0.9592 and as being slightly lavo-rotatory, was found by the authors to be a very thick fluid of characteristic odor, soluble in weak or strong alcohol with the exception of about 1 per cent., which was thrown out in crystalline form. Betulol $C_{15}H_{24}O$—probably $C_{15}H_{23}OH$—a primary sesquiterpene alcohol, was isolated by conversion into the phthallic ester. It forms, like the original oil, a very thick fluid, resembling the amyrol obtained from West Indian sandalwood oil, and exhibits an optical rotation of —35°, the specific gravity being 0.975, and the boiling point under 743 mm., pressure about 284 to 288 (138—140 at 4 mm.). Betulol exists in the oil as an acetate, as far as the authors can at present judge. The insoluble crystalline substance appears to be a paraffine.

Celluloid Varnish for Photographic Work.

(1.)

Celluloid	5 grams
Sulphuric ether	16 grams
Acetone	16 grams
Amylacetate	10 grams

(2.)

Celluloid	10 grams
Camphor	4 grams
Ether	30 grams
Acetone	30 grams
Amylacetate	30 grams

(3.)

Celluloid	5 grams
Camphor	5 grams
Alcohol	50 grams

—Apoth. Zeit.

The first thing a druggist wants is a *pure* article. Next he wants a pure article that *SELLS.*

20=Mule=Team Borax

is it. Folks are beginning to wake up to the fact that BORAX is about the most necessary thing to have in the house. It's being extensively advertised everywhere.

PACIFIC COAST BORAX COMPANY,

New York Chicago San Francisco

(S. P. S.)

LAXATIVE BROMO QUININE

ON THE

DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles — the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO QUININE.**

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per Cent, **LAXATIVE BROMO QUININE** has been placed on the DIRECT CONTRACT SERIAL NUMBERING PLAN, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract, are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO QUININE** should take such action immediately.

If a supply of **LAXATIVE BROMO QUININE** is needed or if the stock on hand will permit it, the extraordinary DATING OFFER now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO QUININE**, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

LAXATIVE BROMO QUININE

Price $1.75 per dozen.

6 dozen lots,	1 dozen free,	. . . . .	Cost	$10.50 or	$1.50	per dozen
12 dozen lots,	2 dozen free,	5% trade discount,	"	$19.95 or	$1.43	" "
36 dozen lots,	6 dozen free,	8% trade discount,	"	$57.96 or	$1.38	" "
60 dozen lots,	10 dozen free,	10% trade discount,	"	$94.50 or	$1.35	" "

All Wholesale Druggists will accept orders under this DATING OFFER.

PARIS MEDICINE COMPANY,

Saint Louis and London.

News Section

FOOD MEN COMBINE.

Will Work Next Congress For a National Pure Food Law.

"NATIONAL FOOD MANUFACTURERS' ASSOCIATION" IS THE NAME OF THE ORGANIZATION FORMED LAST WEEK.—DRUG INDUSTRY CONSIDERED FOREIGN AND MAY NOT BE REPRESENTED.

Over fifty manufacturers and representatives of various food industries gathered last Wednesday evening at the Waldorf-Astoria, to perfect the organization of "The National Food Manufacturers' Association." The object of this association, as set forth in the call that was issued, is to secure the co-operation of the various food and drug industries in the United States, "in an endeavor to secure a national food law at the next Congress of the United States; which law shall be one that will, within its scope, protect the public from unwholesome, adulterated and fraudulent goods and drugs, and conserve the rights and legitimate interests of the food and drug industries of the United States; to the end that the various State Legislatures will have all food laws conform to the provisions of the same."

The present officers are: Charles M. Ams, of Max Ams, New York, acting president; Frank C. Rex, of Austin Nichols & Co., New York, treasurer; Thomas E. Lannen, Chicago, secretary. At the opening of the meeting, Secretary Lannen explained the object of the association, which he stated had been organized on May 8 with seventy-five members. Mr. Lannen reported that a thorough canvass of manufacturers had shown them all to be heartily in favor of the project.

Discussion was opened, in which representatives of the glucose, condensed milk, syrup, butter and baking powder industries, and of the National Wholesale Grocers' Association joined. All pledged the support of their respective firms. One speaker expressed the belief that while it was the intention to take in every legitimate manufacturer, big or little, it would make the association too unwieldy to try to bring together too many differing interests. The drug industry, he considered, was foreign and should be left out.

The whole question was summed up by Secretary Lannen with this statement: "There will be a pure food law enacted at the next Congress; of that there is no doubt. What we must decide is, shall it be a pure food law of the manufacturers or of the food commissioners?" On this point some strong opinions were expressed.

After the articles of membership had been read, many of those present came forward and enrolled as members. On motion, the present officers were instructed to prepare nominations for officers, an Executive Board and a Board of Control, which is to consist of one representative from each of the industries in the movement. These nominations are to be sent to all enrolled members and a vote taken by mail. There are no dues or initiation fee attaching to membership. At the meeting the N. A. R. D. was represented by John C. Gallagher.

N. Y. R. D. A. ANNUAL ELECTION

Before resigning the chair to his successor at the meeting of the N. Y. R. D. A., last Friday evening, President Peter Diamond recommended that the association should create a separate and distinct executive committee whose duty it should be to approve and countersign all drafts upon the treasurer, and to attend to all confidential matters coming up for attention. He also urged the members, on accepting office or membership on any committee to make every effort to lighten the work of each other, and so make the task an easy one. He reviewed the work of the past year, mentioning what had been done in the matter of representation on the board of pharmacy, affiliation with the N. A. R. D. and the qualification of pharmacists. Mr. Diamond, who has served the association for two terms, on making way for his successor was given a rising vote of thanks.

The following officers were elected for the ensuing term: President, Lazarus Marmor, 129 Ninth avenue; first vice-president, Morris Brodkin; second vice-president, Louis B. Epstein; treasurer, Charles Bernstein; corresponding secretary, William S. Sindey, 460 Grand street; financial secretary, Jesse K. Bernhard; recording secretary, Joseph R. Beck; trustees, A. Segal, J. Munves, H. Sarahson, S. Merin, J. Herzenburg, A. Sachs and V. Drossness.

S. V. B. Swann, of the M. A. R. D., was present and briefly outlined association work in Greater New York, and also invited the members to be present at the State association meeting this week, in Saratoga.

VETERAN'S GOLDEN WEDDING.

Thomas Scott, a druggist of Baldwin, L. I., celebrated the fiftieth anniversary of his marriage at the home of the daughter of Mr. and Mrs. Scott, Mrs. R. J. Halgin, of Jersey City, on Monday evening. Mr. Scott is eighty-five years old and has been in the drug business for sixty years. He learned the trade in England. It is forty-three years since Dr. William Muir began as an errand boy, bottle washer and dispenser of "Scott's Un.X.L.D. soda water," at Mr. Scott's drug store, then at Court and DeGraw streets, Brooklyn.

Victor Newman, a chemist employed by Dodge & Olcott, Bayonne, N. J., was so badly burned last week that he died within a few hours after the doctors had finished dressing his injuries.

STAMPS TO BE REDEEMED.

Pharmacists May Send Them to Excise Department and Get Refund.

In response to a request for information as to the redemption of liquor stamps held by pharmacists, The Era is informed by the State Excise Department that the following letter has been sent to all pharmacists who have purchased such stamps:

To Pharmacists: It appears from our records that while holding a liquor tax certificate under subdivision 3 of section 11 of the liquor tax law, you applied for and obtained pharmacists' liquor stamps under subdivision 3a of section 11 of said act. Chapter 678 of the laws of 1905, which went into effect June 1, 1905, repealed subdivision 3a of section 11.

You are therefore notified that traffic in liquor in accordance with the provisions of such subdivision is no longer authorized.

Chapter 701 of the laws of 1905 appropriates a sum intended to cover the amount necessary to redeem all unused pharmacists' liquor stamps. If you hold any such stamps, and desire to redeem the same at their face value, forward them immediately to Patrick W. Cullinan, State Commissioner of Excise, Capitol, Albany, N. Y., together with the enclosed blank properly executed.

It will take about thirty days after the stamps are received at this office to audit and pay the refund thereon.

P. W. Cullinan,
State Commissioner of Excise.

The blank which accompanies the circular is a petition setting forth the pharmacists' name and address and the number of stamps which he holds. Any pharmacist who has not received such a blank should apply to the State Commissioner of Excise.

CHLOROFORM COMBINE.

New Company Formed by Firms Holding Expiring Patents.

The Roessler & Hasslacher Chemical Co., of this city, and the Albany Chemical Co., of Albany, have together formed the Chlorine Products Co., for the purpose of manufacturing chloroform at Niagara Falls. This combination is due to the expiration this month of the chloroform patents in this country, which were held by the two firms mentioned. This makes the process now available to anyone who wishes to use it.

By carrying on the manufacture at Niagara Falls, the two companies hope to cheapen the cost of production in part through the saving of freight charges on bleaching powder. This is made at Niagara Falls, at works already established there. It is stated that in all other interests except the manufacture of chloroform, the Roessler & Hasslacher Co. and the Albany Chemical Co. will continue entirely separate and distinct.

A. PH. A. EXHIBITION.

The Committee on Exhibition at the coming meeting of the American Pharmaceutical Association, Atlantic City, September 4, Henry P. Hynson, Charles and Franklin streets, Baltimore, chairman, announces that it has secured the large, handsome Cafe Hall of "The Hesworth," headquarters hotel, Boardwalk and Virginia avenue. This hall is about 75x150 feet, is well ventilated and beautifully lighted, with an entrance within one hundred feet of the great promenade.

It is proposed to make the exhibition a dignified but popular one. Manufacturers will have an opportunity of advertising and sampling their wares to the laity and there is no doubt but that the exhibition will be very largely attended by general visitors to Atlantic City, as well as by the unusually large number of pharmacists, who will take advantage of the occasion to visit the seashore.

There has not been so great an opportunity in recent years for parties who manufacture goods for the drug trade to show their products, both to the retailer and consumer. Nothing will be excluded that is kept in the average drug store, excepting so-called "patent medicines."

A. B. C. GOES UP THE RIVER.

The A. B. C.'s held their Lake Mohonk Minnewaska run June 15, 16 and 17, and the entire programme went off without a hitch. On June 15 the little party, consisting of Mr. and Mrs. Stolzenburg, Mr. and Mrs. Leinecker, Mrs. Gauss, Mr. and Mrs. S. Faber, Walter E. Faber and William McIntyre, of the Philadelphia D. & D. Bicycle Club, started off for Poughkeepsie, via Albany day line steamer, arriving there about 1 p. m. After dinner the party looked over the town and then crossed over the Hudson River bridge. At Highland the riders took to their wheels in order to ride to New Paltz, while the non-riding ladies were put under the charge of W. E. Faber, who escorted them by trolley.

As the riders had the start of the trolley by half an hour, they stopped for refreshments at Ohioville, when the trolley bearing Mr. Faber and party was very courteously stopped long enough to permit him to have a glass of beer. The party remained over night at the Tamney House and made an early start June 16, for Lake Mohonk, bicycles on a spring wagon and passengers in a very comfortable carriage. The mountain top was reached in about two hours, and after driving around the lake and skytop, the wheelmen bade goodbye to the non-riders, leaving them in charge of W. E. Faber to return leisurely to the city, while they wheeled over the beautiful Cliff Drive to Lake Minnewaska. After dinner the route was resumed via Lake Awoosting, Battlement Terrace and Gertrude's Nose. A three-mile coast over roads full of gravel and loose soil, brought the party to Ellenville, where they put up for the night at the Mitchell House.

At 7 a. m. next morning they rode to Middletown, stopping for lunch, and also paying a brief visit to William H. Rogers. After that they rode through Goshen, Turners, Tuxedo and Suffern, there taking the train back to the city. Not a single accident to either rider or wheel marred the trip.

CHEMISTS ELECT OFFICERS.

At the last regular meeting of the New York Section of the American Chemical Society, on June 9, at the Chemists' Club, the following officers were elected for the ensuing year: President, F. D. Dodge; vice-president, A. A. Breneman; secretary-treasurer, F. H. Pough; executive committee, Wm. Jay Schieffelin, H. C. Sherman, Charles Baskerville and George C. Stone.

W. M. DAVIS, EAST ORANGE, N. J.
Recently Elected President New Jersey Pharmaceutical Association.

FOR BROOKLYN UNIVERSITY.

One year ago Thomas D. McElhenie, of Brooklyn, proposed the establishment of a University of Brooklyn, basing his plans on the incorporation of the New York College of Pharmacy with Columbia University, and of the Illinois C. P. with Northwestern University. He suggested that the Brooklyn Institute of Arts and Sciences, Pratt Institute, Adelphi College, Polytechnic Institute, Packer Institute, Heffley School, Long Island Medical College and the Brooklyn College of Pharmacy be consolidated as a university with an enlarged charter as such. Recently Controller Grout has taken up the project and now Mr. McElhenie's dreams seem about to be realized.

At a conference on the subject last Tuesday evening, at the Brooklyn Club, about thirty persons were present. Although the matter was taken up only tentatively, it is understood that a sort of city college will first be formed and around this as a nucleus the various professional schools and colleges will be grouped through affiliation. Among those present were Controller Grout, Edward M. Shepard (a trustee of the College of the City of New York), Dr. Livermore, representing the Adelphi College; Ex-Mayor Boody the Brooklyn Library; Prof. Hooper, the Academy of Arts and Sciences; Dr. Dudley the Long Island Medical College, and William Muir, William C. Anderson and J. H. Rehfus the Brooklyn College of Pharmacy.

BRYAN DIES SUDDENLY.

Dr. Walter Bryan, M.A., M.D., who was well known to the drug trade as one of the faculty of the Brooklyn College of Pharmacy, died suddenly on Monday, June 26. He was found dead in his chair in his office at 105 Madison avenue, New York, at an early hour of the morning. He was fully dressed and his table before him was covered with his usual professional paraphernalia. Dr. Farr, of the New York Hospital, was called, but pronounced that Dr. Bryan had been dead for several hours. The last time he was seen alive was at six o'clock the previous evening.

The body was removed to the home of his parents at 372 Claremont avenue, Brooklyn, and from that address the funeral will be held. Dr. Bryan was thirty-eight years old and had been practicing medicine for fifteen years. He was graduated from the College of the City of New York in 1890 and later from the College of Physicians and Surgeons. He was an instructor in natural history at the City College. His work at the Brooklyn College of Pharmacy covered a wide field, for he was professor of physiology and toxicology and assistant professor of materia medica, botany and pharmacognosy. His loss will be greatly felt.

"BOOKIES" ON A SPREE.

A party of nine bookkeepers of Parke, Davis & Co., broke loose last Saturday, and went down to Coney Island for their annual spree. After being "looked over" by Messrs. Mariager and Kaufman, to see that they were all there, they proceeded to do the town. A. E. Bourne was chief guide, while J. J. Doram carried the dough bag and dispensed solid and liquid joy whenever it was called for—which was pretty often. The crowd had its picture taken not less than ten times. The others who were "among those present" were H. S. Rollinson, L. W. Burgess, C. M. Bruun, F. J. Budelman, Wm. J. Dunham, Sumner Canfield, J. D. Tucker.

NEW YORK NOTES.

—Edwin H. Burr, American representative of Roure-Bertrand Fils of Grasse, France, is expected to return from France next Tuesday.

—Robert Rahiff, long connected with the drug trade here and for many years a salesman for Fritzsche Bros., died last week, at Hoboken, from a complication of diseases.

—During the illness of Frederick B. Perry, manager of the New York office of the Powers-Weightman-Rosengarten Co., Philip A. Loring, eastern representative, is temporarily in charge.

—Karl Fritzsche, junior partner of Schimmel & Co., of Milltitz, Germany, is back from a pleasure trip through the West, made in company with F. E. Watermeyer, of the firm's New York office. Mr. Fritzsche sails for home on July 4.

—The National Pure Food and Drug League has been incorporated to work for pure foods, drugs and beverages by moral and legal methods. A. T. Knuth, of Albany; J. R. Manston, Watervliet; Charles F. Hunt, P. H. Farrell and R. T. Graves, of New York City, are named as directors.

MRS. WALKER WILL DENY CHARGES.

Reply to Mrs. Jones Wister's Petition to be Filed Soon.

Philadelphia, June 24.—Developments in the Weightman will contest this week, show that every charge put forth by Mrs. Jones Wister, in her effort to break the will of the late William Weightman will be denied in the answer soon to be filed in the Orphans' Court by Mrs. Anne Weightman Walker's attorneys. Yet it is confidently asserted by one of Mrs. Wister's attorneys that "everything alleged in the petition we expect to be able to prove, and perhaps more."

Secret evidence is hinted at, but unless they are forced to do it, counsel for Mrs. Wister will not bring this to light until there is a jury trial in the Common Pleas Court. It is said that Mrs. Walker's counsellors are aware of the nature of this testimony, which is said to be such that they will renew their efforts to induce Mrs. Walker to settle when she returns from Europe. It is doubtful whether Mrs. Walker will consent to any compromise.

It is intimated that the principal contentions in the answer to Mrs. Wister's petition will be her extravagance while acting as housekeeper for Mr. Weightman and her evasion concerning her marriage with Jones Wister.

The answer of Mrs. Walker will further allege that Martha Weightman, the minor daughter of Mrs. Wister by her marriage with William Weightman's son, in whose behalf the suit is brought, was induced by misrepresentation to sign the papers appointing her mother as her guardian.

Regarding the authenticity of Mr. Weightman's will and in response to the charge that he was unduly influenced in making it by Mrs. Walker and her husband, it will be set forth that Mr. and Mrs. Walker first heard of the document when they, together with several other members of Mr. Weightman's family, were called into the library by him and told of the making of the will that day and of the terms.

SUNDAY CLOSING IN CAMDEN.

Camden, N. J., June 26.—As the result of the effort of a committee of ministers from this city, Mayor Charles E. Ellis has issued strict orders concerning Sunday closing. Members of the drug trade feared for a time that they also would be included in the general order, but to their relief, such has not been the case. All other places of business, including cigar stores, must be kept closed throughout the Sabbath. The violation of the law is a fine of $10.

EXPLOSION INJURES DRUGGIST.

Philadelphia, June 26.—Explosion among chemicals in the drug store of Edward J. Foehl, Second and McKean streets, on Tuesday afternoon, painfully injured the proprietor and almost entirely destroyed the stock in the store. The damage was $5,000. Just what caused the explosion, Mr. Foehl declares he is unable to say. When it occurred he was in the dining room directly back of the store. Mrs. Foehl, with her daughter and a young woman visitor, were upstairs, and with difficulty managed to grope their way to the steps and from there to the street. They were uninjured. The proprietor, dazed, burned and bleeding, also found his way to the pavement and was taken to Mt. Sinai Hospital. His injuries are not of a serious nature. Everything was destroyed except some money and jewelry which the firemen carried out.

DRUGGIST HAYES NOW WEDDED

Atlantic City, N. J., June 26. The wedding of Dr. G. M. Hayes, a young druggist of this city, to Miss Edna Mae Downs, on Wednesday evening, will be an event long remembered by his friends. The ceremony was performed at the residence of the bride's mother, Mrs. William Downs, by Rev. Dr. William Aikman. The best man was L. T. Layton and the maid of honor Miss Elizabeth Cully, of Baltimore. On the way to the station after the ceremony, members of the bridal party followed the carriage in which were Dr. and Mrs. Hayes, blowing horns and beating a drum. After they had boarded the train, which they did amid a shower of rice and old shoes, enthusiastic friends distributed circulars among the hundreds of other passengers on the train, asking them to make things interesting for the newly married couple and "watch them grin." After an extended tour, Dr. and Mrs. Hayes will be at home about July 15.

FUNERAL IN DRUG STORE.

Philadelphia, June 26.—Funeral services over F. W. Smith, a druggist at No. 2206 South street, who died suddenly, were held in the drug store. The Rev. Dr. Van Deure officiated. The body was viewed by hundreds of persons who had known the dead man, who was very popular in the neighborhood.

PHILADELPHIA NOTES.

E. J Williams, one of the leading pharmacists of Ashland, accompanied by his wife, spent several days in this city.

—E. E. Bottume, the N. A. R. D. representative in this city, made an address before the annual meeting of the Delaware association at Wilmington last week. A number of persons from Philadelphia attended the sessions.

DEATH OF CHARLES E. MARBLE.

On June 9, Mr. Charles E. Marble died at his home in Roslindale, Mass. His death is a matter of general regret to the drug trade, with many of whom he had been closely associated in business through his position of manager of the advertising department of the American Soda Fountain Company. To all callers at the office of his department in Boston he was consistently courteous and his personality readily drew business acquaintances into the more intimate feeling of friendship. Mr. Marble had been with the American Soda Fountain Company only about three years, but had devoted himself to the advertising branch of the soda fountain manufacturing business for several years previously with the Liquid Carbonic Company, at their home office in Chicago. He was therefore well known throughout the drug trade and his loss will be deplored. He was comparatively a young man, being only about forty-seven years old.

TO DISSOLVE PARTNERSHIP.

Louisville, Ky., June 24.—H. J. Minsterketter brought suit last week against his son, Fred J. Minsterketter, twenty-one years of age, to dissolve their partnership in the drug business, in which they jointly embarked at Preston street and Ormsby avenue, December 20, 1902. The father also wants the affairs of the firm wound up and asks the court to make an equitable division of the assets.

According to the elder Minsterketter's petition, he established his son in the business soon after the latter had attained the age of nineteen years. Now, he says, the boy is claiming to own the whole concern, and denies that the father has any right or title in it whatever. The petition states that the father defrayed the son's expenses at school and prepared him to be a druggist. On December 20, 1902, he bought out the drug store of M. A. McGee, at the location given, for $4,500, of which he paid $2,000 in cash and $2,500 in three notes of equal amount. The father says he agreed with his son that the latter should run the business and receive a salary of $50 a month. Furthermore, it is averred, it was understood that the son should pay off the three notes on maturity, after which he should have one-half interest in the business, provided the business was otherwise entirely free from debt. The elder Minsterketter says that his son has paid off the three notes, and now lays claim to the business as his own absolutely. He charges that his son has a number of debts against the business, many of them unnecessary. He alleges that the young man is neglecting the business and furthermore, that until he gives an accounting he can have no right or title in the business.

The drug store was recently damaged to the extent of $500 by the explosion of a box of fireworks in the rear of the store.

DRUGGISTS IN TRAIN WRECK.

Baltimore, June 24.—Among those who went through an agonizing experience in the collision of an express train with an extra freight on the Western Maryland Railroad last Saturday evening, near Westminster, Md., were several druggists. A passenger on the ill-fated train, some twenty-five of the people aboard which were killed or died soon afterward, was L. H. Dielman, who conducts a drug store at New Windsor, and is assistant librarian at the Pratt Library, of this city, which compels him to make the trip between here and his home frequently. Still another druggist aboard was Mr. Erb, of Johnson, Erb & Co., of Reisterstown. All were fortunate enough to get off without serious hurts, though one or two of them were bruised.

MR. DOWNES A BENEDICT.

Baltimore, June 24.—Edwin R. Downes, a member of the retail drug firm of Downes Bros., which has several stores in Baltimore, and who is also in the second branch of the City Council, was married last Wednesday, at Denton, Caroline county, Md., to Miss Lucy F. Richardson, at the home of the bride's mother. The ceremony was performed by Rev. James T. Richardson. The bride wore a dress of steel taffeta silk. The young couple are now on a wedding trip.

DR. JAS. C. HUMMER DEAD.

Baltimore, June 24.—Dr. James C. Hummer, well known in the Methodist Church, in which he served for a time as minister, and a homeopathic physician of prominence, as well as president of the Hummer Medical Company, died on the 16th inst., after an illness of six weeks, of a cancer of the stomach and a number of other diseases, at his residence, 423 North Carey street. He was seventy-one years old and had a host of friends. He leaves a son, who was engaged with him in the medical business. He was a native of Virginia and belonged to several fraternal orders.

BALTIMORE NOTES.

—Dr. A. R. J. Dohme, of Sharp & Dohme, left on Friday of last week on a flying trip to Chicago and returned the following Tuesday.

—Dr. John F. Hancock was a delegate from the Maryland Ph. A. to the annual meeting of the Delaware Ph. A., which was held June 8.

—Mr. Carter, of Mawson & Thompson, exporters of druggists' sundries, London, was here last week, and called on a number of local wholesale houses.

—H. T. Dodge & Co., of Fourteenth and L streets, Washington, D. C., have applied for receivers. The location was formerly occupied by E. M. McComas.

—William Herman, the Cumberland (Md.) druggist, who is accused of having caused the death of Miss Jean Maxwell, his sweetheart, by a criminal operation, has been released on $10,000 bail.

—Frank P. Fiery, who won the William Simon prize as a graduate of the Maryland C. P., last spring, has accepted a position with Hynson, Wescott & Co., this city. He succeeds Mr. Fifer, who went into business on his own account.

—Dr. M. S. Davis, a graduate of the Maryland C. P., where she took high honors, has resigned her position as apothecary of the Union Protestant Infirmary, to accept a similar post in the State Hospital at Scranton, Pa., her native town.

—Prof. A. H. Bradbury, professor in the National College of Pharmacy, at Washington, celebrated the eleventh anniversary of his marriage by taking a trip to Tolchester, on the eastern shore of Maryland, with his wife. They stopped here on the way over.

—Prof. Charles Caspari, Jr., and Prof. H. P. Hynson are going to Atlantic City this week, to look after the arrangements of the exhibition of drugs and medicinal preparations to be held in connection with the annual meeting of the American Pharmaceutical Association. They will confer with W. C. Wescott, the local secretary, about the matter. The meeting will begin September 4.

—Among the visiting druggists in Baltimore last week were H. A. Stoneseifer, Littleston, Pa.; A. H. Melhorn, Hanover, Pa. ;S. C. Finley, Cardiff, Md.; J. E. Seitz, Glen Rock, Pa.; Horace Smith, York, Pa.; Mr. Kenley, of H. E. Sadler & Co., Havre De Grace, Md.; Thomas K. Shaw, Westminster, Md.; Mr. Henry, of Hitch & Jones, East New Market, Md.; C. C. Tumbleson, Lisbon, Md.; Mr. Keating, of Foreman & Keating, Centreville, Md.; Joseph Boyle, Westminster, Md.

GEMUETHLICHKEIT.

Mr. Jamieson's Toast to Veterans Who Celebrate in His Honor.

Chicago, June 24.—Space will not permit an extended account of the Chicago Veterans' "Jamieson Day" celebration held on June 21. About forty members and guests of the association, decorated with pinks from the hands of Mrs. Jamieson, mounted a tally-ho at John Blocki's, and journeyed through boulevards and parks to the "White City," where a banquet was served, President Woltersdorf acting as toastmaster

During the course of the banquet a number of telegrams were received from a number of distinguished personages, of whom the following are a few: President Roosevelt, Emperor William, of Germany, Czar Nicholas, of Russia, the mayor of Blue Island, Dr. Whelpley, J. D. Rockefeller, John W. Gates and other notabilities. Mr. Bodemann toasted "The Host"; Woltersdorf, "Our Guests"; Engelhard, "Colleagueship"; Forsyth, "Auld Lang Syne"; Ebert, "Our Association"; Paterson, "Our Anniversary"; Biroth, "Our Departed Friends."

The toasts were brief and full of feeling, and that of "Mr. Jamieson" was given in the German word Gemuethlichkeit, which may be so variously and largely interpreted. Mr. Jamieson said: "I find upon analysis of the dominant characteristics of each of our members, that collectively they represent all of the good qualities as indicated by this grand old German expression. The parent word, 'gemueth,' stands for mind, soul, disposition, spirit and temper, just the qualities which you have furnished to the retail drug trade of our beloved city in your professional capacities. Socially 'gemuethlichkeit' is represented in our organization in its various phases of meaning by: The good natured, Grassley, Maynard and Braun; the kindly, Krembs, Hottinger and Wottensdorf; the agreeable, Scherer, Behrens and Schmidt; the cheerful, Scroter and Forsyth; the hearty, Bodemann, Morris and Baxter; the affectionate, Ebert and Bradwell; the cordial, Paterson, Dyche and Baker; the poetic sentiment, Gale and Engelhard; the tenderness of feeling, Wilhelm Blocki and Unser Heinrich (Biroth); the freedom from pecuniary cares, Jauncy; the comfortableness of Scupham and Sempill; the full of good feeling by all of us, with the Teutonic Gambrinus Johannis Blocki Rex. The tie that binds these flowers of heart and soul and brain is goodfellowship, and that is strong enough to hold our associates and guests who honor us with their presence here to day at our annual love feast."

Mr. Bodemann made a characteristic speech, referring especially to the principle and motto of the Veterans. He said that the cornerstone of the association is emblematic of the most beautiful ideal and that it stands for love, friendship and the memories of the past. He said it was true that Ebert and Jauncy had furnished the rank material, the foundation stone and the empty lot, but that it took the master hand of T. N. Jamieson to erect the building and infuse life into the stone. On behalf of the Veterans and out of their regard for Mr. Jamieson, he felt with the poet Schiller: "Genius of Love,, Prophet of Liberty, of Joy and Cheer." For the Veterans and for the world at large, "I embrace you. My kiss is the kiss of the whole world, for the whole world at large is better for such a monument as you have built in our C. V. D. A. Here is the world's thanks and embrace."

The toast of Henry Biroth follows:

Here is to all our absent friends
Who could not be with us to-night,
Who, one by one, crept silently to rest,
And dwell in fairer realms than this.
Clink, clink, clink.
To mem'ry dear we drink!
And from this bowl
No genial soul
In such an hour will shrink.
Clink, clink, clink.
In silence let us drink.

The day ended with a walk through the "White City" and realistic fire show.

IMPORTANT RETAIL LEASE.

Chicago, June 24.—For the ground floor store in the Reliance building, the southwest corner of State and Washington streets, with a floor space measuring 45x85 feet, the Central Drug Company, of Detroit, has contracted to pay in twenty years $800,000 rental. The rent every year will amount to $40,000.

This is one of the most important retail leases ever closed in Chicago or any other city of the country. The new lease will begin January 1, 1906, and expire January 1, 1926. The ceiling of the store is thirty feet high and over $30,000 was spent on the decorations when the building was finished.

DRUGGISTS ORGANIZE.

Peoria, Ill., June 26.—The druggists of Fulton County have formed a permanent organization. They will affiliate with the national body. The officers elected are as follows: President, H. W. Wymen, of Canton; vice-president, G. F. Loat, of Lewistown; secretary, B. E. Greenwell, of Canton; treasurer, A. A. Vandervoort, of Farmington; board of trustees, C. A. Webster, of Canton; J. B. Smith, of Cuba; H. R. Kost, of Astoria.

THE LATE A. B. HUBBARD.

Syracuse, June 27.—Alonzo B. Hubbard, one of the oldest and most prominent druggists in the city dropped dead in his store recently. Mr. Hubbard was fifty years old and had lived in this city for thirty years.

He had been complaining all the morning of pains about the region of the heart.

Mr. Hubbard was born in Brunswick, N. Y. Thirteen years ago the firm of Soldan & Hubbard was organized. Previous to that time Mr. Hubbard had been connected with the firm of Charles Hubbard & Co., wholesale druggists, of which his brother, Charles Hubbard, was the head. He leaves a widow, but no children. Two brothers and a sister also survive, Charles Hubbard, the wholesale druggist, Prof. Willis Hubbard, of the Deaf and Dumb Institute at Flint, Mich., and Miss Maria H. Hubbard, of this city. Mr. Hubbard was a member of the May Memorial Church, of this city. He was an enthusiastic amateur photographer and a member of the Syracuse Camera Club.

MICHIGAN NOTES.

—Arthur Snowman has bought the Henry Heffelbower store at Lapeer.

—S. E. Parrish and Burke Campbell, of Ithaca, have bought a drug business at Hillsdale.

—C. H. Frantz, of Bay City, has removed his business one door, into larger and better quarters.

—A. D. Sturgis, who lost his store in the recent fire at Lowell, will re-engage in the drug business at Sturgis.

—Stanley E. Parkill, one of the most prominent druggists of the State, was recently re-elected mayor of Owosso.

—Little & Wheeler, formerly in business at Frankfort, have purchased the Cadillac Pharmacy at Cadillac, of T. Burke.

—Fred Louster has acquired an interest in the W. R. Cutler business at Ionia. The new firm is the Cutler-Louster Drug Co.

—Koon & Hopperstead's Central Drug Store at Muskegon, is being enlarged and improved, including new shelving, ceiling and a plate glass front.

—Albert Globensky, manager of the American Drug Co., at Traverse City, has resigned his position on account of ill health. His successor is H. R. MacDonald, formerly of Chas. E. Abell's store at South Haven.

—Robert Patterson has bought the interest of his partner in the drug firm of Remington & Patterson, at South Haven. He has named the establishment "The Big Corner Drug Store" and will enlarge the stock and make other improvements.

—Druggists are nothing if they are not accommodating. E. J. LaLonde, of Alpena, has installed an electric bell at his store, which can be rung by means of a push button from a carriage or an auto on the street. The button is encased in a sign at the street curb.

—A Big Rapids druggist locked his store and went away to get married. When he returned he found that some wag had decorated his door handle with crepe and has been busy since that time guessing what the sinister omen meant. Some of the curbstone philosophers of the town have interpreted it to mean that a married man is practically a dead one, anyway.

—Sid A. Erwin, of Battle Creek, member of the Michigan Board of Pharmacy, "got up on his ear" recently, in front of his store, in a most peculiar manner. It was truly painful. Sid slipped as he came out of the store and bumped against a wire nail, which perforated the cartilaginous sheath of the outer ear, and there he hung, literally buttoned to the wall, until a neighboring jeweler could remove the nail from the building with pincers. A physician dressed the wound and the victim is in no danger, unless blood poisoning sets in.

—To make two drug stores flourish where none was before, seems to be the purpose in some Michigan towns. Two instances of this sort have occurred recently, the first one at Kalamazoo, where L. G. Stewart opened a store on the east side of the river, in a territory that will support one store nicely. Now F. J. Maus has opened a branch store hard by, and the race is on. The second instance is in the eastern part of the State. G. W. Hemmeter opened a new store in Court street, Saginaw, W. S., and now Jay Smith & Son have started a branch store in the same locality.

DETROIT DRUGGIST DEAD.

Detroit, June 24.—John P. Rheinfrank, one of the best-known German pharmacists in Detroit, died at the family home, Gratiot avenue, last Wednesday evening, as the result of uraemic poisoning. He was unconscious for several days before the end came.

Mr. Rheinfrank was forty-nine years old,

THE LATE JOHN P. RHEINFRANK.

and had conducted the pharmacy at the corner of Gratiot and Orleans street for the past eighteen years. He is survived by his widow and three children.

A TRIANGULAR SUIT.

Minneapolis, Minn., June 27.—Judge Holt, of this city, has decided a peculiar triangular dispute among a man, his wife and a mutual friend, growing out of an attempt by the last named to act as intermediary between the two, who had been divorced.

Benjamin Webber owned a drug store and when Mrs. Webber secured a divorce she was awarded $800 alimony. By agreement the drug store was turned over to the friend, Dr. Charles Straub, who was to pay off a mortgage of $600 and give the ex-wife the money due her. When the doctor got possession, however, he refused either to pay the woman or turn the store back to the ex-husband, according to the druggist and his former spouse, and they joined in a suit to force him to terms.

By the decision of the court the woman gets her $800; but as Webber had already received $90 from Dr. Straub, and it developed during the trial that the property was worth only $1,500 and was mortgaged for $600, the former owner gets nothing.

NEW BRANCH OF N. A. R. D.

St. Paul, Minn., June 26.—The Grand Forks County auxiliary of the N. A. R. D. has been formed at Grand Forks, N. D., with the following officers: Edward Litton, Larimore, president; A. I. Widlund, Grand Forks, vice-president; J. B. Breidenbach, Grand Forks, secretary; J. H. McLain, Inster, treasurer.

—E. L. Vogeler, a druggist of Little Rock, Ark., is dead. He had been ill for two years.

DRUGGIST'S WILL ATTACKED.

St. Paul, Minn., June 23. What is virtually an attack on the will of the late Louis Schindler is being heard in the probate court. Mr. Schindler was a druggist of St. Paul who went to San Diego, Cal., in the hope of getting rid of a tubercular affection. He died there in April, 1904, leaving a will which had been drawn in this city and which he executed the day before he died. His estate comprised a farm in North Dakota worth $5,000 and some $1,000 in personal property. He left the farm to his St. Paul brother, William J. Schindler. Two other brothers live in North Dakota. He left to William, as trustee and guardian in trust for his little daughter Albertine, aged ten years, life insurance of $3,000 taken in the Knights of Pythias.

The mother of the child, Juliana Schindler, of Black River Falls, Wis., as legal guardian of the little girl, comes into court in opposition to William J. Schindler, testamentary guardian and trustee. The will was introduced to prove that the testator was too ill to make a will at the time he undertook to draw one, and that the instrument is void. If the will is not sustained, the child inherits her father's property.

PASSED THE BOARD.

St. Paul, Minn., June 24.—The latest quarterly examination by the State Board of Pharmacy at the University of Minnesota had a far happier outcome than was the case at the March examination, when not a candidate for registered pharmacist passed. There were eighty-six applicants at the examination just ended and the following were granted certificates: Registered pharmacists—J. A. Anderson, C. F. Falk, H. W. Gray, F. A. Magnuson, W. F. Pelt. Assistant pharmacists.—A. M. Berg, G. A. Kaiser, Knute Oddin, J. J. Schulkine, A. S. Sigerson, Ed Sebeele, H. W. Hermanson, J. A. Henry, W. Kroonblaud, E. Oredson, G. L. Piemissel, Frank Peterson, I. W. Swenson, M. E. Sasse, A. G. Schlick, Ned Welch.

The Board has made an important ruling which will attract universal attention among the pharmacists of the country, as it will have the effect at once of diminishing the number of applicants for certificates and raise the grades of the profession in the State. The new rule provides that applicants must first pass an examination in the primary branches taught in the public schools.

AN ELABORATE PROGRAMME.

Duluth, June 24.—An elaborate programme is being prepared for the meeting of the Minnesota State Pharmaceutical Association, which will be held here July 18, 19 and 20. It is now nearly complete and will be sent out to the druggists of the State to interest them in the meeting.

The sessions will be held in the Commercial Club, of this city. The following reception committee has been appointed: A. Charles LeRicheux, C. B. McCall, W. A. Abbett, F. B. Smith, D. Shesgren, Jr., F. W. Kugler, Max Wirth, R. E. Lobdell, D. C. Wakeman, H. E. Harter, James A. Kirkwood, E. H. Nyas, W. R. Goodsell, Charles Gallagher, L. H. Norwood and A. T. Dilworth.

ST. LOUIS RETAILERS.

Elaborate Luncheon Productive of Good Fellowship—Salesmen on Hand.

St. Louis, June 27. The St. Louis R. D. A. had a banner meeting from a social standpoint, when on June 20 the members were given permission to bring their wives or sweethearts. More than two hundred and fifty persons were seated at the elaborate luncheon which followed the meeting at the Southern Hotel. Nearly one hundred of those present were ladies and the druggists took no small amount of pleasure in seeing the good fellowship that has sprung up in their ranks extended to their families.

Another pleasant feature was the appearance of twenty or more pharmaceutical salesmen who, taking advantage of their knowledge that they would be welcome, appeared at the meeting and asked that they be allowed to join the druggists at luncheon and stated that each man had the price of the meal ready for the cashier. They later insisted on paying.

The visit of the salesmen was a direct result of the happy meeting of the Missouri Ph. A. and the Missouri Ph. Travelers, at Pertle Springs, the week before. It had entered the fertile mind of W. H. Lamont, manager of the Eli Lilly branch, that a joint association in St. Louis would be a good thing, and he had called the salesmen together. They entered into the movement with good will, and in an interchange of views when toasts were called for after the luncheon, it was found that the R. D. A. favored the movement, and the St. Louis Drug Salesmen's Association was organized. It will meet at the same time as the R. D. A., and at the same hotel, but in a different room and the two organizations will work together through an interchange of views through committees and will later join at luncheon. One feature of the new association will be to call off all visits to drug stores with an object of selling goods during the hours of the R. D. A. meeting. The officers of the drug salesmen are: W. H. Lamont, president; Adolph Spilker, first vice-president; R. C. Ritter, second vice-president; Oscar Busch, secretary; J. C. Cummings, treasurer; Harry Severson, Harry Lynot, Harry Summers and John Van Dale, executive committee.

DRUGGIST FOILS BURGLARS.

St. Louis, June 27. Burglars have again failed to profit through a raid on a St. Louis druggist. In the last effort, the booty was not only lost, but the druggist's coolness brought about the immediate arrest of one man suspected of the job.

Edward Goldberg was awakened as he slept at the rear of the store, 1104 North Eighth street, at 2.15 a. m. Thursday, by noise made by two men in the store. He went to the front and looked into the barrel of a revolver in the hand of a man who was carrying away the cash register. Another man stood in the doorway on guard.

The men ran north in Eighth street. Goldberg followed and shouted for the watchman. The burglars dropped the cash register and ran faster. Nothing had been taken from the register.

Five minutes later a man came into the store and asked for a glass of soda water. Goldberg believed this man to be one of the two earlier visitors and while his patron drank the soda water, he summoned two policemen, who arrested the early customer, despite his protests of innocence.

IN MISSOURI.

—J. H. Bradley has opened a new store at Joplin, Mo.

—Crosby's Pharmacy is a new store opened at Twenty-third and Wash streets, St. Louis.

—The St. Louis Drug Clerks' Society gave their annual outing on the Mississippi river, June 8, and a good attendance enjoyed the day.

—H. E. Klostermann is spending $5,000 on refitting his store at St. Louis and Eliot avenues, St. Louis, with new fixtures and soda fountain.

—M. C. Kallis has completed arrangements for removing his store from Aubert street and Easton avenue, to Euclid and Easton avenues, St. Louis.

—The St. Louis C. P. Alumni had its first excursion of the season June 1, an all-day trip twenty miles down the river to Montesano Park. Another all-day and one night excursion are in the summer plans, with perhaps a summer garden meeting, with refreshments.

—Edward P. McCullough, who has for seventeen years represented the Colgate Company in the West, has decided to make St. Louis his home, as the city is near the center of his territory of ten States.

—Mr. Chenowith, for several years a salesman for the J. S. Merrell Drug Co., St. Louis, has bought the drug store of R. N. Gray, at Chouteau avenue and Sarah street. J. F. Cummings, recently with the H. K. Mulford Co., Philadelphia, has succeeded Mr. Chenowith as salesman.

—Spontaneous combustion in a quantity of chemicals in the rear of the drug store of Dr. N. M. Draper, 3300 Washington avenue, St. Louis, June 16, caused a fire which damaged the building and stock to the extent of $300. The apartments above the store were damaged $100, mostly by water.

—The Hostetter Bitters Company, of Pittsburg, filed suit in the United States Circuit Court at St. Louis, June 22, against two saloonkeepers, John B. Blankmann, of 2621 North Broadway and Frank J. Dickmann, of 602 Washington avenue, of that city, for alleged infringement of its trade mark rights.

—Eugene Harris, a St. Louis drug clerk, thirty years old, was arrested June 18, at the instance of John Schnoski, who alleges that the former robbed him of $4. Both occupy rooms at No. 505 O'Fallon street. Schnoski on the second and Harris on the third floor. Schnoski asserted that he awoke to find Harris rifling his pockets. The latter denied the charge.

—William Parkinson, better known as "Borax Bill," and whose pictures with his twenty mule team is familiar to all druggists, died at Danville, Ill., last week, from an overdose of morphine, taken to relieve pain from a sudden illness. Parkinson and the mule team with which he had led the borax out of the Death valley were features of the World's Fair at St. Louis.

CONDITION POWDERS.

Druggists Will Have Their Exclusive Sale in Oklahoma.

Guthrie, O. T., June 27.—A recent decision of the attorney general for the territory has given the drug stores exclusive sale of condition powders or stock foods, as that officer has held that they are "pharmaceutical preparations." Included in this decision are poultry powders and similar articles which have heretofore been freely sold in feed and grocery stores and handled by peddlers.

The new order of things which gives additional profit to the druggists, comes about through one of the laws passed by the last Legislative Assembly of Oklahoma, providing for the inspection of commercial fertilizers and of concentrated, patented, proprietary and condimental stock and poultry foods.

The bill did not attract much attention at the time it was under consideration, and there was practically no opposition to its passage. The measure was carefully drawn, one of the expert chemists having aided in its preparation. That there was no apparent pressing necessity for such legislation is evident. There is yet practically no demand for commercial fertilizers and feeding stuffs. In the case of patented proprietary, trade marked and condimental stock foods, however, a different condition exists, though even these do not have so large a sale in Oklahoma as they do in some of the older States.

The condimental stock food business has had a great boom during the past six years.

It was when this law became generally discussed and the feed men began to make protests that the board of pharmacy concluded they had jurisdiction over the stock foods and appealed to the attorney general to define the law, and he sustained them.

TENNESSEE PH. A.

A most attractive programme has been issued by the entertainment committee for the twentieth annual meeting of the Tennessee Pharmaceutical Association, at Bon Aqua Springs, Tenn., July 19, 20 and 21. Much is offered to the visiting druggist in a way that will be pleasant and agreeable. A neat booklet, calling attention to the many attractions, has been issued by the committee.

Special rates have been obtained from the railroads and the Bon Aqua Hotel. Five subjects have been selected for papers, and prizes are offered for the best essays on these subjects. There will be athletic contests open to druggists, and a big banquet. Special prizes will be given to the member coming the greatest distance; to the persons securing the greatest number of new members; to the traveling man who has not solicited an order at the meeting; to the fattest baby in the bunch, and to the handsomest unmarried man present.

DRUGGIST TO MARRY TEACHER.

Danville, Va., June 27.—Announcement has been made of the forthcoming marriage of John L. Hagan, of this city, to Miss Janie Gray, of Fredericksburg. Miss Gray has been one of the teachers in the Danville High School for five years. Mr. Hagan has a drug store at Five Forks.

PENNSYLVANIA DRUGGISTS

Listen to Important Papers and Are Shown Copy of New Pharmacopoeia.

Pittsburg, Pa., June 26.—With a wave of enthusiasm that seldom marks a gathering of druggists, the annual convention of the State Pharmaceutical Association opened its convention at Bedford Springs, Pa., on June 19, continuing in session until June 22. Nearly one hundred delegates were present and business formed the principal part of the programme, the entertainment committee supplying considerable amusement and recreation for the hard-working druggists. As a whole the convention was one of the most interesting, lively and successful ever held under the auspices of the association. The majority of the delegates were accompanied by their wives and they were instrumental in making the affair very successful from a social standpoint. The only marring feature was the inclemency of the weather, as there was a daily rainfall. But this did not check the enthusiasm of the prescription fillers and they conducted their affair as if the most pleasant weather prevailed. The meeting was called to order by Prof. J. A. Koch, of the Pittsburg College of Pharmacy, president of the association. Contrary to general expectation and general rule, he dwelt on the business end of a druggist's life, as well as the professional side. In well-chosen remarks he advised the druggists to adopt business methods to boom their trade and argued against resorting to nineteenth century methods in this advanced age. At the conclusion of his address, he was greeted with loud applause. Professor Koch's term of office expires at the end of the month, and he was rendered a vote of thanks for the capable manner in which he conducted the duties of his office.

There were twenty-eight papers presented to the convention, but only sixteen were read, owing to the lack of time. Every one made a good impression on the delegates, but three stood out more conspicuously than the remainder, owing to the significance of the subjects involved. Those read by J. Leyden White and William O. Frailey were exceptionally interesting papers and were based on the following: "It is said that the N. A. R. D. is only a scheme to get something for nothing. Can this charge be substantiated?" The papers of Messrs. White and Frailey demonstrated beyond a doubt that the N. A. R. D. was "giving and taking," and that it was carrying out its motto, "Live and Let Live." So well did they argue that they convinced the delegates of the sincerity of the national association beyond a doubt. This assertion is attested by the fact that a unanimous vote was given the resolution to continue the State Pharmaceutical Association's affiliations with the national body. Annual dues will be paid on July 1, based on the membership.

Louis Emanuel, of Pittsburg, scored an instantaneous hit, as the dramatic critic would say. He was the only delegate to express his opinion in writing on the query: "The American Pharmaceutical Association has failed, it is claimed, in its chief purpose, that is, to professionalize the practice of pharmacy, and that it is dying in rot. Is this true?"

Mr. Emanuel took up the question in detail and dwelt upon every phase. He was not modest or backward in criticising the "old fossil" methods of the association, although he emphatically stated that the association was not "dying in rot." He exhorted the leaders to infuse new spirit into the movement and try to accomplish their ultimate object. Those present voted Mr. Emanuel's paper one of the best ever read at a convention, and the consensus of opinion was that it outlined the true state of affairs in the association.

Prof. Joseph P. Remington presented the first copy of the new pharmacopœia of 1900 to the convention. The presentation came as a surprise and the act was greatly appreciated by the convention.

The following officers were elected for a year: President, D. J. Thomas, Scranton; vice-presidents, S. A. Stright and Albert Cliffe, Ridgeway; secretary, J. A. Miller, Harrisburg; treasurer, J. L. Lemberger, Lebanon; executive committee, William E. Lee, Philadelphia; L. L. Walton, Williamsport, and Croll K. Keller, Harrisburg. The convention next year will be held at Glen Summit, beginning on June 26 and continuing for three days.

During the convention Dr. Charles T. George, of Harrisburg, fainted. After being revived he was conveyed home.

CONNECTICUT PH. A. MEETS.

New Haven, June 29. Over 150 members of the Connecticut Pharmaceutical Association met in annual convention last week at the Branford Point House. In his opening address President R. H. Kimball, of Hartford, referred to the laws relating to the practice of pharmacy and regulation of liquor selling. He thought both laws should be obeyed by the druggist and at his suggestion a committee was appointed to look into the matter.

The treasurer's report showed a balance of $1,200 on hand. Twenty-six active and three associate members were elected. There are now 435 members. Delegates from various associations were received. After the reading of papers, the report of the legislation committee was read and showed that no bills detrimental to the trade had been passed and that a bill is under consideration which prohibits the sale of cocaine and all preparations containing cocaine, except on a physician's prescription.

The election of officers resulted as follows: President, J. A. Hodgson, New Haven; first vice-president, J. D. Hartigan, Bridgeport; Second vice-president, Victor Schmelzer, Meriden; secretary, Charles A. Rapelye, Hartford, and treasurer, John B. Ebbs, Waterbury. A whist tournament was held in the evening, and this morning prizes were awarded the winners in the various field sports, including baseball, tug-of-war, 100 yard dash and fat men's race. The meeting was closed with a banquet this afternoon. Following are the members of the local committee: Y. L. Mix, J. J. Alling, W. P. Keegan, M. F. Hope, C. H. Conway, J. E. Weatherwax, E. F. Hesse, I. Levy, J. A. Hodgson and F. R. Brill.

TEXAS DRUGGISTS MEET.

Twenty-Sixth Annual Meeting of State Pharmacists Held at Fort Worth.

Fort Worth, June 24.—The twenty-sixth annual meeting of the Texas State Pharmaceutical Association, which was held in this city last week, was not as largely attended as had been expected, but much business of importance was transacted. The meeting lasted for four days, and the business was interspersed with entertainments of various kinds.

The meeting was called to order by President J. J. Thames, of Taylor, who in his annual address expressed great satisfaction over the present narcotic law. He said that the law as it now stands is satisfactory in every respect. He expressed great regret at not securing a law organizing a State pharmaceutical board.

E. G. Eberle read a paper on what was done and what was discussed at the meeting of the American Pharmaceutical Association. Secretary R. H. Walker made an extemporaneous speech on drug trade conditions in the Lone Star State, in which he did not hesitate to excoriate the druggists for their failure to keep abreast of the times. Prof. R. R. D. Cline, of the department of pharmacy, University of Texas, made a strong talk for a higher standard for pharmacists. "Let the young man who enters the profession be actuated by other motives than 200 and 300 per cent.," said Professor Cline. J. T. Coulston, of Corsicana, also made an appeal for more interest in the association.

Mineral Wells was the unanimous choice as the next meeting place. The following officers were unanimously elected: J. T. Hayter, Decatur, president; J. T. Coulson, Corsicana, first vice-president; John A. Weeks, Llano, second vice-president, and Miss Virginia Brooks, Waelder, third vice-president. R. H. Walker, of Gonzales, the orator of the association, was elected secretary and treasurer, a position he has filled since the memory of man runneth not to the contrary. H. L. Carleton, of Austin, was elected home secretary, the object of his office being to look after legislative work. B. W. Fearis, of Waxahachie, was elected trustee and R. L. Yeager, Mineral Wells, was elected local secretary. The next meeting will be held the second Tuesday in June, 1906.

The question of dues was discussed at length, and it was voted to receive members for $2 for both the initiation and the first year's dues, during one day only. The result was many applications for membership.

MISSISSIPPI PH. A.

Meridian, Miss., June 26.—The druggists of Mississippi are preparing for a record-breaking meeting at Crystal Springs, where the Mississippi Pharmaceutical Association will hold its annual convention on July 17. The State Chautauqua will then be in session and this time has been selected so as to combine the greatest amount of pleasure with business. Many new applications for membership have been received. Secretary O. W. Bethea reports that a majority of the well-known pharmacists of the State are already in the association, and the others are rapidly coming in.

MARYLAND PHARMACISTS.

Hold Annual Meeting—Elect 29 New Members—President's Recommendations.

Baltimore, June 24.—Though the members of the Maryland Ph. A. were rather slow in getting together for their annual meeting at Betterton this week, much work was accomplished, and a gratifying interest was manifested in the proceedings. The association was to have held its first business session Tuesday afternoon, but the delegates were late in arriving, the transportation facilities being by no means perfect, and as a consequence the first session was postponed until the following day, when President H. Lionel Meredith, of Hagerstown, called the meeting to order, after which W. F. Russell, of Chestertown, delivered the address of welcome. Prof. H. P. Hynson, of Baltimore, who was born near Betterton, responded. A. C. Meyer, of Baltimore, spoke as the representative of the Proprietors' Association of America, and told of what it was doing to protect the retail trade.

Prof. Charles Caspari, Jr., said a few words in behalf of the A. Ph. A., and invited all present to the meeting of that organization, beginning September 4.

The reports of the secretary and treasurer showed the association to be in satisfactory condition, with all bills paid and 219 members in good standing. A total of twenty were dropped during the year for non-payment of dues.

The committee on by-laws recommended several changes, all of which, with slight amendments, were adopted. The principal ones were the abolition of the initiation fee of $1 and having the fiscal year commence June 1, instead of July 1.

In his annual address the president said that not in a long time had there been less dissension and internal strife than was manifested during the past year. Factional differences had been dwarfed, and harmony bid fair to be the written history for years to come. Progress was being made by the various State pharmacy boards to discover the middle ground upon which the interchange of certificates of registered pharmacists would prove practicable.

The president recommended further legislation, such as that in Pennsylvania. He said that the anti-narcotic law was working well and had reduced considerably the promiscuous sale of habit-forming drugs which had taken such a strong hold upon the public. For the complete success of this law, he said, it was necessary that the proper officers exercise the utmost vigilance, and that they have the support of the entire citizenship.

Among the president's recommendations were an amendment to the pharmacy law empowering the Board of Pharmacy to enter into reciprocal relations with other States whose requirements as to the awards of certificates of registered pharmacist are satisfactory, and that the law be changed so as to set forth explicitly the sphere and limitations of the assistant pharmacist. The president also urged that the proviso in section 3, which reads, "The characteristic show bottles or globes filled with colored liquid" be stricken out, because the sentence in no way strengthened the section, would have no standing in law and was at best a relic of barbarism and superstition. The direct contract serial numbering plan should be indorsed, he said, and a permanent secretary for the association should be selected.

The committee on adulteration of drugs, in its report, stated that a large number of compounds had been examined, among them laudanum, tincture of iodine, cream of tartar, Rochelle salts; essence of lemon, and essence of ginger, and that it was also authorized to examine any other suspected drugs which might be furnished by members of the association. None of the five samples of laudanum examined had anything like the full strength of the official article and some of them were so weak that they could hardly be considered even "counter laudanum." Two out of four samples of tincture of iodine were diluted with water and did not contain the required percentage of alcohol. One sample was of full strength, while two were absolutely to be condemned. Of six samples of cream of tartar five were pronounced to be medicinally pure and one to have a large excess of calcium salt. Of six samples of Rochelle salts the percentage ranged from 99 to 99.5. With essence of lemon, three different coloring agents were used. Six samples were tested. In the six samples of essence of ginger the alcohol in all was found to be thylic, notwithstanding that three of them had been suspected to contain methyl alcohol.

One of the papers read on Thursday was by Dr. J. J. Barnett, chairman of the committee on the progress of pharmacy, and gave a resume of important pharmaceutical discoveries made during the year.

The committee on membership, through B. W. Woolford, the chairman, presented the names of twenty-nine applicants, all of whom were elected.

Two of the recommendations made by the president in his annual address—that the law relative to the scope of the assistant pharmacists' work be made more definite, and to make the interchange of certificates between the States possible were adopted.

The report of the committee on the Proctor monument fund, which was presented by Dr. John F. Hancock, recommended that a bronze statue be erected on the Smithsonian Institute grounds at Washington. The sum of $100, subject to the approval of the general committee, was subscribed by the Maryland Ph. A.

The election of officers resulted as follows: President, M. A. Toulson, Chestertown; vice-presidents, Henry Howard, Brookeville; Joel J. Barnett, Baltimore, and W. A. Carson, Port Deposit; secretary, Louis Schulze, Baltimore; treasurer, H. H. Rudy, Hagerstown; executive committee, H. A. B. Dunning, chairman, Baltimore; Charles Schmidt, Baltimore; J. S. Black, Cecilton.

The closing session on Friday morning was largely given over to the disposal of unfinished business, which included the reading of a number of papers, among them, "Ammonium Phosphate," by H. F. Baker; "Prescription Complications," by Louis Schulze; "The Diphtheria Anti-Toxic Unit of the United States Pharmacopœia," by Henry P. Hynson; "Some Assay Work on Dover's Powder," by E. F. Kelly; "Peptonates and Albuminates," by H. A. Brown Dunning.

FLORIDA DRUGGISTS MEET.

Election of Officers Closes Important Convention at Tampa Bay.

Tampa, June 24.—One of the best attended and most interesting conventions that has ever assembled here was the gathering of the Florida State Pharmaceutical Association last week. The members of the association and the ladies who accompanied them were welcomed to the city in an eloquent speech by the Hon E. B. Gunby. J. P. Remington, of Philadelphia, was unanimously elected an honorary member of the association. After hearing and adopting the reports of the president, secretary and treasurer, there was a banquet. A fishing trip and a Spanish dinner were among the social features of the second day.

Many interesting papers were read. The convention came to a close by the election of the following officers: President, Thomas Clark, of Jacksonville; first vice-president, B. C. Abernethy, of Orlando; second vice-president, William S. Oppenheimer of Tampa; third vice-president, J. M. Stansfield, of Bradentown; secretary, D. W. Ramsaur, of Palatka; treasurer, W. M. Johnson, Gainsville; executive committee, Joseph Hauton, of Palatka; Dr. J. O. Kirk, of Jacksonville; L. P. Lawrence, of Orlando.

The association will meet next year in Orlando on the second Wednesday in June.

CANADIAN WHOLESALERS.

Toronto, June 26.—Discussion of trade affairs and the election of officers made the annual meeting of the Wholesale Druggists' Association of Canada interesting. The next convention will be held at Gananoque in June of next year. All the Canadian firms except three were represented at the convention.

The following officers were elected: Henry Lyman, Montreal, honorary president; A. B. Evans, Montreal, president; C. W. Tingling, Hamilton, first vice-president; W. S. Elliott, Toronto, second vicedent; H. W. Barker, St. John, N. B., third vice-president; W. C. Niblitt, Hamilton, treasurer; James Mattinson, London, secretary; committee of management, C. McD. Hay, Toronto; W. C. Niblett, Hamilton; L. J. Mylius, Halifax; J. W. Knox, Montreal; E. D. Martin, Winnipeg; L. A. Myles, St. John, N. B.; and W. B. Skinner, Kingston. Executive committee, Arthur Lyman and T. H. Wardleworth, Montreal; J. Mattinson, London; C. W. Tinling, Hamilton; W. S. Elliott and C. McD. Hay, Toronto.

WASHINGTON STATE COLLEGE.

Pullman, Wash., June 23.—The commencement day exercises of Washington State College were held yesterday afternoon, in the college auditorium, Chancellor Andrews, of the University of Nebraska, delivering the address to the graduates. Following is a list of the officers and members of the class of '05: C. C. Moffatt, president; William Walls, vice-president; Fred W. Eaton, secretary; Elmo C. Howell, treasurer; E. Worthington Colvin, Mrs. Grace Allard Morse, Albert F. Mattice, Charles B. Neihart, Halcat E. Roberts, Nat P. Ripley and Lewis L. Swaney.

A SPECIFIC IN

Tuberculosis Cancer Syphilis

GRISERIN

NON-TOXIC

GRISERIN is being brought to the attention of the Medical Profession all over the country. You will have many prescriptions for Griserin. Better put a supply in stock now. Tell your doctors about it.

PRICE LIST

GRISERIN-ALPHA: FOR EXTERNAL USE ONLY!

1. For dusting on wounds and suppurating ulcerations.

2. For use in the GRISERIN Insufflator—in NOSE and THROAT AFFECTIONS for RHINITIS or DIPHTHERIA.

GRISERIN-ALPHA:

In Packages of	25	gramm	$2.00
"	50	"	4.00
"	100	"	7.50
"	250	"	18.00
"	500	"	34.00
"	1,000	" (1 Kilo)	65.00

GRISERIN-BETA: FOR INTERNAL USE ONLY

CACHETS—In Tubes (each tube containing ONE WEEK'S TREATMENT.)

		Retail	Wholesale
1 Tube Griserin Cachets Grammes	0.20	$1.75 per tube	$16.00 per dozen
1 " " " "	0.30	2.00 " "	18.00 " "
1 " " " "	0.50	2.50 " "	23.00 " "

		Retail	Wholesale
1 Tube Griserin Cum Tannalbin Gramm	0.20	$1.75 per tube	$16.00 per dozen
1 " " " " "	0.30	2.00 " "	18.00 " "
1 " " " " "	0.50	2.50 " "	23.00 " "

	Retail	Wholesale
Griserin Insufflators: - -	$1.25 each	$12.00 per dozen

	Retail	Wholesale
Griserin Solution (concentrated):	$1.00 per bottle	$9.00 per dozen

WRITE FOR BOOKLET

We Want Every Druggist to Become Familiar with

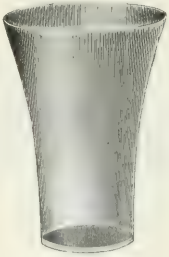
GRISERIN

SOLE AGENTS FOR AMERICA

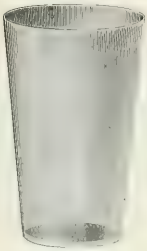
AMERICAN GRISERIN WORKS

108 FULTON ST., NEW YORK

No. 440.



No. 430.



No. 147.

No. 375.

SODA TUMBLERS

No. 387

No.				Per doz., net.
147A.	14½	ounce.	Thin	$ 84
147B.	15	ounce.	Thin sides, heavy bottom	1 20
375.	11½	ounce.	Heavy	84
387.	11	ounce.	Heavy	84
400.	12	ounce.	Heavy. Like No. 375, but larger	84
410.	12	ounce.	Thin. Like No. 147, but shorter	72
425.	10	ounce.	Thin. Flared. Style of No. 430	72
430.	12¼	ounce.	Thin. Flared	81
435.	11	ounce.	Heavy. Flared. Shape of No. 430	1 02
440.	14	ounce.	Thin.	81

No. 129.

MINERAL TUMBLERS

No. 3.

No.				Per doz., net.
0.	6	ounce.	Small Mineral	$0 48
1.	8	ounce.	Small Mineral	48
2.	6¾	ounce.	Small Mineral	48
3.	8	ounce.	Thin. Flared	60
4.	5	ounce.	Thin. Concave	60
129.	9	ounce.	Thin	60

The Contents given are of Tumblers filled to top

Small Mineral.

Soda and Mineral Tumblers at Purchaser's Risk of Breakage

In Original Barrel Lots, 10 per cent. discount. In Five Barrel Lots, 20 per cent. discount.

CONTENTS OF ORIGINAL BARRELS

No.		Doz.	No.		Doz.	No.		Doz.	No.		Doz.
147A.	Soda	10	400.	Soda	16	435.	Soda	14	2.	Mineral	25
147B.	Soda	10	410.	Soda	14	440.	Soda	14	3.	Mineral	18
375.	Soda	16	425.	Soda	14	0.	Mineral	30	4.	Mineral	25
387.	Soda	17	430.	Soda	11	1.	Mineral	24	129.	Mineral	19

MANUFACTURED BY

WHITALL TATUM COMPANY

MANUFACTURERS OF

Druggists', Chemists' and Perfumers' Glassware

Manufacturers, Importers and Jobbers of Druggists' Sundries

New York, 46 & 48 Barclay St. Philadelphia, 410-416 Race St. San Francisco, 45 Stevenson St. Boston, 91 Washington St., North. Sydney, N. S. W., 12 Barrack St.

A full line of samples of our goods can be seen at our Sample Rooms, No. 196 East Randolph St., Chicago.

(S. P. 6.)

TRADE SECTION

SARGENT MEMORIAL.

Friends of Pharmacist Pay Tribute to His Rare Qualities.

PROMINENT MEN WHO EMANATED FROM HIS STORE.—PRESIDENT OF THE A. PH. A.—A PUBLIC SPIRITED CITIZEN.—FATE COULD NEVER KEEP HIM DOWN.—HIS INTEREST IN PHARMACEUTICAL EDUCATION.

Chicago, June 24.—The memorial services for the late E. H. Sargent were held in Northwestern University. Many family and business friends and associates, and teachers and students of the School of Pharmacy attended. After prayer and music, commemorative speeches were made by President T. F. Holgate, of the University; Rev. Louis P. Mercer, for a number of years pastor of the deceased; Henry Biroth, representing the Chicago Veteran Druggists' Association, and Albert E. Ebert on behalf of the A. Ph. A. Mr. Sargent was a member of the Executive Committee of the School of Pharmacy of Northwestern University from its beginning in 1886 until the time of his death in 1904.

In his address, Mr. Biroth spoke of his long acquaintance with Mr. Sargent, which dated back to 1857, when the latter arrived in Chicago from the East, a young man of twenty-two. He soon became known to every pharmacist and physician in Chicago, and his store had a reputation which extended beyond the confines of the city. From that store emanated men like Albert E. Ebert, T. N. Jamieson, W. Gray Bartlett and others well known in pharmacy. Mr. Sargent's ideal, Mr. Biroth said, was scientific pharmacy, from which "commercialism" should be separated and subordinated. He was president of the A. Ph. A. in 1869. Socially he was a broad-minded and public-spirited citizen. Fate could never keep him down. Even the great fire of 1871 that wiped out his splendid store, and the loss incident to a second calamity which again almost destroyed his store, did not weaken his courage. Mr. Biroth said the name of Mr. Sargent would be an incentive to every student of pharmacy.

Mr. Ebert, representing the A. Ph. A., spoke in a similar strain. He had known Mr. Sargent as employer, preceptor, counselor and friend. Mr. Sargent was deeply interested in pharmaceutical education and was prominently identified with the organization of the Chicago C. P. in 1859, serving both as its secretary and president, retaining the latter office many years. After closing his work with the college, he became identified with the School of Pharmacy of Northwestern University, serving as one of its trustees up to his death.

It was through his influence, Mr. Ebert said, that the A. Ph. A. held its meeting in Chicago in 1869, and he was recognized by Procter, Parrish, Maisch and Squibb as the leader of Western pharmacy. It was he who suggested the means for providing a fund from life membership in the A. Ph. A., thereby putting the association financially on its feet. His plan for a world's congress of pharmacy at the Centennial Exposition, in Philadelphia, was not carried out, but was adopted many years later at the World's Fair in Chicago. He was a member of many associations and did great work in other branches of science.

Mr. Ebert spoke very feelingly and said that the deceased was an honored member of the Veterans' Association, whose motto is "Cheers for the living and tears for the dead."

A PHASE OF CITY PRACTICE.

A New York City druggist was called upon a short time ago to aid a customer who had been injured in a street car. The customer was an old man who had been knocked down by a passing street car just in front of the drug store. He was rendered unconscious and a policeman, after carrying him into the drug store, called an ambulance. In the meantime restoratives applied by the druggist revived the victim, and he refused to go to a hospital, ride in the ambulance or to give his name and address. The patrolman fumed and fussed, and while out to see what was the matter with the ambulance, the druggist slipped the old fellow out and who thereupon mingled with the crowd and disappeared. The patrolman was furious and vowed that the druggist would receive but little consideration from him in the future.

IN THE PROCTOR HOUSES.

For nearly six years the excellent stock companies maintained by F. F. Proctor, at his three New York theatres and his playhouse in Albany, have been steadily increasing in clientele. In summer and winter alike the productions are scrupulously given, and the high standard of the acting has never varied. The present summer promises to witness better results than heretofore. Not only are the plays selected of a better artistic grade, but the personnel of the stock company has been strengthened. Better than all, the theatres are kept wonderfully cool during these warm days and nights. Broad palm leaf fans are distributed to each auditor, while the means for artificial ventilation are admirable in all of the theatres. The only theatre open in Harlem during the summer is Proctor's One Hundred and Twenty-fifth Street Theatre, where special midsummer bills are arranged to present all the favorites of the big company. "The Tigress," a play never before offered by a stock company, is on for the week of July 3. In the immediate future Harlem will see the first performances of "Little Nell," "Fanchon" and "Dora Thorne."

SODA IN SMALL TOWNS.

How One Indiana Druggist Has Made Success of His Fountain.

HARVESTS HIS OWN ICE.—DOES NOT ENCOURAGE FADS.—WORK AND PLENTY OF IT, NEEDED TO MAKE THE BUSINESS PAY.—CLEANLINESS BIG FACTOR.

The soda trade, according to the successful managers who have spoken through The Era, is one of unceasing effort and planning. Of doing things first, if they are to be successful. Then how about the small town?

Thomas A. Jennings, at Moore's Hill, Ind., a small college town having perhaps 600 inhabitants and 150 students, both young men and women who are seeking an education as inexpensively as compatible with comfortable living, has owned the only soda fountain in the town for twenty years or more. No opposition has been offered him and more compliments than complaints are heard of his soda water.

"Does it pay to run a fountain in a small town? Why and how?" was asked Mr. Jennings.

"In the first place, I put up my ice and sell enough to fully or nearly pay for filling the ice house," was the answer.

"You need a modest fountain. Mine is an eight syrup apparatus, and I find it meets all requirements. The fountain must be reasonably up-to-date. A few years ago, when I went through a series of accidents and some complaints were made that my drinks were not cold enough, I realized my old fountain was out of date.

"I selected a Lipincott fountain with porcelain jars and other improvements. I paid something more for looks than might have seemed necessary. I let the cost run to make the initiative cost of any opposition a bit heavier.

WORK BRINGS SUCCESS.

"You must not be afraid of work. I make my own syrups from granulated sugar. I use only fruit juice flavors, selecting my list from those in the trade that have seemed most satisfactory on trial. The cost in lots of one kind is a small item. I let results speak for themselves. I make chocolate every day, cooking it on my residence stove and the women of the household become expert chocolate makers, as they like the syrup to drink in soda, and take a direct interest in the making.

"I make my own ice cream, first from necessity and then for better cream. Buy good, rich, fresh milk. All arguments to the contrary, rich, fresh milk makes better ice cream than any manufactured ingredient. To all, however, this kind of milk is not available, but to the soda water man in a town of less than 1,000, it is.

"I do not use fancy or mixed drinks. So many occasions arise when I cannot

take the time to make them and we must sell our product for five cents, and to turn the limited finances of our customers into necessarily high-priced drinks, means a cutting down of the trade, as there is only a limited amount of cash to be turned to the fountain. Two crushed fruits are sufficient. Pineapple and strawberry are the best sellers, with sometimes a run on others. If the fruit is before you in suitable price, crush your own, but the market is limited on fruits; so is the use of the fruits after they are crushed. The crushed fruits must keep, or you can turn them back. They are the cheaper in the long run, except on exceptional occasions.

BEWARE OF THE FADS.

"Acid phosphates, heachache salts and a touch of the fads, if they can be simply made, come in good turn, but get rid of the fads as soon as possible. The simpler your methods, the more satisfactory your trade, but the customers must have no reason to call your fountain a back number. With limited occasions for spending money, people learn to live simply, and I never complain when compelled to throw away half of the condensed supply of some fad base that I bought to meet a sporadic demand. Another thing, in the small town you soon know your trade, and a well-directed hint as to the fads turns the trade your way.

"The hard work and the pains I take, may seem a little unnecessary, but there is a popular idea abroad that soda water is wind and water and the revenue is eighty-nine-one hundredths profits, or even a greater proportion. I always take pains to show any one who might be considered a possible competitor, my tanks in the cellar, the gas tank, my sugar barrel and other things that look like running into money.

"It is just as necessary to keep things clean and sweet to tempt the public in a small town as in the larger one, where you have opposition. Soda trade must be cultivated anew each season.

HARVESTS OWN ICE.

"The ice proposition is my biggest argument for profit. In a small town where there are no saloons, as is the case here, the ice trade is not sufficient to tempt a man to go into it for its own sake. The combination helps me wonderfully and I would advise any druggist intending to put a fountain in a small town to look into its possibilities. There are some dull days when I would feel that I was not making much if my ice parted my cash for me, but as it is, it is only my work of getting out the ice that is counted on that side of the ledger."

Mr. Jennings' fountain is in the center of his storeroom. He does not consider that a drawback.

"Signs attract the occasional transient. The townspeople know the fountain is here. They are drawn to the coolest part of the room and they must pass the candy and perfumes. It helps the candy trade more directly than any other line," he said.

To insure the remembrance of his new store, John F. Tiedman, 327 Atlantic avenue, Brooklyn, gives souvenirs on Saturdays. He announces this policy by the liberal distribution of yellow pasteboard slips on which are printed the facts.

SUBWAY SODA FOUNTAIN.

Net Profits Equal to Those of Bar—A Unique Sign.

The Subway Tavern soda fountain has proved an agreeable surprise to the owners and a source of wonder to druggists in particular. The fountain, situated as it is in the front room of the building, facing the intersection of Bleecker and Mulberry streets, this city, has an advantageous position in that all who enter that main door have to traverse the room before entering the lounging room, cafe or descending to the basement which contains the old fashioned tavern dining room with sanded floor and other appropriate appurtenances.

The fountain, the latest sanitary type of the Twentieth Century, of marble, onyx and mahogany, is on the right on entering the room from the street. The other side of the room has a number of chairs and tables for the accommodation of patrons. Syrups are contained in bottles, which in turn are partially submerged in an ice cooling tank in front of the machine and plainly visible to all.

Manager J. Jantzen imparted a few facts in relation to the fountain that will interest the druggist. He said that the fountain netted the Tavern Corporation equally as much profit as the bar. Farther, he thought the most important reason was that only pure cream and fresh fruits were utilized in the manufacturing which was done on the premises under the supervision of a trained man. No material of any kind whatever is used to give body to the cream and no preservatives are used in the fruits and syrups.

A unique feature is a large and tasteful sign, which surmounts the partition which separates the fountain room from the lounging room. The sign is of dark green, with gold lettering. That side, which can be readily seen from the lounging room and bar has on it the forcible direction: "This way to the water wagon," and never fails to elicit a hearty smile from each newcomer, for he seems to know instinctly that there is something in that direction to dispel clouds and doubts.

Aside from the regulation fountain drinks the tavern dispenses two exclusive drinks which have a good sale. One is "Violet," which has the taste and odor of the freshly crushed flower, and the other is called "Yara," a Japanese name for a tasteful mixture which makes one think of strawberries and raspberries.

NEW FOUNTAIN IN ROANOKE.

Roanoke, Va., June 27.—The Barnes Drug Company, of this city, has installed a new "Innovation" fountain in its store, which is perhaps the handsomest in the State of Virginia. The dispenser faces the customer, and the rapid dispensing devices enable him to serve three persons in the length of time it would ordinarily require for him to serve one. The serving counter is also a refrigerator, which keeps all the syrups, fruits, etc., at a proper temperature and ready at all times for instant service. The fountain is built entirely of marble, on onyx, glass and silver.

When the customer steps up to the fountain in the Barnes store, there is everything to appeal to his appetite. There is neatness in every nook and corner, and the glasses, cups and other equipment are tastefully arranged and attractively displayed.

At the opening of his new pharmacy at 327 Atlantic avenue, in Brooklyn, J. F. Tiedman distributed as souvenirs many pretty articles to adult customers and made the hearts of the children happy with baseballs, fans, and china dolls. The situation of the new store is especially good, as it is the only pharmacy between Court street and Third avenue on Atlantic avenue.

SODA FOUNTAIN IN SUBWAY TAVERN.

THE CASTOR OIL INDUSTRY.*

United States Ranks as One of the Largest Consumers.

UNITED KINGDOM LEADS IN EUROPE. —LARGELY USED IN DYEING OPERATIONS. VALUE AS A MEDICINE. —ITS MANUFACTURE IN THIS COUNTRY CONFINED TO THREE CITIES.—PROCESSES OF PRODUCTION ONLY TWO COMMERCIAL GRADES.

Castor oil is now extensively used in countries which manufacture large quantities of calicoes and colored cotton goods. The United Kingdom is the greatest European consumer, and of the other principal consuming countries the United States ranks easily among the first. As compared with the enormously increased consumption of other fixed or expressed oils, the use of castor oil in the United States is on a small scale; the annual consumption is measured by hundreds of thousands of gallons, where that of either cottonseed oil or linseed oil amounts to tens of millions. However, the functions that castor oil performs in industry and in the arts are of great economic importance, as becomes apparent from a consideration of the varied uses to which its peculiar properties adapt it.

USE IN DYEING COTTON GOODS.

Within comparatively recent years, that is, since aniline dyes have almost completely supplanted the mineral and vegetable dyes formerly used in coloring cotton textiles, an extensive demand for castor oil has sprung up in the industry of dyeing and printing cotton goods. Without presuming to invade the intricacies of the dyer's art wherein secret recipes for the compositions of colors and their application to cloth are the property of each individual dyer, it may be said that the general principle underlying the utility of this oil in coloring processes is that the aniline and alizarine dyes are soluble in sulphurated castor oil; in other neutral fats and oils these dyes, with few exceptions, are in general insoluble. In certain processes of dyeing and printing, therefore, castor oil enjoys a practical monopoly over all other oils.

USE FOR MEDICINAL PURPOSES.

Probably the next most important channel of consumption is the drug trade. In earlier days castor oil was best known as a medicine. The once universal disposition to regard it as a "sovereign remedy" is still among the early remembrances of living men. Not only was the customary maternal diagnosis of each childish ailment prone to result in a repulsive dose of castor oil, but even among hardy adults, occasional self-prescribed doses of this so-called panacea were deemed necessary to the continuance of perfect health. Thus, two factors contributed to its consumption—its positive value as a medicine and its apparently harmless effect upon good health. In addition to its common use as a purgative, rheumatism, lumbago, skin affections, cramps, colds and a host of other ills were popularly believed to yield to its curative properties; in fact, medicinal use was a highly important element in the castor oil trade. Naturally, the marvellous advance that has been made in medical science in recent years, has resulted in the widespread substitution for this once popular cure-all, of less nauseating, if not more efficacious drugs. As a general rule, physicians less frequently prescribe it. Modern preparations in capsules and compounds, has, it is true, had a decided tendency everywhere to perpetuate its traditional uses as a self-prescribed remedy. In some rural communities, too, especially among the colored people of the South, its medicinal virtues still retain much of their old-time popularity, and in some pharmaceutical compounds it is still a staple. In short, considerable quantities of the high grade of castor oil are still absorbed by the drug trade, although its value as a medicine has, on the whole, somewhat declined in public esteem, and there no longer exists for it so universal a demand as a "home remedy."

MISCELLANEOUS USES.

Castor oil has many other and varied ones, some of which are not common to the United States. Was the trite saying, "Every man to his taste," ever better exemplified than by the almost incredible custom, said to prevail in parts of China, of using castor oil as a cooking grease, as lard is used in America? A less surprising, but, as judged by American standards, almost equally uncommon custom, is the use of this oil in British India and in some other Oriental countries as an illuminant. In British India, it is reputed, among other uses, to be extensively used as a lamp oil, and reports of no ancient date even refer to it as the illuminating agent in railway cars. Castor oil also has in some countries extensive uses as a lubricant. In Australia, which imported 769,392 gallons in 1898, the chief use is officially stated to be for this purpose, and the decline in imports in 1902 to less than 500,000 gallons, is attributed to the substitution for this vegetable product of the mineral product, petroleum. It may also be noted that in the Cape of Good Hope, where the oil is probably largely used for the same purpose, 307,728 gallons were imported in 1902. To a limited extent this oil is used for lubricating purposes in the United States. As is well known, the mechanical function of lubricating oils is to form a coating or cushion between the rotary surfaces, thus keeping them free from contact and preventing loss of power through friction. To this purpose castor oil, being heavily bodied, viscous, and non-drying, is in most cases well adapted. It is the heaviest of fatty oils, having a density of 0.96, and is particularly adapted to the oiling of fast moving machinery, because the heat generated keeps it in a liquid state. In the oiling of special kinds of machinery, carriage wheels, etc., it is still used to a small extent in the United States; but for general lubricating purposes the cheaper but lighter bodied mineral oils, to which the required viscosity is frequently given by the admixture of resin, have almost completely supplanted this as well as other oils. The esteem in which castor oil was popularly held as a lubricant, however, is suggested by the fact that petroleum products adulterated with resin are in some instances now sold in the markets under the designation of "machine castor oil." Castor oil also has properties that adapt it to use in the dressing of leather, and a demand for limited quantities exists in the United States, especially in country districts, for domestic use in oiling and softening boots, shoes and harness. Among minor uses may be mentioned its use in the manufacture of "sticky fly paper" and of the so-called glycerin soap. For some of its varied uses it is apparent that the demand for castor oil in the United States has declined; for others, especially in recent years, it has increased. The resultant of these opposing forces, however, is that consumption as a whole is on the upward trend. Quantitatively, the consumptive demand for this product in the United States is now probably at its maximum up to this date, and absorbs in round numbers about 1,000,000 gallons annually.

MANUFACTURE OF CASTOR OIL.

The manufacture of castor oil in the United States is an economically important, but, as measured by the capital invested and labor employed, a small industry. As is true of most of the industries engaged in this country in the expression of oil from oleaginous seeds, however, the productive capacity is far in excess of the total demand for oil. Of the dozen castor oil mills located in different sections of the United States, several have been practically idle for some years. The remaining mills, though constitutiong the so-called active branch of the industry are operated with irregularity or as the exigencies of the supply of castor beans and the demand for castor oil require. The present principal active centers of the industry are Jersey City, N. J., St. Louis, Mo., and Memphis, Tenn. A single mill is located in each of these centers, excepting that in St. Louis (including one mill in East St. Louis) there are three. The mill in Jersey City, containing six presses, the largest number in any mill in the United States, is advantageously situated for handling imported beans. The western mills, operating three or four presses each, were originally established for pressing the crop of the castor bean belt of the United States. There are also two mills in Boston, Mass., one of which is operated in connection with an alizarine assistant manufactury; one in Brooklyn, N. Y., and a mill in Grand Rapids, Mich., adjuncts to the manufacture of sticky fly paper. Doubtless the productive capacity of the castor oil mills of the United States is sufficient to supply double the country's requirements of castor oil.

PROCESSES OF MANUFACTURE.

The equipment of a castor oil mill is identical in its main feature with that of a linseed oil mill or of a cotton seed oil mill; that is, the mechanical unit of production is the hydraulic press. Oil is obtained from castor beans, as it now is most commonly from all oleaginous seeds, by hydraulic pressure. In the preparation of the beans for pressure and in the clarifying and refining of the oil after expression, it is possible that slightly different processes are used in different mills; consequently, as is natural in a small industry like this, considerable reserve is maintained by owners concerning even the

*By Charles M. Daugherty, of the Bureau of Statistics.

Reprinted from Yearbook of the U. S. Department of Agriculture for 1904.

mechanical operations of their plants. The principal features of the process of extracting oil from castor beans, however, are evident. The beans, first cleansed of fragments of capsules, stones, dust, etc., an operation that in the case of imported beans entails a loss of from 2 to 5 per cent., are not decorticated, as cotton seed is, nor crushed between rolls, as most oleaginous seeds are, but pressed whole. Decortication is not necessary, and the operation of crushing is impracticable, because the beans would cake too much upon the rolls. They are heated or not before pressure, according to the purposes for which the oil is destined. Heat renders the oil in the beans sufficiently liquid for easy expression, but, if carried to a degree higher than the hand can easily bear, has a tendency to discolor the oil and render it unfit for medicinal and undesirable for some other uses. The more common custom, therefore, is to press the beans cold by submitting them, inclosed in bags, to gradual pressure for the requisite length of time in a powerful hydraulic press. In most mills the practice seems to be to submit the beans to a single pressing. This custom differs from that prevailing in some other countries, where after the first pressing the pulp or pomace is removed from the press, broken in pieces, heated, and submitted to pressure a second or even a third time, each subsequent pressing, however, producing a lower grade of oil. The oil, as it flows from the press is a whitish liquid, from which the starch, albumen and mucilage are afterwards removed by careful processes of clarifying and refining; the resultant product is the castor oil of commerce.

Two grades are placed upon the market, known commercially as No. 1 and No. 3. The former grade commands the higher price and enters largely into medicinal uses; the latter is usually quoted at from ½ cent to 1 cent less per pound, and supplies various industrial needs. Both grades are sold by the pound, or unit of weight, and have lately been commanding from 9 to 11 cents per pound, as compared with 10 to 12 cents per pound a few years ago.

VALUE OF PRICED DISPLAYS.

An uptown druggist with a very attractive window display of toilet accessories and luxuries, failed to put a price mark on a single item of the big variety he has, and, as a consequence, a nearby pharmacist with not nearly so attractive a display, but with each article distinctly price marked, is doing double the business. Observation on the part of the reporter developed that phase and inquiries elicited the surprising information that the apothecary having the unmarked goods on display was selling many articles at a much lower price than the "fellow around the corner." The latter said he had the bulge on the other fellow, who, in turn, admitted that he had made a mistake by omitting the price marks, but he said there were so many articles to mark that he did not feel that any of his force could be spared to attend to the work.

Wolf-Wilson Drug Co., Sixth street and Washington avenue, St. Louis, have a fine window of sponges, in boxes and bales.

SHOW WINDOW FEATURES.

Originality Characterizes Displays in Many Drug Stores.

A MINIATURE AQUEDUCT MADE OF CARTONS OF A BALM.—FEATURING THE THERMALITE BAG.—GOOD USE MADE OF INSIGNIFICANT MATERIAL.—WASH-TUB USED TO ATTRACT ATTENTION.

One of the Kinsman windows in the One Hundred and Twenty-fifth street store was filled with Oxzyn Balm last week. There was nothing very striking about the display, save the method of treatment of the price card. The goods were built into a miniature aqueduct of two arches and the square cartons of the goods suggest masonry very well. The floor and background was covered with green crepe paper against which the white of the cartons stand out prominently. The price card gives first the regular prices of the various sizes through which are run pen scratches, and under are prices cut about 25 per cent.

The Kalish Pharmacy, Twenty-third street and Sixth avenue, New York, have been running two demonstrations, the Thermalite bag and "De Miracle." Of the former be it said that it sells rapidly. Its own novel points are its best introduction and display, which is later backed up by its solid merit in use. The demonstration of the latter article is backed up, however, by a window display. Being a mechanical automatically moving device it attracts great crowds. In brief, the window is fitted up as a lady's boudoir in the height of style. The floor is covered with Persian rugs. In one corner is an oak dresser with an unusually large mirror. All the requisite articles for a Twentieth Century woman's toilet are displayed. In the center stands a small table on which are grouped carelessly a few unwrapped containers of the featured goods. In the most prominent corner is a lay figure decked out effectively as a flaxen haired young woman, seated in a Morris chair. One foot, gracefully extended, rests upon a hassock, thus displaying a fancy black hose and a neat oxford tie. She is evidently in deep mourning, as she wears a heavy black negligee robe. The skirt of this flows back and displays very dainty lingerie. She is mechanically alive, for she lifts a hand mirror and gazes intently into it, moving her head so as to view first one side and then the other of her face. Occasionally she appears to discover a superfluous hair, whereupon she slowly lifts the other hand and touches it with a camel's hair brush, supposedly saturated with "De Miracle." After this she relaxes and rests comfortably with a relieved expression, for a short time.

POSSIBILITIES IN INSIGNIFICANT MATERIAL.

F. K. James, 700 Eighth avenue, has a blue and white window. The article featured is a new corn file. The goods come on white cards which are folded so as to have three sides, a cross section of the whole arrangement forming an equilateral triangle. On each face are four files, the entire card thus carrying a dozen. On these white surfaces is blue lettering so that the rows of cards in the window produce a white and blue harmony. The store has a long frontage on Eighth avenue and the window runs the whole distance. The glass is bordered with large round labels, enlarged reproductions of the labels on the cards, lettering blue, ground white. These pasters create a camera effect for the whole display. The rows of triangular based, three-faced cards, suggest the tents of a miniature military encampment.

Louis B. Epstein signalized his purchase of Sanborn's Pharmacy, Second avenue and Fiftieth street, by an unique window display. A large wash-tub, complete with board, soap and scraps of soiled linen occupied the center, and bore the sign, "All the old business washed out, new management washed in." A line of handkerchiefs, each tagged with the name of a perfume, was strung across the rear of the window. With this went a generous display of perfume and the sign, "You cannot wash the odor out"—thus killing two birds with one stone.

G. Wiley Holmes, 1921 Broadway, led with a violet window display. Along the floor, close to the glass, small violet-colored cartons are placed on their sides, with every third one erect. Behind this, reaching half of the height of the window, and exactly in the center, is a framed testimonial, with seal and ribbons attached, which was awarded at the Louisiana Exposition. Flanking this and filling the side spaces are the opened boxes containing one dozen each of the small violet cartons. Garlands of violet crepe paper are draped from the sides of the window to the lighting fixtures and attached to these hang violet paper bells. The price is shown by pasting some of the cardboard cartons themselves on the glass to form the figures 15. A card with violet lettering reads, "Every May morning I bring the violets."

George F. Schreyer, 747 Second avenue, is selling nursing bottles by simply filling the window with them in a careless manner. At the rear a little above this pile of glass is a small bath tub in which is seated the lay figure of an infant. A card states, "Carrying a large stock of nursing bottles is a sign of being abreast of the times." In the second window, above a soap display hangs a card list of forty-one names and addresses of physicians in the territory from which the store draws its trade.

OLD THINGS IN NEW GUISE.

There is a bulletin board across the rear of the store within, attached to the prescription desk, upon which customers find price changes and other notices of interest. Here too are labels of seasonable goods. One of these on a telegraph blank, reads, "Give a quarter of a quart of lime water for one-fifth of a quarter." Another is, "Eight options for five cents. 1 pint lime water in your own bottle, 1 pint lime water in our bottle, 1 pint lime water in one of our sterilized bottles, 1 pint distilled water in your own bottle, 1 pint distilled water in nursing bottle, 1 pint distilled water in sterilized bottle, 1 pint graduated nursing bottle, 1 pint plain nursing bottle." A row of glass containers filled with crude drugs, placed on the top of the shelves, features the prescription department.

A STATIONERY WINDOW.

J. A. Proben, 295 Amsterdam avenue, already has his stock of summer stationery on hand, and calls the attention of the traveling public to that fact by a window display. In one corner is a single dark red box of paper, the cover lettered in gold, "Red Royal." In the opposite corner is another single box, but this is green with silver label. Between come several boxes of "yachting" paper in boxes of a cool green tint adorned with a representation of the last cup defender under full sail, tossing up the sea at her bow and standing out against the background in her pure whiteness. Then follow Swiss mull, Dresden lawn, and other varieties of paper with covers which represent the goods contained. The central group is very pretty, for it is composed of boxes of Holland lawn which are stamped with views of windmills, canals, and Dutch women in their large wooden shoes. There are several other varieties. A card states, admirable in its simplicity, "Fine Papeterie."

Among the Brooklyn druggists who state that their business has already been benefited by the N. A. R. D. movement is Adolph Schwartz, whose store is at Atlantic and Third avenues. Notwithstanding his close proximity to several large department stores, he finds his trade increasing at the improved prices. The public, he says, pays very little attention to the various articles in the daily press regarding a drug trust and a rise in prices. Indeed the masculine customers completely refuse to even go around the corner to see what the department stores are quoting, claiming it is too much trouble over a small matter.

The Hegeman Corporation store on One Hundred and Twenty-fifth street has been pushing the sale of package roasted coffee by a window display. There was nothing extraordinary about the decorative arrangement, but the whole matter served to call attention to the fact that there is a good profit for druggists in the handling of package coffee. The corporation also distributes a rather elaborate circular on the subject. It is about twice the size of the ordinary circular, but is folded several times before mailing. Printed on plain white paper in black ink, the major portion of the space is devoted to a description of the merits of this particular brand of coffee and a brief talk on the process of growing and marketing in the Sierra Madre mountains of Guatemala. On the left margin is a reproduction of a picture of a quezal bird, or coffee bird, which is used as a trade mark.

A short time ago W. T. Jordan, of Lock Berlin, near Lyons, N. Y., exported 2,000 pounds of peppermint root to Toronto, Canada, for propagation. Several attempts to cultivate the root were unsuccessful, but a later one justified the experimenters in making the attempt again.

The Zwarts Pharmacy, Broadway and Locust streets, St. Louis, is attracting attention to their line of stogies, with the following sign in their window: "Are you fishing for a good smoke? If so, try these poles. They are good ones; a little rough on the outside, but fine inside, and they cost three for five cents."

APPRAISERS' DECISIONS.

The protest of the Eastman Kodak Company against the assessment of duty on paper coated with baryta, was overruled by the Board of General Appraisers on the ground that it was paper surface-coated for photographic purposes.

M. Noser, et al, was sustained in his protest by the Board, that storage charges on detained merchandise consisting of food held for examination as to purity, should be paid by the Federal government.

The Federal Circuit Court of the Southern District of New York reversed the decision of the Board of General Appraisers that F. Zaloom & Sons be assessed duty on an importation of sesame oil or ground sesame seed, as an unenumerated manufactured article. The court held that sesame oil, or ground sesame seed from which the oil had not been extracted, was not dutiable, irrespective of the fact that there was another and more refined product on the market, known by the same name. It was held that the product in question was not a food as contended by the contestants.

DRUG WINDOW DISPLAYS.

J. Colp, at 209 Bleecker street, changes his window often, but makes no special effort to attract trade, as he has been in his present place of business nineteen years and is satisfied that his method of getting trade and retaining it is the best. Mr. Colp's method is to have in stock a complete variety of drugs and chemicals, so that he can fill any prescription brought in or supply any known want of that cosmopolitan locality. One of the most striking features of the Colp Pharmacy is its compactness and another is the thoroughness with which every inch of available space is utilized. The store with its central window and two doors, one on each side of the window, is specially adapted for display purposes. However, as has been mentioned, Mr. Colp does not make window dressing an important part of his business, depending upon his ability to supply every demand made upon him. Every wall and show case is filled with a full line of the prerequisites of the business and so arranged that no time is lost hunting for a single article; everything within easy reach of the dispenser's hand. Another striking feature is that everything is clean; even if old, the fittings have a lustre which few of the other downtown stores have.

It was a boarding-house. The newcomer was given a general introduction to the regulars ere the dinner bell rang. He was seated between the Cheerful Idiot and the Girl with the Auburn Hair. "Mr. Snodkins," began the landlady, "we have adopted a rule that business shall be tabooed at the table. Likewise religion and politics. Have you any scruples —" "Pardon me," said Snodkins, "I am a druggist. Business should be cut out, by all means."

NEW CROP SPONGES.

Commenting on the sponge industry, Albert Hart, manager of the sponge department of Smith, Kline & French Co., Philadelphia, says:

"The new crop of Rock Island sheepswool sponges just marketed brought very high prices. Some of the dealers paid as high as $10 per bunch (1¼ lb. to 1½ lb.) for them, owing to the shortage of the crop. This grade of sponges is so very valuable to the trade that most any price it has to fetch will be paid by some retailers, owing to its strength and adaptability to certain classes of work. The crops of recent years have been very small, and the demand very large, chiefly attributed to the depletion of the beds, which do not have sufficient time to recuperate, hence the prevailing high prices, which give every appearance of permanency."

THE BOER WAR.

So far as genuine realism is concerned, the Boer War at Brighton Beach is a great success. The field covers twenty-seven acres, ten of which are devoted to military and native camps. The arena is backed by a finely-painted scene representing the Drakensburh mountains, with the quaint Boer homesteads and churches in the foothills. These form a background for a most realistic reproduction of two of the most decisive battles of the Boer War —the Boer victory of Colenso and the surrender of Cronje at Paardeberg. In these battles eight hundred British troopers, veterans of the contest they now rehearse, and three hundred and fifty Boers, led by the commanders whose names are found in history, take part. The Baldwin air ship, the famous "California Arrow," is soon to make daily ascents from Brighton Beach. Leo Stevens will be the aeronaut. This air ship is the only one that was successfully navigated at the World's Fair.

A SPONGE MAN.

A Sixth avenue department store window dresser got entangled in the sponge store room not long ago, and as a result created a little sponge man which is attracting no end of attention to shoppers in that crowded district. The little man is made of sponges from scalp to heel, and the effect is realistic, being materially aided by a few dashes of paint of black and red. He stands gazing into space from his foot and a half height and reigns supreme in the window. He possesses a large and well-developed cranium, fronted with well-balanced features and surmounting a rotund body, which in turn is supported by a pair of spindle shanks. Attired in a costume made of the several flat varieties of sponges, the lightsome fellow stands to attract sponge business. Druggists would do well to follow the idea out.

It is said in Alexandria, Ind., that T. H. Jones, of that city, boasts of the smallest ginseng farm in the city, if not in the State. The farm covers an area of 396 square feet and in that space are 1,025 plants, of three ages, from one to three years. So far Mr. Jones has expended about $80 and expects to net at the rate of $8 the pound, between $500 and $600, calculating that each root will weigh one quarter of a pound at the time of selling.

CHANCE FOR LARGE PROFITS.

Big protected profits are assured by Wells & Richardson Co. to druggists who handle Lactated Food. The company is in the field with a new and strong proposition to the retailers, which, it is claimed, will enable them to get a larger profit on Lactated than on any other food. The proposition is one which has made something of a sensation in the trade. With a purchase of an $8 quantity of Lactated Food, Wells & Richardson Co. offers to mail to twenty customers of the purchaser, a convincing booklet, bearing the imprint of the druggist and offering for free trial on receipt of the postage, a 25-cent package of Lactated Food. The company will also send, charges prepaid, for store advertising, 200 picture cards, with the name of the drug gist printed on them, one four-fold window display card and twenty-five baby booklets, with the druggist's imprint. With a purchase of a $16 quantity, this special advertising offer will be doubled, and a discount of five per cent. will be allowed. The offer is printed in full in the advertising columns of The Era.

IN BIG DEMAND.

In one respect burnt leather Postal Cards differ from so many novelties, which become a fad for a time and then lose their popularity. These Postal Cards are in larger demand now than they were when they were first put on the market, and the sales show a steady increase. There is a good profit in the cards, and druggists who have handled them are pleased with the result. They make a quick selling and profitable side line for the drug trade, and one which can be carried for a long time, while the demand for them is on the increase. They retail at a profit which makes them easy to dispose of, and which still leaves a good percentage for the trouble of handling them. The Risley-Bird Manufacturing Company elsewhere in The Era call attention to the burnt leather Post Cards, which "sell like hot cakes."

"IRRESISTIBLY DELICIOUS."

"Irresistibly delicious" is what is claimed for Peter's Milk Chocolate, and with the reputation of being not only the original, but as good as there is on the market, it is a product which finds a ready sale. A standby of the druggist, the makers help push it by extensive advertising, so that the man who handles it is sure of his profits. As an eating chocolate Peter's ranks first, and in the many years it has been before the public, it has only gained in the esteem of lovers of chocolate. In another part of The Era, Lamont, Corliss & Co. make their announcement to the trade.

—George A. Dykeman, who has now been with the H. K. Mulford Company for three years, has opened his retail drug store in Palenville, Green Co., New York, for the summer. Mr. Dykeman's custom is to keep this open from about June 15 until November, devoting the rest of the year to his work with the H. K. Mulford Co. The Palenville store has been very successful for many summers, and all tourists to the beautiful Catskill mountain region are familiar with it. Mr. Dykeman formerly was head of the firm of Dykeman & Schofield, druggists, in Catskill.

BUSINESS RECORD.

ALABAMA.
Fort Deposit.—Fort Deposit Drug Co., succeeds Coleman & Co.

ARKANSAS.
Wilmar.—J. E. King & Co., succeed Ganaway Drug Co.

CALIFORNIA.
San Francisco.—Olsen & Spiro, succeed F. W. Mixter, Market and Haight.

CONNECTICUT.
Bridgeport.—J. C. Prote, 18 Fairfield Ave., new store.
Hartford.—Percy G. S. Buck, succeeds J. C. Duchette, 28 New Britain Ave.

DISTRICT OF COLUMBIA.
Washington.—James O'Donnell, 904 F St., new store.

GEORGIA.
Augusta.—Green & Horsey, succeed N. L. Willet Drug Co., 812 Broad St.

IDAHO.
Idaho Falls.—Changnon Drug Co., succeeds Park Avenue Drug Co.

ILLINOIS.
Rockford.—Frank O. Segurd, 530 7th St., dead.

INDIANA.
Knightsville.—D. W. V. Morton, succeeds C. A. Withers, dead.
New Albany.—E. C. Rockenbach & Son, succeed Mrs. Emma Rockenbach, 123 W. Market St.

IOWA.
Des Moines.—Fairground Phcy. (O. A. Weaver, Mgr., succeeds V. D. Cowles, 30th and Walnut Sts.
Dubuque.—T. W. Ruete Drug Co., succeeds T. W. Ruete, 656 Main St.
Melvin.—F. W. Graves, new store.
Webb.—Johnston Bros., succeed Ney Bros.

KANSAS.
Baldwin.—J. F. Schnebly, succeeds W. G. Edelbute.
Durham.—J. F. Shaner, succeeds C. R. Shaner.
Edgerton.—Dr. Geo. Jewett, succeeds J. O. Larrick.
Wichita.—Palace Phcy, succeeds Dockum Drug Co., 128 N. Main St.

MASSACHUSETTS.
New Bedford.—Frank M. Douglass, 212 Union St., dead.

MICHIGAN.
Central Lake.—Wm. F. Vaughn, dead.
Detroit.—John P. Rheinfrank, 506 Gratiot Ave., dead.
Saginaw.—G. W. F. Hesse, succeeds Geo. Hemmeter, 1205 Court St.
South Haven.—Robt. Patterson, succeeds Remington & Patterson.
South Haven.—M. Van Alstyne, succeeds R. G. Noyes.

MISSISSIPPI.
Terry.—W. T. Head, damaged by fire.

MISSOURI.
Dover.—R. W. Ashworth succeeds Meng & Zeysing.
Springfield.—Drs. Anderson & Lockwood, succeed Dr. A. T. Holt, Sherman and Division St.

NEBRASKA.
Cortland.—Richard Wiebe, succeeds E. E. Aukes.

NEW YORK.
New York City.—Fred. Weiss, 264 W. 4th St., new store.
Brooklyn.—Louis Cherry, 1797 Prospect Place, new store.
A. J. Hardenburgh, succeeds T. H. Botham, 315 5th Ave.
Thos. J. Rees, 213 Stuyvesant Ave., new store.
Penn Yan.—Wheeler & Bordwell, T. F. Wheeler, dead.

NORTH DAKOTA.
Crystal.—Dickson & Geston, succeed H. S. Dickson.

OHIO.
Cleveland.—Chalus & Heyner, moved from 686 Hough Ave. to Fleet and Petrie Sts.

OREGON.
Grants Pass.—W. H. Flanagan.new store.

PENNSYLVANIA.
Altoona.—Chas. R. Simpson, succeeds H. L. Murray, 8th Ave. and 9th St.
Lancaster.—Monroe E. Zerphy, succeeds W. Harry Davis, 40 N. Duke St.
Newville.—Miss Lizzie Hough, succeeds John W. Hough.
Philadelphia.—B. Ulanski, succeeds Wm. D. W. Hall, 6th and Read Sts.
Pittston.—Wm. J. Mayo, succeeds, W. C. Price, 87 N. Main St.

TENNESSEE.
Chattanooga.—D. B. Vance, new store.
Galiatin.—Max Bandy, new store.
Lafollette.—A. M. Riggs, burned out.

TEXAS.
Canadian.—Hoover & Hood, succeed J. L. Jennings & Co.
Denison.—A. G. Reynolds, succeeds J. L. Jones & Co.
John S. Mallory, N. Rush Ave., new store.
Ganada.—Dr. J. C. Dobbs, burned out.
Walling.—H. N. Atkinson, damaged by fire.

UTAH.
Ogden.—Utahua Drug Co., 25th St. and Washington Ave., new store.
Salt Lake City.—W. W. Anness, 1st and O Sts., new store.
Johnson-Pratt Drug Co., 32 S. Main St., sold out; no successor.

VERMONT.
Castleton.—Dr. J. J. Trudel, new store.

VIRGINIA.
Edenburg.—Peoples Drug Store.new store.
Norfolk.—Southern Drug Co., succeed McCarrick & Lewis, Commercial Place.
Pocahontas.—Geo. S. Landon Co., succeed Pocahontas Pharm. Co.
Richmond.—H. B. Hatcher Drug Co., succeed Chelf & Co., 106 N. Pine St.

WEST VIRGINIA.
Belington.—Belington Drug Co., damaged by fire.

WISCONSIN.
Galesburg.—Model Drug Store, new store.

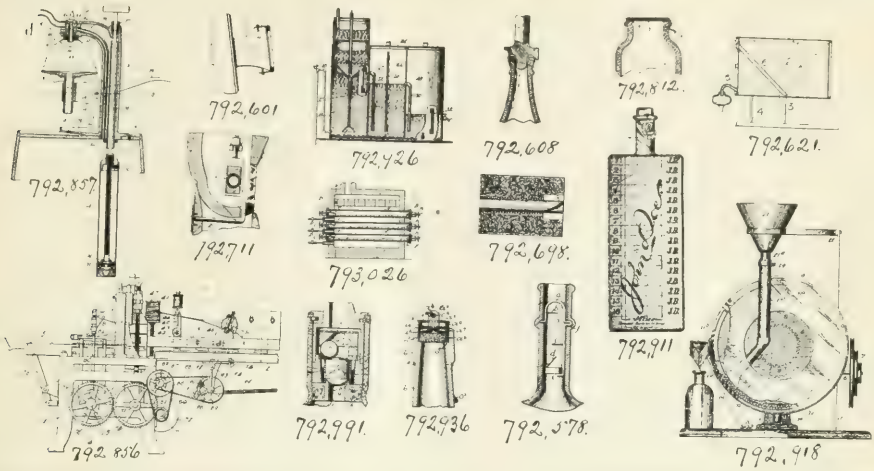
COCA-COLA CO.'S COUPONS.

Possibly the most attractive piece of magazine advertising, and one of the most expensive ever undertaken by any concern in this country, is the one now being run by the Coca-Cola Company, in several of the leading magazines. This advertisement is in the form of an exceedingly handsome colored insert, which is bound to attract attention. The total issue of these inserts will run up into the millions and while the initial expense will be enormous, it represents but a small proportion of the actual cost of the campaign. Every one of the inserts carries a coupon which, when cut out and presented to any dispenser of "Genuine Coca-Cola," will entitle the holder to a glass of Coca-Cola free, and the Coca-Cola Company stands ready to redeem these coupons at five cents each, when returned to their office in Atlanta, Georgia, with bill.

Not everyone, of course, who sees this advertisement will take the trouble to cut out and present the coupon, but it may be assumed that from three to five million of the coupons will be redeemed and this means an increase in business for the soda fountain owners. One million glasses of Coca-Cola at five cents each amounts to $50,000, an average of almost $2 for each soda fountain in the United States. This stupendous offer will continue throughout the season. This sort of enterprise on the part of the Coca-Cola Company is deserving of the support and co-operation of the dispenser, who should display signs inviting holders of Coca-Cola coupons to drink at his fountain, conspicuously about the front of his store. A short ad. in the druggist's local newspaper will bring persons, and returns to his fountain far in excess of the cost of the advertisement.

—Charles B. Winslow, a druggist in Hutchinson, Kan., since 1872, is dead. He was a Mason, a Knight Templar and an Elk.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued June 20, 1905.

792,578—Harry S. Arnold, Scranton, Pa. Non-refillable bottle.

792,589—Samuel B. Grimes, Cincinnati, O. Percolator.

792,601—Walter S. Little, Lynn, Mass. Sanitary attachment for speaking tubes or telephone mouthpieces.

792,608—Michael J. Owens, Toledo, O., assignor to the Toledo Glass Co., Toledo, O., a corporation of Ohio. Method of forming interiorly grooved bottle necks.

792,621—Adolph H. Schlueter and Theodore A. Schlueter, Oakland, Cal. Containing and pouring can.

792,629—William Sunderland, Lehi, Utah. Process of treating the plant balsam orriza.

792,698—John F. Cunningham, Springfield, Mo., assignor of one-half to J. O. Moore, Springfield, Mo. Fumigating candle.

792,711—Edward Koeber, Chicago, Ill. Artificial limb.

792,783—Wilhelm Muthmann, Munich, Germany, assignor to the Roessler & Hasslacher Chemical Co., New York, N. Y. Manufacture of prussic acid.

792,812—Ralph E. Brown, Cleveland, O. Closure for jars or bottles.

792,857—William E. S. Strong, Detroit, Mich., assignor to The Winkley Company, Hartford, Conn., a corporation of Connecticut. Filling apparatus.

792,886—Max Engelmann, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Process of making Dialkyl barbituric acids.

792,911—Henry Metzinger, New York, N. Y. Fraud-detecting bottle.

792,918—Charles A. Ohlendorf and William Brough, Baltimore, Md., assignors by direct and mesne assignments to Burt Machine Co., a corporation of Delaware. Tablet or pill counting machine.

792,926—Lewis Quimby, Youngstown, O. Filter.

792,934—Robert A. Sibbitt, Carleton Place, and Archibald K. McLean, Ottawa, Canada. Apparatus for recovering turpentine or other products from wood.

792,936—Arthur R. Smith, Providence, R. I. Bottle stopper.

792,991—Fred Jost, San Francisco, Cal. Non-refillable bottle.

793,026—Henry S. Blackmore, Mount Vernon, N. Y., assignor by direct and mesne assignments, to Blackford Utility Oil Company, a corporation of the District of Columbia. Process of separating sulphur from the sulphur containing constituents of petroleum and making hydrogen carbid.

TRADE-MARKS.

Registered June 13, 1905.

1,722—Kress & Owen Co., New York, N. Y. Alterative solution for the treatment of mucous membrane. The hyphenated word "Glyco-Thymoline."

1,769—E. C. De Witt & Co., Chicago, Ill. Remedies for the bowels and liver. The words "De Witt's Little Early Risers."

1,815—Henry Heil Chemical Co., St. Louis Mo. Medicinal preparation in the form of a mixture used as an antiseptic, germicide, and healing agent. The words "Diamond Eczema Cure."

1,847 — George Mortimer, Boston, Mass. Liquid specific for female complaints. A fanciful representation of the head and shoulders of a woman with herbs projecting above each shoulder, the portrait and herbs surmounting inclined spaces.

1,848—George Mortimer, Boston, Mass. Medicated adhesive plasters. The same representation as in the preceding.

1,977 — Fairchild Bros. & Foster, New York, N. Y. Artificially digested food or peptone preparation. The word "Panopepton."

1,980—Fairchild Bros. & Foster, New York, N. Y. Digestive preparation. The word "Pepsencia."

1,981 — Fairchild Bros. & Foster, New York, N. Y. Artificial digestive preparation. The word "Zymine."

2,023—The Weber Medical Tea Co., Brooklyn, N. Y. Herb teas. A portrait of the late Dr. Ernest A. Weber.

2,025—Sophia North, Arlington, Mass. Remedy for scalp diseases and tonic for the scalp. The letters "D. R." arranged in monogram form.

2,111—Albert G. Groblewski, Plymouth, Pa. Remedy for diseases of the stomach, eruptive skin diseases and as a spring-medicine. The word "Egiuterro."

2,130 — Pneumo-Phthysine Chemical Mfg. Co., Oklahoma, Okla. The compound word "Pneumo-Phthysine."

2,171—The Sanspep Chemical Co., Lexington, Ky. Remedy in tablet form for dyspepsia and all forms of indigestion. The word "Sanspep."

2,200—Maas & Waldstein Co., Newark, N. J. Medical tonics. The word "Ironbrew" associated with the representation of an uplifted arm and hand grasping a hammer.

2,470—Percival Gassett, Dedham, Mass. Remedy for headache. A representation of the sun rising from the sea. Above the sun, in a semi-circle with the rays behind them are the words "Quick Stop."

2,484 — J. Lee Cruce Co., Fort Smith Ark. Headache, fever and pain powder. The representation of a shield on which is a monogram composed of the letters "J. L. C."

2,557—Capudine Chemical Co., Raleigh, N. C. Cure for headaches, colds and indigestion. The word "Capudine."

2,723 — J. C. Mayfield Manufacturing Co., Birmingham, Ala. Non-intoxicating tonic beverage. The hyphenated word "Celery-Cola."

2,747 — The Lambert Pharmacal Co., St. Louis, Mo. The word "Listerine."

MARKET REPORT

MENTHOL ERRATIC.

Its Price Now Advances Because of Speculative Covering.

OTHERWISE MARKET QUIET AND STEADY.—OPIUM FIRMER.—QUININE STATISTICS UNFAVORABLE BUT NO DECLINE EXPECTED.—A NUMBER OF MINOR FLUCTUATIONS.—JOBBERS REDUCE WOOD ALCOHOL A TRIFLE.—CHLOROFORM DEVELOPMENTS DUE TO EXPIRATION OF PATENTS.

New York, June 26. As is usual at this season, the market presents a more quiet appearance. Changes in quotations are not numerous or important. Business keeps up fairly well, although orders from consumers are usually limited to current requirements. Features of interest are hard to find. The only development of the week approaching this nature is the advance in menthol. This occurred quite unexpectedly, and was due to efforts of speculative shorts in Hamburg to cover by purchases in this market. In one day wholesale prices rose rapidly by leaps of five cents. Starting at $1.75, sales were made at $1.80, and then at $1.85, some holders even believing in $2.00. The leading staples are quiet and routine, although statistics are still exerting a bearish influence on quinine. Opium shows an upward tendency.

OPIUM.—Crop reports from Turkey have been so unfavorable that the market is firmer, with an upward tendency to prices. Indeed, a few holders have advanced the quotation for cases to $3.05. The old price of $3 still prevails, however. Foreign markets are also firmer. The shortage of the Turkish crop is reported from Smyrna to be due to dry weather and prevailing hot southerly winds. There has been a little rain recently, but it came too late to benefit the crop in the lowlands much. The highland sowings were small because of heavy snow fall in planting time. The maximum production is now estimated at 3,500 to 4,000 cases. The demand on jobbers continues moderately satisfactory and their quotations remain unaltered at $3.10@3.25 for 9 per cent. and $3.20@3.40 for 11 per cent. Powdered, $4.00@4.25 for 13 per cent. and $4.75@5.00 for 16 per cent.

MORPHINE SULPHATE.—There is nothing new to report. The tone of prices holds steady and demand is normal. Jobbers are asking $2.50@2.60 for eighths in ounce boxes, $2.45@2.55 in 2½-oz. boxes, and $2.30@2.40 in 5-oz. tins, according to brand and quantity.

QUININE SULPHATE.—At the recent bark sale at London the unit realized was the lowest in several years, most authorities cabling it as 1d. against 1 1-16 d. at the previous sale. The offerings to be made at the next Amsterdam sale on July 13 have been announced as 11,509 packages, a quantity larger than at any auction since December. These influences are all in favor of lower prices, but a decline is not expected. It is understood that leading interests in Amsterdam are combined to support values. This is naturally the dull season of the year and it is held that a decline in quotations now would not even produce the effect of stimulating demand. Jobbers report the usual run of orders for retail necessities and the volume of these is fairly satisfactory. Prices continue 20@21c. for bulk in 100 oz. tins; 20½@21½c. in 50-oz. tins; 21@22c. in 25-oz. tins; 22@23c. in 15 or 10-oz. tins; 25@26c. in 1 oz. tins, and 27@28c. in ounce vials, as to brand and quantity.

MENTHOL.—The feature of the market this week has been furnished by this commodity. Last week values declined, but at the close of the week suddenly shot up again at wholesale with surprising rapidity. This was due to the strength of foreign markets as a result of speculative operations. Spot supplies of menthol are rather scarce abroad, especially so in Hamburg. In that center there is always a good deal of speculation in the drug. It is said that a number of such operators there had oversold the market and were forced to cover by purchases here. In one day quotations at wholesale in New York rose ten cents. London advanced in sympathy to 6s. 3d. The effect of this movement on jobbers will probably be seen next week, but at present they are still quoting $2.35@2.50 per pound.

BAYBERRY BARK. Supplies in every quarter are very scarce. Export orders have been received in this market for round lots which could not be filled. Under these conditions, jobbing prices have advanced to 22@27c. for whole, and 27@32c. for powdered, per pound.

IPECAC ROOT.—Values are higher, both in Europe and here, because of some scarcity and fair demand. Jobbers have advanced quotations to $1.60@1.70 for whole, $1.70@1.80 for ground and $1.80@1.90 for powdered. No distinction in the price for Rio or Cartagena.

OIL LAVENDER.—Jobbing quotations have declined to $1.25@1.40 for Garden and $1.00@1.15 for Spike. This change was due to a readjustment to a level corresponding to similar oils.

WOOD ALCOHOL.—Lower cost at wholesale, causes a reduction in jobbers' prices to 70@71c. per gallon in barrels and 80@85c. per gallon in smaller quantities.

CRAMP BARK.—New bark is arriving in sufficient quantities to force a decline and jobbers have lowered quotations to 23@28c. for whole, and 26@30c. for ground per pound.

JAMAICA GINGER.—Foreign markets are higher and local jobbing prices have risen in sympathy to 17@21c. for whole and 19@23c. for powdered per pound.

SENEGA ROOT.—Prime western is easier because of the approach of the new crop. It is stated that diggers in producing regions are experiencing difficulty from wet ground. Jobbing prices have eased to 79@89c. for the whole, 84@94c. for ground, and 89@99c. for powdered per pound.

ANISE SEED, STAR.—Larger supplies and freer offerings induce jobbers to quote the lower terms of 30@35c. per pound.

MATICO LEAVES.—A firmer tone prevails, jobbing prices being 45@50c. for whole and 50@55c. for powdered.

COLCHICUM ROOT.—Scarcity continues and primary markets are hungry for supplies. To some of them exports have been made recently. Values here as quoted by jobbers are 21@26c. for whole and 26@31c. for powdered.

FUMIGATING PASTILLES.—Latest jobbing terms are 35@40c. per pound for black and 45@50c. for red per pound.

SAFFRON.—American continues to decline. The market is no longer closely controlled and new supplies are arriving. Latest jobbing figures are 1.05@1.15c. per pound.

TARTAR EMETIC.—Another advance has resulted from the increased cost of raw material, making jobbing prices 38@44c. per pound.

GOLDEN SEAL ROOT.—The demand for spring dug has been so good that offerings have been mostly cleaned up, leaving the market firmer. There has been a good export demand. It is reported that shrewd operators in producing sections are buying up supplies from collectors and holding for a rise which they anticipate later when large consumers come into the market to purchase. Predictions of $2.00 per pound at wholesale during the coming season have been made. Jobbing quotations remain unchanged at $1.75@1.85 for the whole.

OIL CLOVES.—Because of higher figures for spice, the oil is firmer and the market shows an upward tendency, but no change has resulted in jobbers' prices.

CAMPHOR.—Seasonable activity continues in a jobbing way, but most deliveries by manufacturers are on old contracts. The prices remain unaltered.

ROSEMARY OIL.—Foreign markets are higher and so are wholesale terms here, but jobbing figures hold.

LYCOPODIUM.—Referring to market conditions on the continent, the London Chemist and Druggist quotes the statement that they are lifeless, as most consumers have covered their wants for this season. It also appears as if there will not be a revival of trade before the new crop. Situation here remains the same.

ALOES.—For other varieties than Curacao, there is little demand, but for that kind, steady buying is the feature. Stocks of Curacao are diminishing. Primary markets are strong. Prices here unchanged.

CELERY SEED.—Foreign advices report a small advance in prices, but local quotations are unaltered.

ROSE LEAVES AND POPPY FLOWERS.—For both reports from abroad are the same. Prices there are higher because the crop is practically a failure. At wholesale here values have risen one cent, but jobbers make no changes.

CHLOROFORM.—As a result of the expiration of the patents on the modern acetone process of manufacture, the two big manufacturing firms who controlled the patents, the Roessler & Hasslacher Chemical Co. and the Albany Chemical Co., have consolidated their interests in that line and formed the Chlorine Products Co., to produce chloroform entirely at their Niagara Falls plants. This arrangement is expected to lessen the cost of production to them and thus enable them to successfully meet any new competition entering the field. Prices show no further change.

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO.

M
A-

t
ag
it
foreig
operations. Spo
rather scarce abr specially so in
urg. In that center there is always
ulation in the drug.
uber of such operato
the mar and

he
ld
For-
ort-
om
and
has
came
low-
wer

RS
1
D7532
v.33
Biological
& Medical
Serials

The Pharmaceutical era

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E
TORONTO.